

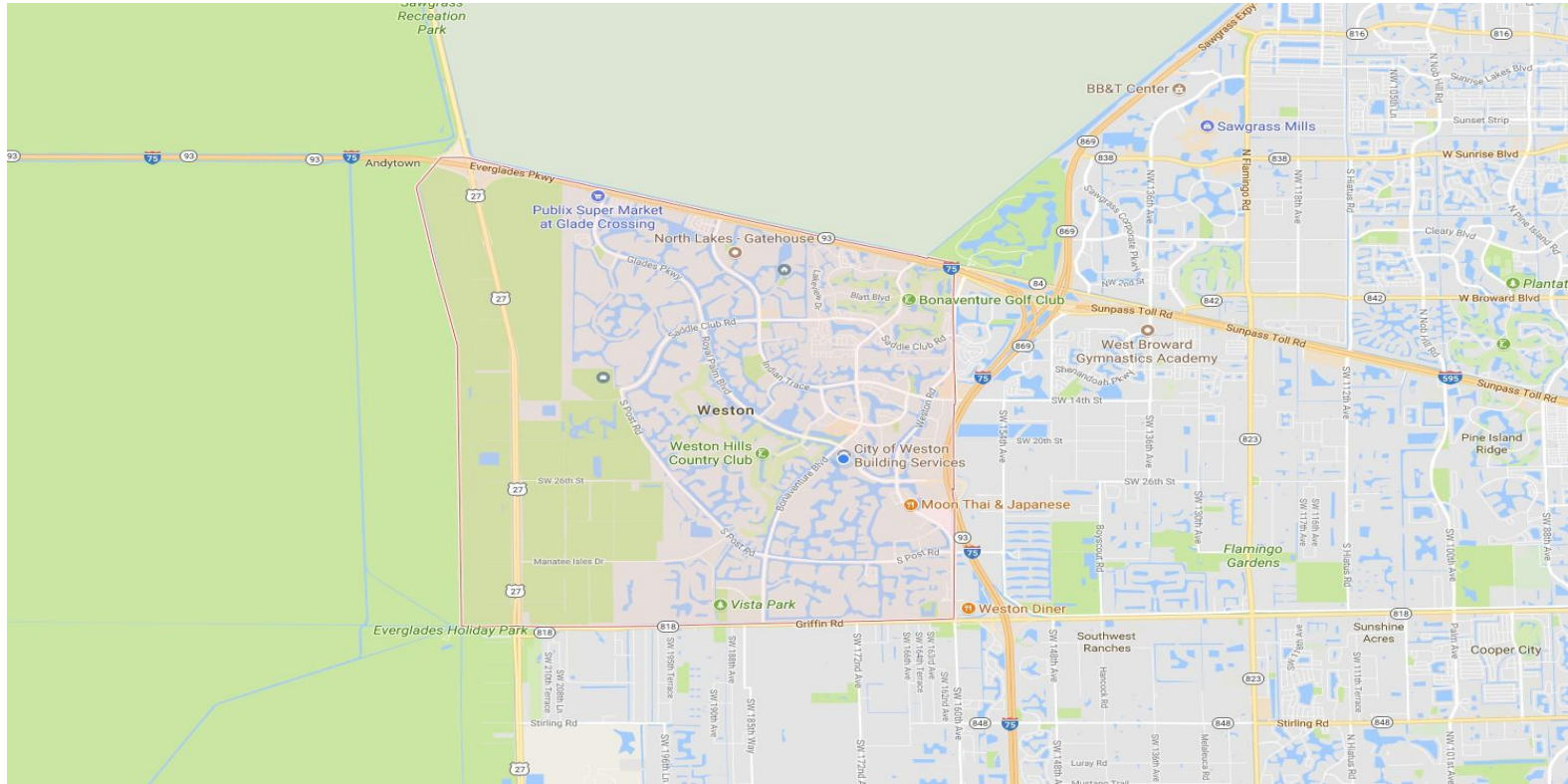


Outsourcing: Is it for you?

Darrel L. Thomas
Assistant City Manager/CFO
City of Weston



Who is Weston?





Who is Weston?

- 27 square miles and 66,526 residents
- AAA credit rating
- Lowest crime rate per capita in Broward County
- Lowest millage rate in the County (2.3900 mils)
- Lowest combined property taxes, municipal taxes and fees in the County
- Ten Best Towns for Families 2015 – Family Circle Magazine



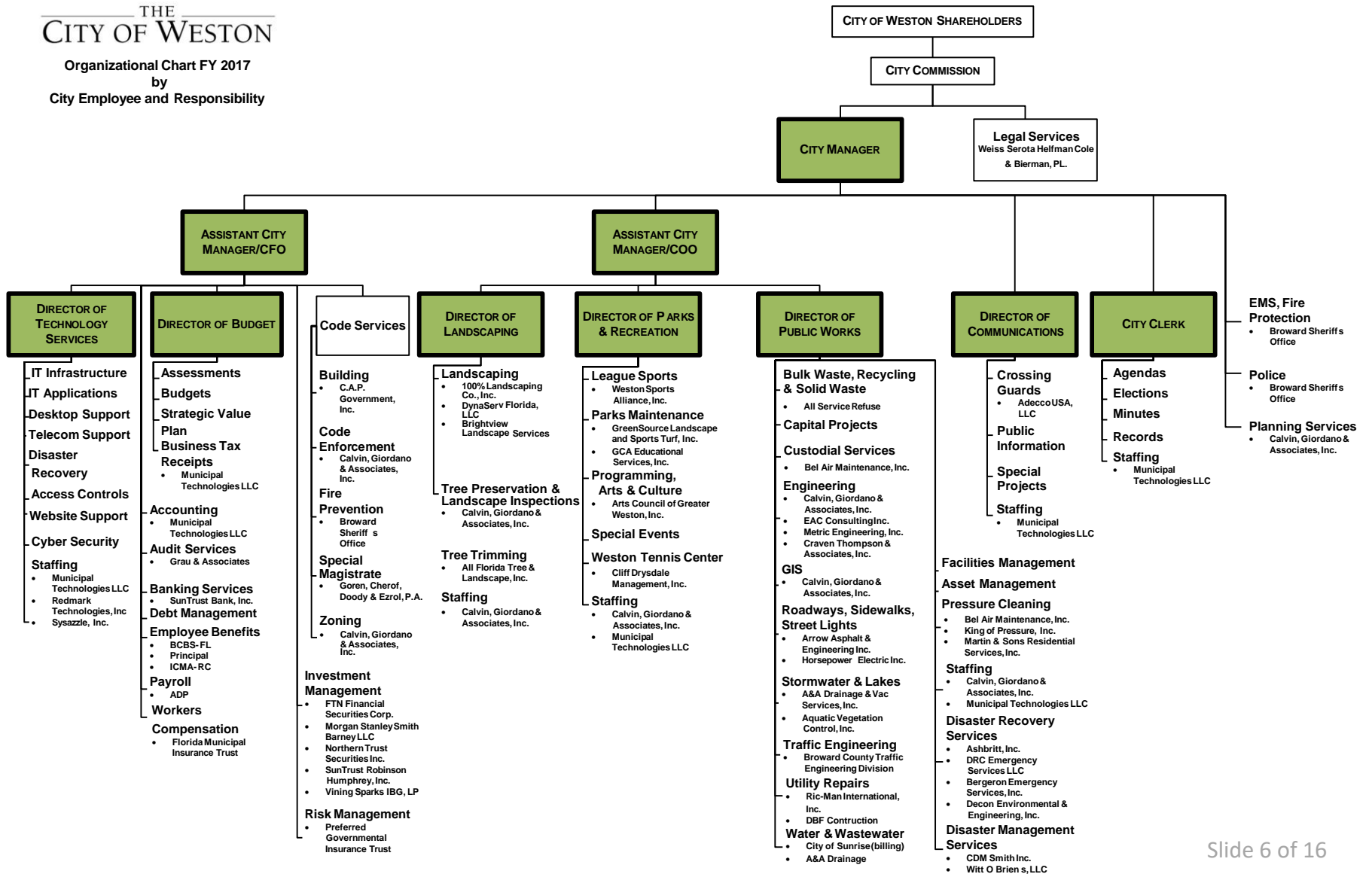
Who is Weston?

- #11 Best Affordable Suburb – Bloomberg Businessweek, November 2006
- No. 1 Best Housing Market – Bloomberg Businessweek, October 21, 2011
- 2012 list of 100 Best Places to Live – Money Magazine
- #8 of 2016 list of Best Places to Live – America's Best Small Cities – Money Magazine



Who is Weston?

- ISO Commercial Rating Class Two, Residential Rating Class Three
- NFPA Class One BSO Weston District Fire Department
- 9 of 10 Public Schools rated “A” by Florida Department of Education
- Home to Cypress Bay High School - Largest in the Nation (4,700+ students)





How We Manage Outsourcing?

- We're Contract Managers
- We own the infrastructure
- We eliminate the Principal-Agent problem
- We safeguard our most valuable assets



How to Start Outsourcing?

For Special Districts or Newly Incorporated Cities:

- Consider a single-provider structure
- Slowly remove the Principal-Agent problem



How to Start Outsourcing?

For Established Cities or Counties:

- Multiple-provider structure
- Low hanging fruit
- Offer employees retention opportunities
- Consider special benefit assessments
- Five to ten year investment horizon



QUESTIONS?