

MTCML Presentation

- “Your” Trading Company
- Custom designed to save you money
- Official Suppliers are to be offering you the LOWEST prices available when you deal through the MTCML.

MTCML REBATES

Not only do you get discounts on all products and services but also if there is a rebate offered based on your MTCML Sales you will increase your rebate.

“The More you use, the More you receive”

Over the last 7 years we have rebated a total of 3,800,000.00. This figure does not include the savings you receive from the individual suppliers through the discounts they offer. Savings range up to 50% off for some of the products we offer!

Example:

Municipality A:

MTCML Rebate offered MTCML Users: **\$250,000.00**

Total MTCML Sales for Municipality A:

Insurance only: \$ 85, 000.00

Municipalities' Rebate = \$1625.00

Municipality A adds:

Fuel, Tires and Culvert Sales to MTCML

Total Sales: \$235,000.00

Municipalities' Rebate = \$4492.00

An increase of over \$2800.00

SELF INSURANCE

The Self-Insurance Pool is of course the most successful program we offer and is the model we wish to emulate with other programs such as the Fuel program. It proves beyond any doubt that there is “power” in ‘group’ buying and allows us to secure substantial savings for all our municipal insurance needs.

SUPPORT FROM OFFICIAL SUPPLIERS and AMM CORPORATE MEMBERS

MTCML Official Suppliers and AMM Corporate Members also support you at your many AMM events as well as Municipal events such as curling bonspiels and golf tournaments either through sponsorship or participation. They also provide much appreciated door prizes. We hope that you remember these benefits when making your final buying decisions.

TOOLS TO MAXIMIZE YOUR REBATES AND SAVINGS

- 1) Educate the people who do your ordering: Public Works, Office staff, Councillors, etc.
- 2) Check out the magazine and website for the list of Official Suppliers and products or services available.
- 3) When ordering make sure they are placing your order through the MTCML.
- 4) Ask us for more information.
- 5) Provide us with a list of ordering contacts along with their phone numbers and emails. Let us help you educate them.
- 6) Tell us what we need to do to make this attractive to you.

AMM COMMUNICATION ACTIVITIES

- *The AMM knows communicating with our members is important and we have a number of ways in which we do that:*

AMM NEWS BULLETIN

- Our **Bi-Weekly News Bulletin** keeps members up to date on all of the AMM's most recent lobbying activities.
- The bulletin is primarily emailed to CAOs - **make sure you forward this bulletin to all of your elected officials**. You can also subscribe to receive the bulletin directly by visiting our website.
- It has a **reach of almost 1,800** people bi-weekly, including councils, government officials, and other subscribers.

MUNICIPAL LEADER MAGAZINE

- The **Municipal Leader Quarterly Magazine** is distributed to every elected official and CAO in Manitoba.
- **Regular features** include Municipal Ideas, Municipal Profiles, Insurance, Legal Corner, AMM Education Programs & Events, MTCML updates, and more.
- **Special reports** featured over the past year focused on *Infrastructure*, *Greening of Municipalities*, and the *Need for Alternate Revenue*.
- We also produced a special **10th Anniversary Edition**, including a pullout keepsake section.

- We're also working hard at **reducing our waste** and stopped mailing the magazines in envelopes over the last year.

AMM WEBSITE – WWW.AMM.MB.CA

- The popularity of the **AMM Website** continues to be strong, with an average of 10,000 to 15,000 visitors to the site each month.
- If you want to know anything about what the AMM is doing, this is the place to go.
- You can check out our **Event Calendar** to see when and where upcoming events will be held.
- You can **register on-line** for AMM Education Sessions, Mayors, Reeves and CAOs meetings and June District Meetings, and new this year, you can pre-register for MOS online!
- The website is also where to find AMM position papers, bill presentations and other submissions the AMM is making to government.
- We have an on-line database of **active resolutions**, so you can see what we are working on.
- The address is www.amm.mb.ca.

DIRECT MEMBER COMMUNICATION

- We send you **Members Advisories** from time to time to ensure sure you are quickly informed of important issues that affect municipalities. Over the past year we sent you advisories covering:
 - *Federal and Provincial Budgets*
 - *Building Canada Fund updates*
 - *Questions to ask your local Federal Election Candidates*
 - *Late resolutions*
 - *CD discussion document*
- We will continue to keep you updated on important issues as they arise.

AMM IN THE MEDIA

- The AMM has worked hard to build positive relationships with Manitoba media outlets. We keep them informed of our activities through regular **news releases** and **advisories**. You can subscribe to these too, through our website.
- We also make a point of being present and available for interviews immediately following **high-coverage events** such as the Provincial Budget.
- The month of November, 2008 saw the AMM in the media 195 times – *almost the same amount as the entire previous year!* This was largely due to the discussion around alternate revenue. When a big issue is under the microscope, we make sure that:
 - we are very accessible to the media to ensure our message is presented as accurately as possible, and

- we provide current or breaking news to the media as it happens so it does not become “yesterday’s news”.

SURVEYS AND POLLING

- Last year, we saw a need to obtain feedback from our members on how we are doing. I am happy to report that the 328 heads of council and CAOs who were interviewed were very positive overall.
 - The survey results indicated that the AMM does a good job communicating with our members and listening to your issues.
 - That said, we will be addressing any areas noted for improvement to continue doing the best job that we can for you.
- We also took on a public opinion poll on infrastructure renewal funding. The results of this poll helped to set the stage for the larger discussion around the need for alternate revenue that took place during Convention.

AMM HISTORY BOOK

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- We were also pleased this year to present to you an entertaining look at the history of municipal government in Manitoba
 - By now most everyone should have a copy of the book, as they were handed out to everyone who attended the Convention
 - We have books here today for your council that did not attend and will be giving out any leftover books at MOS this year
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Your suggestions and feedback on AMM communication activities are always welcome. You can email us at amm@amm.mb.ca or call our Communications Coordinator, Lynne Bereza, at 856-2366 at any time.

The 'Ethical' Moment & Effective Self Management

Friday, April 17, 2009 - 9:00 am to 3:30 pm

Keystone Centre, Brandon, Manitoba

Registration Fee: \$100 plus GST

The 'Ethical' Moment...Preparing yourself for making difficult value judgments when managing.

On an ongoing basis, as a leader, you will be faced with making ethical decisions or handling situations that may challenge your integrity, values and ethics.

This interactive, discussion based session will focus on: the importance of being 'personally ready' from a variety of perspectives; the difficulties faced by organizations, you as a manager and the people you are responsible for when such things as conflict commitment and conflict of interest arise; and, actions you can take to play a more proactive role in ensuring organizational integrity and accountability.

Key Benefits:

- Increased understanding of key beliefs, values and attitudes that influence the 'why' behind your decision making.
- Awareness of other people's viewpoints... seeing the world through their eyes.
- Recognition of possible personal biases that may interfere with making the right decisions.

- Knowledge of key psychological skills that one needs to develop to be ‘mentally’ ready for coping with stressful situations.
- Increased understanding of the importance of and actions/strategies that will help to ensure you are ‘physically’ ready for ‘at the moment’ challenges.
- Improved proactive managerial practices to undertake.
- Opportunities to share and discuss insights with others on ethical situations encountered.

Effective Self Management...Reduce stress, save time, and enjoy better business interactions.

Course Objectives:

- Personally assess self – management (Time Priorities) effectiveness.
- Understand and apply three key steps to solving a variety of time management problems.
- Understand how different behavioral styles impact a person’s ability to manage time and the importance of ‘decluttering from inside out’.
- Develop an appreciation of the self management productivity matrix and importance of operating in the “heart of effective personal management.”
- Clarify and develop strategies for dealing more effectively with procrastination and/or ‘adrenaline rush’ challenges.

- Find out what it takes to operate on a 'full tank.'
- Learn short and long term rejuvenation techniques for maintaining balance in hectic times.

Participants will receive a personal TIME PLUS profile that will provide participants with information about their behavioral style and how it affects the way they manage themselves and the diverse people with whom they interact.

Public Engagement & Participation

Friday, October 9, 2009 9:00 am to 3:30 pm

Clarion Inn, Winnipeg

Registration Fee: \$75.00 plus GST

Significant benefits can be realized through engaging your community.

Workshop participants will discuss:

- When dialogue is needed.
- What kind of dialogue should we be having and with whom.
- The role that local government plays.
- What the right engagement process is.

Together, these points will provide an efficient framework of ideas that represents a significant step in the progress of public engagement.

****Registration is available on the AMM website**

The need to have AMM items on your Council Agenda

- An issue that we have been hearing more and more from some of our members is that they are finding it hard to keep up with what the AMM is doing
- With our survey done last year we also found that some CAOs and Head of Council were not getting information we are sending out
- I can tell you, we are always looking at ways to make sure you are connected to what we are doing
- We know you get our magazine, or I hope you do, but it is the other things that I am not sure everyone gets – the members advisories, the emails with key information, correspondence to council
- In talking to some councils, it seems a lot of this material gets grouped into general correspondence items, which often gets overlooked
- We are hoping Councils will place a higher priority on AMM information
- I know some of you do, but there are some councils that don't seem to be as well connected to what we are doing
- I think this could be as simple as making AMM correspondence a standing item on your council agendas
- We don't send out a lot of stuff, but when we do, we feel it is something you need to know about
- Some months there will be little information, but when there are big issues happening, some of the ones we will be talking about today, it is important that all of council is getting the information

- And as always, if you have any thoughts on better ways to let us know how to get you information, let us know,
- Like I said, we are always looking at ways to do more
- And if you are not getting things, check with our office. Maybe we have an old email address, maybe things are getting lost in cyberspace. Whatever reason, we can make sure you receive our information.

Municipal Excellence Award

- Again this year the AMM will be awarding municipal excellence.
- This year will mark the 5th award, and last year we made some changes to the process.
- There are 4 criteria for selection
 1. How creative or unique your practice is
 2. How beneficial it has been to the municipality
 3. How cost-effective it is
 4. And how sustainable it is – both environmentally and economically
- This is an excellent opportunity to showcase your community.
- Talk to the past winners – the RM of Victoria's water project was highlighted in the Winnipeg Free Press.
- The RM and City of Portage La Prairie tax sharing project is a model that is being used by other municipalities in Manitoba and across Canada.
- 2007 winner – the amalgamation of Killarney and Turtle Mountain – has been profiled in the AMM magazine through a 3 part series.
- Last year's winners – The RM of Dufferin and Town of Carman – also received some exposure for their tax sharing project in the Municipal Leader.
- We have put a few copies of the submission guidelines on the registration table and you should have these in your office already.
- The deadline is March 20th and fast approaching so you need to get your submission in soon.
- It doesn't have to be long – 500 words maximum- but we do need to receive it by noon on March 20th.

Mayors & Reeves Meetings
Update on PSAB Implementation
March 2009

The AMM and the Province of Manitoba jointly have been working since the fall of 2006 on moving municipalities towards compliance with PSAB accounting and reporting standards.

Overall PSAB implementation is still on schedule for completion by the end of fiscal 2009.

ACTIVITIES IN 2008:

- Intergovernmental Affairs has extended the Project Manager's term for another 2 years to December 2010.

- Training sessions on the Municipal Reporting Entity (MRE), environmental liabilities and landfill closure costs were delivered in the summer of 2008. In total 20 one-day training sessions were held in 6 different communities to over 350 registrants.

- Municipalities are in the process of:
 - (i) Identifying the controlled entities and government partnerships that they will need to consolidate in 2009;

 - (ii) Calculating their landfill closure and post closure liabilities; and

 - (iii) Determining if they have any environmental remediation costs to accrue or disclose in 2009.

Mayors & Reeves Meetings
Update on PSAB Implementation
March 2009

- About 90% of municipalities have completed their tangible capital assets (TCA). The Department, with the help of field consultants, will be working with the final 10% to ensure they complete their TCA.

- Completing your TCA is a major step in the implementation of PSAB.

ACTIVITIES IN 2009:

- The Financial Statement Presentation and Disclosure Working Group has completed drafts of:
 - (i) The GAAP financial statement template; and

 - (ii) The reference manual on PSAB GAAP financial statements.

- Both the manual and financial statement template will be available on the AMM PSAB web-site by May 2009.

- Training sessions on the financial statement templates will be held in the summer (June to September) of 2009.

- Times and dates for the training sessions should be finalized by May. Municipalities will again be able to register for the training sessions through the AMM PSAB web-site.

FIELD CONSULTANTS PROGRAM:

Mayors & Reeves Meetings
Update on PSAB Implementation
March 2009

- Field Consultants program started in November 2007.
- It is funded by the AMM to provide assistance to municipalities in completing their TCA.
- As of the end of February 2009, 71 field visits have been completed at a total cost of \$52,000.
- Field consultants program has been a success to date and is being emulated by the Province of Saskatchewan who are currently in the process of starting up their own program.

UPCOMING FUTURE EVENTS:

- There will be 2 breakout sessions, with repeat information, at the Municipal Officials Seminar. IAF will be doing a presentation on “Understanding the New PSAB Financial Statements”.
- Michel will also be available to address any questions that you may have on PSAB.
- Later in April, Michel will also be addressing the plenary session at the MMAA Annual Conference. Michel’s presentation will look at the implementation process to date and what municipalities can anticipate in 2009 and beyond.

WHAT WOULD HAPPEN IF A MUNICIPALITY DIDN'T ADOPT PSAB IN 2009?

(Joe – these are speaking points if anyone should ask the question)

- If a municipality does not follow PSAB GAAP in 2009, your auditor will have to qualify or even deny their audit opinion on your year end financial statements.
- A qualified audit opinion could increase your cost of borrowing or even prevent your municipality from obtaining new borrowings.
- Compliance with PSAB GAAP is a requirement of *The Municipal Act (1997)* and your Federal gas tax agreement.
- Non compliance with PSAB GAAP would be a contravention of *The Municipal Act (1997)* and will jeopardize your Federal gas tax funding.

Background on PSAB:

- Public Sector Accounting Board (PSAB) of the Canadian Institute of Chartered Accountants is the independent standard setter for accounting in the public sector.
- All governments in Canada are required to adopt PSAB's generally accepted accounting practices or PSAB GAAP.
- Municipalities in B.C., Alberta, Saskatchewan, Ontario and Nova Scotia have adopted PSAB GAAP for several years now.
- P.E.I, Newfoundland, Quebec and Manitoba will be adopting PSAB in 2009.