

# *The Role of Clerks of County Legislative Boards*

*Presented by:*

*Mike Billard, NYSACCLB President*

*Clerk of the Board of Legislators, Oneida County*



Webinar: February 3, 2022

## **Mike Billard**

Clerk of the Board  
of Legislators

**Oneida County**



# NYSACCLB Mission Statement

1. To promote a standard of excellence in the services offered by Clerks of Legislative Boards of the State of New York.
2. To assist new/all Clerks in the execution of their duties and responsibilities.
3. To work with the Clerks across the State for and in the interest of sound County Government by providing information on current issues, forthcoming legislation, new programs, or other matters with which they should be concerned.
4. To offer a means for Clerks and their staff to meet and discuss common interests and observations.
5. To give stronger voice to the concerns and recommendations of Clerks in the performance of their duties and responsibilities.

# Your Clerk is here for you!

The Office of the Clerk of the Board is an essential and strategic position which includes planning, programming, communication, delegation, coordination, scheduling, research, and advertising.

# The Position of Clerk

- ⦿ The position of Clerk of the Legislature is one of the most complex and responsible positions in the county organization. Its primary goal is to assist the County Legislative body in carrying out all of its basic programs.
- ⦿ The Clerk is the right hand to the Chairperson, and the chief assistant to committee chairpersons.
- ⦿ The Clerk shares the responsibility for supplying specialized knowledge to a group that can devote only part of its time to county business.

- ⦿ The Clerk serves as a liaison with county departments and outside agencies, as well as federal, state, and local governments.
- ⦿ The Clerk and staff streamline the multitude of procedures that elected and appointed officials must follow.
- ⦿ Your Clerk will guide you through your meetings and will prompt you on issues of policy, procedure, and law, etc.

- ◎ The Clerk's reason for being is to give assistance to the members of the Board in any way that they require. The Clerk must be their resource for reliable information, someone they can trust and believe speaks with their interests in mind.
- ◎ The Clerk may become their research arm, their troubleshooter, and the individual they depend upon to help solve their problems, to supply them with needed information, to keep them abreast of changes in law, to be aware of what comparable jurisdictions are doing, and to know and understand the multitude of procedures they must follow.

- ⦿ Tradition has made the duties of the Clerk vary in different counties. In a County with an elected Chief Executive, the Board's function may be primarily legislative. Where the County Governing Board has the responsibility for central administrative oversight in addition to legislative authority, the position of the Clerk assumes a very different character.
- ⦿ The job is much more than a clerical one. The title is one of distinction and is well rooted in tradition having been recognized for extreme importance in the early development of the governing system.



- ⦿ The Clerk is responsible for notifying Board members of all meetings and is required by law to keep records of the Board's actions. The Clerk serves as custodian of all records, insurance policies, and other documents, and performs procedural steps required for the enactment of local laws.
- ⦿ Many of the Clerk's duties have been assigned by custom and usage; others are clearly defined by law.
- ⦿ The NYSACCLB maintains a manual to assist the Clerk in keeping track of and performing her duties.

# Newly Appointed Officials

- ⦿ Because there is often change in Board membership, the Clerk has the responsibility of giving continuity to the work of the Board and keeping the Board informed of the work of prior years.
- ⦿ The Clerk will often be part of the orientation process for newly elected and appointed officials.
- ⦿ Learning the ropes and comprehending the legislative process can be a challenge for newly elected Legislators and other elected/appointed officials, and the Clerk is there to assist in that process.

# Tips, Tricks, and Best Practices

- ⦿ An orientation packet should be made available for all newly elected and appointed officials.
- ⦿ Templates should be created and in place to make the Legislative office and other departments run more efficiently.
- ⦿ The NYSACCLB promotes the sharing and development of tips, tricks, and best practices.

No matter what level of government you are in, whether it be county, town, village, or city, the Clerk plays a very similar role as Chief Assistant in each. They are there to run your day-to-day operations and keep the engine running smoothly.



Questions?

Submit them through the  
questions tab if your  
dashboard.

A circular portrait of Jeanette Stanziano, a woman with long, dark brown hair, wearing a red top and yellow earrings. She is smiling slightly. The background is a blurred green and grey.

**Jeanette  
Stanziano**

Director of Education  
& Training  
**NYSAC**

*February 3, 2022, Newly Elected Orientation, Module 5 of 5*

# Education & Training

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A 12-Month Overview of NYSAC's  
Education Initiatives



**NYSAC**  
— NEW YORK STATE —  
ASSOCIATION OF COUNTIES

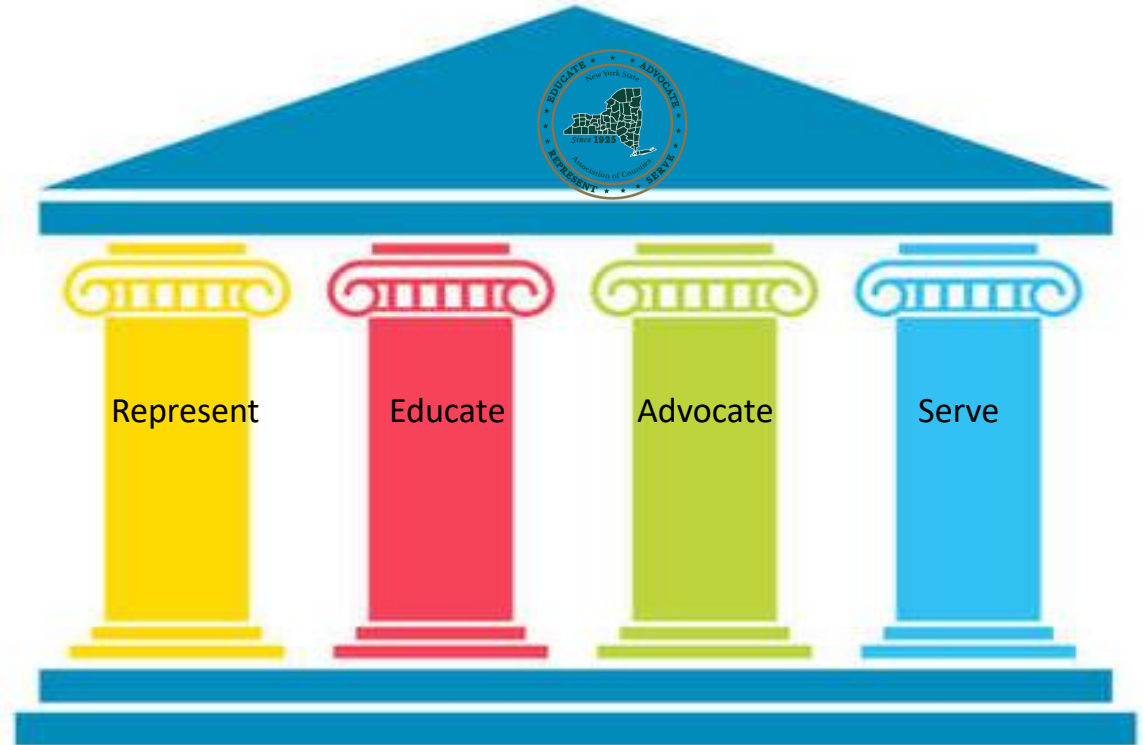
515 Broadway Albany, 12207

[www.nysac.org](http://www.nysac.org)

518-465-1473

# NYSAC Mission Statement

**Our Mission:  
To Represent,  
Educate,  
Advocate for  
and Serve New  
York's Counties.**





# NYSAC Offers Education in Many Formats



- In-Person Statewide Annual Conferences
- Weekly/Monthly Webinars
- Podcasts
- NYSAC News Magazine
- Online Newsletters
- Emails
- Regional One Day Special Topic Meetings
- Affiliate Conferences/Meetings
- Intercounty Presentations
- Legislative Written Reports and White Papers
- Press Releases
- and more...



# ANNUAL STATEWIDE CONFERENCES



## LEGISLATIVE CONFERENCE

- Held in Albany in Mid-March
- During the NYS Legislative Session
- Features 21-28 Workshops
- 2 Plenary Keynote Sessions
- Often Draws 700++ Attendees



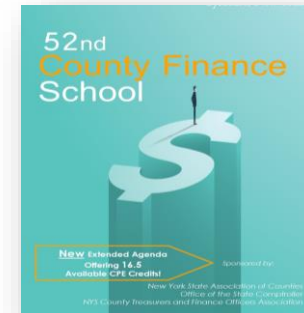
## FALL SEMINAR

- Location Moves Around the State Annually
- Held in mid-late September
- Features 21 Workshops
- 2 Plenary Keynote Sessions
- Often Draws 600++ Attendees



## COUNTY FINANCE SCHOOL

- Held in Syracuse (Onondaga County)
- Offered in Early May
- Features 16 CPE Accredited Workshops
- Draws Finance Officials Only
- 200 Attendees







 **NYSAC**  
NEW YORK STATE  
ASSOCIATION OF COUNTIES

*Committed To Counties*

 **NYSAC**  
NEW YORK STATE  
ASSOCIATION OF COUNTIES









# WEBINARS

You can find a complete list of our upcoming and archived webinars at

[nysac.org/webinars](https://nysac.org/webinars)

Sample of webinars 2021:

- Free Technical Assistance to Help Municipalities Protect their Public Drinking Water Sources
- FEMA Reimbursement - The Process for Obtaining Federal Aid for COVID Expenses
- Foundations of County Government
- Cannabis and Public Safety: Considerations for County Leaders
- Leveraging Federal Resources with USDA Federal Development
- A Local Leader's Guide to Supporting Social Equity in the Cannabis Industry
- County Redistricting and Weighted Voting Systems
- The ETS Sponsorship Program, Operation Green Light and Supporting our Veterans
- Backup to Recovery: A Critical Cybersecurity Tool When Ransomware Impacts Counties
- Planning for Safe School Re-Openings: Screening Testing 101
- The ABCs of PFAS: What County Officials Need to Know
- Introduction of the NACo High Performance Leadership Academy
- Leveraging Federal Funding Streams to Aid Government Economic Recovery and Financial Resiliency
- County Revenue During COVID
- The American Rescue Plan
- Fraud Protection and Detection
- NYS CDBG CARES Act Funding Opportunities
- New York State Legalized Cannabis: Now What?
- New York State and Local Retirement Systems Update
- What's New in Banking and Merchant Services
- Accounting and Reporting Update
- The Legalities of Purchasing and Competitive Bidding
- Albany Update
- Countering Vaccine Skepticism and Building Confidence
- Cash Management
- Outsourcing Leave of Absence Administration
- Healthcare Mega Trends and Their Effect on Your Budget
- Coronavirus Relief Funds - Federal Stimulus Aid to Counties to Date
- The American Jobs Plan: What does it really do for State and Local Governments?
- State and Federal Funding: Financing and Resources for Municipalities through the Office of Community Renewal
- Crisis Communications: Are you ready?
- State Advocacy for Counties 2021: Preparing for Lobby Day Ahead
- Climate Programs for Your County
- Artificial Intelligence and Government
- Will 2021 Be the Year for Cannabis Legalization?
- Regional Jail Consolidation – Opportunities for Counties
- New York Economic Update

# How Can You Keep Informed About NYSAC Educational Events and Everything Else Covered in Today's NYSAC Presentation?



**Please send us your email address** to ensure that you will be kept fully informed about NYSAC programs and services:

Email:

Jackie Dederick ,  
NYSAC Records Manager at

[jdederick@nysac.org](mailto:jdederick@nysac.org)





# NYSAC Education & Training Team



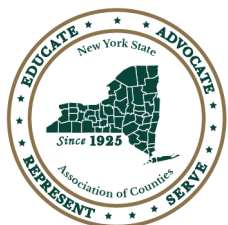
**Jeanette Stanziano**

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A portrait of Tom Oldfather, a man with short brown hair, wearing a maroon polo shirt. He is smiling slightly and looking towards the camera. The background is a blurred outdoor setting with buildings and a sky. The portrait is framed by a white oval border.

**Tom Oldfather**

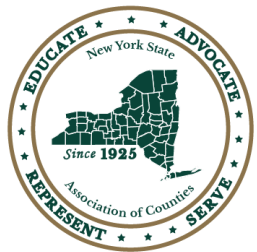
Communication Manager

**NYSAC**

# NYSAC Communications

## Our Goal:

Provide you with the latest news and analysis that will help you do your job and help the Association advocate on your behalf.



# NYSAC Communications

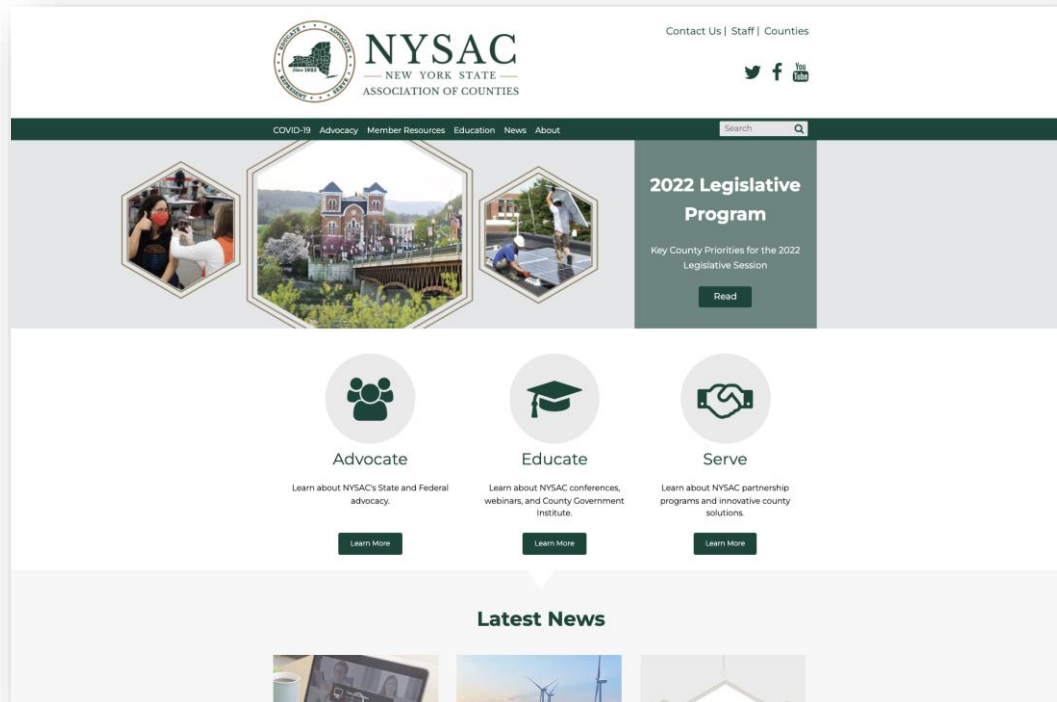
## Primary Communication Tools

- Website
- Blast E-Mail
- Social Media
- County Conversations Podcast
- NYSAC News Magazine



# NYSAC Communications

## NYSAC.Org Website



# NYSAC Communications

## E-Mail

January 21, 2022



### THE County Perspective

**In this Week's County Perspective**

- Analysis of Governor's budget proposal
- Timeline shows changes in State Financial Plan
- COVID Tests and PPE distribution
- NYSAC Legislative Conference Preview

**State Budget Update**

**Governor Hochul Unveils First State Budget**

On January 18, 2022, Governor Kathy Hochul unveiled her SFY 2023 Executive Budget [proposal](#).

The budget calls for a record \$216 billion in total spending including nearly \$5.5 billion on behalf of counties outside of New York City through major local aid



Headlines from counties around New York State



### Counties in the News

Access to some content may require a subscription to a particular news outlet.



February 2, 2022

Assisting municipalities throughout New York State to meet all of their capital and cash flow needs.



Capital Markets Advisors, LLC

<b>Long Island</b> Richard Tortora 516-487-9815	<b>Hudson Valley</b> Janet Morley 845-227-8878
<b>Western NY</b> Roy McMaster 716-642-3910	<b>Southern Tier</b> Roy McMaster 607-734-4308

**NYSAC**

[Fact Sheet: Keep Local Taxes Local - End the Diversion of Local Sales Tax for State Spending Purposes](#)

[County Conversations Podcast: Supporting Older Residents and their Families](#)

[ICYMI: NYSAC News Video Update on the 2023 Executive Budget Proposal](#)

**NATION**

[Counties testify on mental health supports for county human services workforce](#)



# NYSAC Communications

## E-Mail Signup



The screenshot shows the NYSAC website's 'News' page. At the top left is the NYSAC logo, which includes a map of New York State and the text 'NYSAC - NEW YORK STATE - ASSOCIATION OF COUNTIES'. To the right of the logo are links for 'Contact Us | Staff | Counties' and social media icons for Twitter, Facebook, and YouTube. Below the logo is a navigation menu with items like 'COVID-19', 'Advocacy', 'Member Resources', 'Education', 'News', and 'About'. A search bar is located to the right of the navigation menu. The main content area features a 'Home / News' breadcrumb and a 'News' heading. Below the heading is a paragraph explaining NYSAC's commitment to keeping members informed. A section titled 'Sign Up For News And Updates From NYSAC!' includes a sub-heading 'Get the latest county news and policy analysis from our expert staff!' and four input fields for 'Email', 'First Name', 'Last Name', and 'Job Title'.

To sign up, go to:  
**NYSAC.Org/News**



# NYSAC Communications

## Social Media



@NYSCounties



# NYSAC Communications

## County Conversations Podcast

Search "County Conversations" on:



Apple Podcasts



Spotify



Podbean

Or listen at: **[NYSAC.org/Podcast](https://www.nysac.org/Podcast)**



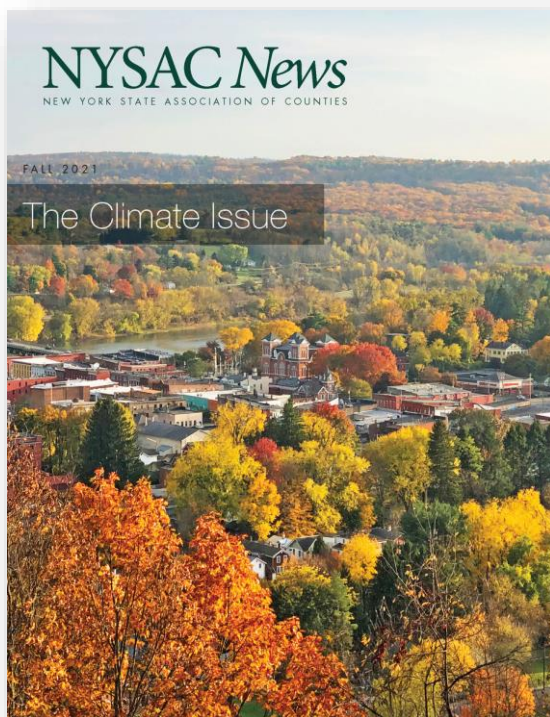
# NYSAC Communications

## County Conversations Podcast

If you'd like to be a guest on the podcast, please contact **Kate Pierce**, NYSAC Multi-Media Specialist at [kpierce@nysac.org](mailto:kpierce@nysac.org)

# NYSAC Communications

## *NYSAC News Magazine*



- Published three times per year
- Watch for the Legislative Guide edition at the end of this month
- Read past editions at [NYSAC.org/Magazine](https://www.nysac.org/Magazine)

# NYSAC Communications Team

## Contact



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Communications Manager

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**NYSAC**

**Kate Pierce**


Multimedia Specialist

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@NYSCounties



A circular portrait of Ryan Gregoire, a man with short dark hair, smiling. He is wearing a grey pinstriped suit jacket, a light blue dress shirt, and a yellow tie with small dark polka dots. A small blue and white pin is visible on his lapel. The background is a blurred indoor setting with vertical lines.

**Ryan Gregoire**  
Legislative Director  
NYSAC

# Newly Elected Training ~ Legislative Advocacy

## Agenda

- State Legislative Process
- County Tools for Effective Advocacy
- 2022 NYSAC Legislative Program
- SFY 23 Budget Advocacy
- Federal Advocacy



# State Legislative Process

## Definitions

- **UNI-Bill-** Bill introduced in both houses & printed containing both Senate & Assembly bill numbers and sponsor listings.
- **Companion Bill-** Bills printed separately but identical in content introduced in each house
- **Multi-Sponsor-** Bill introduced by more than one sponsor (ms)
- **One House-** Bill introduced in only one house
- **Home Rule-** Bill which requires local legislative action before it can be introduced
- **Governors Program Bill-** Bill introduced at specific request of the Governor



# State Legislative Process

## Introduction of Legislation

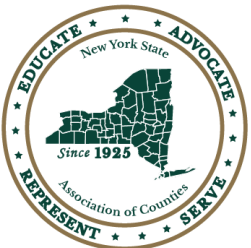
- By A Senator or an Assembly member
- By Report of Committee
- Message from the Assembly
- By Order of the Senate
- From the Governor



# State Legislative Process

## Committee Process

- Bill is numbered and referred to appropriate committee
- Bills to be considered are published in the committee calendar
- Bills reported favorably from committee go to the Senate Calendar
- Bills remaining in committee but not acted on remain alive until the end of the senate term in even numbered years.





## The Bill Aging Process

- Bills reported favorably from Committee advanced to order of first report
- Next session day advances to the Order of the second report
- On the succeeding day automatically advance to order of the third report and are eligible for consideration
- In special instances a bill may be reported to order of special report on the calendar allowing it to go to third reading the next day



# State Legislative Process

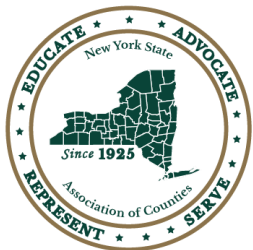
## Passing Legislation

### *Active Bill List*

- Prepared by the majority leader
- Lists bills on order of third reading to be considered

### *Third Reading*

- Non-Controversial – immediately voted upon if no explanation necessary
- Controversial – Set aside for debate



# State Legislative Process

## How to Track Bills

### **New York State Assembly**

Bill search & Legislative Information

[assembly.state.ny.us](http://assembly.state.ny.us)

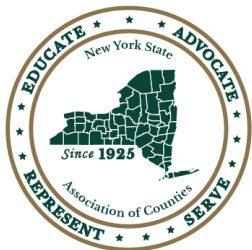
### **New York State Senate**

Bills/Laws

[www.senate.state.ny.us](http://www.senate.state.ny.us)

### **New York State Association of Counties**

[www.nysac.org/advocacy](http://www.nysac.org/advocacy)



# County Tools for Effective Advocacy

## Communicating with State Legislators

### Impact

Grab their attention by explaining the impact of the issue on individuals and your community.

### Request

Describe the desired outcome for the issue, and request specific action from them.

### Appreciate

Thank them for the meeting, and for their support in helping to resolve the issue.



# County Tools for Effective Advocacy

## Keeping Informed of Developments with NYSAC

### County Perspective

Weekly summary of legislative happenings in Albany

### Counties in the News

A daily summary of news articles from around the state

### News Magazine

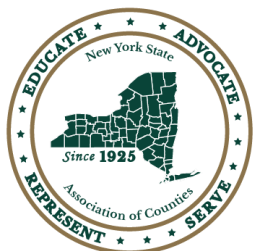
Official NYSAC Publication on Issues Important to Counties

### Legislative Program

NYSAC's legislative priorities for the year

### Testimony

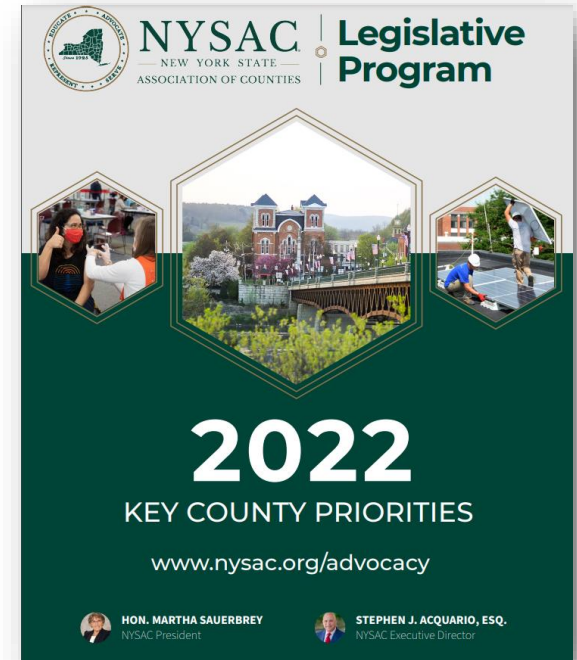
Detailed comments on budget and legislative proposals



# 2022 NYSAC Legislative Program

## Top County Priorities for This Year

- **End County Sales Taxes for State Aid to Municipalities (AIM)**
  - Repeal Part PPP, Chapter 59 of the Laws of 2019.
- **Sunset County Sales Tax Diversion for Distressed Health Facilities**
  - Ensure Part ZZ, Chapter 56 of the Laws of 2020 sunsets in 2022, as scheduled.
- **Make Counties Whole for Federal Enhanced Medicaid Funds**
  - The state must fully reimburse counties and New York City for four years of federally funded Medicaid savings that have only been partially reimbursed by the state.
- **Invest in Local Health Departments**
  - Allocate unrestricted, flexible funding to local health departments and restore Article 6 reimbursement to NYC to 36 percent, the same rate as the rest of the state.
- **Reform the Treatment of Individuals Deemed Incompetent to Stand Trial**
  - Reform CPL Part 730 by enacting A.8402 (Gunther) S.7461 (Brouk).



# SFY 23 Budget Advocacy

Home / Advocacy / State Advocacy / State Budget Advocacy

## State Budget Advocacy



NYSAC is steadfast in communicating the needs and recommendations of our county officials as State lawmakers develop and negotiate the NYS Budget each fiscal year. We rely on our members to add their voices to our advocacy efforts by contacting their state representatives.

The resources below outline NYSAC's position and the impact on counties of various budget proposals.

- State Advocacy >
- State Budget Advocacy >
- State Legislative Advocacy >
- Lobby Day >
- Committees & Resolutions >
- Federal Advocacy >
- Policy Reports >
- Legislative Staff >

## SFY 2023

- Interim SFY 2023 Executive Budget County Impact Report
- SFY 2023 Executive Budget Scorecard

Watch members of the NYSAC Leg Team break down county highlights from the Governor's budget proposal:



## NYS Association of Counties SFY 2023 EXECUTIVE BUDGET PROPOSAL County Impact Scorecard

2022, Governor Kathy Hochul's SFY 2023 Executive Budget calls for a record \$1.1 billion in additional spending including nearly half of counties outside of Albany through major local aid totaling \$2.5 billion attributable to the Governor's Medicaid growth.

Encouraged by proposals that target county priorities like agency in local sales tax rates, the budget calls for an increase in local taxes to pay for the program, making significant public health, and supporting infrastructure while also using the state's strong fiscal reserves for the future.

However, areas of concern, continued diversion of local support a distressed health care system is needed but should not be placed on taxpayers. Counties look forward to working with the Governor and state lawmakers in the coming months to create a budget that supports local governments and the residents we serve.

To learn more about the SFY 2023 Executive Budget Proposal, visit [nysac.org/nysbudget](https://nysac.org/nysbudget).

### Top County Priorities

- Ends the diversion of county sales tax to pay for the State's AIM Program
- Continues to divert county sales tax to pay for the Distressed Hospital Fund
- Makes local sales tax rates permanent & allows counties to increase to 4%
- Continues to cap Medicaid growth for counties

### Economic Development

- Provides funding for the ConnectALL Initiative to expand broadband to rural and urban areas statewide
- Amends state law to eliminate fees on the use and occupancy of the State right-of-way for fiber-optic cable placed in fulfillment of a grant award under the ConnectALL initiative

### Environment

- Includes a \$1 billion increase to the Environmental Bond Act
- Includes \$400 million for the Environmental Protection Fund
- Invests an additional \$500 million in clean water infrastructure
- Enacts extended producer responsibility for packaging and paper products
- Reduces exposure to dangerous chemicals by banning PFAS in packaging by 2024

### General Government Operations

- Includes \$44 million in new funds to strengthen state and local cyber defense and response efforts
- Adds flexibility to the shared services program by making projects previously proposed but not implemented eligible for state matching funds

### Gaming

- Increases gaming revenue loss offsets resulting from the state changing tax rates for commercial gaming facilities by \$3 million
- Increases Native American Compact Gaming Revenues from Seneca Nation Settlement

### Human Services

- Increases Runaway Homeless Youth Funding by an additional \$2 million
- Makes changes to public assistance resulting in a \$39.5 million cost shift to counties

### Higher Education

- Raises funding floor for Community Colleges to 100% of last year's funding levels

### Judiciary

- Provides a market-rate of interest on court judgements
- Continues to fully fund Raise the Age and Hurrell-Herring settlement implementation

### Labor / Civil Service

- Modernizes Civil Service exams to increase participation
- Allows veterans to qualify and transfer from non-competitive employment positions to competitive positions

### Public/Mental Health & Special Education

- Funds the creation of a 9-8-8 Mental Health Crisis Hotline
- Increases pre-K special education provider rates at significant costs to counties
- Fails to fully fund the implementation of the 2019 elevated blood lead level mandate (\$30.3M)
- Increases Article 6 base grants for LHDs and allows partial reimbursement for fringe benefits
- Fails to restore NYC to 30% reimbursement for public health spending beyond the base grant

### Public Safety

- Provides \$10 million for county probation departments to provide pre-trial services to promote public safety

### Transportation & Infrastructure

- Expands local highway and bridge funding by including a new Pavement Program
- Increases CHIPS Bidding Threshold from \$350,000 to \$750,000
- Adds \$100 million for Touring Routes

### Veterans

- Increases state aid to county Veterans' Service Agencies from \$10,000 to \$25,000
- Includes \$17 million to expand the Joseph P. Oberly program statewide
- Extends and enhances the Hire-A-Vet Credit for three years

# Federal Advocacy

- State Advocacy >
- Committees & Resolutions >
- Federal Advocacy >
- Policy Reports >
- Legislative Staff >

Home / Advocacy / Federal Advocacy

## Federal Advocacy



NYSAC engages with the New York Congressional Delegation, Congressional Leadership and the White House on a number of county priorities in partnership with our national affiliate, the National Association of Counties (NACo).

Through our advocacy, both in-person, virtual, and communication strategies, we seek to educate and influence our federal representatives on the priorities of county government.

### NYSAC Federal Priorities

- [2021 Federal Priorities](#)
- [2020 Federal Priorities](#)
- [2019 Federal Government Legislative Priorities](#)

### American Rescue Plan Analysis

- [Interim Summary of the American Rescue Plan](#)
- [Air and Transit Aid - American Rescue Plan](#)
- [Local Assistance - American Rescue Plan](#)
- [Letter to Senator Schumer](#)

### Additional COVID Relief Legislation Analysis

- [HEROES Act vs. HEALS Act Comparison](#)
- ["Families First Coronavirus Response Act" Factsheet](#)

### Restoration Of SALT Deduction

- [Letter to New York Congressional Delegation 4/19/21](#)
- [SALT Data by County](#)

## Counties Priorities in D.C.

- Preserve the Affordable Care Act and the State/Federal Medicaid Partnership
- Strengthening the Tenth Amendment Through Entrusting States (STATES) Act
- Establish MCLs for PFOA/PFOS and Classify These Chemicals as Hazardous Substances
- Support H.R. 2351/S.1175 "911 SAVES Act" (117th Congress)
- Healthcare for Jail Inmates H.R. 955/S.285 "Medicaid Re-entry Act" (117th Congress)
- New York counties supported the House passage of the "Restoring Tax Fairness Act" to undo the cap on SALT deductibility and we hope to work with our federal partners to secure a long-term solution that protects the taxing authority and responsibilities of states and local governments.



# Newly Elected Training ~ Legislative Advocacy

## Contact



**NYSAC**

**Ryan Gregoire**

Legislative Director

[rgregoire@nysac.org](mailto:rgregoire@nysac.org)

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@NYSCounties





**Mark LaVigne, PhD**  
Deputy Director  
**NYSAC**

Newly Elected Training • February 3, 2022

# NYSAC Programs and Services

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**NYSAC**  
— NEW YORK STATE —  
ASSOCIATION OF COUNTIES

515 Broadway Albany, 12207

[www.nysac.org](http://www.nysac.org)

518-465-1473

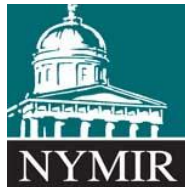
# NYSAC Affinity Programs

## Insurance Programs

### **New York Municipal Insurance Reciprocal**

Created by NYSAC, AOT and NYCOM, NYMIR is a non-profit municipal insurance program governed by officials from New York's local governments—counties, towns, villages and cities. There are 34 counties among our more than 940 member municipalities.

*[www.nymir.org](http://www.nymir.org)*



### **Public Employee Risk Management Association**

NYSAC partners with PERMA to provide workers compensation programs tailored for counties and local governments. There are ten counties currently using PERMA as their workers compensation program.

*[www.perma.org](http://www.perma.org)*



# NYSAC Affinity Programs and Services

## Health Care Partners

### ProAct

ProAct is a New York-based, employee-owned pharmaceutical benefit company. NYSAC partners with ProAct to offer **12** counties with PBM services, while residents in all counties are using the county discount drug card.



### Municipal Healthcare Financing Collective

Now in its 3<sup>rd</sup> year, this health insurance stop loss captive protects **3** self insured counties from high-cost claims. It was designed to lower and stabilize the cost of stop-loss insurance.



### County Dental Network Card Program

Through NYSAC and the Health Economics Group (HEG), counties can provide residents with a low-cost dental card entitling them to lower fees for dental services.



# NYSAC Affinity Programs and Services

## Purchasing Programs

### NYSAC P-Card Program

The NYSAC P-Card, administered by PFM, is a special type of credit card that offers a cost-free mechanism that **11** counties are using to streamline and track their purchases, and generate a rebate.



### Omnia Partners

This leading national government purchasing cooperative provides procurement resources and solutions to local and state government agencies, school districts (K-12), higher education institutes, and nonprofits looking for best value in overall supplier government pricing.



# NYSAC Affinity Programs and Services

## Cash Analysis and Retirement

### Cashvest by 3+1

Three+One provides a new level of liquidity analysis, *producing* evaluations that are being used by 27 counties generate more value and new revenue on a county's current cash deposits.



### Nationwide Retirement Solutions

NYSAC, in partnership with the National Association of Counties (NACo) and Nationwide, provides employees from 10 New York counties with ways to invest a portion of their wages in a deferred compensation retirement account.



# NYSAC Affinity Programs and Services

## Key Opportunities

### **NYSAC P-Card Program**

**Tracking ARPA spending** – Special card codes can be set up to track the spending of federal American Rescue Plan Act funds. This can help counties control the amount of spending for any one plan category and provide streamlined tracking of that spending for audit and reporting purposes.

**Emergency Communications Equipment** – Counties are using the P-Card to purchase Motorola Equipment or other NextGEN 9-1-1 emergency communication equipment. This funding often comes from DHSHEs Grants for specific purposes, and a special card can be issued for this purpose.

**IT and Cybersecurity Equipment and Services** – Counties can use the P-Card to purchase and track spending by their IT Departments.

**Public Works, Highway, and Airport Spending** – The procurement card is also used for purchasing of highway and bridge construction and maintenance, and airport materials, including fuel, salt and paving materials.



# NYSAC Affinity Programs and Services

## Key Opportunities

### CashVest by Three+One

**Leveraging ARPA and Infrastructure Funds spending** – While counties are waiting to spend their federal funding, an CashVest analysis can help you find ways to leverage the cash for interest revenue, that can then be applied to the county’s general fund.

### Partnership Success Highlights

- Orange County has a \$814MM annual budget. They have seen a total benefit of \$6,024,900 since 2017.
- Suffolk County has a \$3.2B annual budget and has experienced a total benefit of \$2,872,571 since May of 2020.
- Allegany County with a \$128MM annual budget – has seen a total benefit of \$2,016,673 since 2017.

# NYSAC Affinity Programs and Services

## Contact



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# How Can You Keep Informed About NYSAC Educational Events and Everything Else Covered in Today's NYSAC Presentation?



**Please send us your email address** to ensure that you will be kept fully informed about NYSAC programs and services:

Email:

Jackie Dederick ,  
NYSAC Records Manager at

[jdederick@nysac.org](mailto:jdederick@nysac.org)



# THANK YOU TO OUR EXCELSIOR PARTNERS!

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