

WORKSHOP TOPICS

Each session will last 1:15 minutes with at least twenty minutes set aside for Q&A

LONG-RANGE ECONOMIC FORECASTING – WHAT DO WE THINK WE KNOW ABOUT THE NEXT 3-5 YEARS?

As the nation slowly comes out of the recession, public sector managers are challenged to prepare and manage budgets that provide critical services without adding unrealistically to a rapidly increasing base. As always, infrastructure budgets rebound even more slowly. Understanding economic trends and forecasts is essential if managers are going to prepare sustainable and politically saleable budget requests.

Jeff Carr is a nationally recognized economist who has served as the State Economist for the past 12 years advising both republican and democratic administrations. His company, Economic & Policy Resources, provides services to a wide array of public and private sector clients. He will draw upon these experiences to both predict the economic future and offer advice on how managers can best position themselves for budget battles.

APPLYING BUSINESS MANAGEMENT PRINCIPALS TO STATE GOVERNMENT OPERATIONS

Department heads are often admonished to run their organizations like a business. Legislators and citizens expect us to watch the bottom line, negotiate the best deals, protect the state's financial interests and operate "lean and mean."

Deri Meier is a retired Assistant General Manager for Administration for the Middle Eastern division of Mobil Oil and Assistant Financial Manager for the Middle Eastern division of Mobil Oil for the Iranian Consortium. He entered the public sector as Deputy Secretary of Administration and Chief of Operations for Governors Snelling and Dean. Deri is currently a professor at the College of Business Administration at the University of Vermont. He will draw upon his experiences in these three arenas to impart techniques and strategies that can practically be used within public sector infrastructure departments

PRIVATIZING STATE SERVICES: PALLIATIVE OR PANACEA?

Whether it is call outsourcing or privatizing, downsizing or rightsizing, the offloading of functions traditionally provided by state government to the private sector has been a perennial hot topic for the last decade. It what areas of government does it make sense; what areas should be avoided; what are the stretch zones; what role will politics play... these are all questions that must be analyzed before deciding on a course of action.

Frank Mazur, legislator and retired executive, will share his thoughts on the subject. Representative Mazur has been a strong proponent of exploring options and pushing the envelope as a way to get our traditional bureaucracies to think 'outside the box'. It is important that new ideas, however government officials might initially react, be given a fair hearing. Frank will be thought provoking and open to lively debate.

LABOR RELATIONS: THE MISTAKES MANAGERS MAKE

All of us struggle with labor issues. They are, perhaps, the most emotionally difficult decisions we face and usually present conflicting and mitigating facts. Are the root causes of most labor issues preventable? What is it that managers and supervisors do to contribute to labor difficulties? What should we as department heads be doing to better train and prepare our line supervisors so that costly events can be avoided?

Tom Whitney has been involved as a labor representative for his entire professional life. He is the former Executive Director of the Vermont State Employees Association and an International Labor Relations Representative for AFSCME (American Federation of State, County & Municipal Employees). Tom will expound on the common mistakes that managers make and talk about creating environments where both sides can succeed.

HOW TO MANAGE YOUR ATTORNEYS & NOT LET YOUR ATTORNEYS MANAGE YOU

As heads of infrastructure departments, multiple attorneys often represent us -- staff counsel, assistant attorneys general, outside conflict attorneys, insurance lawyers; bond counsel and the list goes on. Too often, the lawyers manage the managers and policy directions become diluted through specific legal interpretations.

Michael Marks is a Partner in the firm of Tarrant, Marks and Gilles and has practiced law in Vermont since 1982. He has represented public utilities, construction companies, facility owners, and state government and served as the Public Advocate for Vermonter's in utility rate cases. He has a very interesting view on how policy executives and department heads should structure their legal teams to ensure both sound legal advice in the furtherance of prevailing public policy.

WORKING WITH THE MEDIA

A call from a reporter is often as anticipated as being called to the high school Principal's office. The outcome can be often as unpleasant. However, as department heads, we are expected to deal effectively with the press. We must articulate the governor's policy positions and explain situations clearly and with the least amount of political fall out.

Peter Mallory is a newspaper owner, former House Majority Whip, Chairman of both the Vermont Historical Society and the Capitol Complex Commission. He brings to this workshop and understanding of the dynamics from both sides of the street -- the reporter trying to get the story and the bureaucrat/politician trying to put the best spin on the information. Peter will offer insights into how department heads can prepare for an interview; how to get your message across; understanding what is a compelling story and what is not; how to form relationships that do not cross ethnical boundaries and a host of other issues



MEETING AGENDA

Friday, March 5, 2004

6:30 PM Hospitality Room Opens

Saturday, March 6, 2004

7:30 AM	Continental Breakfast	
9:00 AM	Welcome	Governor James H. Douglas
9:15 AM	Meeting begins	
10:30 AM	Break	
10:45 AM	Meeting resumes	
12:00 Noon	Lunch	
1:15 PM	Meeting resumes	
2:30 PM	Break	
3:00 PM	Meeting resumes	
4:15 PM	Adjourn for the day	
6:00 PM	Social Hour	At the Echo Leahy Center For Lake Champlain
7:00 PM	Dinner	At the Echo Leahy Center For Lake Champlain
8:00 PM	Hospitality Room Opens	

Sunday, March 7, 2004

7:30 AM	Continental Breakfast	
7:30 AM	Sponsor Breakfast	With the NASCA Executive Committee
9:00 AM	Meeting begins	
10:15 AM	Break	
10:45 AM	Meeting resumes	
12:00 Noon	Lunch	
1:00 PM	Closing Remarks	
1:30 PM	Meeting adjourns	
2:00 PM	Executive Committee Meeting	With National Association of State Facilities Administrators
4:30 PM	NASCA Executive Committee Meeting	