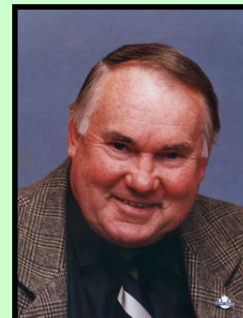


*'Base Stats with Trendz'** Newsletter

December 2006

The last year has been an 'excellent' one ... as this last newsletter for 2006 describes. *'Base Stats'* subscribers have *'shone'* in 2006, many making rapid progress with their performance measurement and reporting frameworks ... in one case Hutt City receiving an 'Excellence' Award. I trust that you all enjoy a relaxing ... and invigorating holiday ... followed by a challenging and satisfying 2007.



The 'excellent year' for our business includes the record uptake of *'Base Stats'* and the *'Outcomes-Results'* local government performance reports.

Our catalogue of products (www.kauriglen.co.nz/larry/marketing/index.htm) lists all of the many options and pricing for these New Zealand Council reports.

Please remember to make provision for the supply of this data in your current budget round. The 2007 datasets will be available from 1st February 2007 ... or sooner.

Note also (below) the terms of *two special offers* ...

- the *'Base Stats'* **three year subscription** and
- the *'Outcomes-Results'* **'4 for 3'** subscription deal.

If your Council or other organization is interested in any *'Base Stats'* product and would like to view a customised on-site demonstration of the value of this wide ranging information, then please do not hesitate to ask. Presentations can readily be arranged. I plan to be 'on the marketing road' again ... including the South Island ... in February 2007.

Best Wishes

Larry. N. Mitchell, Finance & Policy Analyst (Local Government)

* The 2006 *'Base Stats with Trendz'* Reports, now incorporating the *'Outcomes-Results'* module, (www.kauriglen.co.nz/larry/basestats/index.htm) are a comprehensive set of New Zealand Local Government performance reports. A catalogue of *all* of the *'Base Stats'* products and datasets is at www.kauriglen.co.nz/larry/marketing/index.htm . Should you require a hard copy of this catalogue then please contact Larry directly.

Hutt City Council ... a performance 'Champion' wins the NZ Business Excellence Award



A proud Tony Stallinger holds the award in the company of the Mayor and the Minister.

Our congratulations go to a long-term *'Base Stats with Trendz'* subscriber, the Hutt City Council for winning the Silver Award for Business Excellence. If you want to see the 'excellent' standard of performance measurement and reporting achieved by 'Hutt', look at their website under *'The NZ Business Excellence Award Application 2006'*.

Tony Stallinger, Hutt's GM Business Services commented ... *'Benchmarking has been an essential ingredient of our development of meaningful performance measures. The annual 'Base Stats' reports have played a useful role in our achievement of these objectives'*.

Larry. N. Mitchell

Finance & Policy Analyst (Local Government)

Special Offer: 'Base Stats' three-year subscription terms

The *'Base Stats with Trendz'* reports ... currently subscribed for by 30 New Zealand Councils ... reports and dataset include:

- Focused LTCCP Outcome reporting ... ***'Outcomes Results'***
- A ready to run PowerPoint presentation module ... ***'Vital Signs'***
- Additional reporting of many new measures including ... ***'Wealth'*** stats ... ***'Eco-Socio'*** measures ... as well as

information about ***Rating, Debt, and Council Capital expenditures.***

The 2007 *'Base Stats with Trendz'* product extends the already powerful capability of these reports to assess an individual Council's vital statistics on a customised comparative basis. (See www.kauriglen.co.nz/larry for full particulars of these reports).

For the complete *'Base Stats with Trendz'* package ... the three year subscription discounted deal costs \$4,850.

Special Offer: 'Outcomes –Results' '4 for 3' deal

After the dust has settled on 2006 Ltccp's many Council's are asking themselves the obvious question:

'How do we now go about measuring progress with our Council Outcomes?'

Answer: ***'Outcomes-Results'***

These purpose-designed reports include the following information ...

- Councils performance 'metrics' ... all of the *measurable and quantitative* factors for your Council that have a '\$' associated with them, that is, the ones that are 'really important!'

- Measures, (30 of them) that provide Councils with the ability to track their performance
- Centered upon the key Income, Economic and Wealth factors for each Council then ...
- Reported as three separate grouped indices and also as a 'Whole of Council' (composite) index.
- ***'Outcomes-Results'*** Reports are priced at \$3,500 for the three-year (2007 to 2009) deal ... to get you started 2006 are free.

For description and sample see

www.kauriglen.co.nz/larry/KiwiOutcomes-Results.zip

Canadian (and Iraq) Adventure

My October/November world trip to Canada, the UK and Iraq ... (*Iraq very briefly* I hasten to add) was most promising. *'Base Stats'* reporting will soon come to Winnipeg, Manitoba and other prairie provinces, (in association with the *Frontier Centre for Public Policy*) along with Nova Scotia, (the *Atlantic Institute for Market Studies* 'AIMs' of Halifax). I am assisting local government folk in these regions with the development of a performance measurement framework derived from the tried and tested *'Base Stats'* formula. Watch this space.



**The Kuwait/Iraq Military Border Post – from the Kuwait side!
... mortars going off 1 km away.**

Final PFI project Findings now available

A group of fifteen Managers from Council's, all recognized as 'Performance Champions' met recently in Wellington for our one day 'Final Prospective Financial Information project' Workshop. This event was held to review and discuss the recently completed findings and analysis derived from the Final PFI project.

See www.kauriglen.co.nz/larry/other/FinalPFImarketing.pdf

The entire project, extending over many months has marshaled all Council's 2006-2016 LTCCP prospective financial data. These projections have been rigorously examined for three 'Hot' strategic local government financial management topics ... *'Rates'* ... *'Debt'* and ... *'Assets'*.

Interpretation of the findings has given rise to a number of results that challenge accepted plan assumptions, many arise from the use of the deflation adjusted (nominal dollar) and per capita expenditure methodology.

This information is too good to leave on the shelf and is being offered to 'all comers'.

The reports of the Final PFI project are now available and its companion Workshop (below) is to be repeated in February of 2007.

- Final PFI reports available now 'priced to sell' at \$2,400 ... for a sample see www.kauriglen.co.nz/larry/other/pfi.htm
The Final PFI ('FPFI') Project – November 2006 – pdf pages 9 to 12.

Taupo LTCCP Strategic Financial Planning Workshop

Using the findings of the Final PFI Project (above) this workshop, to be held in Taupo on the 22nd February (one day ahead of the SOLGM event – see *SOLGM speaking engagement in early 2007*) is essential for a number of crucial amendments to your 2006 LTCCP. These concern the three topics *Rates*, *Debt* and *Assets*. In addition, the 'Rates' topic of the workshop will cover and analyse all of your Council's rating

information compared to others, an essential exercise if your interests are to be properly represented in front of the Government's Rates Investigation committee as well as your own ratepayers.

- Workshop Taupo 22nd February (one day ahead of the SOLGM event – see *SOLGM speaking engagement in early 2007*) priced at \$900.

SOLGM speaking engagement in early 2007

The Performance-Excellence themes (above) will be reinforced and expanded upon when I speak at the SOLGM Northern group's Wairakei meeting. The meeting will be held on



February 23rd at the Wairakei Resort in Taupo, attendees will be Managers, Senior Managers and CEO's from Councils in the mid and upper North Island.

Wellington Local Government Finance Forum

The 'LG Fin 06' (Finance) conference held in mid November marked a watershed in New Zealand local government performance measurement terms, (which incidentally chimes in with the core business of *'Base Stats with Trendz'* reporting). The conference's title ... *'Driving communities forward through exceptional financial performance'*, following just a day after our Final PFI project Workshop (above) could not have been more timely.

The conference papers and discussion demonstrated just how far and fast the

Performance 'Champions' of our sector (Hutt, Christchurch City and Otorohanga to mention just three) have progressed. There was clear evidence that many Council's have in place their performance measurement frameworks. Supplemented and supported by the generalized and 'comparative' *'Base Stats'* reports that we produce, the sector is well placed now to gain the payoff from all of the words, costs and black letter law associated with the Local Government Act 2002. Go for it guys and gals.

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Subscription and Enquiry Form

Products: If you would like to subscribe to the special offers (or any other '*Base Stats*' Larry Mitchell and Associates product) or sign up for the February 22nd Workshop please complete the following details and fax/post/email back for immediate attention, to make subscription arrangements, delivery or acknowledgment.

Special Offers:

**'Base Stats' reports
3-year discounted price deal**

\$4,850

**Tick Box
to
Subscribe**

☐

**Tick Box
for further
information**

☐

Final PFI reports – special price

\$2,400

☐☐

**Workshop (Taupo Feb 22nd)
attendance**

\$900

☐☐

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