



COVID-19 Adaptation & Recovery: Strategies for Leveraging Local Revenue, Federal Grants & Cost Containment

California State Association of Counties (CSAC)

Webinar

August 20, 2020



With you today



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Three keys to fiscal recovery and resilient success in a post-pandemic environment

Recovery Planning & Response

- Strategic decision analysis
- Vulnerability identification and response prioritization
- Action plan development and agency coordination



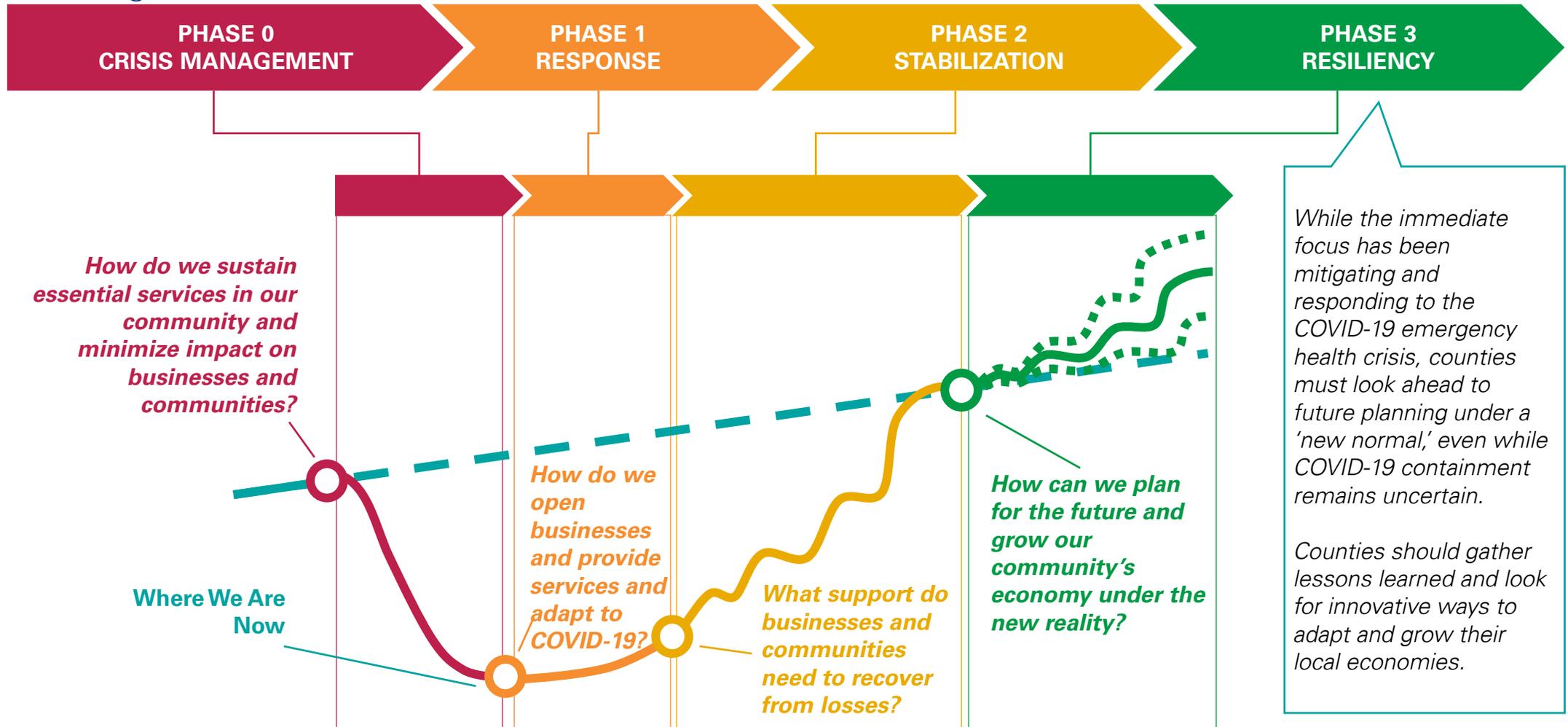
Funding Plans & Grant Management

- Identification of available funding
- Funding application support
- Grant compliance management

Cost Containment & Efficiency

- Review of core cost drivers
- Improved operational/process efficiencies
- Enhanced funding utilization

Counties should apply each of these keys to recovery in the immediate, near-term, and long-term following COVID-19



This phased approach to recovery planning, cost containment, and funding management can maximize service delivery and fiscal sustainability

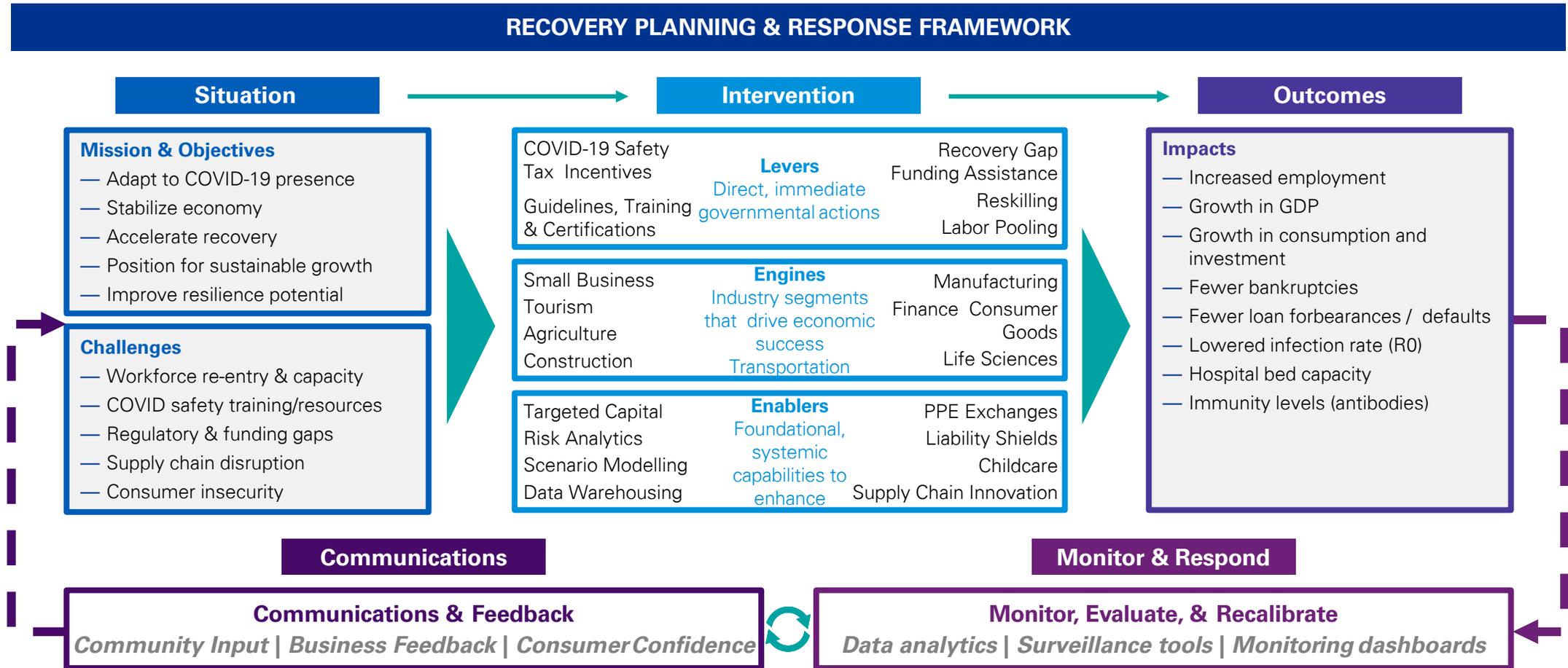
A PHASED APPROACH TO ACHIEVE RESILIENT SUCCESS



The Response Phase: How do we adapt to COVID-19?

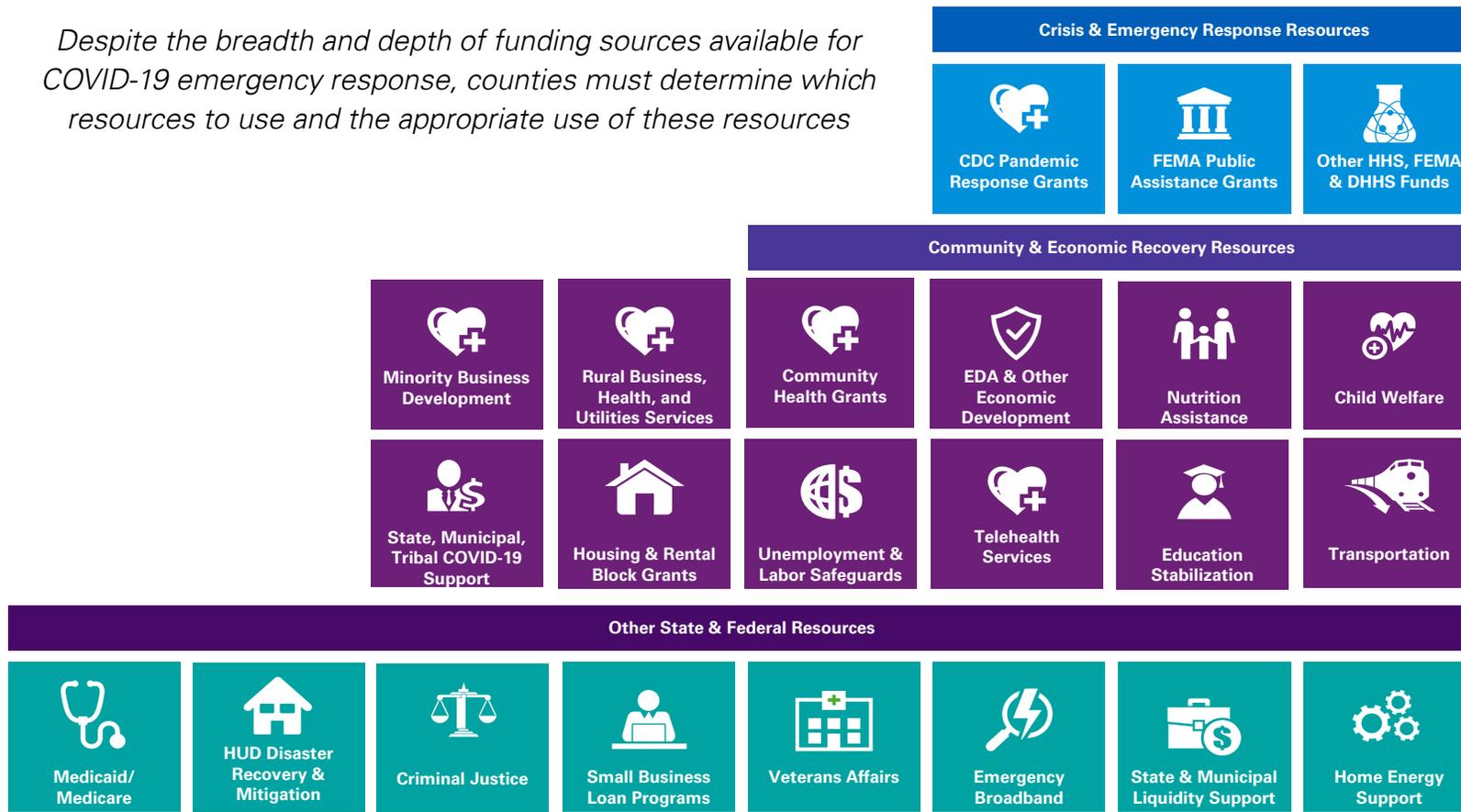


Deploying a recovery planning and response framework can help counties identify and accelerate their recovery strategies from the start



Counties should take measures to identify available funding sources and determine how these align with their strategic priorities

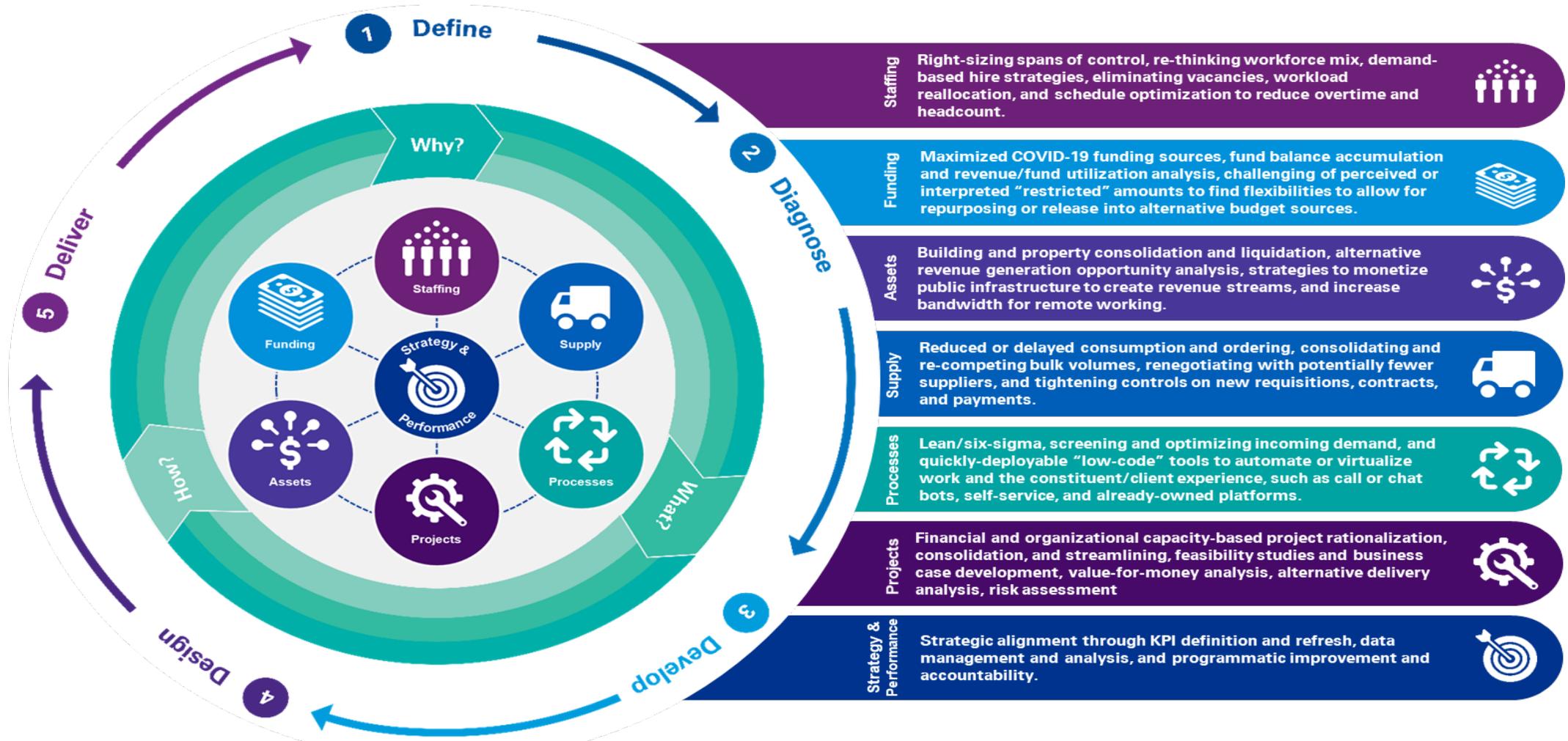
Despite the breadth and depth of funding sources available for COVID-19 emergency response, counties must determine which resources to use and the appropriate use of these resources



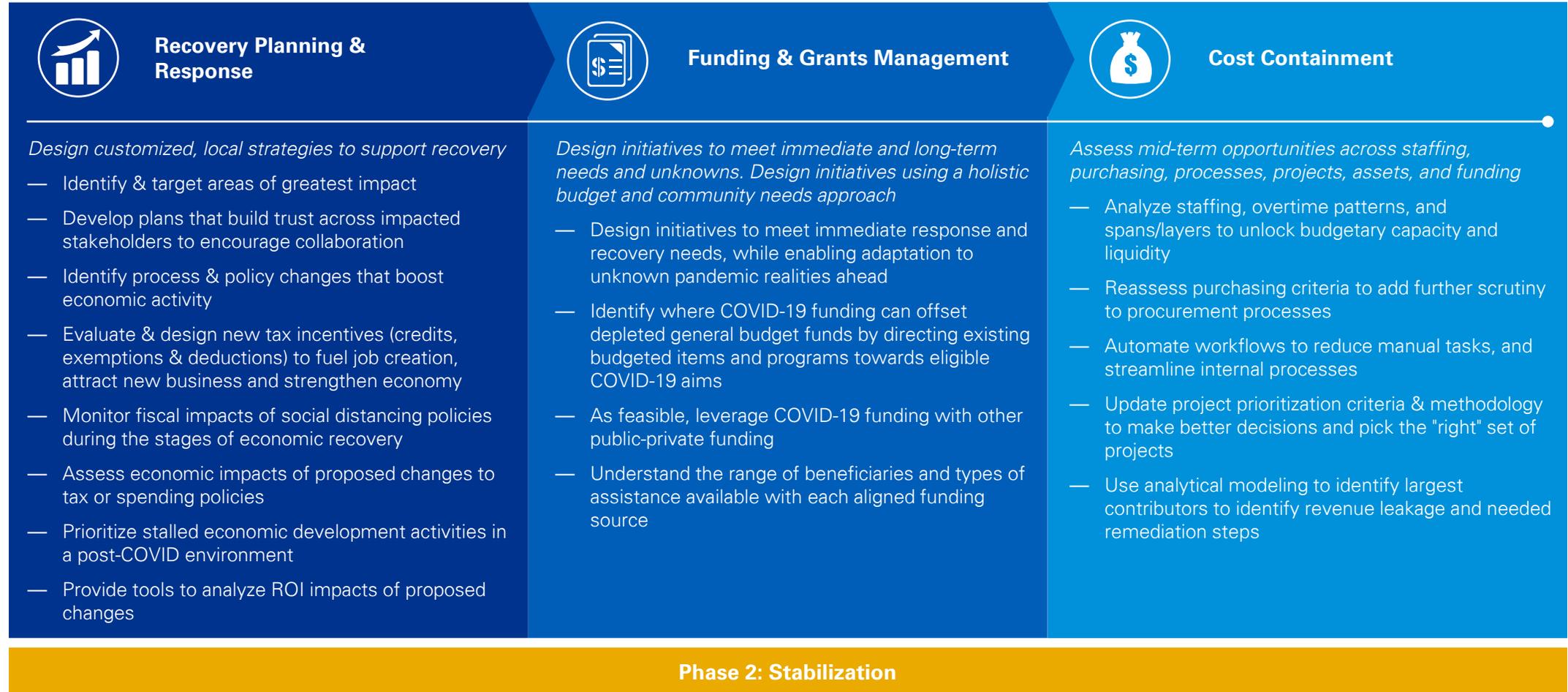
With multiple federal funding sources for COVID-19 response, adaptation, and recovery, counties should:

- Develop a **strategic plan** based on available funding purposes, limitations, and capacity of coordinated use
- **Align available funding** to specific planned needs, goals, and execution timelines
- **Consider the duration** of funding availability, **ease and flexibility** of use, payment rules, and degree of **leverage**

Cost containment opportunities can be found across 7 levers to resolve strategic misalignment and operational and financial inefficiencies



The Stabilization Phase: What support do constituents and businesses need to recover from their losses?



Counties should develop program strategies and a roadmap to stabilize their economies



Evaluate & Develop Strategies

Design customized, local strategies to support recovery

- Identify & target areas of greatest impact
- Develop plans that build trust across impacted stakeholders to encourage collaboration
- Identify process & policy changes that boost economic activity
- Evaluate & design new tax incentives (credits, exemptions & deductions) to fuel job creation, attract new business and strengthen economy
- Monitor fiscal impacts of social distancing policies during the stages of economic recovery
- Assess economic impacts of proposed changes to tax or spending policies
- Provide tools to analyze ROI impacts of proposed changes



Recovery Roadmap

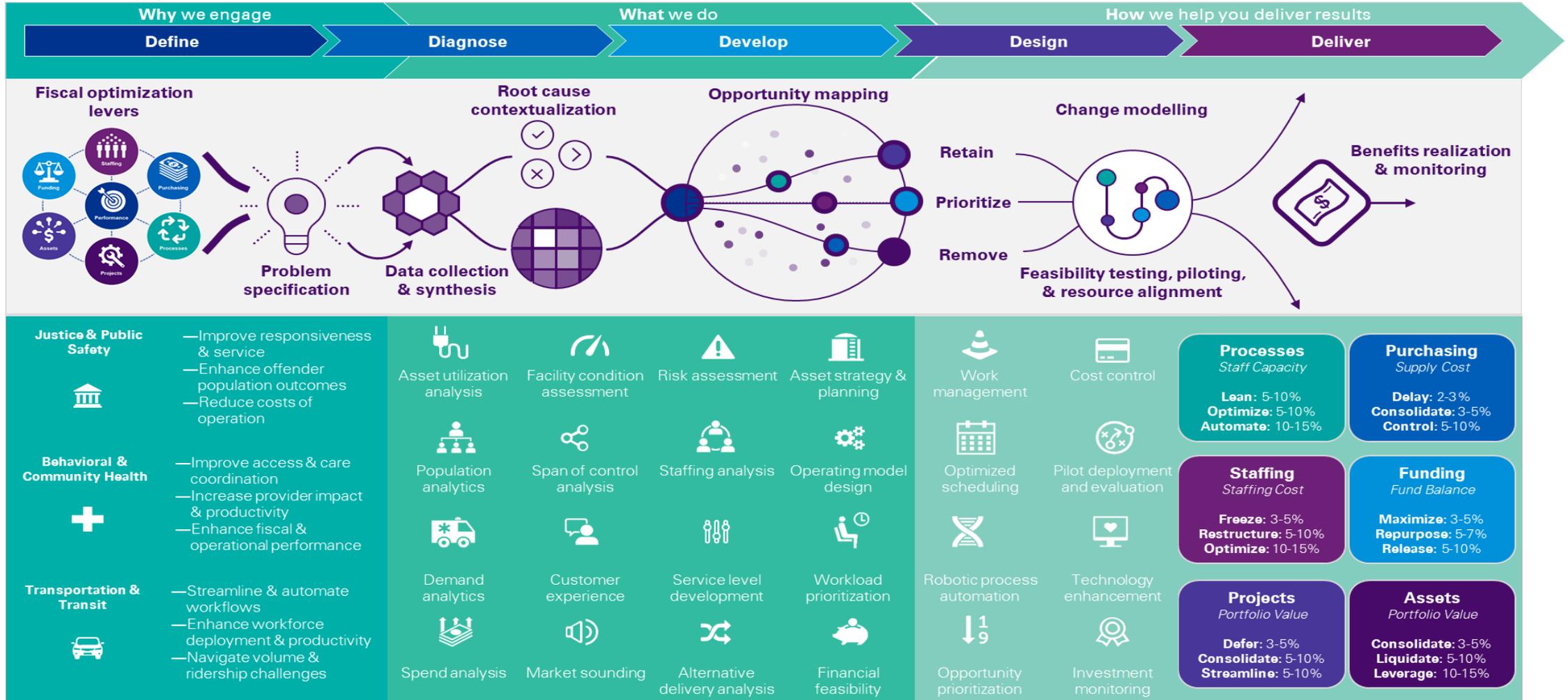
Provides direction based on an assessment and prioritization of possible programs and strategies

- Assess the economic impact on counties and communities
- Analysis of unemployment impact, as well as additional social benefit programs
- Interpretation of benefits available through Federal programs counties, and identification of gaps
- Quantify the impact of tax revenue shortfalls
- Develop dynamic budget forecasts
- Identify supply chain impacts across local industry
- Estimate long term impacts of changing workforce dynamics (commercial real estate, gas tax, other commuter tax revenue streams, etc..)

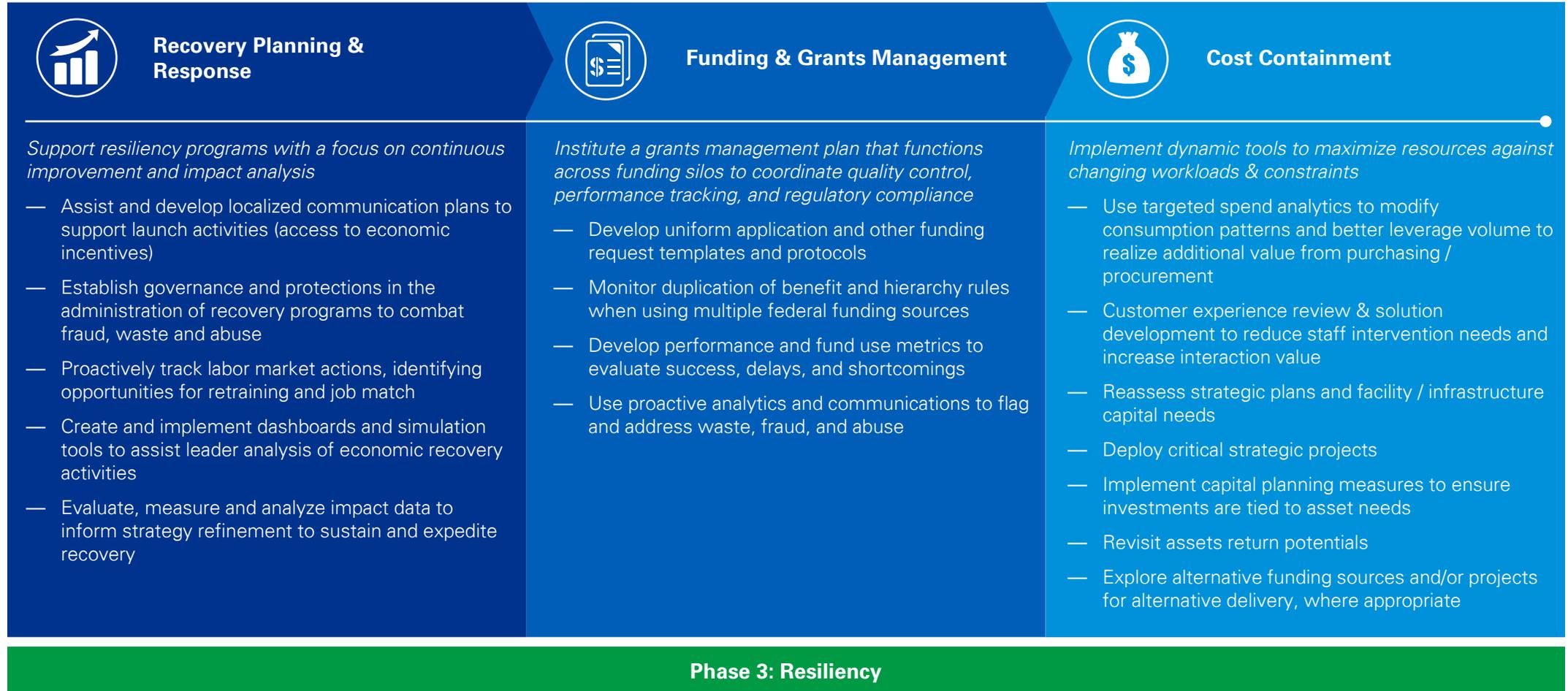
The following principles help guide the funding and grants management landscape



Counties can leverage a broad range of initiatives in the near and long-terms to contain costs while improving performance



The Resiliency Phase: How can we plan for the future and grow our community's economy under a new reality?



As counties move towards resiliency, the focus is to ensure that targeted programs provide lasting benefit and impact



Launch Assistance & Impact Monitoring

Support launch activities with a structured framework of continuous improvement, governance and proactive impact analysis

- Assist and develop localized communication plans to support launch activities (access to economic incentives, access to CARES & Recovery funds, etc.)
- Establish governance and protections in the administration of recovery programs to combat fraud, waste and abuse
- Proactively track labor market actions, identifying opportunities for retraining and job match
- Create and implement dashboards and simulation tools to assist leader analysis of recovery activities
- Evaluate, measure and analyze impact data to inform strategy refinement to sustain and expedite recovery

PHASE 3 RESILIENCY

1	Monitoring & Prevention	Ability to prevent spread of disease, monitor communities via testing and contact tracing capabilities, and protect vulnerable populations
2	Infrastructure	Ability of the health system can support the need and potential surge in cases
3	Medicine	Availability of vaccines, drugs, and treatments
4	Operations	Ability of businesses to open safely and ensure compliance, such as PPE availability
5	Policy & Regulation	Ability to change policies and reinstate measures quickly based on real-time data
6	Economics & Finance	Ability to measure progress in economic and financial indicators



Clearly and concisely articulating changes in these metrics will lead to greater stakeholder confidence

Instituting a funding and grants management strategy may identify, maximize, and protect value from inter-governmental funding sources

Grants Management Strategy Framework

Institute a **grants management plan** that functions across funding silos to coordinate quality control, performance tracking, and regulatory compliance.

- Develop **uniform application** and other funding request templates and protocols
- **Monitor duplication of benefit and hierarchy rules** when using multiple federal funding sources
- Develop **performance and fund use metrics** to evaluate success, delays, and shortcomings
- Use **proactive analytics and communications** to flag and address waste, fraud, and abuse

**PHASE 3
RESILIENCY**



KPMG's client tailored Funding Sourcing & Grants Management Solution is designed to provide that service from initial planning and fund pursuit through to grant close-out.

If cost containment is initiated correctly today significant benefits await within the resiliency phase

\$80+ million

*2-year Cumulative
Reduced Projected
Justice Spending*

20x increase in

*access to full service
partnerships*

\$8+ million

*Ongoing Reduction in
Projected Purchasing &
Contracting Spend*

4,000+

*More Outpatient
Services to Clients
Weekly*

\$5+ million

*opportunity to improve
FQHC services &
performance*

30%+

*Pilot Improvements in
Patrol Response
Times*

10%+ reduction in

*jail staffing and
overtime costs*

50% of existing roles

*identified for lower
cost delivery*

This phased approach to recovery planning, cost containment, and funding management can maximize service delivery and fiscal sustainability

A PHASED APPROACH TO ACHIEVE RESILIENT SUCCESS





Questions

Contact Us



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