Take a look at this month's State Management Innovations Newsletter. Check out the state spotlight on Utah's Tomorrow Strategic Planning Committee's report of the Utah Tomorrow Strategic Plan.

Implementing management reforms in your state? Send me an email with the details and my research staff will share your successes and lessons learned with your colleagues in other state capitols.

Enjoy!

Carl DeMaio

State Management Innovations Newsletter

The Performance Institute

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The Performance Institute is helping government manage for RESULTS! *See how well your organization measures up. Take our free Performance Measurement Assessment:* www.PerformanceWeb.org/Survey/

If you find this newsletter useful and informative please forward it to your friends and colleagues!

Managing for Results: Performance Measurement & Budgeting

Is Oregon Making Progress? State Futures Board Says "Yes, but…"

An analysis of Oregon Benchmarks, 90 indicators of well-being for Oregon, indicates that the state continues to improve on many fronts but is slipping in some critically important areas. To read more, go to http://egov.oregon.gov/DAS/OPB/docs/2005report/05BBPR_PR.pdf

Eight Criteria for Government Performance Management

"Managing for results" is not simply the term of the day, but a significant movement in federal, state and local government that is leading to lasting improvements in citizen service and results for the taxpayer. While most government agencies are collecting and reporting performance information to evaluate the success of their programs, the most common challenges facing government agencies result from the overwhelming amount of data and from the lack of meaningful information that is useful to management. Click on the link below to view eight critical success factors for implementing an effective performance management system.

UPCOMING EVENTS

Getting Down to the Critical: Designing Key Outcome Indicators for the Public Sector
As dashboards have become popular, many organizations have gone from drowning in data to drowning in metrics. With so many metrics, how do you decide which ones are critical? Join this free Web seminar to learn how to design key outcome indicators for your organizations that go beyond metrics. Register at www.pilotsoftware.com/PIseminar.

Government Performance Summit West 2005
Date: December 5-7, 2005
Location: San Diego, CA

WEBINAR: Performance-Based Acquisition for States
Date: November 30, 2005
Time: 811:00am-12:30pm

WEBINAR: Improving Performance Management in State Government
Date: December 08, 2005
Time: 11:00am-12:30pm

WEBINAR: Improving Performance Management in City and County Government
Date: December 08, 2005
Time:1:00pm-2:30pm

Performance Measurement and Budgeting in Arizona State & Local Government
Date: November 14–15, 2005
Location: Phoenix, AZ

Performance Measurement and Budgeting in Utah State & Local Government
Date: December 5-6, 2005
Location: Salt Lake City, Utah

Click Here to View Power Point Presentation

Spotlight: Government Performance Project: Virginia

There is little that Virginia does not do well in government management. That's been true for a while. But it keeps looking for improvements, and very often finds them. Outsiders might wonder how the only state that bars its governor from seeking reelection could provide its administrations with sufficient clout to make difficult decisions. But it consistently does. Virginia has an ethos of good management that has genuinely been institutionalized. To read more, go to http://www.governing.com/gpp/2005/va.htm

Grading the States 2005: The Year of Living Dangerously

"There are some remedies worse than the disease," a playwright wrote more than two millennia ago. Publilius Syrus could have been referring to the current state of the 50 states. In order to weather an economic bashing that was not of their own creation, many states have cut back on their analytic capacity; allowed their roads, bridges and buildings to decay at an accelerating clip; resorted to financial tactics that only defer fiscal pain; slowed down or rejected positive initiatives in human resources and — in a few extreme cases — have so undernourished government that they risk malnutrition or worse. To read more, go to http://governing.com/gpp/2005/intro.htm

Performance Measurement and Budgeting in Arizona State and Local Government

Like most other state governments in this time of fiscal uncertainty, state and local governments face unprecedented challenges and opportunities in the coming years. Effective government depends on the ability of our leaders to enhance performance and accountability. Federal, state and local agencies have launched initiatives in recent years that were meant to improve accountability, transparency, competition and performance in government services. Listen to a discussion of the past, present and future of performance management initiatives throughout the state of Arizona. To learn more, go to http://www.performanceweb.org/Events/Courses/P264/P264.htm

90-Minute Web Briefing on Performance-Based Service Acquisition for State Government

Please join state performance management expert and Performance Institute President Carl DeMaio for a free 90-minute webcast on the "7-Step Process for Performance-Based Service Acquisition for State Government" on November 18th from 8:30-10:00am. State governments have embraced performance-based acquisition because of its lasting improvements on citizen service delivery, resulting in higher quality for the taxpayer and lower costs to government. Hear the latest updates from existing projects as well as the future of performance-based contracting at the state level. Also, learn how to leverage cost information to budget planning for a more comprehensive approach to strategic planning and performance-based contract management.
http://performanceweb.webex.com

Workforce: Strategic Management of Human Capital

Survey: State Salary Growth Slow

THE STATES' BUDGET CRISES have resulted in a median salary increase over the past year of less than half a percentage point for state workers in professional and scientific occupations for which governments must compete with the private sector, according to the American Federation of Teachers.

That contrasted with an increase of 3.6 percent from 2002 to 2003 and 4.6 percent for the past three years for the same 44 jobs, the union reported in releasing its annual Public Employee Compensation Survey. And it contrasts with overall U.S. salary increases averaging more than 3 percent for 2003-2004, according to U.S. Bureau of Labor Statistics data cited by the union. To read more, go to http://www.governing.com/articles/9salary.htm

$20 Billion Obligation to Retirees Surprises State

Maryland's budget secretary said Monday that the state's $20 billion obligation to retirees for their health benefits is far larger than she expected, but she said the administration will work with legislators, the treasurer and the comptroller to address the costs in a way that will safeguard the state's exemplary bond ratings. To read more, go to http://www.baltimoresun.com/news/local/bal-pension1025,1,5251989.story?coll=bal-local headlines&ctrack=1&cset=true

18,000 Job Cuts in State Possible

Public health care, education and more than 18,000 state jobs are on the chopping block because of the blow the hurricanes dealt to the state's economy. The storms affected a third of the state's revenue sources, punching a sizable hole in state government's $18.7 billion operating budget. The loss in state revenue is expected to be at least $1.5 billion. To read more, go to http://www.2theadvocate.com/stories/101505/new_jobcuts001.shtml

Technology: E-Government & Information Technology

Six Wireless Communities Best Practices Award Winners

Awards honor local governments for community momentum building, digital inclusion, technology innovation, e-government applications, workforce productivity improvement, and local municipal initiative.
http://www.govtech.net/news/news.php?id=96946

California IT Strategic Plan Updated

The State CIO and the IT Council Strategic Plan Committee have developed a draft update for the California 2005 IT Strategic Plan. The state is accepting input about the draft plan which can be sent to askcio(at)cio.ca.gov.
http://www.cio.ca.gov/PDFs/101405_ITStrategicPlanUpdate.pdf

Mass. CIO Blames Unions For IT Hiring Woes

SAN DIEGO -- Massachusetts' highest-ranking information technology official named public-sector unions as the single biggest obstacle to changing how governments hire and train IT employees. "The whole thing ought to be completely decimated," said Peter Quinn, the state's chief information officer, referring to unions' role in the public sector. He delivered his comments at an Oct. 18 session on outsourcing here at the National Association of State CIOs' annual conference. Referring to public-sector unions as a fourth branch of government, Quinn said they prevent change and are too concerned about maintaining the status quo. But he said they could play a useful role. He cited a news story about an Oklahoma bricklayers union whose new leaders are investing in training for members. With that strategy, the union's membership is growing, he said. To read more visit:
http://www.fcw.com/article91159-10-19-05-Web

NASCIO Releases IT Procurement & Enterprise Architecture

Enterprise architecture (EA) and IT procurement are disciplines that have a natural affinity. Both have the goal of wise government investment decisions. A closer alignment between these two disciplines can improve the value states receive from IT investments and result in decisions that better serve the state's overall strategic intent. To help states understand the benefits of a closer alignment between EA and IT procurement, NASCIO released IT Procurement & Enterprise Architecture: Recognizing the Mutual Benefits. To read more, go to http://www.govtech.net/news/news.php?id=96850

Virginia Investment Board Recommends $2 Billion IT Contract

On Tuesday the Virginia Information Technology Investment Board voted unanimously to select Northrop Grumman for a potential 10-year partnership agreement valued at $1.986 billion to modernize the Commonwealth's information technology (IT) infrastructure and services. To read more, click here http://www.govtech.net/news/news.php?id=97079

Justice Grant to Foster Information Sharing Among State CIOs

The national organization representing state chief information officers has received a $500,000 grant from the Justice Department to promote the concept of a common framework that would enable information sharing at all levels of government. To read more, go to http://www.gcn.com/vol1_no1/daily-updates/37287-1.html

Outsourcing: Competitive Sourcing & Contracting

Procurement is Key to Security, IT Execs Say

Procurement officers have the power to significantly improve the security of government IT systems by including software reliability and security requirements in the contracts they award to vendors—and strengthen the country's cyberinfrastructure in the process. To read more, click here http://www.gcn.com/24_30/news/37259-1.html

State To Post Online Names of Firms Seeking Contracts

MADISON, Wis. — State government will post online the names of companies vying for state contracts in a move to improve transparency for a process that doles out hundreds of millions of dollars a year, Gov. Jim Doyle's top aide says. To read more, click here http://www.twincities.com/mld/pioneerpress/news/local/13016463.htm

Builders Sue State Over No-Bid Contracts

A group of nonunion building contractors has gone to court to stop the Rendell administration from using a closed-door procedure to choose the firms that will do major state construction projects. The Associated Builders and Contractors of Pennsylvania filed suit in Commonwealth Court yesterday against the Department of General Services, which is using a contracting procedure called "Best Value." To read more, go to http://www.post-gazette.com/pg/05286/587770.stm

Virginia Procurement Operations Rated Best in Nation

Gov. Mark R. Warner announced that Virginia received the highest score among states in the nation for its procurement operations from the National Purchasing Institute and on behalf of six other major procurement professional organizations. Virginia was one of only five states recognized for excellence in procurement practices and took home top honors. To read more, click here http://www.govtech.net/magazine/channel_story.php/96932

State Government Spotlight: Utah

Utah's Strategic Plan

The Utah Tomorrow Strategic Planning Committee's report of the Utah Tomorrow Strategic Plan sets in place standards for agencies, local governments, the Judiciary and the Legislature to use in policy and planning activities. To view the report, click here http://www.le.utah.gov/documents/utahtomorrow/utahtomorrow.pdf

Check out Projects that Utah's Governor's Office of Planning and Budget is currently working on including Forest plans on the National Forests within Utah. http://governor.utah.gov/planning/gopbprojects.htm

President: Carl DeMaio
Newsletter Editor: Cynthia Craig

The State Management Innovations Newsletter is provided as a free informational newsletter to all state employees about the latest news from the state government and independent news media on performance management.

The Performance Institute is a private think tank that serves as the nation's leading authority and repository on performance-based management practices for government organizations. Its mission is to identify, study and disseminate the leading management innovations pioneered by "best-in-class" government program s at federal, state and local levels. Through its national conferences on pressing issues, interactive executive training program s, and best practice research projects, the Institute provides cutting-edge expertise in the design, implementation and evaluation of strategies to solve operational challenges and enhance government performance.

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