

2023

# STRATEGIC PARTNER CATALOG

Promoting ideas between  
***Industry Leaders*** and the  
**LEADERS OF AMERICA'S CITIES,  
TOWNS AND VILLAGES.**



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Across the country, local leaders have the power to dictate the direction of their city and drive America's economy forward. However, they can't do that without hearing from and engaging with the private sector. That's where the National League of Cities (NLC) can help.

If you are interested in learning more about NLC's Strategic Partners program and our current partners, or if you are interested in becoming a partner, please see our Strategic Partners Brochure and reach out to the NLC Partnership Team at [sponsorships@nlc.org](mailto:sponsorships@nlc.org).

NLC represents the 19,000 cities, towns and villages across America who are leading in innovation and advancement.

The NLC Strategic Partners program promotes the exchange of ideas between industry leaders and the leaders of America's cities, towns and villages. NLC partners are recognized as thought leaders and creators of industry best practices.

Our strategic partners are dedicated to making NLC the premier resource for local governments and stand by that commitment by offering value-added solutions and cost savings to our member cities and towns and their residents.

NLC categorizes our partners into three levels:

- 1. ENTERPRISE PARTNERS** offer a specific product or service to NLC members at a discount. They are endorsed and have a revenue sharing plan with NLC.
- 2. CAPSTONE PARTNERS** are interested in thought leadership, deep engagement across NLC, and long-term support for local leaders.
- 3. EXECUTIVE PARTNERS** are interested in connecting with members at events, sharing best practices, and highlighting their commitment to supporting local leadership.

# Enterprise Partners

The National League of Cities is committed to helping city leaders build better communities. To do that, **we join forces** with our Enterprise Partners, key private sector and non-profit organizations, to offer our members programs that **save them and their residents time and money.**

From prescription drug savings to residential home protection and municipal financing options, these Savings & Solutions programs are relevant to the **everyday needs of our members** and their constituents.

***NLC members get access to the customized and fully endorsed programs from these partners as part of their member benefits.***

To learn more, visit <https://www.nlc.org/about/partnerships/enterprise-partners/> or email [savings@nlc.org](mailto:savings@nlc.org).



#### Partner Title

Build America Mutual

#### Learn More

Visit [BAM's page on NLC.org](https://www.bammutual.org) for more info.

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Build America Mutual (BAM) is NLC's preferred provider of financial guaranty insurance on debt for its member municipalities. Launched in July 2012, BAM delivers substantial interest cost savings for issuers of municipal bonds and durable protection against loss for municipal bond holders.

BAM is the only bond insurer that solely guarantees timely payment of interest and principal on U.S. municipal bonds, and has insured more than \$115 billion of financing for essential public projects in more than 5,000 communities nationwide. BAM is rated AA/Stable by S&P Global Ratings, and the BAM GreenStar assessment provides an independent, third party verification of a transaction's green bond status.

### HOW IS BAM WORKING WITH CITIES?

#### Benefits to Cities, Towns and Villages

- ◆ Access a lower cost of financing public debt.
- ◆ Member-issuers benefit from the opportunity to apply a portion of their original bond insurance premium as a credit to reduce the cost of refinancing bonds in the future.
- ◆ A portion of a municipality's payment to BAM is treated as its Member Surplus Contribution. The surplus contribution can be reused if the bonds are refinanced, saving approximately 50 percent over traditional insurance methods. Only the risk premium needs to be renewed.
- ◆ View transparent reporting through BAM credit profiles – publicly available summaries of the underlying financial and economic strength of each bond BAM insures. BAM Credit Profiles are available for free on the BAM website and are updated annually.
- ◆ The BAM GreenStar program is the only green bond verification designed exclusively for municipal bonds. BAM GreenStar bonds finance sustainable water and wastewater infrastructure, renewable energy, and energy-efficient buildings, and meet the requirements of the International Capital Market Association's Green Bond Principles.

### Commitment to the Public Sector

Build America Mutual is owned 100% by policy-holding municipalities, who are directly represented on BAM's Board of Directors. BAM only insured bonds from U.S. municipal issuers who provide essential public services.

In addition to up-front interest cost savings, BAM provides options for issuers to further reduce their debt-service costs when refinancing outstanding BAM-insured debt, through either:

- ◆ The option to pay only a 10-year risk premium upfront at closing and annual premiums after 10 years if bonds are not refunded, or
- ◆ Reusing the Member Surplus Contribution portion of the fee for the life of any refunding issue

### Does BAM insurance make sense for your community?

BAM's mission is to provide efficient funding and savings to municipal bond issuers who finance essential public infrastructure across the U.S., including cities, counties, school districts, and utility systems.

### Planning a municipal bond transaction? Ask your financial professionals –

- ◆ Bond Underwriter
- ◆ Municipal Advisor
- ◆ Bond Counsel
- ◆ Or call us to learn whether municipal bond insurance from Build America Mutual can help save money on your capital plan.



**Partner Title**  
CGI Digital

**Learn More**  
Website: [CGI's page on NLC.org](#)

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CGI Digital is dedicated to promoting cities across the country. Our Community Showcase Video Program has helped over 5,000 municipalities tell their story through the power of video while showcasing the impact businesses have on their community. This powerful synergy is a crucial element to CGI's mantra of creativity, growth and inspiration.

CGI highlights the assets and attributes of cities through a series of custom videos that welcome new residents and visitors, recruit new business and increase civic pride. The videos feature topics on economic development, education, real estate and relocation, quality of place, attractions and more. The finished content is placed on your city's official website and social media outlets to provide your city with a high-quality promotional tool.

The best part about this program is that it is offered at NO-COST! Learn more by visiting our official website, [www.cgidigital.com](http://www.cgidigital.com), or call us to get involved today!

### HOW IS CGI DIGITAL WORKING WITH CITIES?

Dana Briggs, Economic Development Director for the City of Idaho Falls, ID stated, "Idaho Falls is a member of a regional economic development organization that markets Eastern Idaho as a whole, but we lacked an ability to market our specific community in one centralized location. Different organizations such as the Chamber of Commerce, Downtown Development Organization, and individual businesses marketed Idaho Falls in various ways, but having a 'one-stop shop' area for marketing was a challenge."

She continued, "The Idaho Falls Video Tour, powered by CGI Digital, helped tell Idaho Falls' story in a comprehensive and visually aesthetic way. We were able to choose what industries and focus areas to highlight, and by doing so, the message that we are now able to share about Idaho Falls is truly what our community is known for, becoming, and working towards."

Dana concluded, "CGI Digital is a wonderful company to work with. Idaho Falls has had nothing but a positive experience working with the CGI team, and our Video Tour creation process from pre-production to publication was a pleasure. I recommend the Video Tour product to any municipality that is seeking increased marketing and economic development resources."



"I recommend the Video Tour product to any municipality that is seeking increased marketing and economic development resources."

**DANA BRIGGS,**  
Economic Development Director, City of Idaho Falls, ID



**Partner Title**  
CVS CAREMARK

**Learn More**  
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CVS Caremark has broad experience in managing prescription discount cards since 1992. CVS Caremark does not give or share personally identifiable health information to manufacturers or direct marketers. CVS Caremark is fully compliant with all federal and state privacy and security regulations pertaining to the protection of protected health information and has a robust compliance program which monitors and enforces policy compliance.

Administered by CVS Caremark, the NLC Prescription Discount Program, “My Healthy Hometown RX”, can save your residents up to 80%\* off on generics and up to 40%\* on name brand medications. There is no enrollment form, no membership fee for member city residents and no restrictions or limits on the frequency of use. The discount card is accepted at more than 65,000 participating pharmacies† nationwide, including all major pharmacy chains and most local independent pharmacies.

\* Average savings of 55% for generics and average savings of 24% for brands with a blended savings of 40%. CVS Health Drug Discount Analytics Team, October 2020. All data sharing complies with applicable law, our information firewall and any applicable contractual limitations. Savings projections are based on CVS Caremark data. Savings may vary by drug and by pharmacy. Savings are based on actual drug purchases for all drug discount card programs administered by CVS Caremark located in Woonsocket, RI  
† CVS Health Network Analysis. November 2020

**BENEFITS TO CITIES, TOWNS AND VILLAGES**

- ◆ Similar to other store loyalty programs, there is no cost join Prescription Discount — for the resident and the city.
- ◆ The program provides participating cities with customized discount cards and sample promotional materials including a press release and web page.
- ◆ This card can be used not only at CVS, but at any one of over 68,000 pharmacies nationwide, including all major chains and most independent pharmacies.
- ◆ We’ve saved residents nationwide over \$50 million on retail prescriptions

# Mission Square

## RETIREMENT

### Partner Title

MissionSquare Retirement

### Learn More

Website: [MissionSquare Retirement's page on NLC.org](https://missionsquare.org)

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MissionSquare Retirement is dedicated to guiding those who serve our communities toward a secure and confident financial future. Founded in 1972, MissionSquare Retirement is a mission-based, nonstock, nonprofit, financial services company focused on delivering retirement plans, investment options, and personalized guidance to more than 1.6 million participant accounts. For 50 years, our mission has been constant — to help those who serve reach their retirement goals with confidence.

At MissionSquare Retirement, our goal is to promote an environment that recognizes the value and diversity of every individual and fosters respect throughout our entire organization. We take pride in our people and in the work we do helping our clients and their participants prepare so they can enjoy a secure retirement.

### HOW IS MISSIONSQUARE RETIREMENT WORKING WITH CITIES?

MissionSquare Retirement works with cities through thought leadership. MissionSquare Retirement has produced research and communications on:

1. The impact the COVID-19 pandemic is having on state and local employees and their employers;
2. Effective action strategies for developing the future public sector workforce;
3. The financial sustainability of retirement and health benefits as workforce management tools;
4. Adapting best practices in employer-based financial wellness programs for application to public service organizations; and
5. A wide range of additional topics related to retirement plans and trends.

MissionSquare Research Institute plays a unique role by:

1. Examining critical issues facing local/state governments, as well as education, health care, and non-profit agencies, shaping our research agenda to address real-world needs;
2. Bringing government and community service leaders and practitioners together with respected researchers;
3. Gathering accurate and relevant data;
4. Identifying and promoting best and promising practices;
5. Producing, directing, and supporting first-class research;
6. Informing the media and the public; and
7. Translating rigorous research into practical products that policy leaders, public employees, and elected officials can use to make informed decisions.



We take pride in our people and in the work we do helping our clients and their participants prepare so they can enjoy a secure retirement.”



**Partner Title**  
mySidewalk

**Learn More**  
Visit [mySidewalk's page on NLC.org](#) for more info.

Contact: Dan Reynolds,  
Director of Sales

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mySidewalk is a community data platform fueled by the idea that data is for everyone, not just the experts. Our comprehensive data library and storytelling solutions increase efficiency, simplify data visualization and unlock insights so changemakers can build stronger communities. Learn more at [mysidewalk.com](https://mysidewalk.com).

### HOW IS MYSIDEWALK WORKING WITH CITIES?

mySidewalk is on a mission to democratize data and equip changemakers with tools to build stronger and more equitable communities. mySidewalk provides data support for National League of Cities (NLC) member cities through several initiatives, including the City Inclusive Entrepreneurship (CIE) Network, the Equitable Economic Mobility Initiative (EEMI), and the Communities of Opportunity (CoO). Through these initiatives, mySidewalk partners with NLC member cities to clearly understand their policy focus, select data indicators that explore a policy theme further, and deploy data storytelling to communicate actionable steps toward a solution.

NLC launched the Equitable Economic Mobility Initiative (EEMI) to focus on the economic recovery of families, especially families from minority backgrounds who were disproportionately impacted by the COVID-19 pandemic. The City of Roanoke, Virginia, was one of eight cohort cities who developed a city-specific plan to ensure their local economic recovery included families that were often overlooked. In partnership with their local United Way chapter, the City of Roanoke worked with mySidewalk to develop a local ALICE® population analysis. ALICE® is a United Way acronym that stands for Asset Limited, Income Constrained, Employed and represents those individuals and families who are working but still struggling to make ends meet.

Through a set of standard measurements, the ALICE® methodology highlights the prevalence of financial hardship and economic vulnerability much more clearly than traditional measures, such as the Federal Poverty Guidelines, can demonstrate. In 2023, The City of Roanoke and the United Way of Roanoke Valley will implement the ALICE® report created by mySidewalk to specifically identify where the ALICE® population is most prevalent within their community. In an effort to improve poverty alleviation programs and advocate for a wider understanding of economic vulnerability, they will survey this segment of the population. The City of Roanoke's analysis will allow them to understand where in the community the ALICE® populations live to better address the needs of those communities.

# NLC Service Line Warranty Program



**Partner Title**  
NLC Service Line  
Warranty Program

**Learn More**  
Website: <https://servicelinepartner.com/>

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Partnerships Manager

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The NLC Service Line Warranty Program, administered by HomeServe, helps city residents save thousands on the high cost of utility service line repairs. This program is offered at no cost to NLC member cities and is the only warranty program fully endorsed by NLC.

The Service Line Warranty Program by HomeServe was conceived in partnership with NLC to educate property owners about their service line responsibilities and to help residents avoid the out-of-pocket expense for unanticipated and potentially costly service line repairs and replacements.

## HOW IS THE NLC SERVICE LINE WARRANTY PROGRAM WORKING WITH CITIES?

Like many older cities, the City of Scranton, Pennsylvania, has seen a steady increase in water infrastructure problems, and local officials are often contacted by residents with water and sewer line issues on the “private side,” the portion of the line from the house to the water meter, for which the homeowner is responsible.

The City has received many calls from homeowners with broken or leaking service lines expecting assistance from the City. They are surprised to learn that the City can’t help, and this sometimes results in anger and dissatisfaction with the City. The City needed a way to educate Scranton homeowners about their service line responsibility and offer them affordable protection against this potentially expensive problem.

This public-private partnership program generates an ongoing, sustainable source of revenue for partner municipalities. Many cities use the revenue for assistance programs for disadvantaged residents. It also stimulates the local economy by using fully vetted local contractors to complete the repairs.

The City of Scranton made the decision to enter into a public-private partnership with the program in 2015 to educate residents and offer affordable protection.

“There are a lot of older homes,” David Bulzoni, former City of Scranton Business Administrator, said. “We have an older population, as well.” Bulzoni noted partnering with the program was a proactive way to address one of a myriad of issues that a city of Scranton’s size faces, and the program requires very little attention from the city.

The City of Scranton receives royalty payments once a month from the program, based on the number of homeowners who sign up for repair plans. These funds, along with those collected from bank fees related to City of Scranton foreclosed property listings, are dedicated to the Scranton Homebuyer Assistance Program (SHAP). Administered by Neighbor Works of Northeastern Pennsylvania, SHAP provides financial assistance for exterior home repairs. Eligible homebuyers who purchase a home in Scranton can receive up to \$5,000 for exterior home repairs and improvements, including (but not limited to) roofing, siding, windows, doors, porches, fences, landscaping, and sidewalks.

“Applying the funds to this program as opposed to the general operating budget of the City enables us to fully leverage dollars to create improvements in the lives of our citizens and enhance the beauty and livability of our neighborhoods,” said David Bulzoni. “The SHAP program has been incredibly well received by our citizens and we are glad to have the additional revenue source to enable continued funding.”

“There are a lot of older homes, we have an older population, as well.”

DAVID BULZONI,  
former City of Scranton  
Business Administrator



#### Partner Title

Public Finance Authority

#### Learn More

Website: [PFA's page on NLC.org](#)

Contact: Mike LaPierre, Program Manager

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The Public Finance Authority (PFA) is a tax-exempt bond issuing authority that was created by local governments, for local governments, with the goal of increasing and streamlining economic development projects.

PFA was established to simplify the issuance of conduit bonds. These are tax-exempt bonds that are issued by a government for the purpose of making lower-cost financing available to a private entity for certain projects that provide a public benefit, contribute to social and economic growth, and improve the overall quality of life in communities throughout the country. The program is sponsored by the National League of Cities (NLC), National Association of Counties (NACo), League of Wisconsin Municipalities (LWM), and Wisconsin Counties Association (WCA).

PFA is a Wisconsin-based governmental entity established by law in 2010 that is authorized to issue tax-exempt bonds for projects in all 50 states. Wisconsin was chosen by NLC and NACo because of its existing strong intergovernmental cooperation statutes and strong interest in the program by LWM and WCA. PFA has a seven-member board of directors: five members are city and county officials from Wisconsin representing the governments that are the founding members of the Authority. NLC and NACo each have a board representative. PFA contracts with GPM Municipal Advisors, LLC to serve as its municipal advisor. In 2022, Public Finance Authority received the [Bond Buyer Deal of the Year](#).

## BENEFITS TO CITIES, TOWNS AND VILLAGES

The federal tax law defines which privately owned facilities are eligible for tax-exempt financing. The following bond programs are offered by PFA:

- ◆ 501(c)(3) Nonprofit Bond Program
- ◆ Affordable Multifamily Housing
- ◆ Industrial Development Bonds/Manufacturing
- ◆ Exempt Facilities/Solid Waste
- ◆ Asset Ownership

## COMMITMENT TO THE PUBLIC SECTOR

Selling a bond issue is a complex financial transaction. There are many technical and legal hurdles that must be overcome to bring an issue to market. There also is a need to coordinate the work of many finance professionals involved in the transaction, satisfy regulatory requirements, and work with the private borrower. There are even responsibilities that must be met after the debt has been sold to preserve the tax-exempt status of the bonds and inform bondholders if there are any serious events affecting the borrower's ability to repay the debt. Many communities lack the staff resources or the expertise to issue conduit bonds. PFA assists local governments by serving as the issuer and ensuring that the necessary approvals are obtained.

In addition to obtaining lower-cost financing, the private borrowers can benefit significantly. Because PFA is authorized to issue bonds for projects in multiple states, only one bond issue is needed for multiple projects. This reduces borrowing costs for borrowers.

Bonds issued by the PFA are exempt from federal income taxation.



**Partner Title**  
Polco

**Learn More**  
Visit [Polco’s page on NLC.org](#) for more info.

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Polco was designed from inception for civic environments by former public servants. After spending time at some of the best tech companies, they wanted to bring world-class communication technology to the civic process.

Now, hundreds of organizations nationwide use Polco for strategic planning, budgeting, and empowering resident voices. We make civil, verified community engagement online not only possible, but accessible.

**HOW IS POLCO WORKING WITH CITIES?**

Understaffing, struggling operations, and low morale are a few of the challenges facing local government leaders today. It’s difficult to know how to recover and create a productive workplace. But with consistent effort, strategic adjustments, and teamwork, change is possible.

Since 2014, Goodyear, Arizona, has conducted The National Employee Survey® (The NES®), an assessment that measures local government staff members’ feelings about their jobs. Eight years ago, many of their results were below average. Communication was lacking, many felt meetings were ineffective, and there were very few coaching and mentoring opportunities, among other issues. But after diligent improvements and surveying employees every two years to track progress, Goodyear has become one of the highest-rated governments on all categories across The NES.

Formally defining their workplace culture was an invaluable step in reaching their goals. Goodyear is one of the fastest-growing cities in the nation (with over 46% growth in the past decade), which meant new people were joining the City’s staff of more than 700 employees.

“We were growing so fast with all of these new team members coming to the organization, and we didn’t want our culture

diluted,” said Human Resource Director Lyman Locket, who has led The NES initiative since its first year. “We had core values at that time, but they were essentially just words on walls. We had a great culture, but it wasn’t defined.”

In 2018, the City’s leadership started the Intentional Design of Goodyear’s Culture, an initiative that defined, claimed, nurtured, and solidified the City’s culture. The Intentional Design team landed on six core values: empathy, initiative, optimism, innovation, integrity, and adaptability. They also established the City’s culture statement, “We care—We achieve—We celebrate.”

From there, they spent three months engaging in discussions with every team member on what each of the values meant and the behaviors associated with that particular word. Locket said educating and creating a common language was critical to making changes. Human Resources developed leadership packages to share with the various managers so everyone received the same message.

As a result, positive responses for “my mission and vision makes me feel like my job is important” increased from 77% to 94%—the highest in the nation. Positive responses for “my values fit the values of the organization” and “I feel positive working for the city of Goodyear” also increased.

“There are many different areas of the survey that we felt confirmed that the work that we’re doing has made big impacts” Locket said.

Like years prior, Goodyear will take their most recent results to the leadership team to come up with next-steps.

“In 2022, we are going to continue to work on how to achieve the ultimate employee experience. That’s our goal. We tell our new employees that we want this to be the best place you ever worked,” Locket said. “We work hard at it and we use The NES as a report card. We take it seriously.”

# Capstone Partners

NLC's Capstone Partners  
***play a leadership role*** within the NLC  
Strategic Partner Leadership Council,

***bring a deeper level of investment***  
to supporting local leaders,

***and work across NLC with different***  
***programs and centers to provide private-***  
***sector perspectives to issues facing cities.***

To learn more, visit  
<https://www.nlc.org/about/partnerships/capstone-partners/> or email [sponsorships@nlc.org](mailto:sponsorships@nlc.org).



For decades, Accela has been an industry leader in designing and delivering software that sits at the heart of city government operations to improve efficiency, increase resident engagement, and enable the development of thriving communities.

Today, residents are savvy to how services should be delivered, and expect a consistently convenient, openly transparent view into their local government. While city governments struggle to do more with less, their mission has never been more critical to their success.

Accela offers cities, towns, and villages a suite of licensing, permitting and code enforcement solutions that are quick to implement and can simplify service delivery to residents.

Accela's solutions, and powerful, extensible platform, help users do more with fewer resources and staff, enable the sharing of data across departments, and provide residents with the consumer-like experience they look for from city government.

More than 275 million residents worldwide benefit from Accela's government software solutions.

## WHAT DO CITIES SAY ABOUT WORKING WITH ACCELA?

“We love what Accela offers—this platform that helps us grow as we need to grow and add modules and components as our business needs and business requirements change. That's the value we get from Accela.”

NIDIA LOGAN-ROBINSON, Deputy Director at City of Memphis Division of Planning and Development

**Partner Title**  
Accela

**Learn More**  
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**Partner Title**  
Enterprise Holdings

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Enterprise Holdings and its affiliates offer extensive car rental, carsharing, truck rental, fleet management, retail car sales and other transportation services. There are nearly 1.7 million vehicles in Enterprise Holdings’ global fleet.

**WHAT DO CITIES SAY ABOUT WORKING WITH ENTERPRISE HOLDINGS?**

“Enterprise has played a major role in assisting the City of Sacramento with in-town and out-of-town transportation needs in times of civil unrest, social distancing, youth funding programs, out of town travels, and other work-related needs. During COVID, Enterprise has been able to serve as a back up to provide social distancing for our workers who shared one vehicle. For our yearly youth program, Enterprise has delivered more than 10 trucks to our location to aid car sharing for our Youth Students. Lastly, Enterprise has eased our out-of-town travels from Sacramento to other airports and supported our workers who may need a vehicle to loan while their regular unit was in service.”

SOUG MOUA, CITY OF SACRAMENTO FLEET ADMINISTRATION



At JustServe, we believe in seeing the goodness of others and have hope and motivation for building a better self, community, and world.

The service functions as an online hub (website + mobile app) and support network for connecting volunteers and organizing service projects.

JustServe works for people who are looking for opportunities to volunteer, nonprofit organizations seeking help, and corporate volunteer managers in need of a system for organizing and tracking service efforts.

As a nonprofit organization created to help promote service across the world, JustServe is positioned to support both sides of the volunteering experience—those looking to serve, and those who need to promote their service opportunities and find volunteers. JustServe is a free gift provided by The Church of Jesus Christ of Latter-day Saints.

Contact JustServe to discuss how the movement can make a difference in your city.

**WHAT DO CITIES SAY ABOUT WORKING WITH JUSTSERVE?**

“The JustServe program has basically allowed us to give volunteers a direction. This is one of those types of programs that will help your city be a success.”

RANDON LANE, Mayor Pro Tem of Murrieta, California

“JustServe.org is cutting edge and user-friendly, and JustServe has the only mobile platform available on any of the systems that were reviewed. The other benefit it brings is volunteers. We see amazing value in the relationships that have been established through this wonderful resource.”

LADAWN STODDARD, Director, The Utah Commission for Service and Volunteerism

**Partner Title**  
JustServe

**Learn More**  
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**Partner Title**  
Pallet Shelter

**Learn More**  
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Pallet is the leader in rapid-response shelter villages. The Everett, Washington-based company believes that no one should go unsheltered when shelter can be built in a day, providing the dignity of personal and private units with the healing of community. Their cost-effective structures are easy to set up to serve people displaced by homelessness or natural disasters . Pallet villages are operated by community partners who collaborate with Pallet and other third parties to provide a resource net of supportive services, hygiene facilities, transportation, safety, access to food and water, and more which in turn, helps people transition to permanent housing. Pallet is expanding its reach with villages in 16 states and over 60 cities with 2800+ shelters provided.

**WHAT DO CITIES SAY ABOUT WORKING WITH PALLET SHELTER?**

“ We had this area that was just a disaster. It was a huge encampment. We got so many complaints. It was not safe for the individuals out there. We were able to get people inside living safely in their dignified four walls... So all the NIMBYism like, ‘oh, this is going to make our neighborhood worse,’ actually it made the neighborhood better. It has improved the neighborhood. We took care of the health crisis. We have a safer neighborhood there now. And the people in the Pallet shelter community are after months... getting treatment, they are connected to social workers, they are getting medical treatment and some of them have been able to transition out of a Pallet [shelter] into permanent housing. So to me that’s a huge win.”

CASSIE FRANKLIN, MAYOR OF EVERETT, WA



Tyler Technologies (NYSE: TYL) provides integrated software and technology services to the public sector. Tyler’s end-to-end solutions empower local, state, and federal government entities to operate more efficiently and connect more transparently with their constituents and with each other. By connecting data and processes across disparate systems, Tyler’s solutions are transforming how clients gain actionable insights that solve problems in their communities. Tyler has more than 27,000 successful installations across more than 11,000 sites, with clients in all 50 states, Canada, the Caribbean, Australia, and other international locations. Tyler was named to Government Technology’s GovTech 100 list five times and has been recognized three times on Forbes’ “Most Innovative Growth Companies” list. More information about Tyler Technologies, an S&P 500 company headquartered in Plano, Texas, can be found at [www.tylertech.com](http://www.tylertech.com).

**Partner Title**  
Tyler Tech

**Learn More**  
Website: [www.tylertech.com](http://www.tylertech.com)

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## Other Capstone Partners



## Executive Partners

Executive Partners of NLC are companies and organizations that pledge to support our mission to strengthen local communities.

***We are thankful to have our Executive Partners as a resource to the NLC Strategic Partners Leadership Council.***

To learn more, visit <https://www.nlc.org/about/partnerships/executive-partners/> or email [sponsorships@nlc.org](mailto:sponsorships@nlc.org).



**Partner Title**  
Aetna

**Learn More**  
Website: [www.aetna.com/](http://www.aetna.com/)

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Aetna, a CVS Health business, serves an estimated 38 million people with information and resources to help them make informed decisions about their health care. Aetna offers a broad range of traditional, voluntary and consumer-directed health insurance products and related services, including medical, pharmacy, dental and behavioral health plans, and medical management capabilities, Medicaid health care management services, workers’ compensation administrative services and health information technology products and services.

Aetna’s customers include employer groups, individuals, college students, part-time and hourly workers, health plans, health care providers, governmental units, government-sponsored plans, labor groups and expatriates. Aetna works with city governments such as the government of Washington, DC through their FITDC3 program, to promote health and fitness for all residents.

For more information, visit [www.aetna.com](http://www.aetna.com) and explore how Aetna is helping to build a healthier world.



The American Gas Association, founded in 1918, represents more than 200 local energy companies that deliver clean natural gas throughout the United States. There are more than 76 million residential, commercial and industrial natural gas customers in the U.S., of which 95 percent — more than 72 million customers — receive their gas from AGA members. Today, natural gas meets more than thirty percent of the United States’ energy needs

**Partner Title**  
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The American Institute of Architects (AIA) is the world’s largest design organization. Our 95,000 members are committed to protecting the health, safety, and welfare of the public. Since 1857, this concern has been central to all that we do.



AT&T Inc. (NYSE:T) is a diversified, global leader in telecommunications, media and entertainment, and technology. It executes in the market under distinct operating units. WarnerMedia’s HBO, Turner and Warner Bros. divisions are world leaders in creating premium content, operate the world’s largest TV and film studio, and own a world-class library of entertainment.

AT&T Communications provides more than 100 million U.S. consumers with entertainment and communications experiences across TV, mobile and broadband services. Plus, it serves more than 3 million business customers with high-speed, highly secure connectivity and smart solutions. AT&T Latin America provides pay-TV services across 11 countries and territories in Latin America and the Caribbean, and is the fastest growing wireless provider in Mexico, serving consumers and businesses. AT&T ad and analytics provides marketers with innovative, targeted, data-driven advertising solutions around premium video content.

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Black & Veatch is a 100-percent employee-owned global engineering, procurement, consulting and construction company with a more than 100-year track record of innovation in sustainable infrastructure. Since 1915, we have helped our clients improve the lives of people around the world by addressing the resilience and reliability of our most important infrastructure assets. Our revenues in 2021 exceeded US\$3.3 billion.



Cigna is accelerating a new, more sustainable model of health care on both a local and global scale. Together with Evernorth, Cigna’s health services business, we offer personalized solutions for state and local government customers supporting the whole person to address every aspect of our customers’ body and mind, including their physical, emotional, financial, and social health. And our broad, integrated capabilities maximize value, affordability, and choice for our customers and clients. Our entire workforce embodies this mission through its collective role as champions for our customers and local communities.

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The City Health Dashboard is a free online resource that provides city and neighborhood-level data on various measure of health, the drivers of health, and health equity for 900+ U.S. cities. The Dashboard is a one-stop-shop for local data on topics like life expectancy, excessive housing costs, air pollution, diabetes rates, and more, as well as action-supporting resources that can support your data journey and help you drive change in your community– all available for free and at your fingertips.



Clear Channel Outdoor is one of the world’s largest outdoor advertising companies, reaching millions of people monthly in 31 countries across North America, Europe, Latin America and Asia. A growing digital platform includes more than 15,000 digital displays in international markets and more than 1,900 digital displays (excluding airports), including more than 1,400 digital billboards, in the U.S.

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Comcast Corporation (Nasdaq: CMCSA) is a global media and technology company that connects people to moments that matter. We are principally focused on connectivity, aggregation, and streaming with 57 million customer relationships across the United States and Europe. We deliver broadband, wireless, and video through our Xfinity, Comcast Business, and Sky brands; create, distribute, and stream leading entertainment, sports, and news through Universal Filmed Entertainment Group, Universal Studio Group, Sky Studios, the NBC and Telemundo broadcast networks, multiple cable networks, Peacock, NBCUniversal News Group, NBC Sports, Sky News, and Sky Sports; and provide memorable experiences at Universal Parks and Resorts in the United States and Asia. Visit [www.comcastcorporation.com](http://www.comcastcorporation.com) for more information.



Delivery Associates (DA) is a leading public sector consultancy that supports governments to achieve ambitious goals and improve people's lives.

DA.Digital is DA's technical arm that designs, builds, and supports innovative digital tools that enable cities to serve their communities better. We believe that technology can help make change happen. Our work includes:

- ◆ Custom data collection and visualization to support transparency, accountability, and problem-solving
- ◆ Dynamic dashboards to help measure progress on goals and deliver on priorities
- ◆ Communication tools to engage residents and drive greater trust in government

We are on a mission to bring the highest impact and the best of digital technologies to local governments. We have partnered with cities to work on reducing evictions, mitigating the opioid crisis, leveraging priorities based budgeting, addressing climate change, and more. Come work with us!

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Delivery Associates and DA.Digital

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Grubhub helps you find and order food from wherever you are. How it works: you type in an address, we tell you the restaurants that deliver to that locale as well as showing you droves of pickup restaurants near you. Want to be more specific? Search by cuisine, restaurant name or menu item. We'll filter your results accordingly. When you find what you're looking for, you can place your order online or by phone, free of charge. Oh, and we also give you access to reviews, coupons, special deals and a 24/7 customer care team that tracks each order and makes sure you get exactly what you want.



Guidehouse is a leading global provider of management consulting services with broad capabilities in strategy, management, operations, technology, and risk consulting. We help clients address their most complex challenges and navigate significant macroeconomic, regulatory, demographic and budgetary pressures.

Guidehouse has worked with hundreds of Federal, state and local government entities. With municipal clients we have created strategies and systems for cities to equitably grow their economies and workforce, get onto a path of climate and resource sustainability, and plan for the infrastructure and smart cities of tomorrow. We have assisted with a range of organizational strategy, transformation and change management services to equip city governments and administrations face the challenges of today, and we have set up and managed large programs for cities including in disaster recovery, infrastructure investment, technology modernization and community revitalization.

Guidehouse has more than 15,000 professionals in over 50 locations globally.

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Indigov empowers local officials and their staff to proactively reach out to residents with important updates, respond to incoming messages, and keep track of what their constituents care about.

Visit [indigov.com](http://indigov.com) to keep every one of your constituents engaged.



Founded in 2003, LinkedIn connects the world's professionals to make them more productive and successful. With more than 722+ million members worldwide, including executives from every Fortune 500 company, LinkedIn is the world's largest professional network. The company has a diversified business model with revenue coming from Talent Solutions, Marketing Solutions, and Premium Subscriptions products. Headquartered in Silicon Valley, LinkedIn has offices across the globe.

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The National Association of State Procurement Officials (NASPO), Inc. was formally established on January 29, 1947, in Chicago, Illinois.

NASPO is a non-profit association dedicated to advancing public procurement through leadership, excellence, and integrity. It is made up of the directors of the central purchasing offices in each of the 50 states, the District of Columbia and the territories of the United States. NASPO is an organization that helps its members achieve success as public procurement leaders through promotion of best practices, education, professional development, research, and innovative procurement strategies.

NASPO's cooperative contracting arm, NASPO ValuePoint, facilitates administration of the NASPO cooperative group contracting consortium of state Chief Procurement Officials for the benefit of state departments, institutions, agencies, and political subdivisions; as well as other eligible entities including cities, counties, special districts, community colleges, universities, and some quasi-governmental and nonprofit organizations.



NuHarbor Security delivers end-to-end security programs and is a trusted partner to businesses and public organizations. We strive to be the best security services firm in the market today. We offer a complete portfolio of security services and best of breed security technologies to our clients. Today, we maintain a portfolio of over 200 clients ranging from small businesses and institutions to Fortune 100 companies.

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Qwally is business engagement software for accelerating small businesses in your community. You want to break down barriers for your business community. We give you the tools and insights to do it.



RUBICONSmartCity is a technology suite that helps local governments everywhere run more efficient, effective, and sustainable operations. A software-as-a-service (SaaS) offering originally designed for waste and recycling fleets, this full-service solution can be deployed across virtually any fleet to help reduce costs, improve service, and contribute to an enhanced quality of life for citizens.

**Partner Title**  
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The Sports Facilities Companies (SFC) are the Nation’s leading resources for the management and development of sports, recreation, wellness, and events facilities. As a turn-key solution for community leaders and developers alike, SFC services span the gamut of sports and recreation needs from sports tourism & recreation master planning, program planning, and feasibility through professional facility management services. Our 40+ managed venues and 1500+ team members, represented by the SF Network, welcome more than 25 million guest visits and produce over \$250 million in economic impact each year.



Communities are fundamental. Whether around the corner or across the globe, they provide a foundation, a sense of place and of belonging. That’s why at Stantec, we always design with community in mind.

We care about the communities we serve—because they’re our communities too. This allows us to assess what’s needed and connect our expertise, to appreciate nuances and envision what’s never been considered, to bring together diverse perspectives so we can collaborate toward a shared success.

We’re designers, engineers, scientists, and project managers, innovating together at the intersection of community, creativity, and client relationships. Balancing these priorities results in projects that advance the quality of life in communities across the globe.

**Partner Title**  
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Sustainable land uses continue to be a challenge in the U.S. as communities continue to expand. Transit-oriented developments (TODs) have emerged as incentives for residents to live closer to public transit, helping to alleviate the pressures of sprawl. Vehicle sharing is critical within any TOD, enabling residents and businesses to reduce dependence on private vehicle ownership while still meeting transportation needs.

U-Haul is the largest vehicle sharing company with 175,000 vehicles serving the DIY moving public in all 50 states. Compact city development rests on limited living space. Self-storage is a localized business with most tenants living within two miles of their storage unit. U-Haul provides convenient and affordable storage options for the occasional use of bulky or seasonal items such as bicycles, camping gear and holiday décor. Offering self-storage with full-service truck and trailer sharing options, brands U-Haul as the preferred one-stop-shop for residents’ moving and storage needs.



WM is a For Tomorrow company committed to creating a more sustainable world. We live this promise by investing in sustainability today to help municipalities reduce waste, decrease emissions and use more recycled materials in a manner that is good for people, communities and the environment.

Making real strides in sustainability requires WM to rethink waste and become more than an environmental services company. Across our business, we work to minimize our environmental impact by reducing carbon emissions across the value chain, investing in technology and automation, and helping to educate others to act more sustainably.

Through our longtime focus on sustainability, WM is doing things the right way today so we can all share in a better tomorrow.

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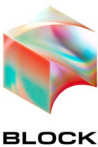
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Waymo—formerly the Google self-driving car project—stands for a new way forward in mobility. Waymo’s mission is to make it safe and easy for people and things to get where they’re going. From moving people to moving goods, we’re taking autonomous driving to new places. Our mission is big and our work has the potential to transform lives.

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