



DETERMINING BUDGET PRIORITIES

LOS ANGELES COUNTY MANAGEMENT COUNCIL –
MANAGEMENT FUNDAMENTALS PRESENTATION

AUGUST 19, 2021

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PRESENTATION OVERVIEW



WHAT IS A BUDGET?

Purpose

Furthering
organizational goals

Impacting the
community



EXPENSES

Current

Future

Considerations



REVENUE

Understand the source

What's available

What's possible



COMMUNICATION

Internal departmental

External – other
departments

Accountability

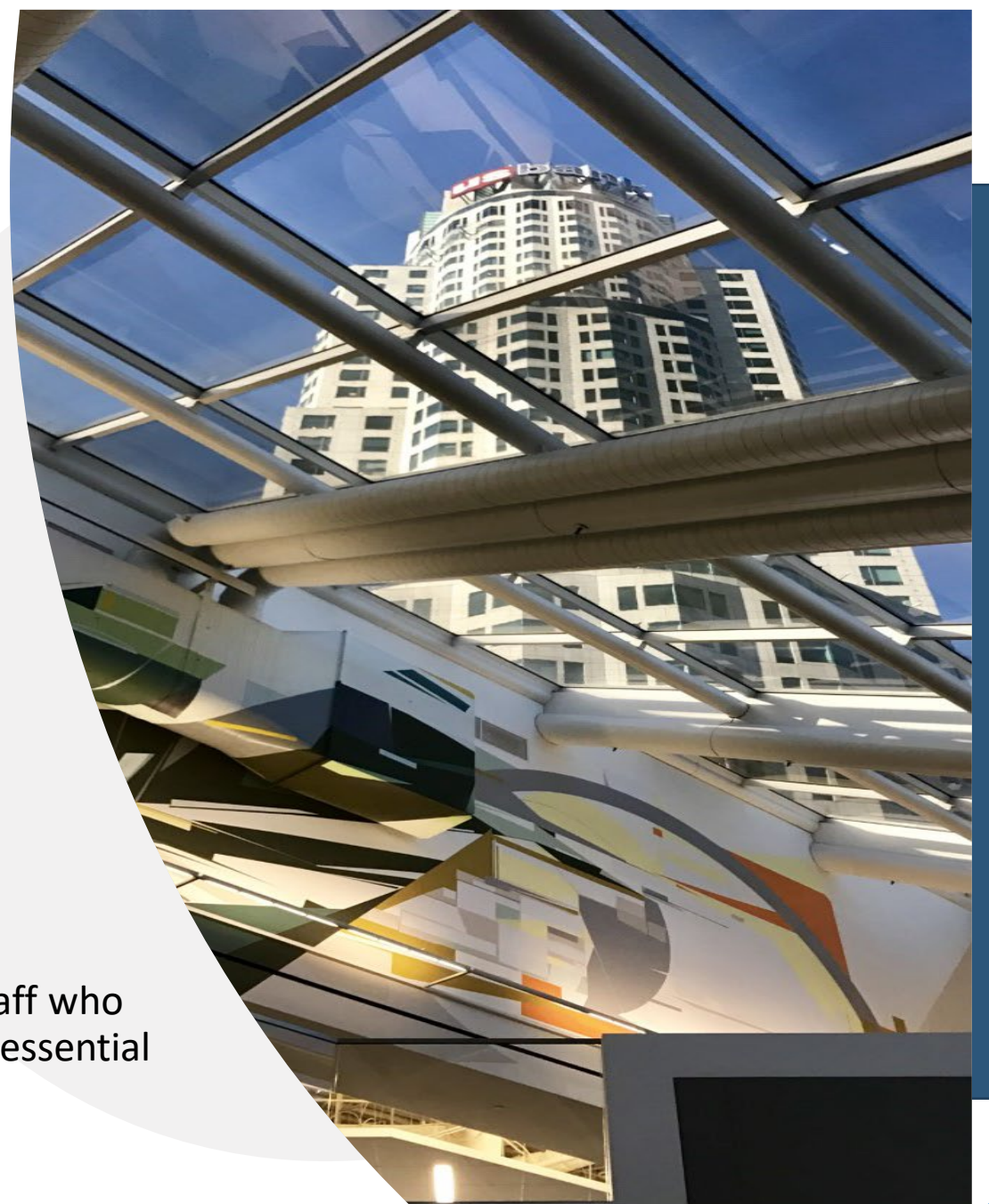
WHAT IS A BUDGET?

- Financial Accounting
- Accountability tool
- Planning document
- Prioritization exercise
 - What is your organization's goals – short-term and long-term?
 - What are you hoping to accomplish as an organization?
- Community impact



BUDGET EXPENSES

- What is your organization's current budgeted costs?
 - Staff
 - Direct
 - Overhead
- What are your priorities?
 - Today's?
 - Tomorrow's?
 - Yesterday's?
- Balancing what supports direct customer service, the staff who you rely on, and the discretionary costs that may be more essential than you think.





BUDGET REVENUE

- Current revenue sources and allowability
- Seek new and flexible revenue sources
- Seek partnerships around shared goals
- Advocacy to change the rules

COMMUNICATION

- Internal/Departmental
 - "Sell it" to your Exec leadership
 - Engage your budget team early
- External Decisionmakers
 - Help your CEO Budget Analyst help you
 - State/Fed allies?
- Messaging
 - Organizational or County priority
 - Community Impact
- Accountability
 - Monitor for effectiveness
 - Build for future initiatives



QUESTIONS?



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