

# GET REAL! Cost Reduction & Alternate Revenue

Hosted by the SOCIETY OF LOCAL GOVERNMENT MANAGERS of ALBERTA

**May 10-12, 2020** Kananaskis Village, Ab  
6:30 - 9:00 pm Sunday & 8:30 am - 4:30 pm, Monday & Tuesday



**COST**

Decreased tax base growth, lower Provincial transfers, inflationary costs and taxpayer fatigue have combined to provide local governments with a significant fiscal challenge. The need to 'right size' expenditures with available fiscal resources in has never been more urgent. How do you obtain creative ideas from staff while sustaining organizational stability? How do you get effective parameters for cost reduction and then tough political decisions?

Join colleagues in an active learning laboratory as you apply tools and ideas within 'real time' scenario to initiate a cost reduction-focused budget, engage staff in generating ideas and present options to Council.

- **Clarifying budget process expectations of Council**
- **Helping others to see the need for fiscal change**
- **Identifying potential targets for adjustment**
- **Exploring cost reduction and efficiency options**
- **Seeking alternate revenue to property taxes**
- **Making budget adjustments recommendations to Council**

**EARLY-BIRD** Registration: **\$950**  
**PRIOR TO MARCH 1ST**  
**\$1,150** thereafter

You will leave with insights to help your organization's efforts to balance expenditures and revenues:

- **BUDGET PROCESS FRAMEWORK – steps & principles**
- **STRATEGIES TO ENGAGE COUNCIL – expectations & involvement**
- **WORKBOOK TO ENGAGE STAFF – templates & tools**
- **IDEAS – best practices & from peers**

Join peers from local and regional government for a highly interactive opportunity to enhance your leadership capacity and success of your organization. We will focus on innovative solutions for 'real time' matters facing you.

The session will be facilitated by:

**Dr. Gordon McIntosh** has 40 years of executive, consultant and educator roles in local and regional government. He has conducted 1,300 sessions involving 140,000 elected and appointed civic leaders throughout Canada and overseas.

He will be joined by some CAOs who have recently been through a cost reduction process.

#### HOW TO REGISTER:

Contact Linda Davies at SLGM 780 796-3836 or [linda.davies@shaw.ca](mailto:linda.davies@shaw.ca) for more information.

#### ACCOMMODATIONS:

Pomeroy Kananaskis Mountain Lodge  
**1.866.432.4322** (SLGM booking SL2)