



ESSENTIAL ELEMENTS OF A WELL-CRAFTED PLANNING REGIME



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This session does not provide CPE credit.

Technical, CPE, and registration questions? Contact *Ciara Simmons directly*.

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TODAY'S PRESENTERS



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AGENDA

- **Challenges of Today's Environment**
- **Cost of Inefficiency**
- **High-Performing Strategic Planning**
- **Financial Technologies**
- **Synario for Strategic Planning**

WHY PLAN?

So why plan?

**Prepare for
an unknown
future**

Drive change

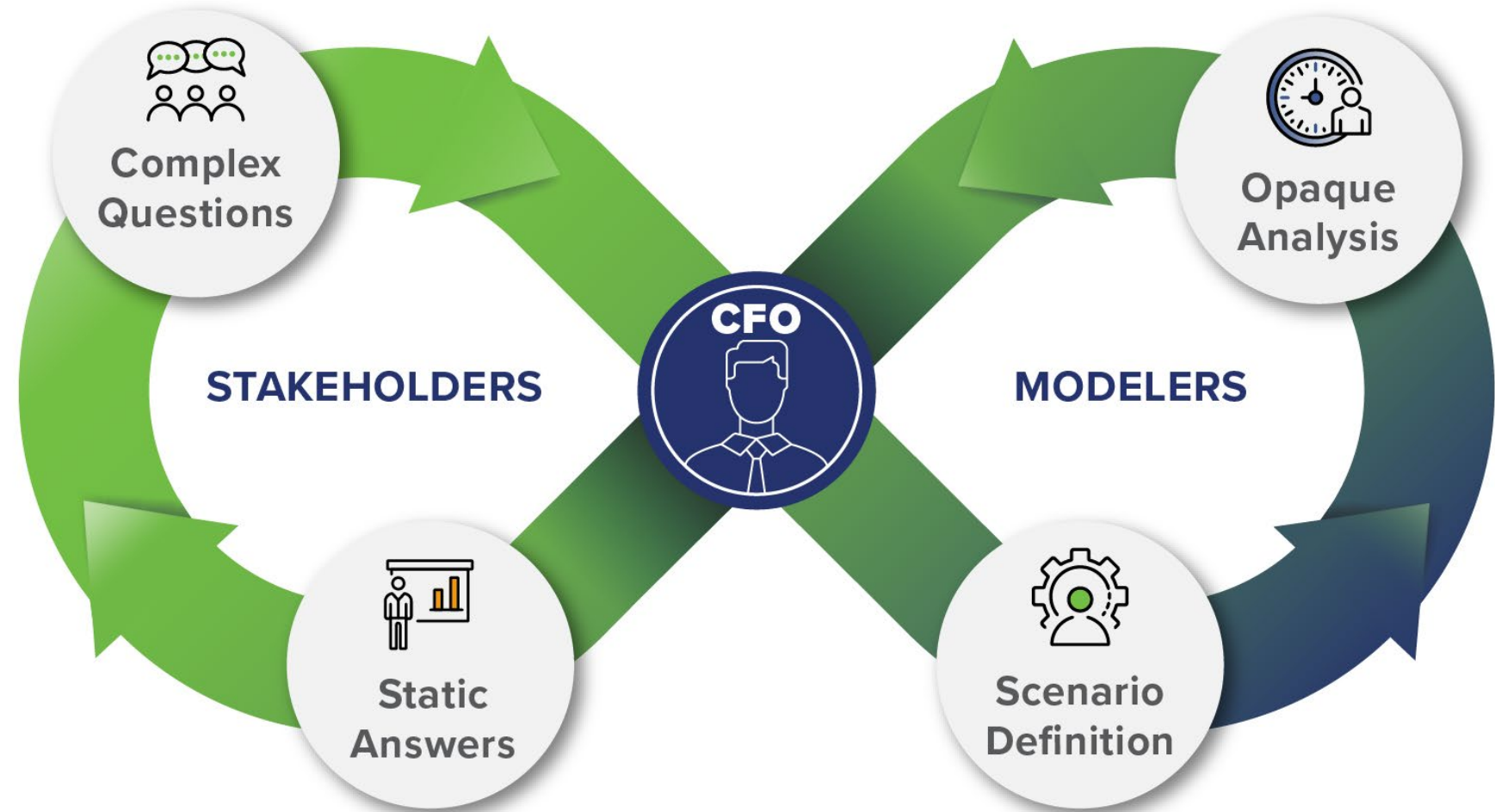
**Make better
decisions**

- **Macro Trends in Public Finance**
 - **Revenue Volatility and Uncertainty**
 - Revenues fluctuate with inflation, population shifts, and economic cycles
 - Federal and state funding remains cyclical and politically unpredictable
 - **Aging Infrastructure**
 - Deferred maintenance and new resilience projects are expanding CIPs
 - Rising construction costs and limited debt capacity demand smarter prioritization
 - **Staffing changes**
 - Retirements and turnover erode institutional memory
 - Standardized planning processes ensure stability as teams evolve
 - **Economic and Policy Shifts**
 - Inflation and interest rate changes impact long-term affordability
 - New regulatory and credit pressures emphasize multi-year fiscal sustainability

Common inefficiencies in the decision cycle

- **This environment leads to:**

- **Decision latency** – key initiatives stall while data catches up
- **Opportunity loss** – funding and investment windows close
- **Strategic drift** – execution diverges from long-range intent



02 FINANCIAL PLANNING BEST PRACTICES

Adapting financial planning to today's challenges



Plan with the long-term picture in mind

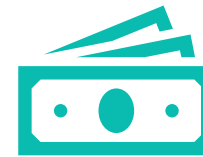
Shift from single-year budgeting to long-term forecasting



Stay prepared with scenario analysis

Evaluate the financial impact of funding shifts, capital decisions, political outcomes

Develop the ability to quickly shift and adapt when environments change



Unify Capital and Operational Planning

Avoid siloed plans - connect CIP, debt service, operating budgets, to see full impact of decisions



Collaborate Across Departments and Stakeholders

Create a transparent, shareable planning environment for leadership, council, and finance

Create a planning process with standardization in mind

Strategic Planning

Strategic planning is the top-level, five-year effort guiding your organization toward an established vision

Infrastructure planning

Infrastructural planning bridges strategic and operational planning over two to four years, focusing on key programmatic and support activities

Operational Planning

Operational planning is the near-term planning, supported by an operating budget, that dictates what will happen during a single fiscal year.

Assessment

Resource Allocation

FRAMEWORK TO FUNCTION: TECHNOLOGY STACK

**WHERE
WE FIT**



Data Analytics

Financial Modeling

 Synario

MODELING INTELLIGENCE (MI)

Operational Planning
(Budget Framing/Resource Allocation)

Capital Planning
(Projects/Programs/Initiatives)

Strategic Planning
(LT Decision-Making)

Resource Allocation/Assessment

Budgeting / Forecasting → simple formulas

Data Mining

Business Intelligence (BI) → statistics, trends, AI

General Ledger

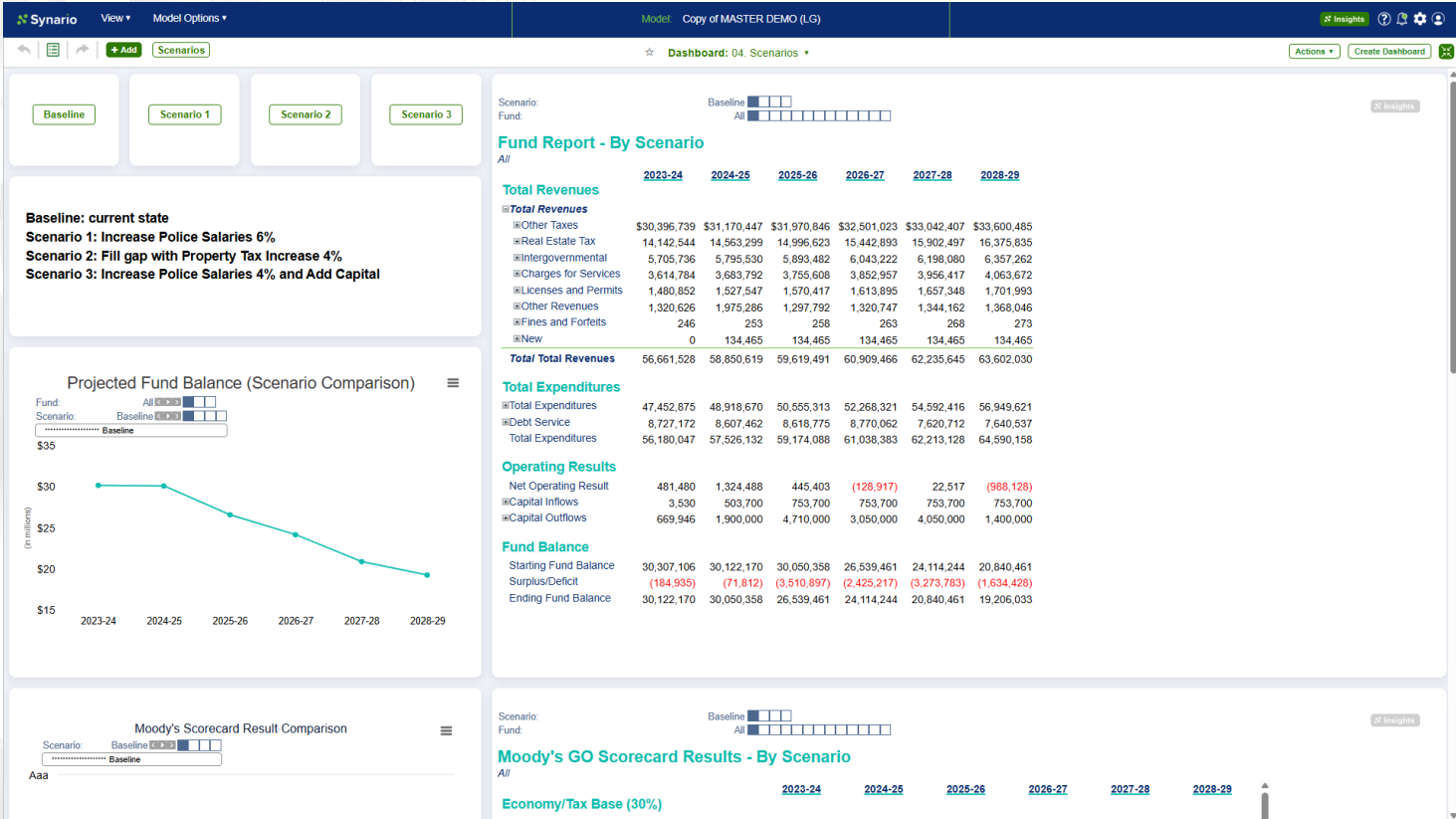
ERP

Accounting

History	Current Period	Planning Period
[Actuals]	[Budget]	[Projection]

FINANCIAL MODELING MADE SMARTER

Live Platform Demonstration





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