

Workshop Title: “Creative Budget Strategies in Times of Financial Meltdown”

Workshop Leader: Dr. Frank Benest

Goals:

- To confront the financial challenge threatening the City of Ventura
- To understand the complexities and impacts of traditional cutback measures
- To evaluate our services anew, rethink service delivery and service levels, and promote creative thinking and possible solutions in addressing our financial challenge
- To explore the role of team leadership in responding to our financial difficulties

Agenda

8:00 Check-in, Packets, Coffee, Bagels and Fruit

8:30 **1. Welcome and Purpose** Rick Cole

8:40 **2. Overview of Workshop and Premises**
Frank Benest

8:45 **3. Exercise—Typical Cutback Measures and Impacts**
All

9:00 **4. Complexities of Cutting Back** Frank Benest

- a. “Tooth Fairy” syndrome
- b. Paradox of the irreducible whole
- c. Participation paradox
- d. Efficiency dilemma
- e. Productivity paradox
- f. “Sacred Cow” issue
- g. Free exiter problem

9:10 **5. Case Study Exercise—“Probation Department Cutbacks and Re-Thinking Service Delivery”**
All

9:40 **6. A Menu of Strategies and Brainstorming of Possible Applications** Frank
Benest and All

10:20 Break

10:35 **7. Frank's Favorite—Selling Services and Expertise to Other Local Governments** Frank
Benest

- a. Some examples
- b. The rewards
- c. Key issues

10:55 **8. Exercise—"What current assets, services, or expertise can the City of Ventura leverage?"** All

11:20 **9. Leadership Strategies** Frank Benest

11:40 **10. Tips/Q&A** Frank Benest and All

- a. What are some suggestions from Frank as you proceed?
- b. "What's in it for me?"
- c. What perplexes you about what we discussed?
- d. What other questions do you have?
- e. For you, what is one key learning from today's session?
- f. Resources

12:05 Working Lunch

12:45 **11. BFO Groups--Discussion** All

- a. How can the budget strategies enhance our work?
- b. What are some concrete examples of re-thinking our services?
- c. What can we stop doing?
- d. What are some key investments?

1:30 **12. Reporting Out**
Representatives

Group

2:20 **13. Follow Up**

Rick Cole

2:30 Adjourn