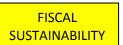
Achieving FISCAL HEALTH

- 1. Spend within our means How much can we spend?
 - a. Start with revenues, not expenditures
 - b. Differentiate ongoing vs one-time
 - c. Distinguish program vs general government



- 2. Establish and maintain reserves What do we need for the future?
- 3. Understand variances (budget vs actual) Why is there a "gap"?
- 4. What is the true cost of doing business What is it that we do?
 - a. Program inventory
 - b. Mandated vs non-mandated
 - c. How much do they cost
 - d. Identify net cost

"It costs how much" ????

5. Incorporate economic analysis and long-term planning into decision making – What does tomorrow look like?