# A WINNING COMBINATION

Partnering Together to Boost County Revenues and Offset Taxes

How does three+one help counties?

Our constantly evolving analysis of the cash your county has on deposit helps your Finance Office make the best possible decisions about future cash-flow, investing of funds, banking costs, and borrowings.
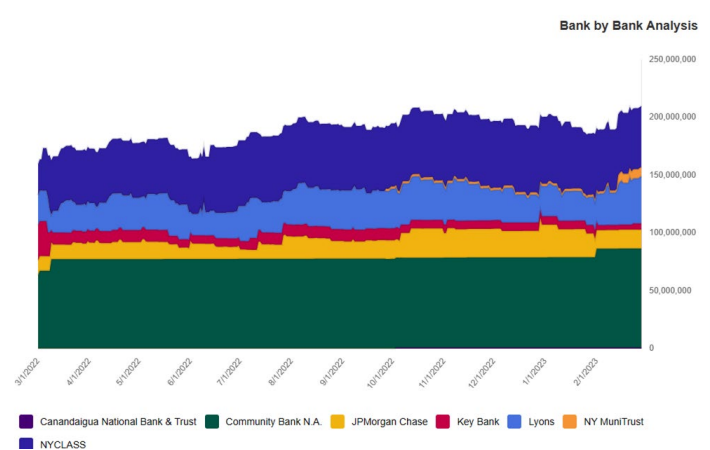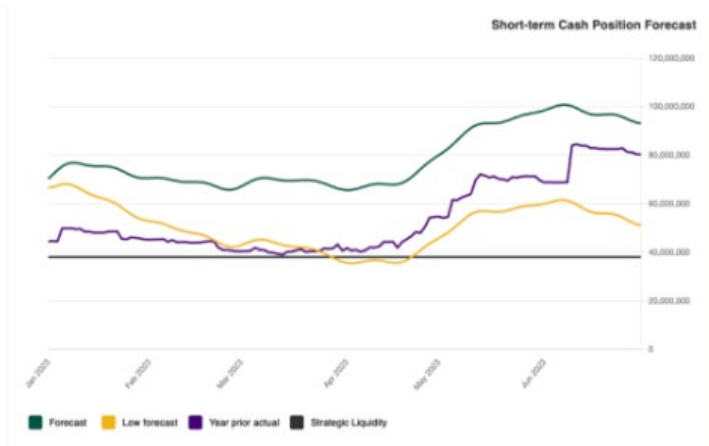
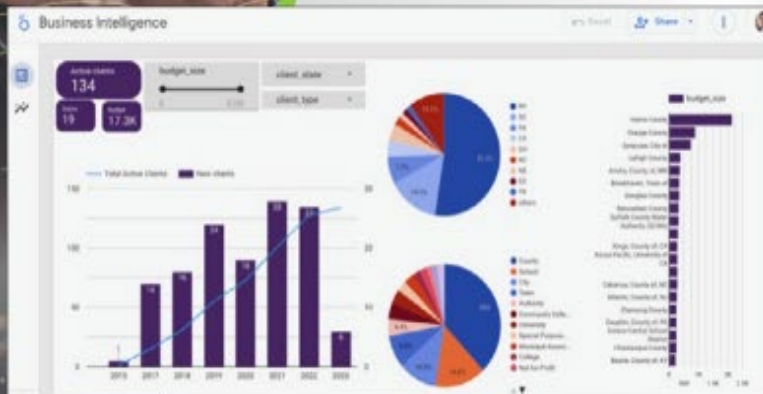## We use DATA and the latest technology   - *Not* Opinions.
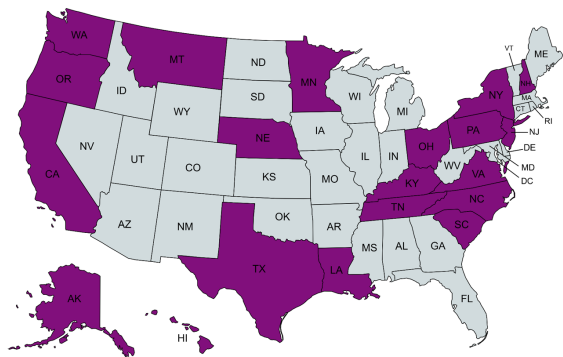
On average, cashVest identifies **73% more cash** that can be put to work earning interest. The results? More than $1 Billion in **new revenues** for public entities.

WHAT DOES THREE+ONE DO?

- Our cashVest reports provide a comprehensive, all   -inclusive view of your cash
- We develop accurate, reliable future forecasts of all cash and liquidity levels
- We provide independent, third   -party evaluations of interest rate offerings
- Ongoing analysis of all bank fees and compensating balance requirements

Short-term Cash Position Forecast

Forecast   Low forecast   Year prior actual   Strategic Liquidity

Bank by Bank Analysis

Canandaigua National Bank & Trust   Community Bank N.A.   JPMorgan Chase   Key Bank   Lyons   NY MuniTrust
NYCLASS

Our Technology & Our Data

Our team of professional analysts works hand-in-hand with the staff of your county's finance office to help them achieve these goals:

1) Maximizing interest earnings on every dollar while maintaining and strengthening existing banking relationships.

1) Analyzing all bank transaction fees to be sure they are appropriate for counties that can vary significantly in both size as well as in financial assets.

cashVest can add as much as 2.50% to interest earnings revenues

For every $10 million in liquidy your county has in its coffers, using cashVest can add an *additional* $125,000 to $250,000 in operating revenues to your budget every year!

Thank you for attending!

It's Time to Budget Better.

ClearGov Delivers "Just Right" Software

Built specifically for local governments and counties

Easy to Implement

ClearGov will onboard your general ledger data for you.

Easy to Use

Familiar, intuitive, and simple. Little -to -no learning curve.

Easy to Connect

Works well together and complements your ERP.

Easy to Afford

Priced for local govts w/ NO hidden fees.

ClearGov works with hundreds of communities across the country.

Over 150 counties across the United States
3 counties in Minnesota
Douglas County, Wabashsa County, Rock County

Budget Cycle Management Suite

ClearPlans
Create, execute on and manage any type of action plan

Capital Budgeting
Automate the way you collect, organize and optimize capital utilization

Transparency
Tell your financial story to drive community support

Personnel Budgeting
Automate salary management, scenario planning and what-if analysis

Digital Budget Book
Produce an interactive and award-winning budget book in a fraction of the time

Operational Budgeting
Build your forecast and annual budget more efficiently and collaboratively
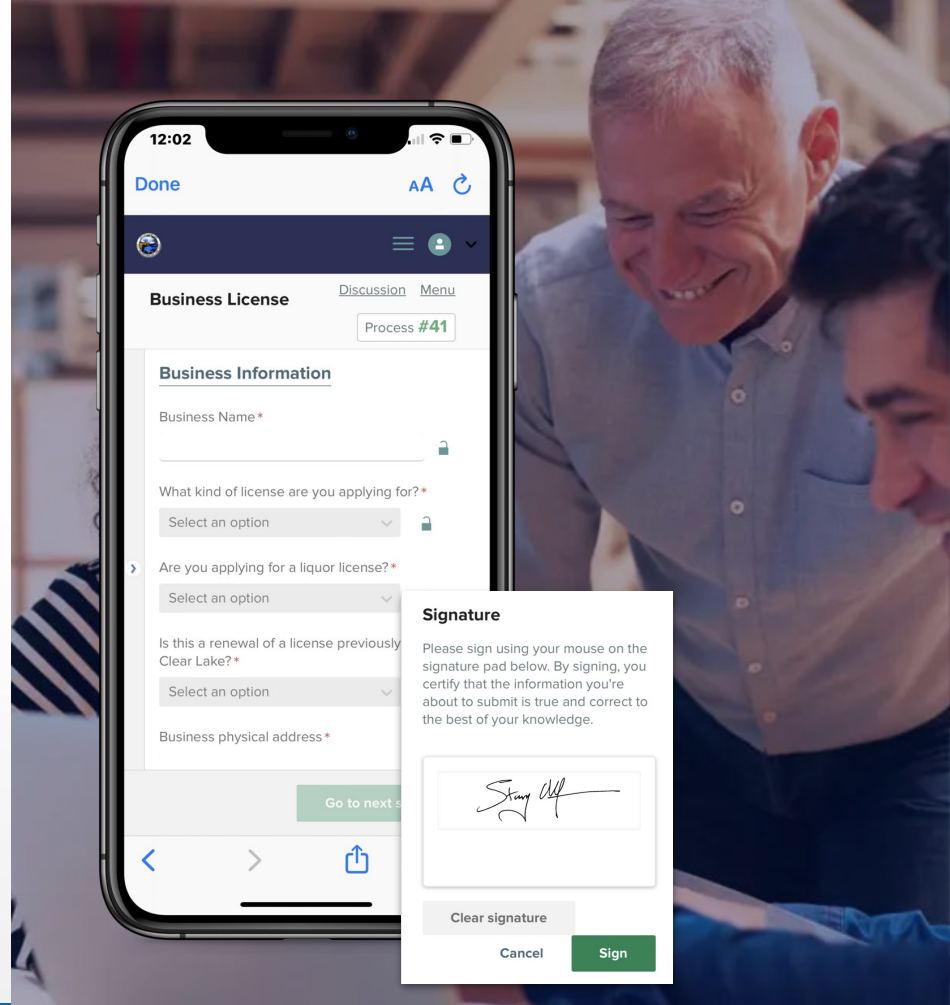
ClearForms: Flexible tools to create your unique forms and applications.

Anytime, anywhere access to your services.

- Business Licenses
- Professional Licenses
- Animal Licenses
- Restaurant Licenses
- Liquor Licenses
- Short-term Rental Licenses
- Contract Requests
- Multi-level Document Approvals
- And more

Superior Customer Support

Dedication to clients and attention to process
deliver   award -winning results

98% Customer Satisfaction
with   Onboarding

96% Customer Satisfaction
with   Training

75% Data Onboarding Consultants
have local government
finance experience

CHURNZERO

2022
ONBOARDING HERO
ClearGov®

SILVER
2023 STEVIE®
WINNER
AMERICAN
BUSINESS AWARDS®

"The ClearGov client success team has been incredible   — patient, understanding, and
responsive   — every step of the way."   – Jodi Cuneo, Finance Director, Walpole, MA

Thank You!

Contact: Kyle Cline
Kcline@naco.org
(317) 502-7415

ClearPlans | Product Overview

Leverage best practices, templates and collaboration to quickly and efficiently bring your plans to life. Add depth by connecting your budget and tracking KPIs. Keep plans and constituents current with frequent updates and auto-publishing.

✔ **ClearPlan Dashboard**
Powerful visualizations and filters allow stakeholders to quickly assess the progress of all, some, or individual goals. Our dashboard also shows future action items.

✔ **Plan Manager**
Based on market best practices, our 3-level planning framework enables you to easily create and maintain clear, powerful plans.

✔ **Flexible Collaboration**
Assign team members to one or more parts of your plan, establish update frequency, and send reminders to contributors automatically.

✔ **Track Progress**
Go beyond building a plan. ClearPlans makes it easy to monitor and update progress with percent complete, comments, and KPIs.

✔ **Budget Allocation**
Connect your plan to specific funds to determine the impact, identify gaps, and communicate clearly with constituents.

✔ **Optimized Publication**
Our flexible publishing capabilities deliver professional looking websites, complete with mobile & ADA optimizations, and PDF documents. Constituents can also request email alerts for any changes.
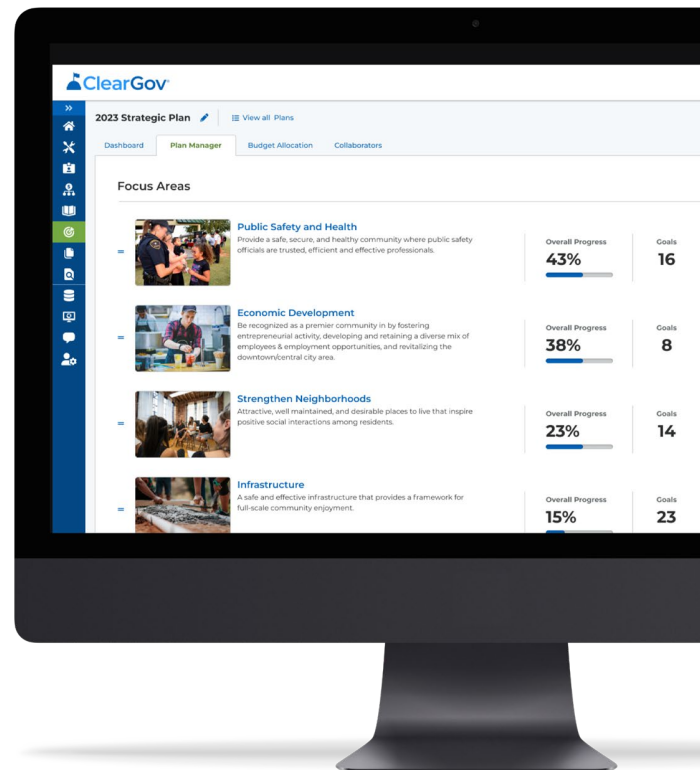
Capital Budgeting | Product Overview

The first cloud-based capital improvement planning (CIP) solution specifically designed for local governments that streamlines requests, provides a multi-year scenario optimization process, and generates website-based pages automatically for each capital improvement.

✓ **Capital Plan Dashboard**
Gain a bird's eye view of all capital improvement and equipment requests complete with the ability to filter by department and request type.

✓ **Capital Request Manager**
Invite department heads to submit digital capital request forms with budgetary information, timelines, attached documents and more.

✓ **Capital Request Pages**
Turn request data into detailed pages instantly with auto-generated graphs. Projects can be published to your Transparency*center with just one click.

*ClearGov Transparency subscription required.

✓ **Request Scoring & Ranking**
Score and rank capital requests based on custom criteria to prioritize requests, drive data-based decisions and communicate the capital planning process.

✓ **Scenario Planning**
Create unlimited multi-year scenario plans to find the optimal capital utilization that fits within your budget.

✓ **Report Builder**
Create and export custom reports to share your capital budget with internal and external stakeholders and existing systems.
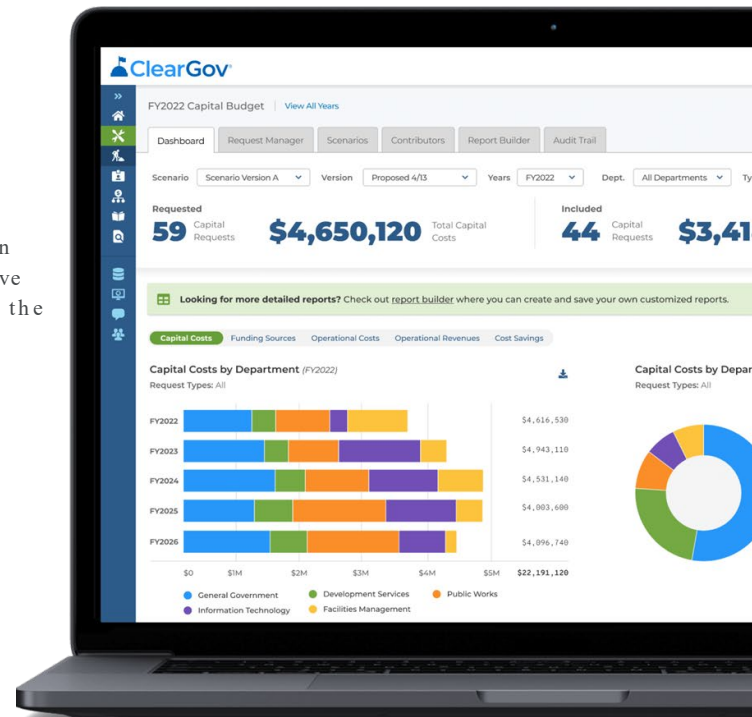
Personnel Budgeting | Product Overview

A unique software platform built specifically to help finance directors more easily budget for salaries and benefits. Complete with powerful tools to manage position requests, inform union negotiations and much more.

✔ **Personnel Dashboard**
Get a bird's eye view of staffing stats, as well as visually compare salary and benefits budgeting scenarios.

✔ **Union Negotiation Planning**
Analyze the effects of adjustments to salaries and benefits for more informed negotiations.

✔ **Position Request Manager**
Streamline position requests and access them from a central location with our digital request forms and management system.

✔ **Multi -year Personnel Plans**
Automatically create salary and benefit plans for up to twenty years in the future.

✔ **Vacancy Planning**
Budget well into the future with the ability to create and fill vacant positions on specified dates.

✔ **Report Builder**
Create and export custom reports to share your personnel budget with internal and external stakeholders and existing systems.

Operational Budgeting | Product Overview

Collaborative budgeting software that streamlines communication with department heads and other budget stakeholders. A one-stop shop to dynamically forecast what-if scenarios, build a budget and communicate budgeting rationale.

✓ **Operational Budget Dashboard**
Quickly see and share the status of your budget-building process. Filter on current and historical financial data. Automatically aggregate all budget requests in one place.

✓ **Departmental Collaboration**
Easily assign department budgets and invite department heads to submit requests and rationale. Easily track request and review status and send automatic reminders.

✓ **AI Driven Forecasting**
Sophisticated yet easy-to-use AI module enables you to create unlimited forecasts. Easily modify assumptions at the category level and instantly see the impact.

✓ **Centralized Communication**
Add comments, documents and supporting information to any line item. All content is centralized to streamline your budget review and communication process.

✓ **Audit Trail**
All budget edits are automatically tracked and stored within an audit trail. Easily review the historical record of budget decisions and communication.

✓ **Report Builder**
Create and export custom reports to share your operational budget with internal and external stakeholders and existing systems.

Digital Budget Book | Product Overview
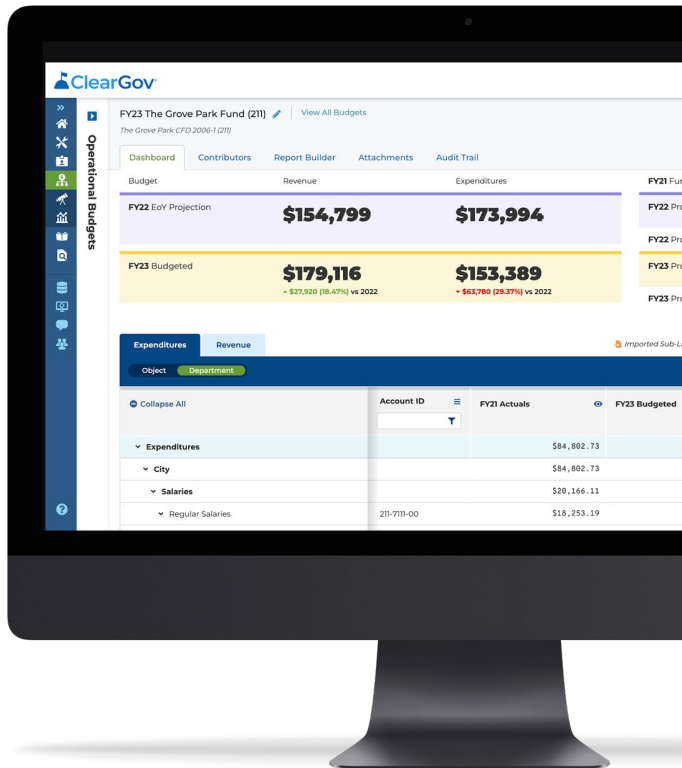
The industry's first website-based solution that automates most of the budget book creation process using templates and data-driven charts and tables. Meet GFOA award criteria and deliver new levels of clarity, engagement and understanding for your citizens.

✔ **Built -in GFOA Best Practices**
Built-in GFOA framework and templates auto-create key sections and pre-populate them with data. Simply add your narrative to complete an award-winning budget book.

✔ **Automated Fund Summaries**
Auto-generate pages for each fund in your budget, pre-populated with revenue, expense and historical data.

✔ **Department Specific Pages**
With a few clicks build department pages, including auto-updating revenue and expenditure data. Invite department heads to add context, narrative and strategic goals.

✔ **Collaborate and Customize**
Invite department heads and other stakeholders to edit key sections of the budget book. Customize and control how your budget data is displayed and shared with the public

✔ **Automatic Data Updates**
Revenue and expense data are automatically updated as your budget changes, eliminating errors and saving time. Really valuable for those last-minute tweaks.

✔ **Print to PDF**
Allow users to easily print your budget book as a PDF if they want a hard copy. They can even customize which sections to print, making it simple to export the sections most important to them.
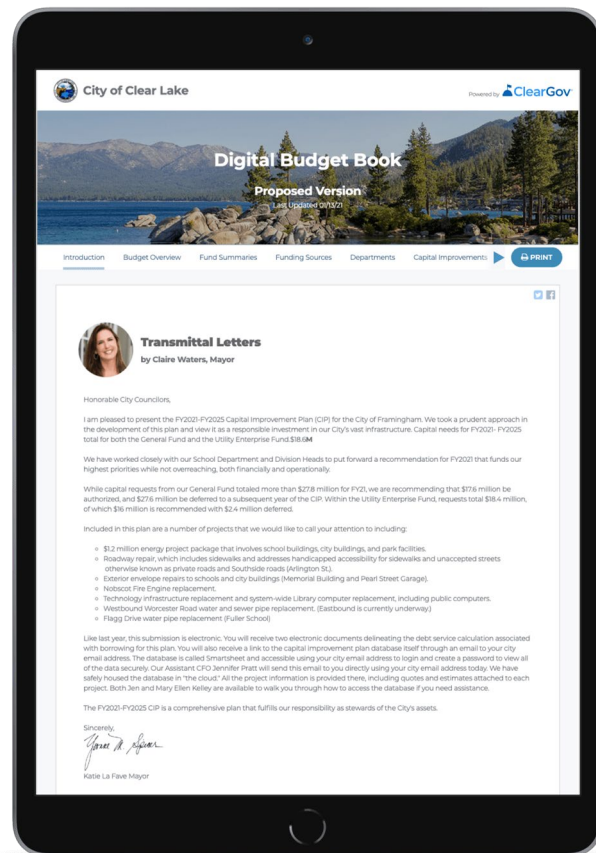
Transparency | Product Overview

Tell your financial story using our simple-to-navigate transparency center. Easy-to-understand infographics help you share financial information, departmental goals, and results in a way that informs and engages your community.

✓ Financial Story
Help internal stakeholders and residents easily visualize and interpret important fiscal metrics to drive community support.

✓ Open Checkbook
At your option, deliver searchable check-level detail to help build public trust, dispel misconceptions, and increase accountability.

✓ Custom Chart Builder
Easily build dynamic financial, performance, and custom charts to display throughout the public profile.

✓ Peer Comparisons
Integrated peer group comparisons bring your data to life and provide critical context to close the communication gap.

✓ Department Dashboards
Easily create custom dashboard pages for each department to showcase the key benefits you're driving for you community.

✓ Project Pages
Better communicate your capital projects to internal and external stakeholders via shareable, dynamic, map-based websites with detailed project pages.

ClearForms | Product Overview

Improve your constituent services with our online permitting and licensing solution for local government.

✔ **Flexible forms**
Create mobile-responsive forms to fit any use case. Forms are easy to create, edit, and share.

✔ **Form logic**
Add logic to display questions only when it's relevant to the applicant to streamline the process.

✔ **Reviewer routing**
Submissions are automatically sent to the right staff members for reviews, signatures, and approvals.

✔ **Metrics Dashboard**
Access powerful statistics of submissions processed over time, view revenue generated and more.

✔ **Auto-notifications**
Applicants and staff are notified automatically of status updates, feedback requests, and approvals.

✔ **Auto-renewals**
Set expiration dates, grace periods, and renewal windows. Automate reminder emails and more.

✔ **Payment processing**
Calculate fees automatically, process payments online, and pass transaction fees onto applicants.