

Session

Thinking Strategically About Recovery Budgeting

Moderator

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Speakers

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City of Plano, TX and the Core Business Matrix

- I. About the City of Plano, Texas
- II. What is the Core Business Matrix?
 - A. Description
 - B. History
 - C. Implementation
 - D. Tied to Financial Forecast & Strategic Plan
 - E. Department Involvement
 - F. Service Hierarchy Foundation/Identifiers
 - G. Tied to Budget Process
 - H. Budget Reduction Matrix
- III. Accomplishments & Pitfalls
 - A. Next Step in the Process
 - B. Revise Priority System
- IV. Tie into a Performance Measurement System
- V. Review Privatization/Outsourcing of Services

The Finance Officer's Role in Doing More With Less: Examples from the Quinault Indian Nation

- I. About the Quinault Indian Nation
- II. What is your job as a government finance officer?
 - A. Thinking strategically about budgeting to achieve results
 - B. Using outcomes and strategic planning as the starting place
 - C. Focusing on results and "buying" services (open up the possibility of private contracting to lead into the next presentation)
 - D. Encouraging friendly competition for funding to disrupt the status-quo
 - E. Encouraging innovation, creativity, and teamwork...force it if necessary
 - F. Integrate multiple governmental processes (not just budgeting/financial)
- III. The role of the budget office in implementation (getting buy-in)
 - G. Placing adequate emphasis on budgetary importance (money is input driver of governmental services)
 - H. Running a budget implementation like a marketing campaign
 - i Slowly releasing sound-bites
 - ii Build reasonable anticipation...increase energy levels through the official launch (our kick off celebration)
 - iii Create the "appearance" of buy-in through the use of logoed promotional materials
 - iv Get all employees on the same page utilizing various communications strategies (our publications)
 - v Keep elected officials informed and engaged
 - vi Utilize results teams (addressing the resistance to "giving up power")
- I. Teaching program managers how to use the new process

- i Repetitive training—present the same information different ways (discuss our different training approaches, and the logic behind our approach)
 - ii For the actual writing of the offers, discuss our elementary school approach. Use workbooks, homework assignments, and check-off lists. (Show Quinault examples)
 - iii Quick visual feedback for drafts using technology to its fullest (tablet PCs)
- J. Communicating progress
 - i Internally
 - o Intranet to disseminate offers across the government
 - o Outreach methods to keep up the energy levels and encourage employees to stay engaged with the process
 - ii Externally (to the citizens)
 - o They don't care about our budgeting process, how to translate all the work we've done into a form that they do care about = How do we improve service delivery to them? And how do we improve the perception of quality services? (There's a big difference)

IV. What's on our horizon for Quinault?

City of Sandy Springs – Outsourced Services

- I. About the City of Sandy Springs
 - A. Where in relation to Atlanta
 - B. What Makes us unique
 - C. 2011 Budget allocation
 - D. Strategies for future budgets
- II. Why Outsource Government Services
 - E. What functions are outsourced
 - F. Components of the government services contracts
 - G. Considerations when bidding out this contract.