

Session

Turning One-Time Revenue Into Long Term Value

Moderator

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Speakers

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- I. Basic concepts and overview
 - A. Maximizing asset values
 - B. Providing for both the present and the future
 - C. Sound fiscal policy
- II. Best practices
 - A. Use of one-time revenues
 - B. Use of non-productive assets
 - C. Holistic approach to financing – cash, debt, and grants
- III. What to consider and avoid
 - A. Legal issues
 - B. Complicated and/or poorly structured agreements
 - C. Appropriate level of monitoring results
 - D. Case Study: Sale of land to fund sewer project
- IV. Case Study: Leasing unused municipal assets
- V. Economic Climate
 - A. New Mexico economic climate
 - B. Bernalillo County economic conditions (news clipping re: budget)
 - C. APS, COA, Rio Rancho news clippings
 - D. Implementation of ERP System
 - A. Funded from non-recurring funding
 - B. Long term value:
 - C. Increased efficiency of operations going from a legacy system with extremely limited reporting functionality to a Tier I financial package with excellent reporting functionality
 - D. Eliminated reconciliations between systems
- VI. Case Study: Jail
 - A. County built a new jail in 2005, which left the old jail facility vacant
 - B. Negotiated lease agreement with Cornell for use of facility
- VII. Assets that the County leases or receives revenue from?
- VIII. Projects funded from one time revenue?