



'Base Stats with Trendz' Newsletter*

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A message from:

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Kia Ora Folks

Interesting times ... How does your council compare? Can you prove your worth?

We in the New Zealand local government sector live in interesting times. It's not just the recession or the new government that is making things interesting. The knock-on effects of the Super City amalgamation are becoming obvious.

The proposed amalgamations in Auckland have brought to the surface long standing uncertainties concerning the future for councils everywhere. The possibility of further re-organizational schemes, particularly at a regional level has set off a flurry of activity amongst many councils.

A good number of units have been thinking of the next phase of major boundary adjustments and service delivery options for some time now. The Auckland situation seems to have become the catalyst for these councils to get cracking and initiate their own plans ... to do it first for themselves ... before they get it done to them maybe?

These moves and the process involved appear to come down to an urgent need to answer a number of simple questions. They are all questions that address a Council's need to prove their current worth and capacity compared to their peers or neighbors. Often the first question asked is...

- How do we compare? ... quickly followed by others such as
- How well do we perform?
- How can we prove that we are cost-effective?
- What evidence supports our continued existence? and
- What credible and reliable evidence can we locate and use to address these questions?

Of late I have fielded unprecedented interest from New Zealand Councils, both from TLA's and Regional's alike to supply the answers to these questions, to analyze the evidence that addresses these issues and to report substantiated findings.

Evidence is essential

It is not surprising that Councils are seeking information from our *'Base Stats with Trendz'*, *'DataMining'* and *'NZLG Database'* products see www.kauriglen.co.nz. No other consultancy or agency holds the extensive data and information necessary to answer the key performance and other questions on a comparative basis. And what's more ... to gather such information themselves starting from scratch, Councils could never compete with the cost-effective pricing structure of the *'Base Stats'* range of products and reports.

* The 2009 *'Base Stats with Trendz'* Reports, 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.

Methodology

While the proposition(s) to be tested may vary, for example a differing emphasis on Council performance, or ability to pay, rating history, local economic progress and so on, these variants are readily accommodated within a number of mature and completed assignment methodologies. All are fully supported by and are informed with use of the comparative data absolutely essential to addressing any proposition ... whatever its emphasis.

Interested?

On a completely no obligation basis if you would like to receive further details of the available evidence necessary for establishing your Councils current (and recent past) levels of performance then please make contact (see below).

If you wish to view an outline of the various methodologies and the data sets used in assignments of this nature then please just ask for and obtain access to an *IP protected zone* of our web site.

A bit of advice ...

Ask yourself this. Can your Council afford to remain in the dark on these matters when others are not?

And remember, that whilst you may hold extensive data of your Councils own performance and cost-effectiveness this is not even half the story. To have any value for the intended purposes, your own data must be data that is set within a comparative context relative to others.

Our New Zealand based international consultancy ... Larry. N. Mitchell and Associates, Finance & Policy Analysts (local government) remains the **ONLY** local firm to hold this extensive New Zealand local government comparative information – see www.kauriglen.co.nz/larry/marketing/index.htm

Kind regards



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