

Local Government



Leadership Institute

State Comptroller Thomas P. DiNapoli  
and Cornell University

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# Local Government Leadership Institute

## Essential Tools for Navigating Turbulent Economic Times



New York State Office of the State Comptroller

June 10, 2010



## Essential Tools for Navigating Turbulent Economic Times

June 10, 2010

Adam's Mark Hotel, Buffalo

### Institute Overview

8:00 – 9:00 a.m.	<b>Registration and Continental Breakfast</b> <i>Great Lakes Preconvene</i>
9:00 – 9:45 a.m.	<b>Welcome and Continental Breakfast</b> <i>Erie A</i>
9:45 – 11:00 a.m.	<b>Panel Sessions (choose one)</b> <b>1. Plenary on Cost Savings</b> <i>Superior Room</i>  <b>2. Plenary on Shared Services</b> <i>Michigan Room</i>  <b>3. Plenary on Competing Priorities</b> <i>Ontario Room</i>
11:00 – 11:15 a.m.	<b>Break</b>
11:15 – 12:15 p.m.	<b>Workgroup Sessions (continued from panel sessions)</b> <b>1. Workshop Session on Cost Savings</b> <i>Superior Room</i>  <b>2. Workshop Session on Shared Services</b> <i>Michigan Room</i>  <b>3. Workshop Session on Competing Priorities</b> <i>Ontario Room</i>
12:15 – 1:30 p.m.	<b>Lunch and Keynote Address</b> <i>Erie A</i>
1:30 – 1:45 p.m.	<b>Break</b>

## Institute Overview Continued

**1:45 – 3:00 p.m.**

**Panel Sessions (choose one)**

**1. Plenary on Cost Savings**

*Superior Room*

**2. Plenary on Shared Services**

*Michigan Room*

**3. Plenary on Competing Priorities**

*Ontario Room*

**3:00 – 3:15 p.m.**

**Break**

**3:15 – 4:15 p.m.**

**Workgroup Sessions (continued from panel sessions)**

**1. Workshop Session on Cost Savings**

*Superior Room*

**2. Workshop Session on Shared Services**

*Michigan Room*

**3. Workshop Session on Competing Priorities**

*Ontario Room*

**4:15 – 5:00 p.m.**

**Closing Remarks and Networking**

*Erie A*



Office of the State Comptroller  
Local Government Leadership Institute  
in partnership with Cornell University's  
Community and Regional Development Institute  
(CaRDI)

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June 10, 2010  
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8:00 – 9:00 a.m.

**Registration and Continental Breakfast**  
*Great Lakes Preconvene*

9:00 – 9:45 a.m.

**Welcome and Continental Breakfast**  
*Erie A*

Ronald L. Seeber, Vice Provost for Land Grant Affairs,  
Cornell University

Thomas P. DiNapoli, State Comptroller

Steven J. Hancox, Deputy Comptroller,  
Office of the State Comptroller

9:45 – 11:00 a.m.

**Panel Sessions (choose one)**

### PANEL SESSIONS:

#### **Cost Savings: Cultivating a Mindset**

*Superior Room*

During this difficult fiscal period, local governments are attempting to reduce costs in numerous areas. Join panelists as they discuss how they have attempted to establish a cost savings mindset within their municipalities as well as the successes and obstacles they have encountered during the process.

#### *Panelists:*

1. Kathy Konst, Commissioner of Environment and Planning, Office of the Erie County Executive
2. Dr. Kathryn A. Foster, Director, University at Buffalo Regional Institute
3. James Gaffey, Director, SyraStat, City of Syracuse

### *Panel Moderator:*

David Kay, Senior Extension Associate, CaRDI, Department of Development Sociology, Cornell University

## **Municipal Shared Services: How do I Know if Entering Into a Shared Services Agreement Will Be Effective?**

### *Michigan Room*

In this session, panelists will discuss their reasons for entering into intermunicipal agreements with other governmental entities. Panelists will discuss the process, the problems and the actual savings achieved.

### *Panelists:*

1. Jason Molino, City Manager, City of Batavia
2. Dr. Kent Gardner, President, Center for Governmental Research
3. Judy Koehler, Supervisor, Town of Albion
4. Christopher Grant, Land Use Specialist, New York State Department of State

### *Panel Moderator:*

Rod Howe, Assistant Director, Community and Economic Vitality, Cornell Cooperative Extension and Executive Director, CaRDI

## **Competing Priorities: Making the Right Leadership Decisions**

### *Ontario Room*

Leaders at the local level are faced with a myriad of challenges and issues that must be prioritized. Decisions designed to address one issue inevitably impact others. Understanding this interconnectivity and the range of impacts of particular decisions can lead to more effective and sustainable long-term solutions. This requires not only strong leadership qualities, but access to data and analytic tools that integrate information from a broad range of sources. This session will focus on some examples of addressing competing priorities at the local level, and examine how local leaders have used information to help them make effective decisions.

### *Panelists:*

1. Dr. John Sipple, Department of Education and Director, New York State Center for Rural Schools, Cornell University
2. Mark Pattison, Executive Deputy Comptroller, Office of the State Comptroller and former Mayor, City of Troy
3. Janet Penksa, Director of Administration, Finance, Policy and Urban Affairs, City of Buffalo (morning panelist)  
Donna Estrich, City Budget Director, City of Buffalo (afternoon panelist)

### *Panel Moderator:*

Robin Blakely, Senior Extension Associate, CaRDI, Department of Development Sociology, Cornell University

**11:00 – 11:15 a.m.**

**Break**

**11:15 – 12:15 p.m.**

**Workgroup Sessions (continued from panel sessions)**

## **WORKGROUP SESSIONS:**

### **Cost Savings: Cultivating a Mindset**

*Superior Room*

Along with other local government leaders, explore ways to develop cost savings opportunities for your government. Discuss the mindset and leadership skills that are needed to foster the best cost saving ideas. In addition, you will have the opportunity to share your experiences and learn about what others have done.

### **Municipal Shared Services: How Do I Know if Entering Into a Shared Services Agreement Will Be Effective?**

*Michigan Room*

As we continue the Shared Services discussion, learn about success stories, new opportunities being explored by local officials, the sustainability of shared service efforts and pitfalls to avoid.

### **Competing Priorities: Making the Right Leadership Decisions**

*Ontario Room*

Panelists and participants will engage in a discussion regarding the challenges of making leadership decisions among competing vital priorities of municipalities and school districts.

**12:15 – 1:30 p.m.**

**Lunch and Keynote**

*Erie A*

## **INTRODUCTION OF KEYNOTE SPEAKER:**

Nathaalie N. Carey, Assistant Director Centralized Services, Office of the State Comptroller and former Budget Director, Broome County

## **KEYNOTE SPEAKER:**

**Dr. Nancy L. Zimpher, Chancellor, State University of New York**

**1:30 – 1:45 p.m.**

**Break**

1:45 – 3:00 p.m.

Panel Sessions (choose one)

## **PANEL SESSIONS:**

### **Cost Savings: Cultivating a Mindset**

*Superior Room*

### **Municipal Shared Services: How Do I Know if Entering Into a Shared Services Agreement Will Be Effective?**

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### **Competing Priorities: Making the Right Leadership Decisions**

*Ontario Room*

4:15 – 5:00 p.m.

Closing Remarks and Networking

## **CLOSING REMARKS AND NETWORKING:**

*Erie A*

John C. Traylor, Assistant Comptroller, Office of the State Comptroller

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