

Agenda

Preparing for Service Delivery Strategy, LOST and SPLOST Negotiations

October 5, 2010

3 Hours Standards of Excellence Training

ACCG Legislative Leadership Conference

Marriott Marquis

Fulton County, Georgia

Agenda topics

8:30	Welcome and Introductions	Kelly Pridgen, Assistant General Counsel, ACCG
8:40	Service Delivery Strategy Agreements	Jim Frederick, Director of Sustainable Development, Department of Community Affairs
9:10	Service Delivery Strategy Negotiations in Lowndes County	Walter Elliott, Lowndes County Attorney
9:30	Negotiation Skills	Langford Holbrook, AICP, Fanning Institute of Leadership, University of Georgia
10:00	Break	
10:15	Local Option Sales Tax and Special Purpose Local Option Sales Tax	Clint Mueller, Legislative Director, ACCG
10:45	Negotiating with other Governmental Entities	Charlotte Nash, NASHILL, Inc.
11:15	Question and Answer	

Standards of Excellence Session: "Preparing for Service Delivery, LOST & SPLOST Negotiations"
8:30 am – 11:30 am

Working on negotiations for service delivery and coordinating efforts on Local Option Sales Tax (LOST) and Special Local Option Sales Tax (SPLOST) referendums, can challenge even the best relationships established between county officials and their municipal counterparts. Gain a greater understanding of the issues likely to draw the most contention as well as how to effectively represent the entire county in negotiations. Learn tips for fostering discussions that promote cooperation and minimize jurisdictional disputes.