



## AMCTO's Corporate Training

# Sustainable Financial Planning for Municipalities

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### 1 Day Workshop

Why would you think of long term financial planning when there are immediate financial pressures, worsening economic conditions, escalating inflation and increasing pressure to do more with less?

This workshop tells us why. In this session participants learn how to determine the magnitude of fiscal challenges and to devise strategies to provide quality and sustainable public services. The focus of the workshop is to assist participants in working through the long term financial planning process with step by step guidelines, insights, examples, best practices and lessons learned from Municipalities.

### What You Will Learn:

- Developing an **understanding on how long term financial planning works** in the municipal Sector
- Developing an understanding of **need for long range planning** and the implications of making short-term decisions without planning for the future
- How to **measure financial performance**
- How to **design a planning process** that fits the particular needs of their municipality
- How to involve participants from outside the finance function in order to **develop a plan with a broad base of support**
- Understanding **how to analyze the various organizational**, economic, environmental and financial factors affecting the cost of service and provides an assessment of the municipality's financial health in the context of the overall fiscal and economic environment.
- Identifying **key performance indicators** and looking at and interpreting trends in a number of key financial indicators to determine the "as is" or current state and the possible challenges and policies that may need to be revisited for the long range financial plan.
- How to use **various tools and techniques for high quality** financial forecasting and analysis

- How to **execute a financial plan** and achieve results
- How to **address challenges** and resistance to financial planning
- Developing a short-term **recovery plan**
- Diagnosing and **treating fiscal challenges, defining levels of affordability, planning for the future**, trend analysis, performance measurement
- Identifying **best practices and sources of information** that are readily available to develop the plan and analyze the financial condition
- Developing **sound policies** and practices and providing examples from municipalities that have already developed and implemented plans
- Conducting expenditure and **revenue forecasting**
- Developing a **long-term financial plan**; and implementing and monitoring the plan for success.
- Understanding the **level of effort** and work involved to establish and then maintain a Long Term Financial Plan
- Determining how to **effectively communicate** the results with elected officials and the public, and turn short-term fixes into long-term solutions
- Determining which **techniques are most appropriate** under given circumstances

The workshop will include presentations, discussions, case studies, practical exercises and time to ask questions and discuss their existing municipal challenges.