



United Way
of Metropolitan Nashville

Help in Hard Times: Best Strategies for Reducing Expenses

Southern Neighbors Conference - June 25, 2009

Hard Times Haiku



Campaign's gone to pot.
Community needs are up.
Oh, what can we do?

Hard Times



More than just reducing expenses

Meeting challenge of current financial crisis

“Seven Key Steps to Weather the Storm”

- Deconstructed into plain English

Small group discussions

Seven Key Steps to Weather the Storm



“1. Develop and maintain a robust financial forecast”*

Have a good budget

- Zero based and clearly scheduled
- Detailed to the monthly level (“monthified”)

Manage to the budget

(* Source: PriceWaterhouseCoopers, November 2008)

Seven Key Steps to Weather the Storm



“2. Identify key forecast risks and develop appropriate responses”*

Keep an eye out for red flags

- Monitor key metrics (Dashboards)

Have a backup plan if something goes wrong

(* Source: PriceWaterhouseCoopers, November 2008)

Seven Key Steps to Weather the Storm



“3. Ensure adequate sources of liquidity”*

Understand your cash flow

Manage your cash flow

- Cash in
- Cash out

(* Source: PriceWaterhouseCoopers, November 2008)

Seven Key Steps to Weather the Storm



“4. Drive efficiency in working capital processes”*

Don't just do what you've always done

Consider the people side of processes

- Headcount
- Benefits

(* Source: PriceWaterhouseCoopers, November 2008)

Seven Key Steps to Weather the Storm



“5. Aggressively manage costs”*

The parties are over

Take a hard look

- What you are doing
- What it costs
- Payback

(* Source: PriceWaterhouseCoopers, November 2008)

Seven Key Steps to Weather the Storm



“6. Exercise discipline in capital investments”*

Consider your infrastructure costs

- Human capital investment – effective training
- Outsourcing – third party services

(* Source: PriceWaterhouseCoopers, November 2008)

Seven Key Steps to Weather the Storm



“7. Assess and monitor credit exposures throughout the value chain”*

Risk analysis

- Quality of pledges
- Viability of vendors
- Reliability of service suppliers & advisors

(* Source: PriceWaterhouseCoopers, November 2008)

Hard Times



Group Discussion

- Fiscal concerns
- Shared experiences
- Possible solutions

Your task



- At your table, discuss you best ideas for saving money at the office
- Select your table's five best ideas to report to the group, including how much they save. List or draw them on a flip chart page
- Individuals will vote on the best ideas
- And prizes will be awarded for the 5 best!!!



what matters.™

