

Kelowna 2016 “Making Connections Count”

Connections can mean many things. For a municipality, connections are the physical infrastructure through which we deliver services. We sometimes call our customers “connections”. In the context of our conference, connections are colleagues, experts, organizations that can help us do our jobs. Whatever way we view them, they can be counted and they count. The local committee had all of this in mind when they suggested the theme for this year’s conference.

We will be connecting you to some great speakers in September. While our main keynote has yet to be chosen, we are happy to announce that three notable people have already been retained to educate, inform and inspire you.

TRACY MEDVE is the President of KF Aerospace, a multi-faceted maintenance, cargo, military flight training and aircraft leasing organization that is the largest business in the City of Kelowna. Formerly President of Canadian



North Airlines, she also held various senior airline management positions at Norcannair, Time Air, Canadian Partner and Canadian Regional Airlines. Tracy is a lawyer by training and will be addressing the issues of partnering between industry and Cities.

HARRY KITCHEN is Professor of Economics at Trent University in Peterborough, Ontario. Over the past 15 years, he has completed more than 75 articles, reports, studies, and books on a number of issues relating to local government expenditures, finance, and governance in Canada and abroad. He will be talking to us about policies on charging for municipal services.



MICHAEL PUSKARIC, is the Director, Public Sector Accounting for CPA Canada, having taken over following Tim Beauchamp’s retirement. His role is to be the champion for improving public sector accounting practices across Canada by sharing knowledge, encouraging collaboration and leading the development of standards. He will be presenting the annual PSAB update which has become one of the mainstays of our conference.



Inside this issue:

Presidents Report Toronto Conference	2
Optimizing Contract Value	3
Kelowna Conference	4

BOARD OF DIRECTORS

Kelly Gibson

(Acting President)

Town of Banff, AB

Noreen Kassam (Treasurer)

City of Burnaby, BC

Lorrie Schmalenberg

Regina, SK

Betty Holsten-Boyer

City of Winnipeg, MB

Rick Wojtkiw

Sturgeon County, AB

Lindsay Schneider

Whitehorse Yukon

STAFF

Susan Broadfoot

(Board Secretary)

Sam Weller

Penny Bruin

Contact us:

westan.gfoa@shaw.ca

(250) 598-6871

www.westcangfoa.ca

WESTERN CANADA



President's Report: Kelly Gibson, Town of Banff AB



The Board of Directors would like to acknowledge the contribution of two Past– Presidents, who have recently left the board: Nettie Neudorf leaves us after over 10 years on the board spending most of that time as our Treasurer and most recently President. Dean Rear was on the board for 4 years serving as President from 2014 to 2015. As the acting President I thank you both for your efforts to further this organization.

With Christmas and New Year's behind you, most of you will be dealing with the busy year-end and audit phase. With a successful Whitehorse conference behind us, the board has begun to lay the foundation to implement our vision of broadening the scope for our organization <http://westcangfoa.ca/about-gfoa/> . Over the next six months we plan on meeting with other GFOA and Non-GFOA organizations to identify how we can work together to strengthen this vision. We have started this process by meeting with the CCI at their winter meeting in Kelowna last month.

Planning for the 2016 conference in Kelowna, BC is well under way as you can see from this newsletter. Taking place at the beautiful Delta Grand Okanagan Hotel, this will be one conference that you will not want to miss. Make sure you mark your calendars for September 21st to 23rd and I look forward to seeing you there!

GOLD SPONSORS



cutting through complexity



Message from Suzanne Fillion, Co-Chair, Committee on Canadian Issues

I'm writing to invite you to join me at the [Annual GFOA Conference in Toronto](#) this May, along with several hundred of your fellow Canadians. This excellent educational and networking opportunity focuses on Sharing Solutions and Strategies.

- Never attended a GFOA conference? **GFOA offers a scholarship for first time attendees.** You could be eligible for [free registration](#)
- Missed the early bird registration? **GFOA is offering the early bird rate of \$380** to all Canadian members right up to conference date.
- A **full day of Canadian specific topics** has been planned for Sunday May 22, including lunch (must register)
- A **full evening of networking with your fellow Canadians** has been organized for Monday May 23;
- This conference is only held in Canada once every 10 years, so this is a great opportunity.

I look forward to connecting with you all in Toronto.



Optimizing contract value

Are you maximizing the value you get from your contracts?

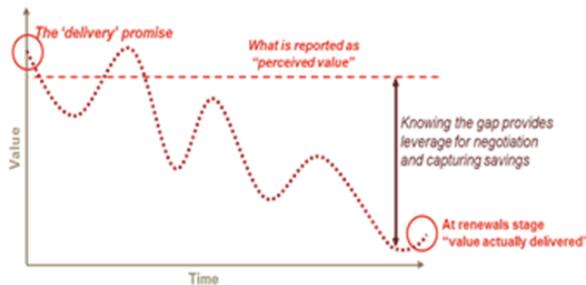
Taking the right approach to contract management has an important role to play in delivering value for money to the public and confidence in your contracts.

Public sector organizations spend billions of dollars through third party contracts to deliver key public services as well as on the construction of major infrastructure projects. With extensive public sector infrastructure investment targets and ever-increasing scrutiny over public spending, delivering better value at a lower cost is a key challenge for all public bodies.

Contract value is typically eroded over time, unless a robust contract management framework is embedded from the start.

Even where standard controls and purchase to pay processes are in place, we often find that the “value expectation” at the procurement stage has been eroded over time, leaving significant gaps between the perceived value and the value actually delivered. This typically leads to cost escalation and deteriorating service quality.

Value delivered changes over time



This can be due to a number of factors, including ineffective contract management processes & controls, staff rotation & knowledge loss, insufficiently controlled scope changes and poorly designed incentives.

Significant benefits, including increased service quality and value for money, are available if you can unlock the commercial value within your complex contracts and relationships.

Here are a few things to consider:

1. Focus on the entire contract lifecycle
2. Bridge the gap between procurement and contract management
3. Continuously monitor compliance, performance and finances
4. Independent professional advice can be crucial
5. Don't wait until it's too late



James Smail is a Director in PwC Canada's Commercial Assurance practice, dedicated to managing third party contracting risks and ensuring his clients receive the value captured at procurement throughout the contract lifecycle.

SILVER SPONSORS



CASEWARE



Grant Thornton

An instinct for growth™

BRONZE SPONSORS



HOST CITY 2016



WESTERN CANADA



Kelowna, B.C. September 21st to 23rd 2016



Hotel

You can book your room at the Delta Grand Okanagan Resort. now. Rooms are still available for Tuesday through Friday nights at: [Booking site](#). if you wish to extend your stay you will need to phone the Delta Grand Okanagan Hotel at 1 250 763 4500

Events

There will be a welcome reception on Tuesday night and a banquet on Thursday as well as the wine tour and the Motorcycle ride.

Registration

The conference cost is \$600 for early registration. You can register now at; <http://www.civicinfo.bc.ca/event/2016/GFOAWCDelegates.asp>

First 100 registrations qualify for draw

Sponsorships

Welcome back to all our 2015 sponsors. If you are interested in sponsoring, please call Susan at 250 598 6871 The 2016 sponsorship package can be downloaded at <http://westcangfoa.ca/sponsors/>

Tradeshow

The tradeshow will run all day Wednesday and Thursday at our conference. You can register now at [CivicInfo site](#). Early registrations and sponsors will get best choice of booth locations.

Wine tours

The number one activity for visitors to the Okanagan is wine tours. We are considering organizing a special wine tour for our delegates on the afternoon of September 23rd. Please email [Susan Broadfoot](#) if you want to receive more information.



Motorcycle ride

On Tuesday September 20th, enjoy an afternoon motorcycle ride with a group of like minded delegates. You can rent a bike in Kelowna or ride your own. Please email [Marissa](#) and she will send you more details as they are decided.

