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## **CITY FINANCE TEAM RETURNS FROM NASHVILLE WITH BUDGET IDEAS**

Toledo, Ohio -- The City of Toledo's finance team, including Assistant Chief of Staff, Dave Moebius; Finance Director John Sherburne; and Toledo City Council Finance Committee Chairman George Sarantou, returned today from Nashville, Tennessee where they met with Mayor Bill Purcell and Finance Director, David Manning and several key staff members to discuss "Results Matter", a program performance measuring system enacted by the City of Nashville.

"As we move toward a system of outcome based budgeting, we wanted to examine how Nashville measures success in their city programs," said Moebius. "Nashville's program is well known throughout the United States and regarded as one of the best."

Nashville began deploying the "Results Matter" strategic planning effort in 2002. It introduced managing for results methodology into the systems and culture of all parts of Metro Nashville government, according to the Nashville Office of Management and Budget.

The process calls for a strategic business planning process that goes beyond traditional planning activities in that it incorporates both operational and strategic elements while providing the foundation for performance budgeting, accounting, employee performance management, and performance based contracting. The planning process itself organizes services around results for customers with rich performance measures tied to every program so that departmental management will have the information necessary to make a business case for resources, make better operational decisions, demonstrate accountability, and operate as an early warning system of departmental difficulties.

"Nashville really focuses on their constituents as consumers," said Moebius. "Like any good business, it finds out what the consumer wants, then strives to provide it. We would like to incorporate that kind of thinking into Toledo's budget."

"Mayor Purcell and Finance Director David Manning clearly have a finance system in place that represents 21<sup>st</sup> century financial management," said Sarantou. It is clear to me that Toledo needs to make fundamental changes in our budget process as well

as performance management in order to compete with other cities across America. I look forward to sharing with the administration and city council this truly successful model.”

The next step for the City of Toledo is to find out what services the community values most and incorporate that data into the planning for the 2008 operating budget, Moebius added. The survey will start this summer.

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