MEET NEW FINANCIAL AND PERFORMANCE ACCOUNTABILITY STANDARDS FOR GOVERNMENT ASSET MANAGEMENT

2005 Government Asset Management Summit

Innovations in Property and Fleet Management for Federal, State and Local Government

February 10-11, 2005 ~ Las Vegas, Nevada ~ Excalibur Hotel



Presented by:

The Performance Institute

In Association with:

SunflowerSystems

PERFORMANCE MEASUREMENT
Develop comprehensive performance measures for superior asset management

LIFE CYCLE MANAGEMENT
Utilize and maintain historical asset data to make effective and informed strategic planning decisions

PUBLIC-PRIVATE PARTNERSHIPS
Collaborate with the private sector for greater financial benefits

TRACKING AND ACCOUNTING
Accurately track assets to reduce wasteful expenditures

Achieve Cost Efficiencies and Enhance Agency Performance through Effective Asset Management!

Breakout Sessions for Fleet Management and Property Management

Innovations in Property and Fleet Management for Federal, State and Local Government

Key Reasons to Attend:

- ✓ Stay Ahead of Emerging Government Asset Management Mandates and Challenges
- ✓ Examine the Latest Performance Measures to Manage for Results within Your Agency
- ✓ Utilize Available Resources to Improve the Effectiveness of Your Fleet and Property Management Practices
- ✓ Improve Your Financial And Accounting Practices
- ✓ Align Mission with Asset Management Approach
- ✓ Adopt a Life Cycle Asset Management Approach

Comprehensive Coverage of Asset Management Issues:

- ✓ Legislative and Regulatory Updates on Standards for Asset Management
- ✓ The Life Cycle Asset Management Approach
- ✓ Inventory and Tracking
- ✓ Fleet Management
- ✓ Property Management
- ✓ Public-Private Partnerships
- ✓ Financial Management and Cost Allocation
- ✓ Model Performance Measures for Asset Management

Dear Government Executive,

The field of asset management is rapidly evolving through legislative changes and technological upgrades. Without proper asset management information systems, when employees retire and leave they literally walk out the door with your agency's asset management knowledge base. If you don't stay abreast of the ever changing environment, you may fall behind the pack. Proper asset management will help you organize, structure and optimize your agency's assets to give managers the information they need to make informed decisions. Recognizing the importance of improved asset management in government, The Performance Institute invites you to attend the *2005 Government Asset Management Summit*, being hosted in Las Vegas on February 10-11, 2005.

ALIGN ASSET MANAGEMENT TO AGENCY MISSION

Altering an agency culture is often the most difficult aspect when trying to implement a comprehensive asset management system. Aligning the asset management approach with the overall agency goals and objectives entices acceptance and breeds innovations for asset management improvements. Manage the cost savings and efficiencies through a cultural swing toward a more asset-minded workforce. At this conference you will learn from experienced professionals in the field how best to initiate and continue the culture shift.

IMPROVE FINANCIAL AND PERFORMANCE MANAGEMENT OF ASSETS

Experts in performance measurement will show you how to devise standards to help determine the value and efficiency of your assets. Learn to develop strategies to improve your agency's financial and accounting management through better performance measures. Agencies can budget, track and maintain assets for fiscal improvements through a life cycle management approach. You will also hear strategies for tracking your agency's assets, reducing lost assets and disposing of assets no longer of value to your agency.

INNOVATIVE APPROACHES TO ASSET MANAGEMENT

This conference will update you on recent mandates and inform you of new financial and performance accountability standards. The latest asset management strategies and technological advances will be highlighted so you can take back practical and useful information directly to your agency. This summit will enlighten and inform you on optimal fleet and property management approaches to achieve cost efficiencies.

Don't miss out on this important opportunity to obtain guidance and best practices on designing and implementing initiatives to improve asset management in your agency. Please register today by calling 703-894-0481 or visit us online at www.PerformanceWeb.org

Sincerely,

Chris Braddock

Chris Braddock
Associate Director
Center for Government Performance

Reduce Expenditures Through Efficient Fleet and Property Management

DAY ONE AGENDA —February 10, 2005

8:00 Registration & Continental Breakfast

8:30 KEYNOTE: New Dimensions in Government Asset Management



While many agencies have shown drastic improvement toward financially beneficial asset management, there are still more ways to enhance the cost savings and contributions to performance. For years the United States General Services Administration has struggled to finance reinvestment in its large, geographically dispersed, and diverse inventory of federal buildings. In 2002, GSA decided to adjust to circumstances and adopted an aggressive commercial style of asset management. The agency began targeting its limited reinvestment funds to only those properties for which there was a healthy customer demand, where costs were in line with market comparables, and where the amount of reinvestment was warranted by asset value and condition. Since then dozens of underutilized and nonperforming assets have been sold or donated to other government agencies. Today GSA has a slightly smaller, financially healthier portfolio. Learn what GSA is doing to remove obstacles and implement new and exciting advances in their asset management methods.

***William Matthews**, Assistant Commissioner for Real Property Asset Management, General Services Administration*

9:30 LEADERSHIP PANEL: Legislative and Regulatory Update on Standards for Asset Management

Listen to a comprehensive briefing and have your questions answered on the latest initiatives taken by government and regulatory bodies to streamline asset management, reduce legislative barriers, and enhance financial compliance for greater accountability and transparency. Learn about the recent mandates and legislative proposal that will have a cascade effect on all levels of government. Each panelist will give a short presentation followed by a facilitated question and answer period.

- Revising the 1949 Federal Asset Management Act
- Federal Real Property Asset Management Executive Order
- New rules from GASB
- State and Local Asset Management Regulations and Initiatives
- Financial Reporting Regulations

***Shane Bailey**, Department of Management Services, State of Alabama*
***Faye Zimmerman**, Personal Property Management Division, Department of Energy*

10:45 Break & Refreshments

11:00 Aligning Asset Management to Mission Performance in Government

Asset management should play a pivotal role in the overall mission of your agency. Managing assets in the larger scheme of the agency's overall mission enhances agency financial and accountability performance. Proper alignment allows for appropriate cost allocation of assets to specific programs and informs management where costs are truly being spent - or wasted. Learn to accentuate your agency's mission by aligning with your asset management approach.

***Carl DeMaio** , President, The Performance Institute*

12:00 Networking Luncheon

1:00 Adopting a Life Cycle Asset Management Approach

Government agencies can improve financial responsibility by implementing a holistic life cycle asset management approach. From acquisition to disposal, agencies can gain cost efficiencies and improved managerial decision-making through proper asset utilization. Agencies can budget, track and maintain assets for fiscal improvements through an enterprise-wide management approach.

***Robert Kaehler**, Vice President and General Manager, Sunflower Systems*

2:00 Public-Private Partnerships in Government Asset Management

Partnering with the private sector can help reduce wasteful expenditures on unnecessary property as well as streamline and enhance the disposal process. Public-private partnerships help agencies achieve their missions and goals by reducing the amount of deteriorating, functionally obsolescent, energy-inefficient and underutilized assets. The utilization of public-private partnerships can create a great financial advantage for both sides through implementing effective contracts and incentives.

***Anatolij Kushnir**, PattonBoggs, Formerly of the U.S. Department of Veterans Affairs*

3:00 Break & Refreshments

"Ensure that the state has the ability to accurately monitor and track the misuse of…vehicles and to establish policies and procedures to make appropriate interventions when patterns of abuse are identified."

-California Performance Review

3:15 Inventory and Tracking of Government Assets: Tools and Techniques

Enhancements in technology have made it easier to maintain timely, precise and easily accessible data to make informed decisions to reduce wasteful expenditures. It is essential to keep an accurate inventory of assets for management to be able to make better and informed decisions. Management can assess opportunities for financial savings and determine when to dispose or sell assets when comprehensive data is available. An all-inclusive inventory optimizes asset use through centralized databases that include an asset's location, availability and condition.

Carl Greeson, Director, Missouri Facilities Management Division
*Thomas Powell, Director, Support Services, City of North Richland Hills, TX**

4:30 Adjourn

"Based on this policy, executive branch departments and agencies shall recognize the importance of real property resources through increased management attention, the establishment of clear goals and objectives, improved policies and levels of accountability, and other appropriate action."

-Executive Order Federal Real Property Asset Management, February 2004



DAY TWO AGENDA—February 11, 2005

BEST PRACTICES FOR FLEET MANAGEMENT

8:00 Continental Breakfast

8:30 Best Practices in Fleet Management: Comprehensive Solutions to Emerging Issues

Learn to align your fleet management practices to optimize their efficiency and effectiveness. Use a structured management approach to provide the processes and tools necessary to effectively operate and maintain your complete fleet. Determine best practices in maintaining a comprehensive awareness of the condition and location of your fleet resources. Learn to make informed decisions in your life cycle fleet management approaches.

11:00 Maintaining Government Assets

Extending the life of your fleet reduces the need for frequent unnecessary expenditures. Fleet asset sustention involves routine and preventative maintenance procedures to increase the fleet's useful life. Fleet management also includes the altering of employee behaviors to respectfully utilize agency fleets in an appropriate manner without excessive and unproductive oversight. Learn how employees' proactive behaviors and preventative maintenance procedures increases savings as well as safety throughout fleet operations.

12:00 Networking Luncheon

1:00 SHOW ME THE MEASURES: Model Performance Metrics and Benchmarks for Asset Management

Set benchmarks and performance measures for improved fleet management to assist your agency in establishing performance and dependability targets to drive toward success. Through the utilization of performance measures, you can generate continual progress reports on the overall effectiveness of your fleet management methods. Discover best practices in setting performance measures for your agency's fleet to increase cost savings and managerial understanding.

2:30 Financial Management and Cost Allocation in Asset Management

Develop strategies within your agency to improve your agency's accounting and financial management practices for your fleet. Through proper financial management, agencies can better utilize and integrate fleet cost allocation accounting principles to help strive toward current agency objectives. Manage fleet finances and assign the costs of your agency's fleet to specific budgets to help bring accountability to your program.

3:45 Adjourn

Facilitators

Phil Fitzgerald, Government Division, Automotive Resources International
Greg Sitnek, Director, Fleet Services, Broward County Florida

AGEMENT

DAY TWO AGENDA—February 11, 2005

BEST PRACTICES FOR PROPERTY MANAGEMENT

8:00 Continental Breakfast

8:30 Adopting Enterprise Asset Management for Property

Tie together your overall property management practices with your financial and accounting objectives. Utilize enterprise asset management to further your agency's mission and meet and exceed regulatory guidelines and your own internal goals. Learn to develop a framework to promote the proper utilization of all property assets within your agency.

11:00 Maintaining Government Assets

Property preservation and repair creates financial advantages and sustains assets for their full useful life. Though not favored, deferred maintenance is a fact of life for both the public and private sectors. Agencies needs to identify, quantify, and prioritize deferred maintenance objectives and component renewals and develop a cost efficient plan for alternate levels of funding. Discover how measurable preventative maintenance procedures maintain the quality and life of property assets through a practical and cost efficient manner

12:00 Networking Luncheon

1:00 SHOW ME THE MEASURES: Model Performance Metrics and Benchmarks for Asset Management

Performance measures increase your ability to manage and observe the true reality of your agency's property assets. Learn about model measures and how to benchmark to align your property and facilities' management practices for success. Address appropriate performance measures to optimize property management and learn to better utilize benchmarks for property measurements.

2:30 Financial Management and Cost Allocation in Asset Management

Align your financial management approaches with your property management goals to achieve savings for your agency. Learn and assess best practices in financial management and administer new approaches to property and facilities management. Realize the monetary advantages and improved managerial decision-making through accurate property cost allocations.

3:45 Adjourn

Facilitators

***Robert Kaehler**, Vice President and General Manager, Sunflower Systems*
***George Passantino**, Reason Institute, Formerly Director of California Performance Review*
Ron Nawrocki, Manager, Capital Budgeting, State of Georgia

Who Should Attend?

Asset Managers
Fleet Managers
Property Managers
Facility Managers
Budget Officers
Financial Managers

Exhibiting and Sponsorships

To learn more about exhibiting and sponsorship opportunities at the *2005 Government Asset Management Summit*, please contact Jon Norris at *703-894-0481* or *Norris@PerformanceWeb.org*.

Tuition and Group Discounts:

The fee for attending the *2005 Government Asset Management Summit* is $1295. Reduced tuition rates for delegates who attend in groups of three or more are also available by calling Jon Norris at *703-894-0481* or emailing him at *Norris@PerformanceWeb.org*.

Administrative Note:

A $150 service fee will be charged on cancellations received less than three weeks from the date of the event. A credit memo will also be sent reflective of that amount, which can be used for a future Performance Institute conference.

Hotel Information

The *2005 Government Asset Management Summit* will be held in the Excalibur Hotel & Casino in Las Vegas, Nevada. A limited number of rooms have been reserved at the hotel at a discounted rate of $69 per night. Please contact the hotel directly at 800-937-7777 by January 14, 2005 to make reservations and refer to group code XPERFOR to receive the discounted conference rate.



Excalibur Hotel & Casino
3850 Las Vegas Blvd. South
Las Vegas, NV 89109
800-937-7777
www.excalibur.com

"Management accountability is the expectation that managers are responsible for the quality and timeliness of program performance…"
-Circular A-123



1515 North Courthouse Road
Suite 600
Arlington, VA 22201

Registration Form for Government Asset Management Summit

Call 703-894-0481; Fax this Form to 703-894-0482; Or visit www.PerformanceWeb.org

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❑ **Please call me.** I am interested in a special Group Discount for my team.

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