



WCMA

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WCMA NEWSLETTER

SUMMER 2007

WCMA Summer Conference

The 2007 Summer Conference was held at the Chula Vista Resort in Wisconsin Dells June 13-15. There were 127 attendees plus a contingent of ten interns from Wittenburg College (Ohio) who were invited by Dan Elsass (Chippewa Falls). The conference began with the traditional golf outing, with a \$1 million hole-in-one contest sponsored by the Wisconsin Concrete Pipe Association. Mark Grams (Port Washington) and Tammy LaBorde (City of Pewaukee) qualified to shoot for the hole-in-one. Since a position vacancy has not been posted for either community, it is obvious they did not get a hole-in-one.

The theme of this year's Summer Conference was "Transition Planning" and included an ICMA University Workshop on this topic, followed by a presentation by a Minnesota manager and assistant manager who conducted such a process. This culminated by a session cultivating internal leadership for the municipal organization. WAMCAM arranged an interesting and informative session on Brownfield redevelopment.

Future WCMA Conference Dates

Mark your calendar now to attend the following WCMA conferences and other professional development opportunities:



2007

- **October 7-10**, ICMA Annual Conference, Pittsburgh, Pennsylvania

2008

- **March 5-7**, WCMA Winter Conference, Liberty Hall, Kimberly
- **June 11-13** WCMA Summer Conference, Holiday Inn, Manitowoc
- **September 21-24**, ICMA Annual Conference, Richmond, Virginia

Range Rider Appointed

At the Summer Conference, Richard Farrenkopf (retired Menomonee Falls Manager) was selected as Wisconsin's first Range Rider. The appointment is subject to approval by ICMA. As a Range Rider, Dick will be available to members to help them with personal and professional issues, relying on his many years of management experience. WCMA and ICMA will provide reimbursement of mileage and expenses for the Range Rider. If you would like to contact Dick about any issues you may have, you can reach him at 262-424-0100, or via e-mail at rfarrenkopf@hotmail.com.



Internship Grant Funding

In order to continue to provide quality local government leadership, it is necessary to provide meaningful internship opportunities for MPA students. To that end, WCMA created an Internship Grant Program and will provide up to a \$2,000 matching grant to communities who will sponsor interns. Details about the application process can be found on the WCMA website at www.wcma-wi.org. Grant applications should be submitted to Pat Cannon (Sun Prairie) by July 26th. Grants will awarded on August 9th and the communities will be notified by August 15th, with a request to include the local match in their 2008 Budgets.

WCMA has allocated \$2,000 in its budget for this effort. For the second year in a row, Ed Henschel offered to contribute \$500 toward an internship if his donation was matched by others. Ken Horner of CVMIC and Joel Pittelman of Springsted both stepped forward with \$500 matches. This will allow WCMA to award more than one grant for 2008.

Comings & Goings & New Members

David Torgler will be leaving his position as City Administrator for **Burlington** to become the Town Manager for Winter Park, Colorado.

Steve Nenonen retired from his position as the **Racine** City Administrator.

Shawn Murphy left his position as the Prairie du Sac administrator to become the City Administrator of Verona.

Jim Payne left his position as the **Waukesha** City Administrator to become the City Manager of Rio Rancho, New Mexico

Andrew Vickers left his assistant position in Milton to become the Assistant Manager in the Village of **Bayside**.

Barb Blumenfield has been appointed as a Midwest vice president for **Cigna Insurance**, and will be working with municipalities.

Boyd Kramer has accepted the position of City Administrator for **Columbus**. Boyd worked for Oshkosh several years ago, has been in the southwest, and now has returned to Wisconsin.

Dan Elsass left his position as the **Chippewa Falls** Administrator and has been appointed as Administrator of the Division of State-Local Finance effective July 2.

David Berner left his position as Monona City Administrator to become the **Platteville** City Manager.

Scott Kluver left Clinton to become the administrator in **Washburn County**.

Phil Rath left the City of Princeton to accept the position as the administrator in **Clinton**.

Patrick Casey will be starting as the new administrator in **West Milwaukee**. Mr. Casey comes from a long employment with the City of Evanston, Illinois as Director of Management, Business and Information Systems

Joe Murray left his position as the **Greendale** Village Manager to join Springsted, Inc., a financial and management consulting firm.

Margaret Powers has left her position as Assistant City Administrator in **Sun Prairie** to spend more time taking care of her family.

Congratulations and good luck to all who have been appointed to new positions. WCMA is a resource for you. Contact the Executive Director, your regional coordinator, or other members if you need ideas on how to handle problems or how to implement new policies.

We apologize for any omissions. Please be sure to let us know of changes in employment, so we can update our records.

Help Us Keep Our Records Updated!

Each WCMA member has a member profile on the WCMA website. This is the information we use to create mailing lists, maintain active memberships, print the roster, etc. Please check your profile to be sure it is up-to-date. For example, in an effort to reduce postage, we changed everyone's profile to receive the Newsletter and Salary Survey electronically. If you would prefer to receive this information by mail, you must go into your profile and change the section on how to receive information.



It is very easy to keep your WCMA member contact information up-to-date. Members can update their own information on the WCMA web site. When you log into the "Members Only" area of the web site at www.wcma-wi.org/members/index.php, you can click on "Edit Your Profile" under the heading "Member Directory" and update your e-mail address, phone number and other contact information.

While you are there, please be sure to fill in your Personal Information at the bottom of the screen, including the number of years you have been in your current position, the number of years you have been in the profession, your job history and other personal biographical information. For some fun, try looking up this information for your colleagues and learn a little bit about their work history and personal background.

If you do not have Internet access, or need some help in updating your member profile, please contact WCMA, and we will be happy to help you out. Call Ed Henschel at 414-777-5382 or e-mail ehenschel@virchowkrause.com. Thank you for your assistance in keeping our records up-to-date.

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WCMA Presents Two Members with Professional Achievement Awards

WCMA and WAMCAM presented two members with professional awards for outstanding service to the State, their community and the city management profession. Awards were presented at the WCMA Annual Meeting on June 14th in Wisconsin Dells to Kevin Brunner, Whitewater City Manager and Holly Romenesko, Director of Neighborhood Services, Janesville.

This awards program serves to honor and acknowledge outstanding individual achievement in local government management in the State of Wisconsin. Criteria for being selected for this honor include positive and dignified career contributions, dedication to innovative and successful government programs, profound service to the profession of local government management, and noteworthy efforts to develop talent and career development programs for future local government managers.

Darrell Hofland, Selection Committee Chairman explained that each award recipient exemplifies local government professionals who are much deserving of their awards. According to Mr. Hofland, "Kevin and Holly are excellent choices to receive these awards. I am excited and proud to have the privilege of presenting them with their awards. WCMA and WAMCAM look forward to continuing the program and recognizing deserving Association members in future years."

The 2007 Meritorious Service Award was presented to Kevin Brunner, City Manager, City of Whitewater, WI. Mr. Brunner has made a significant contribution to WCMA through his service on many committees and the Executive Board. From 1990-1991, Kevin served as President of WCMA.

Mr. Brunner's professional career in local government has been exclusive to the following Wisconsin communities: Assistant to County Administrator - Kenosha County, 1979-1981; Assistant to the Mayor - City of Appleton, 1981-1984; Village Administrator - Village of Saukville, 1984-1988; City Administrator - City of Monona, 1988-1995; City Administrator - City of De Pere, 1995-2000; and City Manager - City of Whitewater, 2004-present.

In addition to his contribution to the WCMA organization, Kevin was cited for his involvement in the International City/County Management Association including the International Exchange Program.

During his tenure in Wisconsin public service, Mr. Brunner has mentored many University interns interested in public service, served on numerous regional and state committees, and taught public administration-related courses at the University level.

The 2007 Futures Award was presented to Holly Romenesko, Director of Neighborhood Services, City of Janesville, WI. Ms. Romenesko is a charter member of WAMCAM, which serves to promote training and development of public service professionals. She has served on the WAMCAM Board of Directors in the capacity of Vice President and President.

In addition to her involvement in WAMCAM, the Futures Award cited her contribution in developing a summer camp scholarship program, researching and drafting Janesville's No Smoking ordinance, coordinating the City's undergraduate and graduate internship program, overseeing the implementation of Janesville's Geographic Information System (GIS).

Holly began her employment with the City of Janesville in 2001 as an intern while pursuing her Master's Degree in Public Administration from Northern Illinois University. In addition to her present position of Director of Neighborhood Services, she has held the positions of Management Assistant to the City Manager and Interim Director of Information Technology for the City of Janesville.

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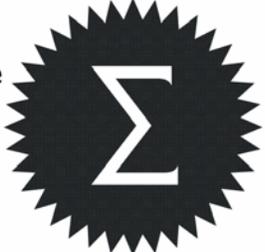
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ICMA Conference in Pittsburgh

This year the ICMA Annual Conference will be held in Pittsburgh, Pennsylvania, October 7-10. A reception for current and former Wisconsin Managers will be held at one of the local eateries.



WCMA Members to Meet in Pittsburgh

I want to encourage you to attend this year's ICMA conference in Pittsburgh. As WCMA's representatives to the 2007 ICMA Conference Planning Committee, Rebecca Smith (Janesville) and I had an opportunity to provide input for this year's program. A wide variety of topics will be discussed, including sessions geared towards assistants/emerging leaders and small community managers. I hope you can take time out of your hectic schedules to join your fellow ICMA members from around the world.

Being on the Planning Committee also gave us an opportunity to see the sites of Pittsburgh and select a location for this year's reception. After conducting thorough research into local watering holes and eating establishments, Rebecca and I selected the Red Star Tavern, in historic Station Square. Station Square is the site of a refurbished railroad station and is easily accessible from the convention sites by walking, cab, or downtown trolley. The location will give members numerous post reception dining and social options, and is close enough to get back for alumni functions that evening. The reception will be held on Monday, October 8, from 4:30 to 6:30 PM. The cost for the reception will be \$10, payable at the door.

If you're planning to attend the WCMA reception, please RSVP to Mark Rohloff at Mark.Rohloff@GrandChute.net, or Rebecca Smith at smithr@ci.janesville.wi.us.

We hope to see you in Pittsburgh!

Mark Rohloff
Town Administrator, Grand Chute
2007 ICMA Conference Planning Committee

WCMA Salary Survey

Each year we improve the WCMA/WAMCAM member salary survey with more relevant information. Two years ago, we made it easier for members to complete the survey, by placing the survey on the WCMA web site. You can complete the survey in just a few minutes online and your responses will then be easily compiled into a useful survey document. In addition, once the survey is complete, members will be able to download the survey results in a spreadsheet and sort the information as they wish.

Please visit the WCMA salary survey page at www.wcma-wi.org/members/salariesurvey.php and complete your survey information on the site by September 1, 2007. Please remember, the survey is only as good as the information provided by the members. If you wish to complete a paper survey, you may print the survey form on the WCMA web site and mail or fax it to WCMA. Thank you in advance for your cooperation.

New Executive Board Members Elected

At the Annual Meeting at the Chula Vista, the membership elected a new Executive Board for the 2007-2008 Term. The new Board includes:

President – Mike Davis, Middleton
Vice President – Lisa (Kotter) Kuss, Clintonville
Secretary/Treas. – Mark Rohloff, Grand Chute
Past Pres. – Scott Gosse, Pewaukee (Village)
Member at Large – Chuck Whiting, St. Croix Co.
Member at Large – Todd Schmidt, Milton
Member at Large – Joe Murray, Greendale
Member at Large – Andy Pederson, Bayside
WAMCAM – Jeremy Smith, Sussex

Please feel free to contact any of the Board members with Association ideas, concerns or challenges so that they can be addressed.

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WCMA Strategic Plan Updated

With the able guidance of Mike Davis, the WCMA Strategic plan was updated and the outline of this plan was approved by the Association at the Annual Meeting in June. The plan includes the following:

Mission Statement

The Wisconsin City/County Management Association (WCMA) encourages the development and improvement of professional local government management in Wisconsin by advocating and affirming improvements in democratic local government administration and by offering support to its members in their quest for great professional proficiency.



Goal Statements:

- I. **Advocate for and communicate the value of professional management in local government. Strategies for attaining Goal I include:**
 1. Enhance existing and develop targeted programs to raise awareness of the value that professional management brings to local governance.
 2. Strengthen partnerships with associations of elected and appointed officials and develop new partnerships with opinion leaders.
 3. Assist communities interested in creating and filling professional management positions.
 4. Represent local government concerns in the public policy arena, especially as they relate to management.
 5. Encourage individual members to advocate WCMA's positions to Federal, State, County and Municipal elected officials.

- II. **Advance the profession by providing opportunities for learning and skills enhancement. Strategies for attaining Goal II include:**
 1. Utilize program opportunities afforded by WAMCAM.
 2. Promote ICMA's voluntary credentialing program to define and recognize professional local government managers and to promote lifelong learning.
 3. Encourage and instill learning and professional development through winter and summer conferences, the WCMA web site data base, the Peer Assistance Resource Center (PARC), publications, professional development workshops and other offerings.
 4. Promote ethics, values, and ideals of the profession.
 5. Enhance relationships with WAMCAM, state and national associations, universities, and other organizations to expand professional development opportunities.

- III. **Sustain the municipal management profession in Wisconsin by developing a statewide strategy similar to ICMA's Next Generation initiative. Strategies for attaining Goal III include:**
 1. Support the goals of WCMA's Next Generation Task Force and take action on their recommendations (projected completion March, 2008).
 2. Create more opportunities through scholarships and internships; institutionalize WCMA's intern program to encourage municipalities to create entry level positions that expose potential managers and administrators to local government management and provide much-needed experience in the profession.
 3. Establish a partnership with Wisconsin schools—elementary, middle, high, technical, colleges and universities—to provide a gateway to the profession and a career ladder within the state.

4. Engage undergraduate and graduate programs in public administration, political science, planning, public policy, and related disciplines to make them aware of local government management as a career.
5. Increase public knowledge of local government in general and the local government management profession in particular.
6. Strengthen relationships with new categories of membership (Associate, Student and Academic) to help address the needs and priorities of the membership and the profession. Assist members in identifying ways in which entry level positions in local government can be created.
7. Identify new prospective members and develop fresh ways of recruiting individuals into the profession and the association.
8. Diversify composition of WCMA Board and Committees so that they more closely reflect the populations of communities that we serve.

IV. Build and sustain a dynamic network of engaged members. Strategies for attaining Goal IV include:

1. Strengthen WCMA's regional network institutionally and elevate the importance of regional coordinators within WCMA's structure.
2. Provide support to our varied members whether they are employed or in transition.
3. Employ advanced technology in the service of members and the association.
4. Ensure full and open decision-making on association issues.
5. Enhance and expand partnerships with state associations and ICMA.
6. Strengthen/enhance personal connections between and among members and the association.
7. Recognize and reward member contributions to the profession and to WCMA generally.
8. Support and promote the range rider program as a means of sustenance for members of the profession.

V. Position WCMA as the authority on professional local government management. Strategies for attaining Goal V include:

1. Establish WCMA as the premier resource for information on local government management in Wisconsin.
2. Encourage and shape the agenda for academic research on professional local government management.

VI. Ensure a fiscally sound and responsive association operation. Strategies for attaining Goal VI include:

1. Establish priorities for funding implementation of the strategic plan.
2. Operate with a balanced budget and adequate reserves.
3. Develop private-sector partnerships as a funding source.
4. Retain professional, innovative, and high-quality Executive Director and support staff.
5. Provide responsive customer service.
6. Monitor member satisfaction on a regular basis through the WCMA web site, as well as regional and board meetings.
7. Seek to keep member dues and conference fees at a reasonable cost for value received.

If you have any questions or comments about the Strategic Plan, please contact Mike Davis, Middleton City Administrator.



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WCMA Communications Update

In the past, many WCMA members have received the WCMA Newsletters by e-mail and others by U.S. mail. In an on-going effort to reduce postage costs, WCMA has decided to send the Newsletter and other communications via e-mail, rather than through the U.S. mail.

If you prefer to still receive WCMA publications by U.S. mail, you may set your preference within your member profile on the WCMA web site. Go to www.wcma-wi.org and click on "Members Only" in the sidebar. Beneath the heading "Member Directory" you will see a link for "Edit Your Profile."

After clicking on the "Edit Your Profile" link, you will see your member information. Look for the "WCMA Communication Preference" heading with a question titled "Would you like to receive all mailings from WCMA electronically?"

Choosing "No" will result in receiving mailings through the U.S. mail. If you prefer to receive WCMA information via e-mail, no action is required on your part, as the default setting is to receive communications electronically.

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The Natural Step for Communities

The Natural Step (TNS) is a successful model for sustainable development originating in Sweden and now being embraced by cities throughout the world. These cities are called "Eco-Municipalities." The first eco-city in the United States was Washburn, Wisconsin followed by Ashland, Madison, Johnson Creek, Bayfield, Marshfield, La Crosse, and Douglas County.

The Four Principles of Sustainability and the scientific and social framework to guide human activity on earth include:

1. Reduce dependence on materials extracted from the earth's crust such as oil, coal & lead
2. Reduce dependence on synthetic materials such as plastic and man-made chemicals
3. Avoid the degradation and destruction of eco-systems
4. Meet human needs now and in the future

The principles can be applied to all aspects of human activity from food production to building, transportation to solid waste, energy use to storm water management. TNS challenges us to balance ecological, economic and social well-being while avoiding unintended consequences. TNS has a proven track record of invigorating local economies and businesses. Governments have saved thousands of dollars by following *The Natural Step* to implement sustainable policies, practices and technologies.

One of the key features of the model is **The Learning Circle**. Small groups of citizens gather to study the model, hear stories of other's success, and share information and ideas. As a result, these individuals can further reduce their own ecological impact and provide ideas and inspiration for local government.

To learn more about *The Natural Step* in the La Crosse area, including Learning Circles, contact Jai Johnson via e-mail by sending a message to bethechange2005@centurytel.net.

Job Postings on WCMA Web Site

Remember to check the WCMA web site at www.wcma-wi.org/resources/jobpostings.php for the latest position openings. There are also links to other government jobs web sites. As a service to WCMA members, the web site may be used to advertise other positions (such as department heads) in your organization. There is no fee for this service. Send your job announcements via e-mail message to ehenschel@virchowkrause.com.

Good Government Award

Throughout Wisconsin, counties, local units of government and other partners are working together to deliver valuable services with fewer resources. Cooperative service initiatives, regionalization of services and other innovative approaches are helping governments do more with less. In 2003, the Wisconsin Good Government Award Program was established to recognize the best of these efforts.



The Wisconsin Good Government Award Program is proudly sponsored by Foth, a Wisconsin-based consulting engineering firm, in cooperation with the Wisconsin Counties Association and the League of Wisconsin Municipalities. Good Government Award winners are recognized at the annual conventions of these organizations in October.

Starting in 2007, one Good Government Award winner in each of three categories will receive a \$1000 Community Enhancement Grant, in addition to the Good Government award sculpture and CD-based press kit for use in promoting the award.

Entry forms for the 2007 Wisconsin Good Government Award will be mailed in early June to clerks, chief administrative officials and chief elected officials in all Wisconsin counties and municipalities. Entry materials are also available on this web site. Take a moment to nominate your community today.

WCMA Members Pitch Municipal Management as a Career

On March 21, 2007, five WCMA members accepted an invitation from the Fox Cities Chamber of Commerce and Industry (FCCCI) to attend a Middle School Career Fair at the University of Wisconsin-Fox Valley.

Five WCMA members were assigned to a cluster called "Government, Law, and Public Safety" (One member was assigned to the "Marketing" cluster). Originally, the focus for this cluster was on lawyers, politicians, and positions in police and fire service. I was able to convince the fair organizers that careers in local government were too often overlooked. Our challenge was to compete with the folks in uniform to capture the attention of 2,500 teenagers whose level of interest varied.

Students were instructed to ask three questions from at least five of the twelve clusters represented. Some of the standard questions included: "Why did enter this career?"; "How can you advance in this career?" and "What do you enjoy the most/least out of your career?"

Our goal was to show these young people that a career in local government offered many possibilities beyond traditional public safety roles, and that earning a living and serving the public were both within reach if they chose this career. Our WCMA members were enthusiastic about their careers, but also realistic about the potential drawbacks (moving around and life in the fishbowl were the two most common cited).

As WCMA ventures into its Next Generation initiative, we need to talk about our profession as a rewarding and fulfilling career. I encourage fellow WCMA members to seek out similar opportunities at your local schools and with your business community. Even if you do not sell someone on a career in government, the educational benefit of telling our story to impressionable young teens is worth the effort.

Thanks to the following WCMA members who volunteered their time for the career fair: Bill Craig, County Administrator, Calumet County; Tracy Flucke, Town Administrator, Harrison; Kevin O'Donnell, City Administrator, Sturgeon Bay; Gary Rogers, City Administrator, Waupun; Mark Rohloff, Town Administrator, Grand Chute; and Amy Toporski of Associated Appraisal.

ICMA Midwest Message From Barb Blumenfield, ICMA Midwest VP

It's that time of the year when I tell everyone that I attended the Missouri (May) and Wisconsin (June) Summer Conferences, but unfortunately, couldn't attend the Illinois conference due to a scheduling conflict. And then I go on to tell you that both conferences were tremendous events, the programs were educational, the interaction with others was outstanding and that everyone who attended had a great time. And that Illinois probably had the most well attended conference of all times! All of which is true!

But this message to you is different.

After 3 years as an ICMA Regional Vice-President-Midwest, my term is drawing to a close and will end in October at the ICMA Annual Conference in Pittsburgh. What a quick and interesting 3 years it's been! It seems like just yesterday that I was being introduced as the newest Midwest VP at the annual conference.

I'm not going to go down memory lane and tell you everything that's happened in the last 3 years, so please, keep reading! But I do want you to know what an honor it has been to represent you and the entire Midwest region on the Board for the last 3 years. I have had the privilege of meeting many of you in your home states, at conferences and at events. I will always remember the graciousness and generosity extended to me as the ICMA-VP. The opportunity to interact with so many of you on a personal basis has been one of the highlights of my role as a VP.

So as I approach the end of my term, I'd like to thank all of you for your encouragement, support, and participation in ICMA activities. It's been a tremendous 3 years that I will never forget. Thanks again. Hope to see you in Pittsburgh!

Ethics for the Manager: Mom, can you co-sign my loan?



Q. The city manager's son wants to start his own business, but he does not have sufficient credit history to qualify for the small-business loan. He called his mother to see if she could co-sign the loan application. While the city government is unlikely to have any dealings with the son's enterprise, the city manager wanted advice on how to assist her son in a way that would minimize any perception problems.

A. The first and most important step the city manager can take is to disclose the loan openly. Should there be any zoning issues or other questions that arise regarding her son's business, she should recuse herself from any involvement with the city's review processes and should not make recommendations of any kind. Tenet 12 of the ICMA Code of Ethics contains a guideline on personal relationships that emphasizes the importance of disclosing to the governing body any personal relationship when there could be the appearance of a conflict of interest.

ICMA Ethics Resources

More resources about professional ethics can be found on the ICMA web site at www.icma.org. There you will find additional advice columns, such as the one above, along with information on local government innovations and sample government documents, as well as reports, articles and ethics publications.

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STATE OF WISCONSIN • BUREAU OF PROCUREMENT

VendorNet System

Purchasing Goods and Services through State of Wisconsin Bids

Local governments are able to purchase a large variety of services and goods, including vehicles, off of State of Wisconsin contracts. To learn more about how you can do this and what types of goods and services are available, visit VendorNet, found at the internet site vendornet.state.wi.us/vendornet/default.asp, the State's online source of purchasing information.

Purchasing Used Vehicles and Equipment from the State of Wisconsin

State of Wisconsin agencies regularly sell used vehicles and equipment. This is done through public on-site auctions, public online auctions and through direct sales to Wisconsin government bodies. The State Surplus Property Program Website has information on the auctions including items for sale, dates and links. The site is <http://www.doa.state.wi.us/category.asp?linkcatid=20&linkid=46&locid=2>. The direct link to the online auction site is <http://www.wisconsin surplus.com/>. State agencies are able to negotiate and sell vehicles and equipment directly to Wisconsin governments without the need to offer those items to the public. The online auction site is used for this purpose, as is direct contact with individual fleet managers at the various State agencies.

More variety in State vehicle bids

The State of Wisconsin, Department of Administration (DOA) is responsible for the procurement of vehicles for use by State agencies as well as for all Wisconsin governments wishing to purchase vehicles off of the State contracts. The State uses 4 separate vehicle procurement groups; they are passenger vehicles, light trucks, law enforcement vehicles and medium/heavy trucks. The winning bids are determined by vehicle life cycle cost formulas, of which the bid price is the major component.

One of the current practices of this bidding and award process is to only post the winning bids for each vehicle type category on VendorNet, the State's procurement information Website. There are many vehicle categories; some examples include 4-door sedan, minivan, ½-ton full-size van, ½-ton truck, and ¾-ton truck. While this single bid winner practice may work well for the State in that it always identifies the best value vehicles, it does not allow other government bodies to select vehicles that were bid based on other needs that may include access to local vendors, vehicle type preference, and use of internal life cycle analyses. If the State would provide vehicle bid pricing from all of the participating vendors on the VendorNet site, local governments would be able to select any of the vehicles bid by vendors based on their own criteria and still take advantage of State bid pricing. This expanded use of the State vehicle purchasing contracts would result in more vehicles being purchased off of them, leading to more volume and better future pricing.

If Wisconsin governments are interested in having greater access to State vehicle bid results to make their own purchasing decisions, they should contact the State Dept. of Administration's vehicle procurement manager, Rob Severson, at 608-266-8024, or send him an e-mail at robert.severson@wisconsin.gov. Let Mr. Severson know that you would like to see all vehicle bid results posted on the State's procurement Website, VendorNet, in order to make better purchasing decisions for your local government programs.