

Helping Your Local Governments Get **IT**



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4 Traits that Ensure Your Local Governments Get It and You Have a Relevant & Engaged Council

- Local governments recognize and accept ownership
- They see their regional council as THE convening point
- Local governments want their regional council at the table.
- Local governments financially support their regional council



Local governments recognize and accept ownership

- Show me a regional council where their owners, the local governments embrace their regional council, and I will show you a good and relevant regional council.
- If they don't accept and embrace it, you will never be relevant.



They see their regional council as THE convening point

- As convener, the regional council can play many roles. It can do no more than call the needed leaders together. Or, it may play a lead or support role in staffing whatever action takes place.
- If your local governments see the regional council ONLY as a place to go get grants for individual jurisdictions, they are not nor probably will ever be the convener which renders them, irrelevant.



Local governments want their regional council at the table.

- I often ask executive directors, “does your phone ring?”
- It is so discouraging to me, when I ask leaders if they call upon their regional council staff in this role, and the answer is NO or WHY?
- Being a player at the table is a real indication of just how significant and relevant a regional council is to its owners, the local governments of the region.
- If they ask you to be at the table, they have confidence that you can assist in addressing their opportunity, challenge or issue.



Local governments financially

support their regional council

- Regional councils are an unusual beast. They are the only organization/business/corporation/industry where the owners are NOT the largest financial contributors.
- Paying Dues.
- Funding local and regional efforts.