“When you belong to NLC, there is a support system – through classes and personal relationships – that helps you constantly grow and improve as a leader. This has been so important to me, and I am committed to helping others develop as well.”

— RAP HANKINS,
VICE MAYOR, TROTWOOD, OHIO; CHAIR, NLC LEADERSHIP FELLOWS

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Looking back on 2014, a clear theme emerges: Action. NLC moved from a very important planning phase to a very rewarding phase of action on behalf of cities:

• The Board of Directors acted on recommendations to transform its structure to be more representative, aligned and nimble.

• Our City Solutions team launched a new research initiative on the future of cities.

• We created new media events and ways to increase our members’ visibility and influence on Capitol Hill, with the Administration and in the press.

• Our Institute for Youth, Education, and Families built new partnerships with the Administration and other organizations, including a program to expand children’s access to nature.

These are just a few examples of NLC in action in 2014. You’ll find many more throughout this report.

Our year of action was also a year of results. Membership numbers are on an upward trajectory, conference attendance increased, our corporate and business partner programs continue to grow and our portfolio of grant-funded initiatives is stronger than ever. We ended 2014 in excellent financial position and are prepared to keep up the momentum in 2015.

We are pleased to bring you this report of the successes of 2014. It is our members who make the National League of Cities strong. We appreciate your loyalty and engagement, and will be with you every step of the way in 2015.

Christopher Coleman
President 2013-2014

Clarence Anthony
CEO/Executive Director
Celebrating Our 90th Year

In October 1924, John G. Stutz, executive secretary of the League of Kansas Municipalities, invited the 21 state municipal leagues to a meeting in Lawrence, Kansas, to exchange ideas, methods and experiences on behalf of the nation’s cities.

Ten executive secretaries accepted the invitation to participate in what was the first annual Congress of Cities. They formed the Association of American Municipal Organizations, which became the American Municipal Association (AMA) and later the National League of Cities (NLC).

Since 1924, NLC has remained the consistent voice of the nation’s cities and the source of proven strategies and innovation for its members.

As it begins the final decade of its first 100 years, the League continues to build on its strong history with a new strategic plan, a stronger focus on advocacy and new technical assistance and research initiatives to prepare its members for the city of the future.

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### Then & Now

<table>
<thead>
<tr>
<th>1924</th>
<th>2014</th>
</tr>
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<tbody>
<tr>
<td><strong>Annual budget</strong></td>
<td><strong>$20 million</strong></td>
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<tr>
<td><strong>Attendees at the Congress of Cities</strong></td>
<td><strong>3,611 people in Austin, Texas</strong></td>
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<tr>
<td><strong>President</strong></td>
<td><strong>Christopher B. Coleman</strong></td>
</tr>
<tr>
<td>Morris B. Lambie</td>
<td>Mayor, St. Paul, MN</td>
</tr>
<tr>
<td>Professor, University of Minnesota</td>
<td><strong>Executive Director</strong></td>
</tr>
<tr>
<td><strong>John Stutz</strong></td>
<td><strong>Clarence E. Anthony</strong></td>
</tr>
<tr>
<td><strong>Percentage of Americans living in urban areas</strong></td>
<td><strong>81%</strong></td>
</tr>
<tr>
<td><strong>51%</strong></td>
<td><strong>Cities with populations of one million or more</strong></td>
</tr>
<tr>
<td><strong>3</strong></td>
<td>New York, Chicago and Philadelphia</td>
</tr>
<tr>
<td>New York, Los Angeles, Chicago, Houston, Philadelphia, Phoenix, San Antonio, San Diego, Dallas</td>
<td><strong>9</strong></td>
</tr>
</tbody>
</table>
HIGHLIGHTS FROM THE HISTORY OF THE NATIONAL LEAGUE OF CITIES

1924 Association of American Municipal Organizations (AAMO) is founded.

1925 AAMO changes its name to the American Municipal Association (AMA).

1933 AMA secures regulations that require at least 25 percent of federal highway aid in the National Industrial Recovery Act to be spent within city limits.

1947 Cities with populations over 100,000 or the largest in the state are made eligible for direct membership in AMA.

1954 AMA moves its headquarters from Chicago to Washington, D.C.

1955 After 11 years of lobbying by AMA, Congress establishes the Advisory Commission on Intergovernmental Relations to help federal, state and local governments work together more effectively. AMA also secures passage of legislation to help fund municipal water treatment plants.

1959 AMA receives a $500,000 grant from the Ford Foundation to sponsor a Municipal Manpower Commission to study future city workforce needs.

1960 AMA and the National Association of Counties (NACo) organize a joint program and first annual meeting for newly emerging metropolitan area councils of governments (COGs).

1964 AMA changes its name to the National League of Cities (NLC).

1965 NLC holds its first Congressional City Conference. NLC and the U.S. Conference of Mayors create Joint Council on Housing and Urban Development to support congressional enactment of a housing bill and creation of a new federal Department of Housing and Urban Affairs.

1968 The U.S. Department of Housing and Urban Development contracts with NLC to establish a pilot network of 6 local urban research centers, later expanded to 10.

1970 The National Black Caucus of Local Elected Officials is founded as NLC’s first constituency group.

1972 NLC secures passage of the State and Local Fiscal Assistance Act, or revenue sharing, to direct financial assistance to states and cities.

1973 After five years of advocacy by NLC, President Nixon signs the Comprehensive Employment Training Act, giving control of program funds to state and local governments.

1974 President Ford signs NLC-supported legislation creating the Community Development Block Grant program.

1976 Seattle Councilwoman Phyllis Lamphere is elected the first woman president of NLC.

1991 Years of effort by NLC pay off when Congress passes a transportation act that gives cities more funding and flexibility.

1995 NLC and partners secure passage of the Unfunded Mandates Reform Act to ensure that the federal government cannot impose mandates on state, local and tribal governments without funding.

2000 NLC establishes the Institute for Youth, Education, and Families.

2006 NLC’s support helps increase funding for the Community Development Block Grant program.

2009 NLC Sustainable Cities Institute is founded.

2014 NLC becomes the operating partner for the Rose Center for Public Leadership.
Highlights of a Successful 2014

In 2014 the National League of Cities...

**Achieved results in Washington**

• Despite historically low productivity levels in Congress, four bills that NLC advocated for became law: flood insurance premium increase caps, funding for local job training programs, funding for local water infrastructure projects and an extension of federal aid for highways and other transportation programs.

**Joined forces**

• NLC formalized partnerships with four federal agencies to tackle issues as diverse as childhood obesity, cradle-to-career learning opportunities, veteran homelessness and children’s access to nature.

• NLC worked with the Administration in the development and early implementation of the My Brother’s Keeper Community Challenge, President Obama’s initiative to improve the life chances and outcomes for young men of color.

**Launched new networks**

• NLC created the Sharing Economy Advisory Network to help cities update and improve their regulatory framework to protect residents while also supporting the growth of new technology-enabled businesses such as home and car sharing.

• NLC established the Homeless Veteran Leadership Network, which aligns with federal efforts to ensure that every veteran has a stable and safe place to call home in 2015.

**Provided solutions**

• NLC’s Institute for Youth, Education, and Families provided technical assistance, including structured site visits, conference calls and access to national experts, to 50 cities. The Institute also hosted 30 convenings for city leaders to highlight promising practices and promote peer learning.

• The Second Annual Shadowcliff Workshop for Sustainability Managers and the Midwest Convening on Climate Resilience helped cities plan for and address the effects of climate change.

• The Big Ideas for Small Business Network convened staff from 15 of the nation’s largest cities to explore how they can support traditional small business owners and encourage entrepreneurship.

• NLC products and services continued to benefit cities. As of 2014, the NLC Prescription Discount Card Program had saved residents more than $13 million since its inception, and the NLC Service Line Warranty Program protected residents in more than 200 communities from unexpected repair expenses.

• Build America Mutual, NLC’s municipal bond insurance partner, surpassed $10 billion in insured bonds, helping more than 400 cities and towns access affordable credit.
“The NLC University provides our members with an opportunity to expand their knowledge areas that will benefit them as well as the citizens that they represent. Our citizens depend upon us to provide leadership for our community. Expanding our knowledge of how to be better leaders benefits everyone. Our mission in life should be to make the world a better place to live than it was before we arrived. We can do this by sharing what we know and what we have learned with others. NLC University helps us to do just that!” — COUNCILMAN W. L. PATE, JR., BEAUMONT, TX

**Generated new funding for member cities**
- NLC’s Institute for Youth, Education, and Families reached $25 million in pass-through grants and funding for city-led initiatives that improve outcomes for children, youth and families.

**Kept city issues in the news**

**Increased revenue and reserves**
- NLC’s seven Business Partner Programs had their best year ever, earning $1.4 million in revenue.
- NLC’s general fund reserves reached $7,076,342.

---

**A New Strategic Plan Sets the Direction**

**2014 was the first year of implementation of NLC’s new strategic plan.**

**STRATEGIC PLAN GOAL 1**
Proactively drive federal policy on behalf of cities, on issues that directly impact them.

**STRATEGIC PLAN GOAL 3**
Raise the profile of city governments as key leaders and partners in improving the quality of life in our nation.

**STRATEGIC PLAN GOAL 4**
Expand the capacity of municipal officials to serve as ethical, effective and engaged leaders.

**STRATEGIC PLAN GOAL 2**
Promote innovation and provide proven strategies and valuable resources that address the challenges cities face.

**STRATEGIC PLAN GOAL 5**
Achieve our mission and goals through an organizational structure that is aligned, nimble, accountable and transparent.
Driving Federal Policy

Powered by a grassroots network and driven by member priorities, NLC scored notable legislative victories in 2014 and made progress on issues that matter most to cities.

Legislative Victories

- **Homeowner Flood Insurance Affordability Act**, protecting homeowners and businesses from soaring flood insurance premium increases.
- **Workforce Innovation and Opportunities Act**, modernizing federal job training programs, strengthening the role of local government in the program and increasing flexibility.
- **Water Resources Reform and Development Act**, providing $12 billion to fund local water infrastructure projects.
- **Highway and Transportation Funding Act of 2014**, authorizing almost $11 billion to extend highway and mass transit project funding through the Highway Trust Fund.
- **Community Development Block Grants** funding increase, protecting $3 billion in funding for local community and economic development programs.

**Marketplace Fairness Heading Toward the Finish Line**

NLC advocacy helped win Senate passage of the Marketplace Fairness Act in 2013. In 2014, the House Judiciary chairman introduced principles and held a hearing on options to guide the drafting of legislation in the House, creating a path forward for 2015.

**NLC 2014 LEGISLATIVE PRIORITIES**

- Support Marketplace Fairness
- **Invest in Local Transportation Priorities**
- Protect Municipal Bonds
- Fix the Nation’s Broken Immigration System
- Strengthen the Nation’s Education Pipeline
- Support Community Resilience
NLC Advocacy in Action

• More than 2,000 city officials attended NLC’s annual legislative meeting, the Congressional City Conference.

• More than 150 city leaders signed on to NLC’s letter to all House members urging them to pass a bill to fix the nation’s broken immigration system.

• All state municipal league executive directors joined NLC President Christopher Coleman in a message to Congress urging support for a new transportation program.

• President Coleman was one of only 100 leaders from business, philanthropy, finance and government who participated in the invitation-only White House Infrastructure Summit.

• Nearly 400 city leaders joined NLC in a letter to U.S. Sen. Barbara Boxer, chair of the Senate Environment and Public Works Committee, for the Transportation Alternatives Program.

• All five of NLC’s constituency groups staged a D.C. fly-in to lobby 14 congressional offices in support of NLC’s federal priorities.

• NLC President Christopher Coleman, Mayor Betsy Price (Fort Worth, Texas), and Mayor Edna Branch Jackson (Savannah, Ga.), with the support of Sen. Al Franken (D-Minn.), led a briefing for Senate staff on the role of mayoral leadership in education reform.

• NLC First Vice President Ralph Becker (mayor, Salt Lake City, Utah) briefed the Departments of Housing and Urban Development, Treasury, Agriculture and Transportation on federal policy issues.

• More than 170 mayors and local officials made policy recommendations to the President’s State, Local, and Tribal Leaders Task Force on Climate Preparedness and Resilience on modernizing federal emergency management and infrastructure programs.
Promoting Innovation

STRATEGIC PLAN GOAL 2
Promote innovation and provide proven strategies and valuable resources that address the challenges cities face.

From economic growth to social change and environmental leadership, cities and towns are the incubators of innovation. In 2014 NLC continued its role as a catalyst, convener, thought leader and funding conduit for new initiatives in cities.

Preparing for the Future
NLC launched a City of the Future initiative that will focus research on five major drivers of change in the coming years: economics, climate, technology, culture and demographics.

Partnering with Innovators
Having sought and built partnerships with companies that are leaders in civic technology and the new economy, NLC added cutting-edge partners including Socrata, OpenGov and Lyft.

Helping Cities and Towns Learn and Adapt
NLC formed the Sharing Economy Advisory Network. Composed of business leaders, policy leaders and city officials, the network will create and promote model solutions that enable communities to update and improve their regulatory framework while at the same time supporting the growth of new businesses.

NLC’s Institute for Youth, Education, and Families launched new initiatives to help city leaders improve juvenile justice systems and expand children’s access to nature, continuing its focus on emerging challenges that affect children and families.

Ending Veteran Homelessness
NLC formed the Homeless Veteran Leadership Network (HVLN) to help cities meet the Administration’s goal of ensuring that every veteran has a place to call home in 2015. The HVLN shares best practices, connects local leaders with existing and emerging efforts in their communities and supports community partnerships.

NEW AFTERSCHOOL RESOURCES
NLC’s Institute for Youth, Education, and Families created a comprehensive online resource that profiles successful afterschool initiatives in small and rural communities. It provides valuable tools to help small city leaders address city-specific challenges, and offers examples of local innovation as well as a variety of resources and suggested action steps.

Learn more at: afterschoolsmallcities.org.
NEW RESOURCES FOR SUSTAINABILITY FROM NLC

NLC’s Sustainable Cities Institute launched a new website offering a complete sustainability toolkit, case studies, model policies and communication tools.

The site also offers detailed instructions to help cities make their operations and projects sustainable. Topics include land use and planning, water and green infrastructure, buildings and energy efficiency, transportation and climate adaptation and resilience.

Learn more at: sustainablecitiesinstitute.org.

Publications from NLC’s Center for City Solutions and Applied Research range from analyses of current conditions to examinations of emerging trends.
Raising the Profile of City Governments

STRATEGIC PLAN GOAL 3
Raise the profile of city governments as key leaders and partners in improving the quality of life in our nation.

In 2014, NLC redoubled its efforts to celebrate the successes that elected officials and their cities continue to achieve.

City Fiscal Conditions Event
- NLC released its annual City Fiscal Conditions Survey at a high-profile event at the Newseum that was broadcast live on C-SPAN 2.

Big Ideas for Cities
- NLC held its first Big Ideas for Cities event with the University of Chicago to provide a platform for mayors to speak about the innovative initiatives in their cities.

Shared Wisdom
- NLC launched Shared Wisdom for City Leaders (NLCsharedwisdom.org), a new video collection produced by NLC in partnership with Comcast. The site offers original videos of city leaders telling their stories and offering advice.

Keeping Cities in the News
- Major media outlets, including The New York Times, CBS Evening News, C-SPAN, Reuters, Bloomberg Businessweek and CNBC, featured NLC in stories on city issues. NLC was mentioned 12,826 times in national and local media outlets in 2014.

The fastest growing cities in the United States in 2014

1. Austin, Texas
2. Raleigh, N.C.
4. Dallas, Texas
5. Salt Lake City, Utah
6. Denver, Colo.
7. Ogden, Utah
8. Charlotte, N.C.
10. Houston, Texas
13. Provo, Utah
14. Cape Coral, Fla.
15. Palm Bay, Fla.
16. Boise, Idaho
17. Minneapolis, Minn.
18. North Port, Fla.
19. San Jose, Calif.
20. San Antonio, Texas

Expanding the Leadership Capacity of Municipal Officials

In 2014, NLC University programs and NLC’s two conferences were the League’s largest programs focused on expanding the skills and capabilities of city officials. Their many successes this year included:

- Hosting the annual NLC University Leadership Summit on the theme of leadership and innovation, including a visit to Google headquarters.
- Increasing seminar and workshop offerings as well as attendance at the Congressional City Conference and Congress of Cities.

“Since attending NLC University, I have gained great skills. I have been able to negotiate the first shopping center in my district since 2006, which will bring an estimated $100,000,000 sales tax impact. I also was able to negotiate a non-profit campus that is a $20,000,000 investment. These are just two examples of great work in my community that I was able to broker due to the skills learned through NLC University.”

— COUNCILWOMAN LAWANA MAYFIELD, CHARLOTTE, N.C.

STRATEGIC PLAN GOAL 4
Expand the capacity of municipal officials to serve as ethical, effective and engaged leaders.

UPCOMING EVENTS

March 7-11, 2015
Congressional City Conference
Washington, D.C.

September 16-19, 2015
NLC University Leadership Summit – Leading Through Tough Times
Orlando, Fla.

November 4-7, 2015
Congress of Cities and Exposition
Nashville, Tenn.
Transforming the Organization

STRATEGIC PLAN GOAL 5
Achieve our mission and goals through an organizational structure that is aligned, nimble, accountable and transparent.

Establishing More Inclusive and Responsive Governance

In November, the NLC Board of Directors approved changes to the bylaws, implementing five recommendations of the Governance and Policy Task Force.

• Established a 10-member Executive Committee.

• Expanded the number of members of the Board of Directors to approximately 60 from 43. (Number is approximate because the number of past presidents eligible to remain on the Board changes.)

• Established a member-driven advocacy and policy priority-setting process based on a survey of member priorities.

• Aligned NLC’s Policy and Advocacy Committees with strategic priorities and strengthened collaboration with the Board by establishing official board seats for the committee chairs.

• Unified the two-tiered policy committee structure.

Strengthening Our Financial Position

Through a combination of successful business programs, increased membership revenue and increased conference attendance, 2014 was an exceptional financial year for NLC. The League added $478,893 to its total net assets. Its general fund reserves increased to $7,076,342. Its building fund remained strong at $19,877,031.

Preparing for a Move

NLC began the process of selecting a new location for its Washington, D.C., headquarters. The building it currently occupies at 1301 Pennsylvania Avenue will be demolished and replaced by a new, more modern building. Over the long term, as a 30 percent owner of the new building, NLC will benefit from receiving a greater return on its investment. NLC will relocate to a new, leased location by the summer of 2016.

DRIVERS OF CHANGE

Gross revenue from areas of NLC that contributed most to our strong financial year in 2014
Revenue: $21,953,741

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<tr>
<th>Description</th>
<th>FY2014</th>
<th>FY2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership Dues</td>
<td>$6,108,875</td>
<td>$5,887,687</td>
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<tr>
<td>YEF Institute Grants</td>
<td>6,241,518</td>
<td>4,754,825</td>
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<tr>
<td>Corporate and Business Partners and Sponsorships</td>
<td>2,901,163</td>
<td>2,121,910</td>
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<tr>
<td>Service Fees</td>
<td>2,492,352</td>
<td>2,455,440</td>
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<tr>
<td>Annual Conferences &amp; NLC U</td>
<td>2,835,038</td>
<td>2,477,712</td>
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<tr>
<td>Other</td>
<td>299,555</td>
<td>428,645</td>
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<td>Subtenant Rental Income, net</td>
<td>436,597</td>
<td>589,272</td>
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<td>Interest and Dividends</td>
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<td>Research Grants</td>
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<td>255,454</td>
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<td>Per Audited Financials</td>
<td>$21,953,741</td>
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Expenses: $21,031,178

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<td>Membership Programs</td>
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<td>Constituent Programs</td>
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<td>Policy &amp; Federal Relations</td>
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<td>State League Programs</td>
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<td>YEF Institute</td>
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<tr>
<td>Communications &amp; Partnerships</td>
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<td>General &amp; Administrative (G&amp;A)</td>
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<td>Conference, NLC U, &amp; Meetings</td>
<td>2,437,376</td>
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<td>Research and Innovation</td>
<td>1,151,545</td>
<td>1,356,948</td>
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<td>Per Audited Financials</td>
<td>$21,031,178</td>
<td>$18,818,095</td>
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</table>
2013-2014 Board of Directors  Elected November 2013

Officers

President
Christopher B. Coleman
Mayor, Saint Paul, Minnesota

First Vice President
Ralph E. Becker
Mayor, Salt Lake City, Utah

Second Vice President
Melodee Colbert Kean
Mayor, Joplin, Missouri

Immediate Past President
Marie Lopez Rogers
Mayor, Avondale, Arizona

Past Presidents
Ted Ellis
Mayor, Bluffton, Indiana
Brian J. O’Neill
Councilman, Philadelphia, Pennsylvania

Board Members
Tennell Atkins
Mayor Pro Tem, Dallas, Texas
Karen Avilla
City Treasurer, Carson, California
Ricki Y. Barlow
Council Member, Las Vegas, Nevada
Joe Buscaino
Council Member, Los Angeles, California
Mary Cameron,
Council Member, Clemmons, North Carolina
Leland Cheung
City Councilor, Cambridge, Massachusetts
Joe Davis, Sr.
Alderman, Milwaukee, Wisconsin
Sam Ferreri
Mayor, Greenacres, Florida
Elvi Gray-Jackson
Assembly Member, Anchorage, Alaska
Ronald C. Green
City Controller, Houston, Texas
Matthew C. Greller
Executive Director/Chief Executive Officer
Indiana Association of Cities and Towns
Mary Hamann-Roland
Mayor, Apple Valley, Minnesota
Scott A. Hancock
Executive Director
Maryland Municipal League
Klaus Hanson
Council Member, Laramie, Wyoming
Elizabeth Hurst
Council Member, Fairburn, Georgia
Jacquelyn E. Johnson
Councilwoman, East Orange, New Jersey
Van R. Johnson
Mayor Pro Tem, Savannah, Georgia
R. Michael Kasperzak, Jr.
Council Member
Mountain View, California
Alan Kemp
Executive Director, Iowa League of Cities
Kevin Kramer
Councilman, Louisville, Kentucky
Dorothy “Dor” LaMarche
Vice-Mayor, Farragut, Tennessee
Christopher G. Lockwood
Executive Director
Maine Municipal Association
Patricia “Pat” Lockwood
Councilwoman, Fenton, Michigan
Sam Mamet
Executive Director
Colorado Municipal League
Jesse Matthews
Council Member, Bessemer, Alabama
Keith McDonald
Mayor, Bartlett, Tennessee
Gene F. McGee
Mayor, Ridgeland, Mississippi
Felicia A. Moore
Council Member, Atlanta, Georgia
Joe Moore
Alderman, Chicago, Illinois
Gregory Pettis
Council Member
Cathedral City, California
David Sander
Council Member
Rancho Cordova, California
Michael A. Sesma,
Council Member, Gaithersburg, Maryland
Ken Smith
Executive Director
Alabama League of Municipalities
Mark Stodola
Mayor, Little Rock, Arkansas
Ken Strobeck
Executive Director
League of Arizona Cities and Towns
Betty L. Taylor
City Councilor, Eugene, Oregon
Priscilla R. Tyson
Council Member, Columbus, Ohio
Murry K. Witcher
Alderman, North Little Rock, Arkansas
Don Zimmerman
Executive Director
Arkansas Municipal League
Acknowledgments

NLC would like to thank the following organizations, partners, funders and volunteers for their support:

State Leagues, their presidents, executive directors and staffs
Members of the NLC Board of Directors

**Strategic Business Partners**

- Build America Mutual
- NLC Community Showcase Video Program
- NLC Prescription Discount Card Program
- NLC Service Line Warranty Program
- Public Finance Authority
- The National Citizen Survey
- U.S. Communities Government Purchasing Alliance

**Corporate Partners**

- Aetna
- The American Institute of Architects
- AT&T
- Black & Veatch
- Cigna
- Dart Container Corporation
- Duke Energy
- Enterprise Rent-a-Car
- Florida Power & Light Company
- Hyland Software
- Hudson News
- IBM
- Institute for Building Technology and Safety
- Local Search Association
- Lyft, Inc.
- Microsoft
- OpenGov
- Parsons
- PayPal
- Pioneer
- Safeguard Properties
- Siemens
- Southwest Airlines
- U-Haul
- UnitedHealthcare
- United Water
- Verizon
- Walgreens
- Walmart
- Waste Management

**Foundations**

- American Express Foundation
- Annie E. Casey Foundation
- The Atlantic Philanthropies
- Casey Family Programs
- Center for Financial Services Innovation
- Charles Stewart Mott Foundation
- Ford Foundation
- Home Depot Foundation
- JP Morgan Chase Foundation
- JPB Foundation
- John D. and Catherine T. MacArthur Foundation
- Kresge Foundation
- Lumina Foundation
- MetLife Foundation
- Open Society Foundations
- Pew Charitable Trusts
- Robert Wood Johnson Foundation
- Tides Foundation
- W.K. Kellogg Foundation
- The Wallace Foundation
- Walmart Foundation

**Volunteers**

NLC relies heavily on volunteers, who help forward its advocacy, policy, research and leadership agenda. We could not be effective as an organization without your efforts.

Special thanks to the City of Austin, Texas, host of NLC’s 2014 Congress of Cities and Exposition.
As a National League of Cities corporate partner since 2010, Utility Service Partners, Inc., is extremely proud to be the administrator of the NLC Service Line Warranty Program. As we knock on the doors of local elected and appointed officials to introduce them to the Warranty Program, the NLC brand brings instant recognition and credibility. The NLC Corporate Partner Program has allowed us to effectively demonstrate the value of how well designed public-private partnerships can meaningfully address important public policy issues. We look forward to our continued relationship with the NLC and the Corporate Partner Program.

— PHILIP E. RILEY, JR., PRESIDENT & CEO, UTILITY SERVICE PARTNERS, INC.

"As a National League of Cities corporate partner since 2010, Utility Service Partners, Inc., is extremely proud to be the administrator of the NLC Service Line Warranty Program. As we knock on the doors of local elected and appointed officials to introduce them to the Warranty Program, the NLC brand brings instant recognition and credibility. The NLC Corporate Partner Program has allowed us to effectively demonstrate the value of how well designed public-private partnerships can meaningfully address important public policy issues. We look forward to our continued relationship with the NLC and the Corporate Partner Program."

— PHILIP E. RILEY, JR., PRESIDENT & CEO, UTILITY SERVICE PARTNERS, INC.

BY THE NUMBERS

NLC completed FY2014 with

• 41 Corporate Partners, including 11 Capstone Corporate Partners, that provide expertise, thought leadership and support to NLC.
• Approximately $1.18 million in revenue from corporate partners and sponsors.

In addition to earning $1.4 million in revenue, NLC's seven Business Partner Programs reached new milestones, including the following:

• Build America Mutual, NLC's preferred provider of bond insurance, reached $10 billion in insured municipal bonds.
• Participation in the NLC Service Line Warranty Program surpassed 200 cities.
• Savings under the NLC Prescription Discount Card Program exceeded $13 million, with one million prescriptions filled since program inception.
• The U.S. Communities Government Purchasing Alliance reached more than $1.5 billion in national sales, becoming NLC's largest single source of business partner revenue.
U.S. Communities Government Purchasing Alliance is proud to have the National League of Cities as a founding national sponsor. NLC’s credibility with cities and towns has directly benefited U.S. Communities and provided the opportunity for us to share the unique benefits of cooperative purchasing with NLC members. As a result of the support of NLC and 29 state municipal league sponsors at the state level, U.S. Communities has delivered more than $1 billion in savings to local governments, educational institutions and non-profit organizations since it was established.”

— CHRIS MELLIS, NATIONAL PROGRAM MANAGER, U.S. COMMUNITIES GOVERNMENT PURCHASING ALLIANCE

NLC Core Beliefs

We believe in...

- Representative, participatory local government.
- Local government as the cornerstone of government in the United States.
- The value of public service.
- The value of diversity throughout our organization and our communities.
- Municipal authority over municipal issues.
- A commitment to the highest ethical standards among all public officials.
- Civility and mutual respect.
- Anticipating the needs of communities and developing strategies to meet those needs and improve the quality of life.
- Partnerships, coalitions and collaborations to strengthen cities and our advocacy efforts.

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