



OpenGov & Blaine, MN

Strategic Budgeting & Planning

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The OpenGov Advantage

Ease of Use

OpenGov is an intuitive and easy-to-use cloud-based solution designed specifically for the public sector. Non-technical users can derive value quickly and understand the system with minimal training.

Data Integrity

The OpenGov Cloud brings together financial and non-financial data from across your organization, guaranteeing data integrity across all applications and solutions, from budgeting to operational performance to citizen engagement.

Innovation

OpenGov is a multi-tenant Software-as-a-Service (“SaaS”) which complements existing ERP investments by enabling cutting-edge visualizations and analysis without needing to overhaul the underlying ERP system. And, because OpenGov’s solution is cloud-based, customers automatically receive all updates and improvements to their products as they are released.

Time to Value

Working closely with experts in government finance and technology, OpenGov partners with your organization to ensure a successful deployment in as little as two weeks, delivering cloud-based software that never requires on-premise installation.

The OpenGov ROI

Improved spending power

- 50% reduction in staff hours required to create the budget
- 1% or more of budgets freed up for re-allocation
- Millions of dollars saved due to better financing terms (bond ratings)
- 90% reduction in cost of maintaining external transparency sites

Internal efficiency

- Budgets completed up to a full month earlier than in prior years
- 180 hours per year reduction in time spent producing internal reports
- Inbound information requests cut by 20%

Better citizen engagement and transparency

- 3x increase in online citizen engagement
- Increased buy-in on strategic initiatives and faster budget approvals



50% less time
spent on budget



80% less time
spent on reporting



20% fewer
information
requests



1% of budget
freed for
re-allocation

Partnership Overview

The City of Blaine and OpenGov have been trusted partners since 2015. The scope of our partnership started with building out Financial Reports for internal use, with the plan to launch a public-facing Transparency Portal. After a thorough evaluation in the Winter of 2017 Blaine made the decision to implement OpenGov's Budgeting & Planning suite to streamline the efforts associated with budget creation/collaboration and publication of the budget document. Blaine intends to build its operating, capital and personnel budgets leveraging OpenGov moving forward, which will feed the internal Financial Reports that are automatically pulling information from the City's ERP, New World.

It was brought to OpenGov's attention that Blaine is undertaking some important projects, including elevating its Bond Rating to a AAA and hosting a PGA Tour Golf Tournament in 2019. This presents an opportunity for us to partner on much tighter data tracking, performance reporting and public communications amidst a number of changes on the horizon. We have discussed implementing solutions for the following use cases:

- **Bond Rating Elevation:** *Prepare the necessary materials for the public and ratings agencies to showcase the City's management skills. The City would like to tell a story around its management efficiency, variables it influences in the bond rating process and celebrate its accomplishments under the current Administration. This will furthermore help the City prepare information related to its next Bond Issuance.*
- **Community Preparedness:** *Centralizing the communication efforts to the public on the PGA Tour Event. This incorporates planning efforts, revenue opportunities, community impact, etc.*
- **Public Engagement:** *An ongoing effort to proactively communicate updates to the community, provide data around financial data and service delivery trends and solicit citizen input on planning topics.*

OpenGov is the leader in cloud-based solutions for government. The OpenGov Cloud™ provides easy-to-use, integrated solutions for Budgeting and Planning, Operational Performance, and Citizen Engagement. OpenGov currently serves over 1,900 governments ranging in size from states and large cities like the State of Arizona; Washington, DC; and San Diego, CA; to mid-size cities and counties like Montgomery County, PA; Anaheim, CA; and Columbus, OH; and customers in Minnesota including: Minneapolis, St. Paul, Anoka County, Carver County, Scott County, Plymouth, Rochester and more.

The following document provides a comprehensive overview of the OpenGov Cloud. We look forward to our continued involvement in helping Blaine achieve its objectives.

Kind regards,
Nate Olson

Expertise

OpenGov has successfully served over 1,900 governments. As described above, our leadership team consists of individuals with deep experience in the technology sector, in business, and most importantly in government finance. Because OpenGov focuses solely on governments, OpenGov's software offers a unique (and patented) Chart of Accounts Engine that enables OpenGov's products to map to any government's unique Chart of Accounts' organization. By mapping directly to the customer's Chart of Accounts, OpenGov offers accurate and flexible reporting that is consistent with the customer's prior reporting formats and allows users to drill-down and explore data to the object level. Moreover, because OpenGov knows intimately the intricacies and unique quirks inherent in any government's Chart of Accounts, we have a dedicated team of experts to help you implement the product and get the most out of your investment. As an extension of this patented technology OpenGov has developed best-in-breed solutions that allow for augmentation of your previous technology investments and modernization of current processes.

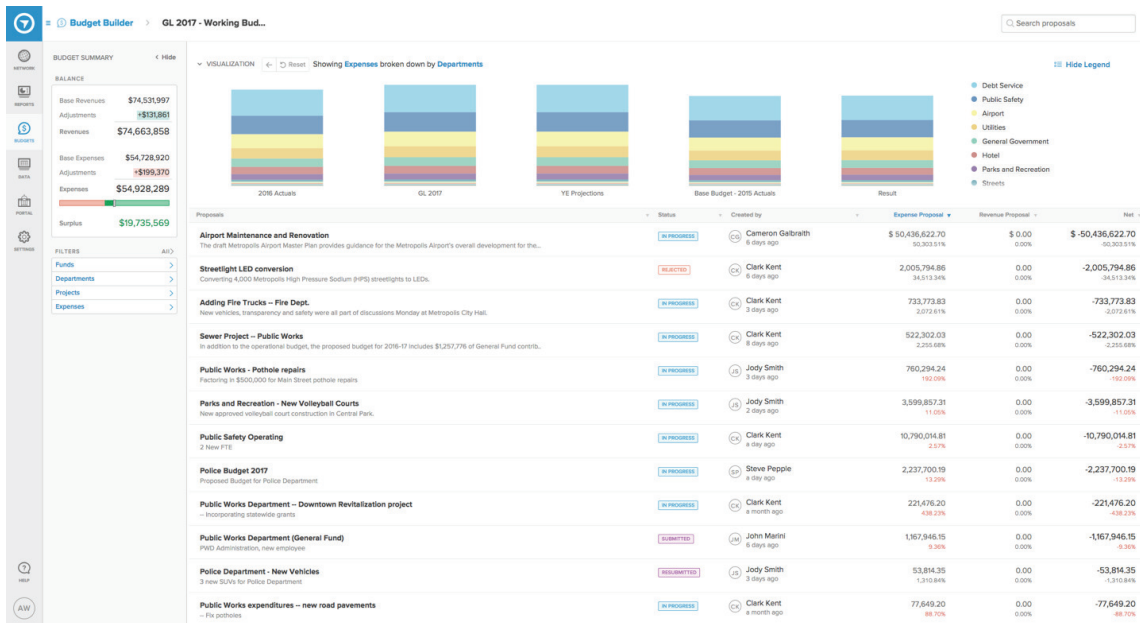
Solution Detail: Budgeting and Planning



The OpenGov Budgeting and Planning Solution streamlines and transforms the entire budget process and facilitates greater collaboration between all stakeholders. It provides value at every phase, from improving collaboration on proposals and department requests, to gaining insight into current performance, to easily publishing the final budget book.

Capabilities

- Web-based, collaborative budget preparation and workforce planning
- Multi-year budgets (up to 6 years)
- Budget cloning and scenario creation
- Employee roster review with centralized, global adjustments
- Workforce planning templates with all standard and government-specific benefits
- Excel add-in for modeling and importing customized values
- In-app commenting and conversations
- Full activity audit trail to track all changes
- Supports proposal attachments in multiple formats
- Integrated reporting (historical financials, budget milestones, budget vs. actual report)
- Role-based access controls
- Automated budget book preparation and publication
- Patented technology to mirror a government's Chart of Accounts and financial structure
- Workforce planning module with position cost templates and global change management



Key Benefits

Improves Collaboration

Budget preparation with OpenGov improves collaboration and the constant coordination and errors associated with budgeting in Excel. With OpenGov, changes made in real-time are reflected immediately in native reports and visualizations, without ever having to worry about backups or conflicting versions.

- **Centralized and easily accessible** – All stakeholders access their proposals or workforce plans and submit them for approval online.
- **Integrated communication tools** – Easily comment on proposals and tag your colleagues with traceable conversations about the budget.
- **Easy sharing** – Collaborators can invite others to view or edit a proposal based on the permissions they determine.

2017 - Working Budget

PROPOSAL SUMMARY

Base Revenues	\$73,150
Adjustments	+\$20,000
Revenues	\$93,150
Base Expenses	\$1,225,689
Adjustments	+\$360,330
Expenses	\$1,586,020
Deficit	\$1,492,870

Proposal to do list...

- ✓ Add proposal details
- ✓ Create operations
- ✓ Submit your proposal

Submitted to budget
Clark Kent
Aug, 29th 2016 at 3:26 pm

Finance and budget seminar series for active residents

The City Manager's office recommends that the City Council sponsor an educational program for residents involved in various civic improvement programs, with the overarching goal of expanding their knowledge of the financial and budget impacts of local decision-making in a "think globally, act locally" paradigm.

A Broader View: City Finance and Budget Process in a more Complex World, is proposed as a series of 6 to 8 evening seminars offered to citizens involved in the Cambridge Leadership Initiative (I-7), Civic Committee on Civic Unity (I-8), and Participatory Budget Program (I-16), and open to the public.

The cornerstone of the program is presentations by internationally known speakers including such luminaries as the honorable Kemal Dervis, The Edward M. Bernstein Scholar, and Vice President and Director of Global Economy and Development. Formerly head of the United Nations Development Programme and Minister of Economic Affairs of Turkey, he focuses on global economics. One of his latest articles, written for the Brookings Institutions, is attached for reference.

Outcomes of the program for each target audience includes:

Supporting Documents

Support your proposal narrative with file attachments.
Supported filetypes: .pdf, .doc, .docx, .zip, .txt, .csv, .xls, .xlsx

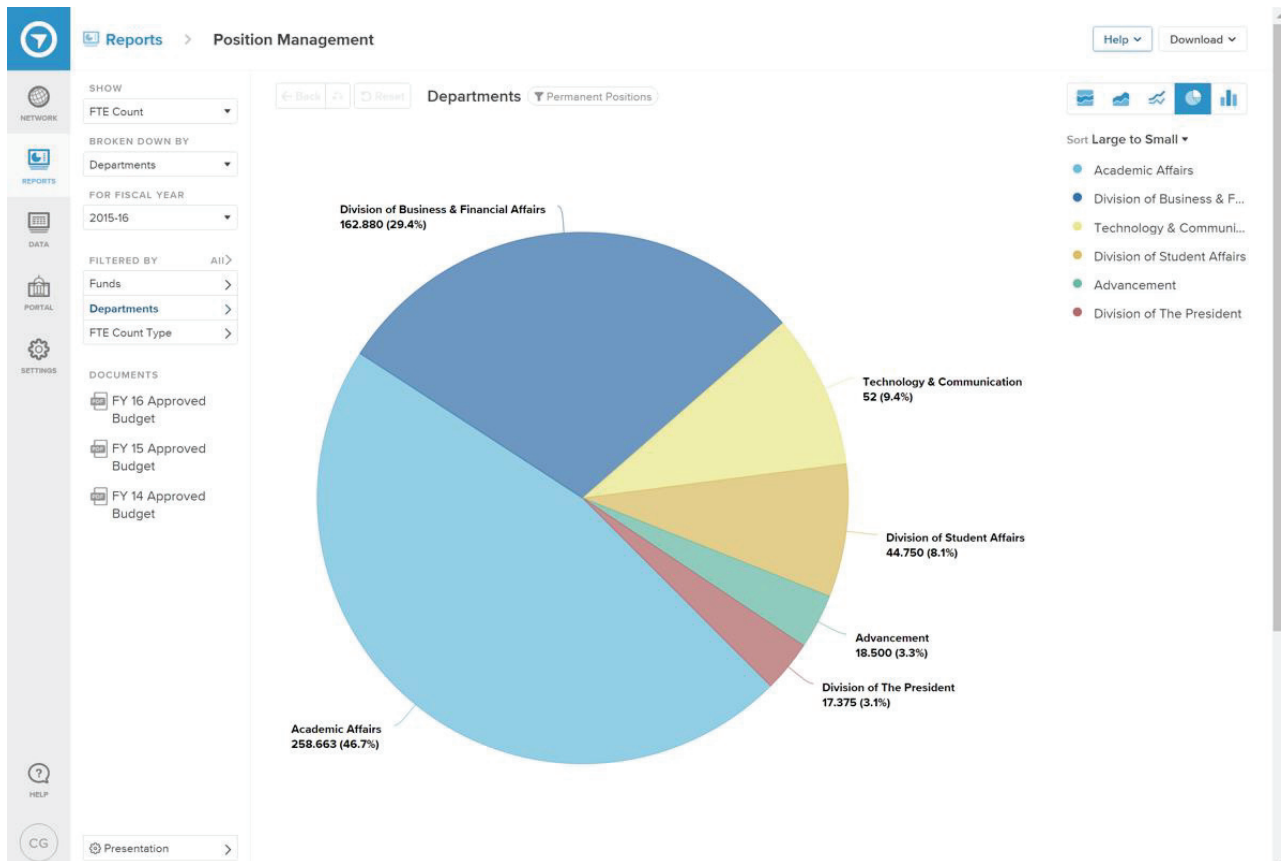
Attachments:

- Accurate_EffectiveFor... (pdf) [Download] [Delete]
- Governing_the_Moder... (pdf) [Download] [Delete]

Deeper Analysis

OpenGov provides transparent, easy access to historical and comparative financial data, to make better decisions around the issues that impact your community and constituents.

- **Integrated reporting** – Kick off your budget process with a complete historical analysis. Easily generate reports and “slice and dice” across your chart of accounts with a click of a mouse. Use multi-fund reporting to uncover insights.
- **Scenario testing** – Analyze spending trends, uncover revenue leakages, perform “what-if” analysis, and spot opportunities to reallocate money more easily.
- **Stakeholder perspectives** – Communicate throughout the budget process to maintain credibility and make mid-process adjustments. Gather feedback from key stakeholders and make changes easily, all through OpenGov’s unified platform.



Streamlined Process

Budgeting is complicated, and OpenGov helps simplify the process by offering a variety of manners in which you can view, arrange, and edit the budget, including by grouping budget proposals by functional area, enabling multiple worksheets per budget proposal, and supporting unlimited proposal attachments in a variety of formats.

Document Publication – Budget book creation is simplified and streamlined with an online workspace to manage the document creation process. Staff can collaborate, edit, and publish the budget book without the headache of conflicting versions, tedious manual updates, or recreating graphs and tables.

2017 - Working Budget

Police Department Operating Budget 2017 Last saved 2 minutes ago

PROPOSAL SUMMARY

Base Revenues	\$0
Adjustments	\$0
Revenues	\$0
Base Expenses	\$1,019,210
Adjustments	+\$61,433
Expenses	\$1,080,643
Deficit	\$1,080,643

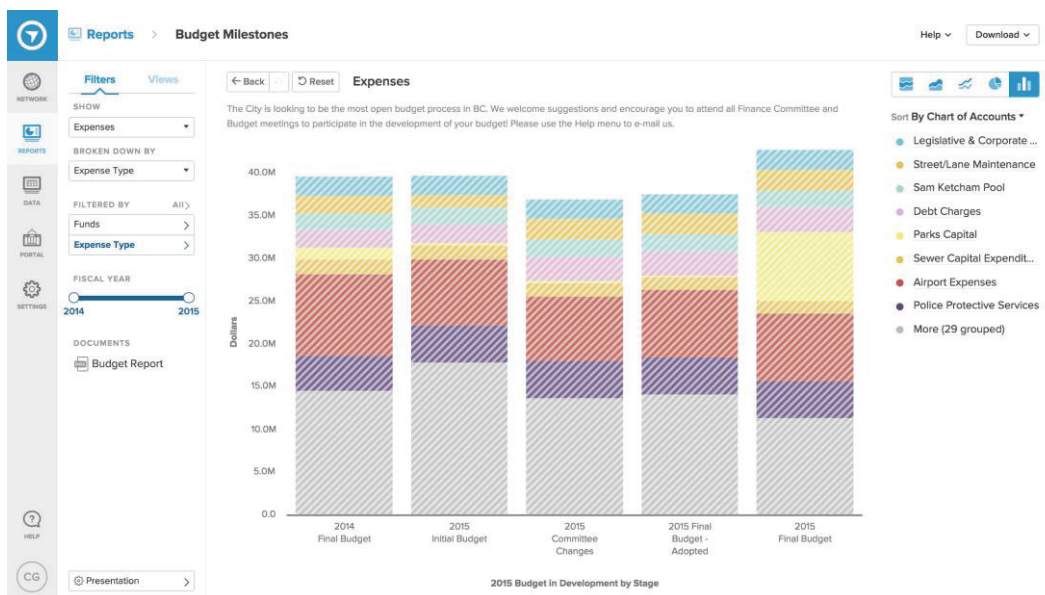
Proposal to do list...

- Add proposal details
- Create operations
- Submit your proposal

Activity

- TS Tom Smith updated the proposed amount in "Op BDG Lines" a minute ago
- TS Tom Smith updated operation line description a minute ago
- TS Tom Smith updated operation line description 2 minutes ago
- SV Sally Vesty commented on this proposal 3 minutes ago
- SV Sally Vesty updated proposal title 3 minutes ago
- SV Sally Vesty updated the proposed amount in "Op BDG Lines" 3 minutes ago
- CK Clark Kent updated proposal description 2 months ago
- CK Clark Kent updated proposal description 2 months ago
- CK Clark Kent updated proposal description 2 months ago

Budget Milestone Reporting - Stakeholders can track budget progress easily, since changes are instantly reflected in integrated reports. Live budget summaries, proposal status details, and an activity log provide up-to-date visibility and insight to keep the process on track.



Centralized Workforce Planning – The current employee roster can be uploaded from Excel or an HCM system to perform all workforce planning in one place.

Adding proposed hires is easy for department heads. All they need is a name title and salary. Benefits are chosen from intuitive drop-down menus and the associated costs are calculated dynamically in the proposal template. Any notes or rationales for a proposed hire are entered directly into the template.

Workforce planning capabilities and templates include standard benefits, such as taxes and health, as well as government specific benefits such as step increases, hazard pay, and pension.

Finance can easily review all proposed hires and compare them against current and planned budget using OpenGov’s powerful reporting. Proposals are then accepted or rejected with the ability to attach comments so all members in the organization can understand the rationale. OpenGov’s software makes workforce planning a dynamic and strategic part of the budget process rather than a static exercise.

3.2.1 Line items in a worksheet

Proposal Summary < Hide

Adjustments include all amounts

Base Revenue \$26,187,334
Adjustments -\$5,000
Revenues \$28,060,602

Base Expenses \$23,976,654
Adjustments -\$0,000
Expenses \$26,702,241

Surplus \$1.3M

Proposal to do list...

- Add proposal details
- Adjust expenses or revenues
- Submit your proposal

✔ Submitted to budget
Connie Maxwell
Oct, 25th 2017 at 1:10 pm

← Back to: Police Proposed 2017-18 | You are in: Budget / Police Proposed 2017-18 / Additional Patrol Officer

Additional Patrol Officer

Initiative: Improved Mental Health Services

Line Items Positions Search

Position Proposal Setup Reset Open Excel

Object	GL September...	GL 2016	GL 2017	GL 2017	Base	2018 Proposed Adjustment - %	Proposed	Description
					\$642,974.00	0	640,146	
***	Salary...	250,366	254,452	271,748	249,201	269,566	261,817	Description
***	Overtime	8,664	10,875	8,000	14,235	6,000	12,000	Description
***	Hospita...	39,863	44,913	46,859	44,698	53,306	45,363	Description
***	Retiree ...	7,012	7,970	8,287	7,965	10,316	8,651	Description
***	Fica	18,560	18,769	21,401	19,364	21,081	20,946	Description
***	Retirem...	30,712	32,940	34,348	33,404	35,015	36,221	Description
***	Worker...	8,068	6,573	7,501	9,676	6,780	7,819	Description
***	Unempl...	149	1,207	1,207	105	90	1,000	Description
***	Uniforms	3,594	2,960	3,750	4,652	3,500	4,750	Description

Solution Detail: Operational Performance

The **OpenGov Operational Performance Solution** enables everyone in an organization to use data and evidence more effectively, track progress, and make more informed decisions, increasing accountability, improving performance, and bettering community outcomes.

Capabilities

- Interactive, visual reporting and analysis for financial and non-financial data
- Static and interactive presentations
- Visualizations, including pie, bar, stacked, line, or percentage graphs
- Custom filters are easily saved and automatically updated when new data is added
- Integrated mapping and geospatial reporting
- Easily configured, customizable dashboards
- Performance measurement with simple KPI setting and tracking
- Easily configurable, customizable dashboards
- Role-based access control enabling multiple levels of data and report permissions
- Access to OpenGov Network™
- Export details directly from OpenGov as an excel, csv, or static image file
- Patented technology that mirrors a government's Chart of Accounts and financial structure

The screenshot displays the OpenGov Reports interface. On the left is a navigation sidebar with icons for Network, Reports, Budgets, Data, Portal, Settings, and Help. The main area is titled 'Reports' and contains a grid of report cards. Each card features a data table, a chart, and a title with an update date. A 'Create New Report' button is located in the top right corner.

\$8,147	\$869	\$4,263	\$2,167	\$8,472
\$816	\$1,144	\$3,162	\$12,517	\$12,517
\$8,416	\$2,815	\$1,729	\$6,251	\$6,251
\$517	\$12,516	\$2,471	\$329	\$1
\$319	\$6,286	\$16,461	\$7,281	\$1
\$549	\$21,153	\$6,723	\$1,941	\$2
\$1,519	\$1,816	\$4,244	\$951	\$

5 Year Capital Improvemen...
Updated October 24, 2016

Annual Balance Sheets
Updated October 4, 2016

Annual Revenues and Expe...
Updated March 10, 2017

Annual w/ Proposed Budget
Updated April 4, 2017

\$8,147	\$869	\$4,263	\$2,167	\$8,472
\$816	\$1,144	\$3,162	\$12,517	\$12,517
\$8,416	\$2,815	\$1,729	\$6,251	\$6,251
\$517	\$12,516	\$2,471	\$329	\$1
\$319	\$6,286	\$16,461	\$7,281	\$1
\$549	\$21,153	\$6,723	\$1,941	\$2
\$1,519	\$1,816	\$4,244	\$951	\$

Assessed Valuations
Updated March 16, 2017

Auditor's Annual View
Updated October 24, 2016

Auditors Balance Sheet
Updated October 4, 2016

Budget-to-Actual
Updated May 4, 2017

Budget-to-Actual, Excluding...
Updated April 11, 2017

City Council Budget to Actu...
Updated April 11, 2017

\$8,147	\$869	\$4,263	\$2,167	\$8,472
\$816	\$1,144	\$3,162	\$12,517	\$12,517
\$8,416	\$2,815	\$1,729	\$6,251	\$6,251
\$517	\$12,516	\$2,471	\$329	\$1
\$319	\$6,286	\$16,461	\$7,281	\$1
\$549	\$21,153	\$6,723	\$1,941	\$2
\$1,519	\$1,816	\$4,244	\$951	\$

Compensated Absences
Updated September 14, 2016

Cumulative Cash Flow Anal...
Updated October 4, 2016

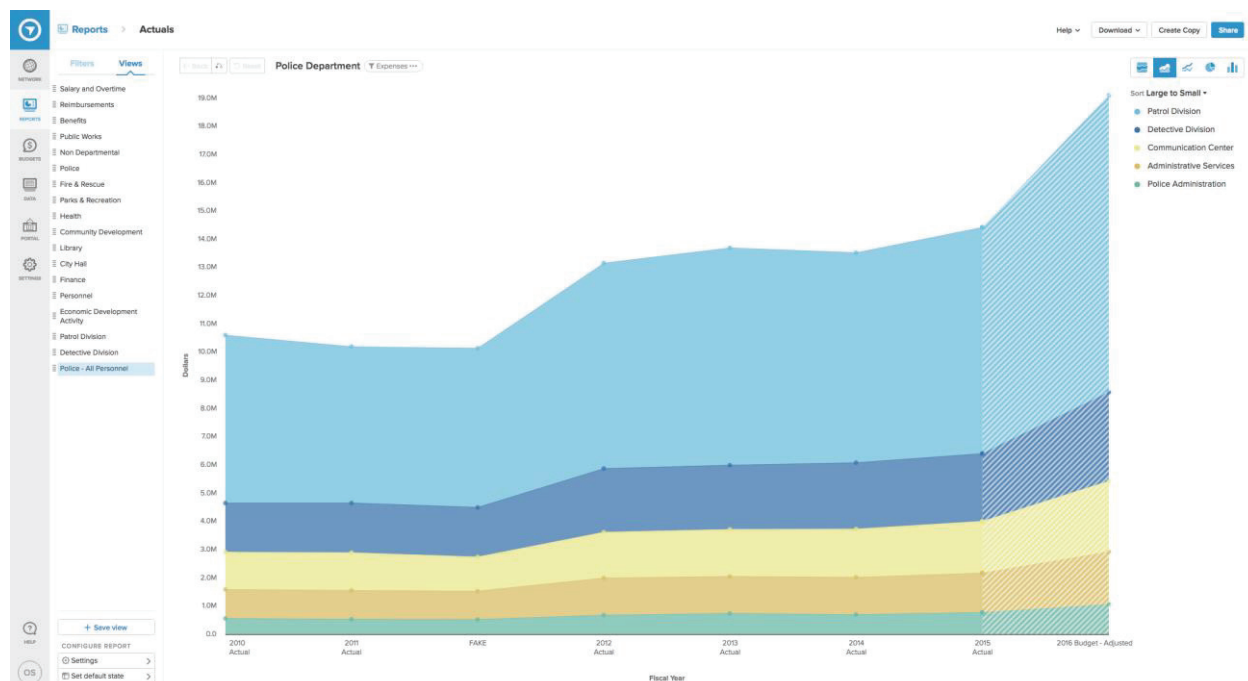
Key Benefits

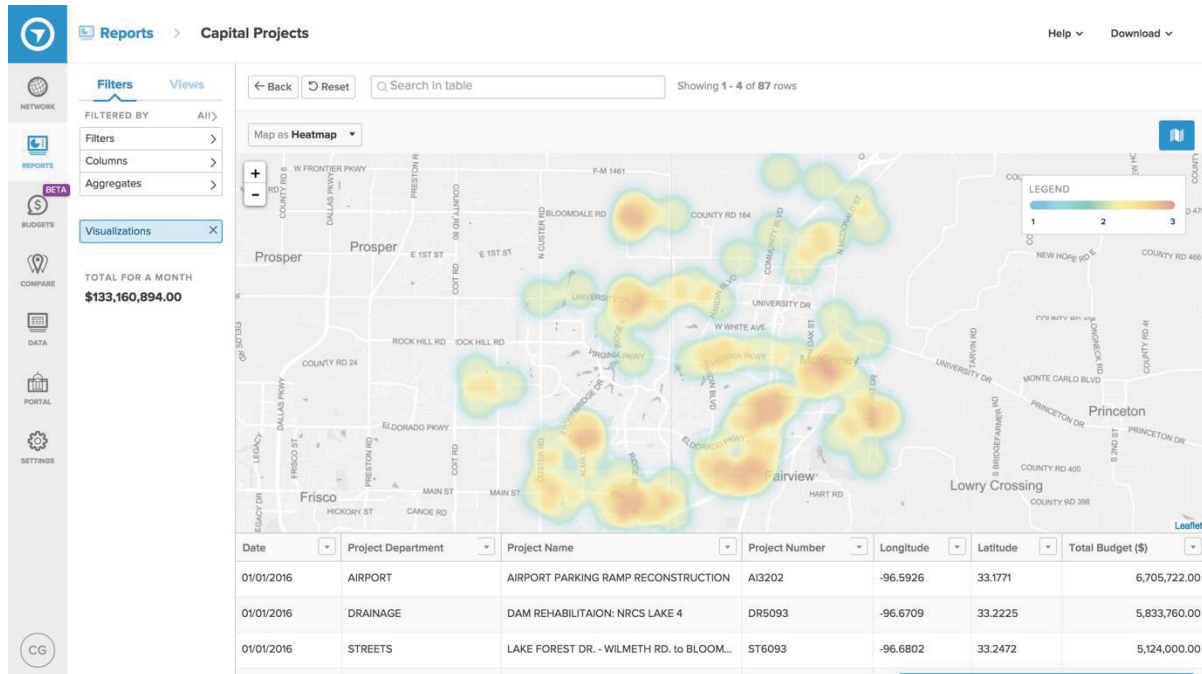
Better, Faster Decisions

Often, the complexity of enterprise software results in a situation in which only a select group of technically minded employees are adept at using the software. OpenGov designs with simplicity and usability in mind and will empower administrators and other employees, regardless of technical background, to access, analyze, and build visualizations.

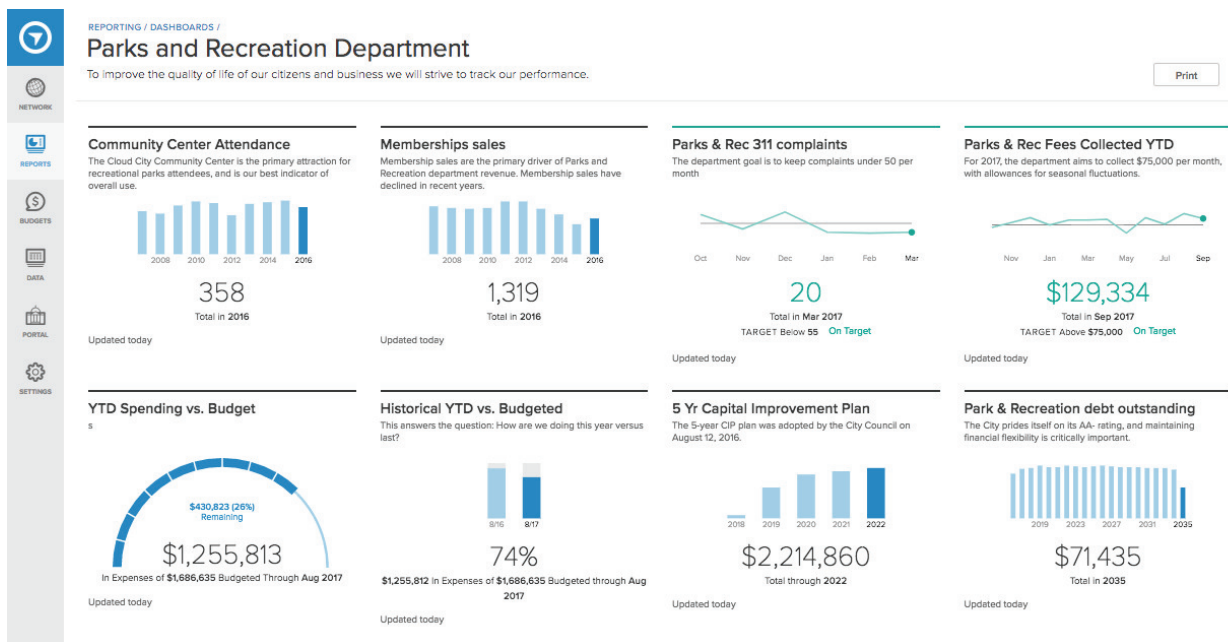
OpenGov reduces manual reporting, data scrubbing, and formatting by providing on-demand access to dynamic, interactive reports and dashboards. Simple, self-service tools empower anyone with access to OpenGov to perform analysis, without burdening IT with data requests, making it easier to discover trends, provide historical context, and find anomalies quickly. High-level dashboards are linked to the underlying data, which enables ad-hoc analysis on the fly.

Both financial and performance reporting is simplified with powerful Chart of Accounts mapping technology that enables easy General Ledger exploration and reporting, for faster insights and better oversight of spending and budget progress. Geospatial (GIS) and performance data is easily incorporated and compared to spending to put results in context and provide critical insights to every part of the organization.





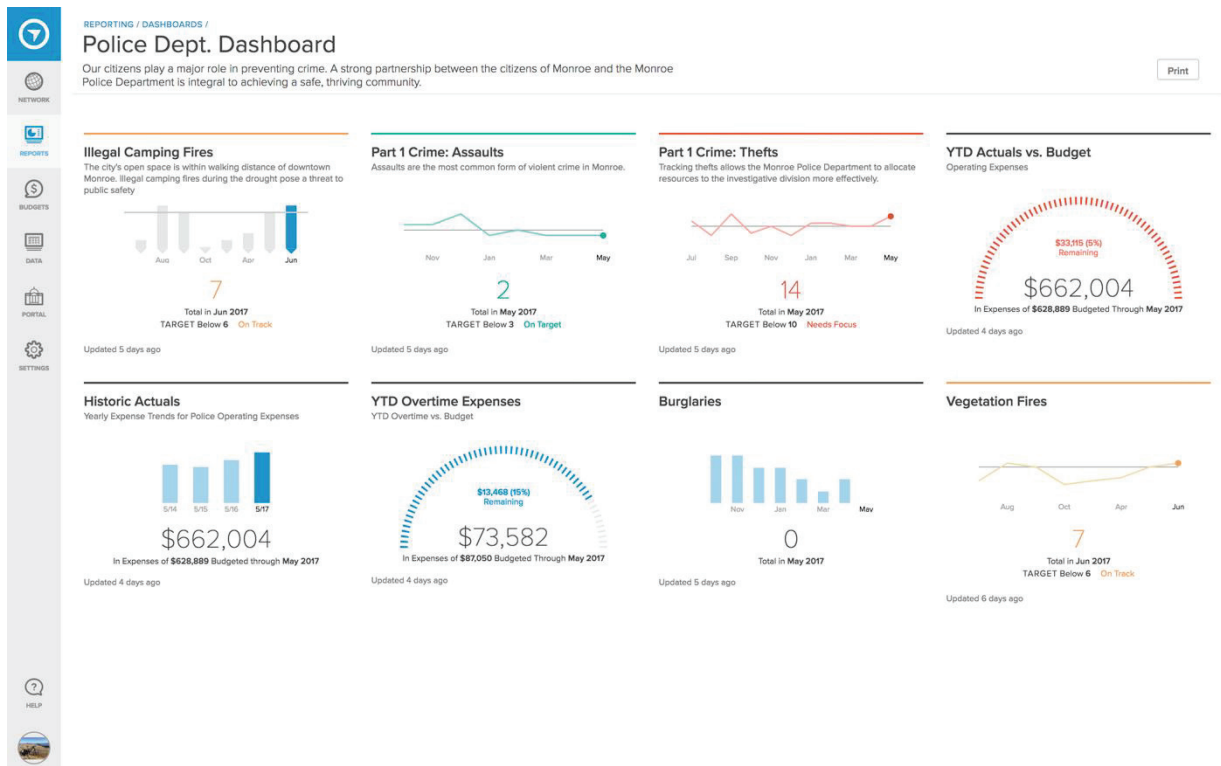
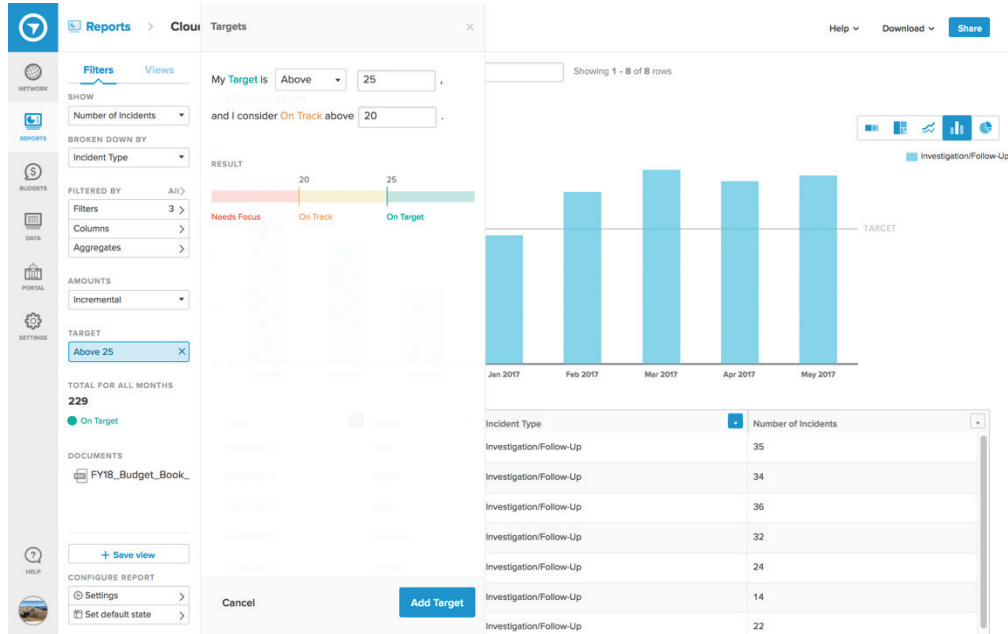
Operational Reports and Dashboards help department heads, finance directors, or city managers oversee their daily operations. These dashboards help leaders track operational metrics, spending, and outcomes in one place.



Improve Accountability and Alignment

OpenGov helps agencies promote accountability and encourage improvements by establishing goals for departments, programs, and initiatives. It's easy to track progress and keep teams aligned and working towards the same shared goals. By having clear and visible metrics in one location, OpenGov helps build trust with elected officials and other stakeholders by demonstrating that programs are on track and progress is being made.

Targets can be set on any data set in OpenGov and progress towards the targets carries through to personalized dashboards.



Reduce time spent creating management reports

Reports and dashboards can be configured to be printer-ready. This enables your organization to share insights and performance across your enterprise, to increase engagement with both tech-savvy employees and employees who prefer paper reporting. Instead of running a custom query, aggregating the data in Excel, and then creating reports in a Word or PowerPoint, create a dashboard and print it on-demand.

The screenshot displays the OpenGov reporting interface. A print dialog box is open, showing settings for printing a report titled 'Waterfront Master Plan'. The dialog includes options for destination (HP LaserJet 500 color), pages (All), copies (1), layout (Portrait), and options (Two-sided). Below the dialog, the dashboard content is visible, featuring several charts and tables. The dashboard is titled 'Waterfront Master Plan' and includes a sub-header 'We are committed to executed on our strategic priorities and our leveraging Cloud technology to track our outcomes.' The dashboard is divided into several sections:

- YTD Expenses vs Budget:** A gauge chart showing \$28,567,414 remaining, with a goal of 50% remaining. The budget through August 2017 is \$43,242,488.
- YTD Revenues vs Budget:** A gauge chart showing \$26,313,090 remaining, with a goal of 50% remaining. The revenue through August 2017 is \$43,944,708.
- Total Monthly maintenance contract costs:** A line chart showing \$70,664,616 for the year 2017.
- General Fund: Cash on hand:** A bar chart showing \$4,276 in cash on hand through August 2017.
- Overtime Expense:** A bar chart showing \$406,938 in overtime expense in 2017.
- Current Year Replacements:** A line chart showing 6 replacements in 2017.

At the bottom of the dashboard, there are three summary cards:

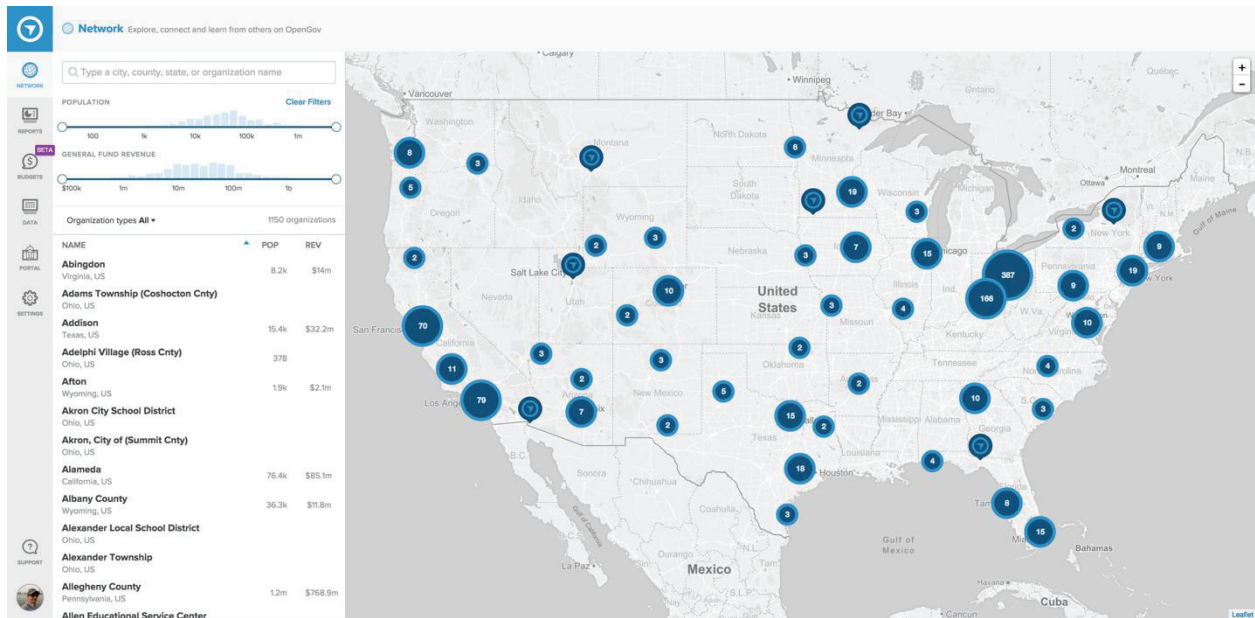
- Position count summary by department:** Updated today | Prorated Budget
- Spending by strategic goal:** Track overall spending towards strategic goals. Updated today | Prorated Budget
- Strategic Goal #1 - Bridge Condition:** Keep an eye on Total Public Safety spending relative to previous fiscal years. Updated 3 weeks ago

Solution Detail: Citizen Engagement

The **OpenGov Citizen Engagement Solution** enables governments to have a two-way conversation with residents, by communicating more effectively and gathering broad community feedback. This helps agencies design and execute budgets and strategic initiatives that are aligned with and informed by citizen expectations and needs, leading to better outcomes and strengthening public trust.

Capabilities

- Transparency and public communication
 - Interactive public reporting of financial and non-financial data
 - Transparency portal with custom URL and branding to organize and share information
 - Interactive, online story builder to add dynamic data tiles, images, videos, text, and other content
- Open town hall
 - Surveys, online forums, live meeting facilitation, and mobile “kiosk” mode to supplement feedback
 - Integrated geospatial, demographic, and other feedback analytics
 - Access to “Open Town Network” of public survey topics
- Managed CKAN open data portal
 - Publish a large variety of data types in a number of formats and visualizations
 - Access to OpenGov Solution Template Library
 - Bundled with certified CKAN extensions
 - Optimized themes and skins for portal
- Access to OpenGov Network™
- Patented technology to mirror a government’s Chart of Accounts and financial structure



Key Benefits

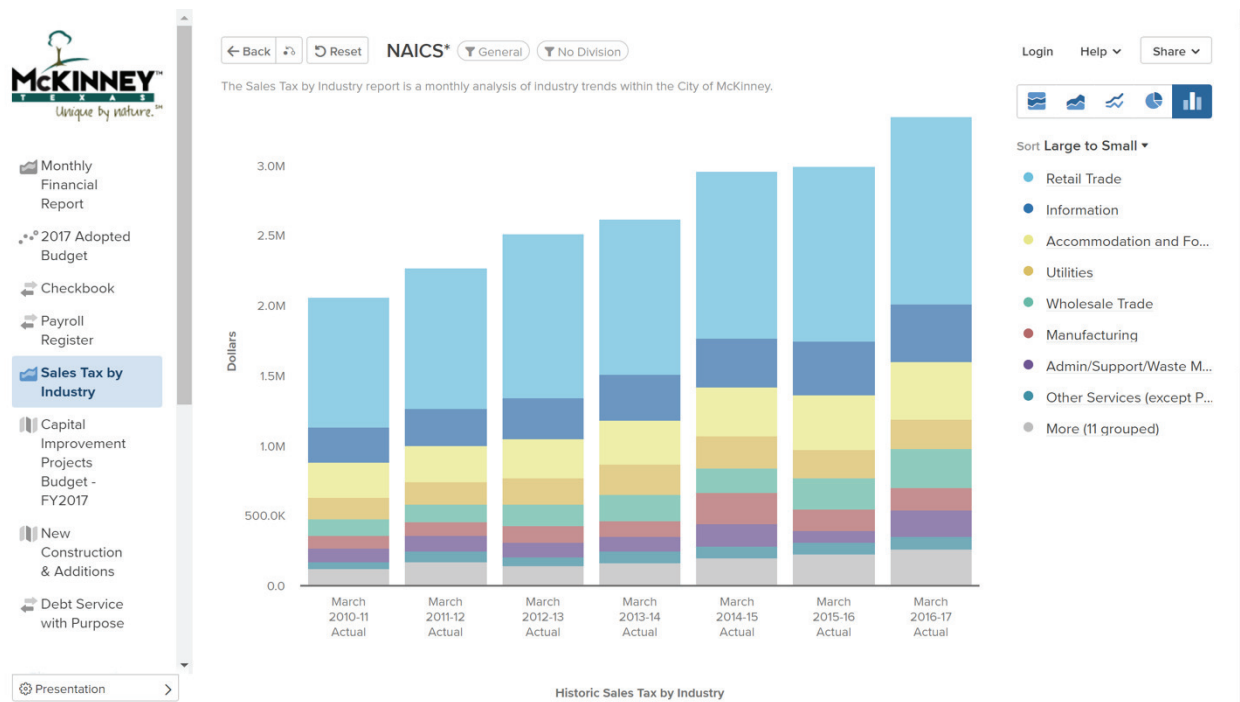
Despite the proliferation of publicly available data, many agencies struggle to effectively communicate with constituents. Many governments lack the tools to access, organize, collect, and publish information that the public can easily access and understand. And budget books, CAFRs, open data, and government websites are often confusing, if and when they reach the right audiences. Social media speeds the spread of misinformation and rumors, and many governments are reactive instead of proactive.

Makes Data Easy to Understand

OpenGov enables the presentation of complex financial, performance, and location data in an easy-to-understand and interactive online portal, allowing the public to explore information easily and reducing the number of public information requests that bog down administrators.

OpenGov has developed proprietary technology that mirrors any organization's financial structure and maps it to a visual reporting engine that takes the mystery out of multi-fund accounting. This allows curious citizens to drill into financial details without bogging down finance staff with ad-hoc requests.

OpenGov facilitates downloading data or exporting it to Excel as well as allowing any visualization to be exported as an image file.

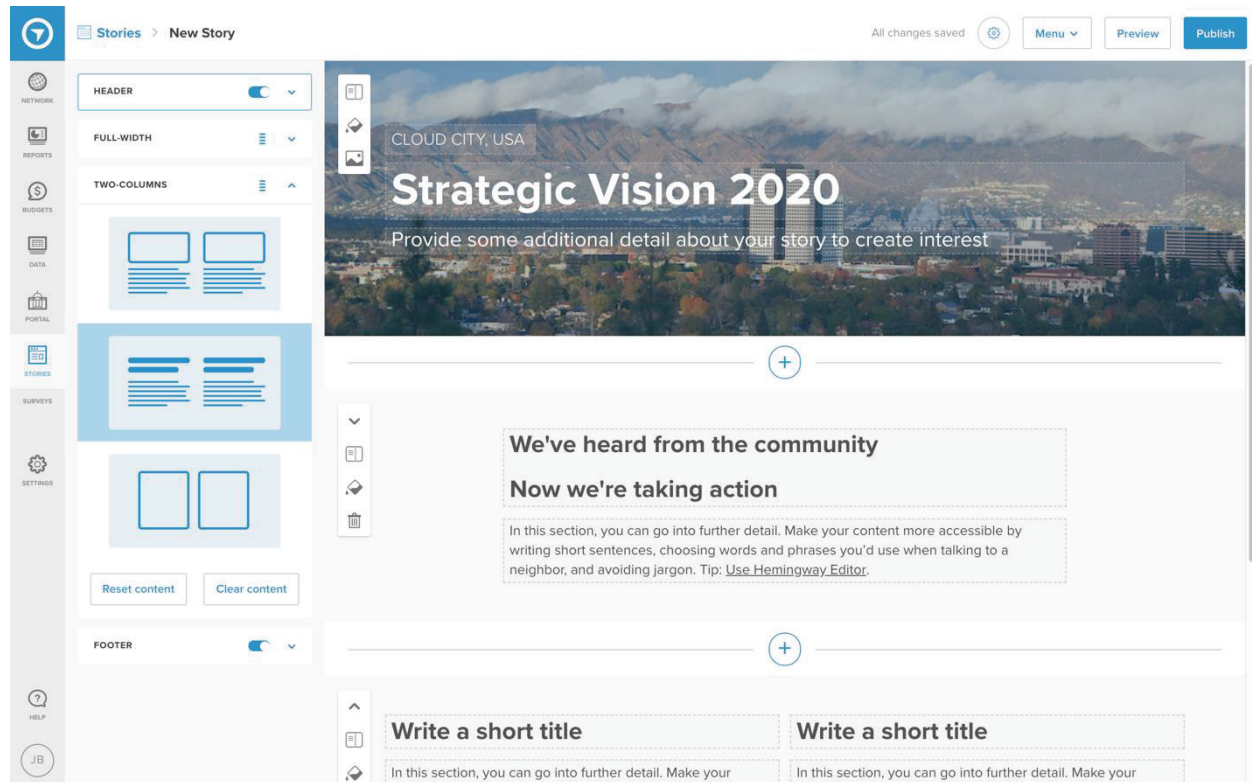


Provide Valuable Context

Interactive, online stories enhance data with images, maps, and narrative context to create content that's easy to understand and gets the word out fast. Compelling web pages can be built in a matter of minutes, without IT support, and published without the need for hosting or additional management.

Pages can be built with a simple drag-and-drop editor employing templates and modules that make content creation incredibly simple. Creators can change colors, font sizes, background images and more to make sure pages match the style of their government's website.

These interactive pages can be used to demonstrate progress on projects and strategic initiatives, improve community education and outreach, enhance council presentations, enable participatory budgeting, and add a public-facing component to a performance management initiative.





How our Streets Measure Up

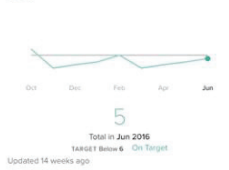
Our shared vision for Cloud City is to provide attractive, safe streets and sidewalks in the neighborhoods where everyone wants to walk and bike for most non-transit travel. Here are our goals related to this mission and how we measure success:

1. Reduce amount of DUI's each month
2. Reduce drug activity within downtown area
3. Respond to all critical reports in a reasonable amount of time



How are we doing?

DUIs



DUI Reports

Goal: Under 6 DUIs per month.
 More than 100 accidents last year were caused by drunk drivers.

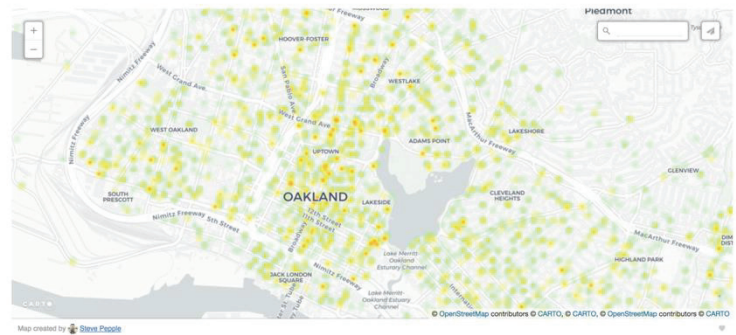
Downtown Drug Activity



Downtown Drug Activity

Goal: Under 50 drug incidents d
 Year to date we are on target

Cloud City Crime Map



Budget Performance

Overtime Spend



Public Safety Expenses



Should police officers wear body cameras?

We want your feedback!

There has been active discussion amongst council for police officers to wear body cameras at all times. But we need your help in deciding if we should move forward.

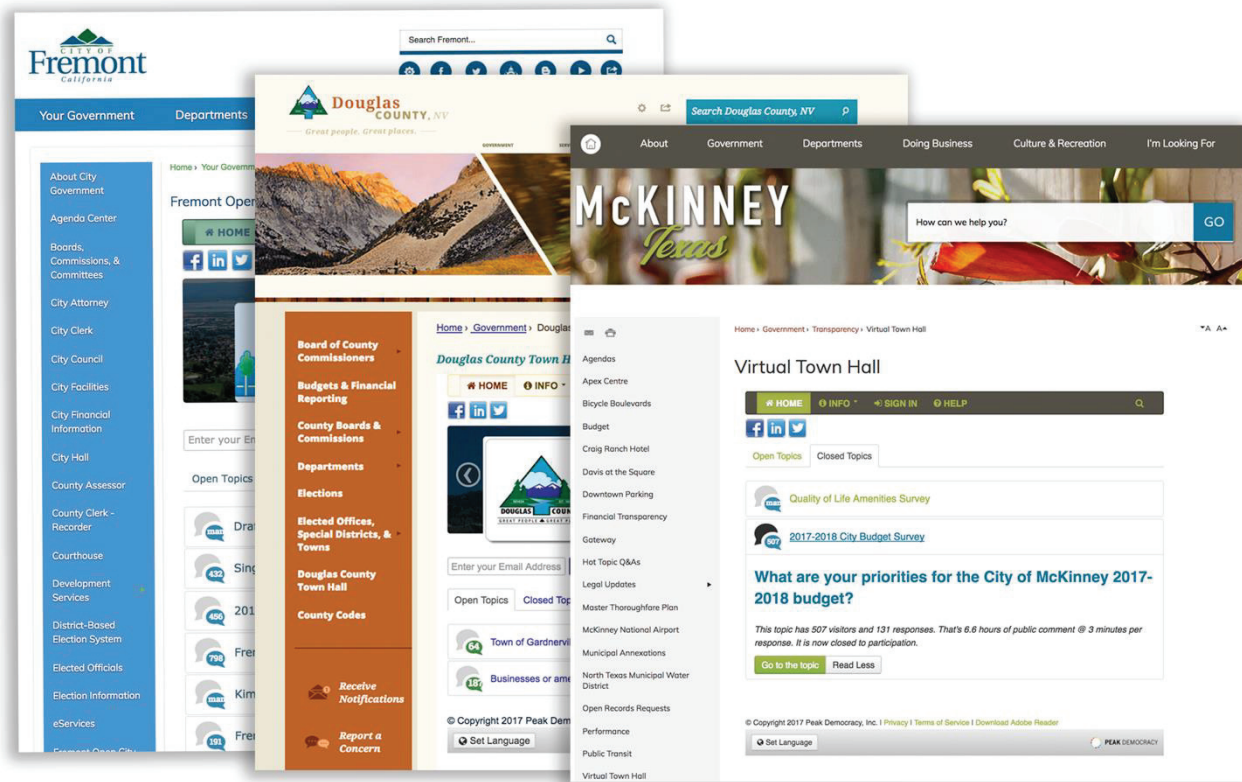
[Click here to voice your opinion](#)

Increase Public Participation

Traditional in-person engagement methods often provide limited and inadequate feedback. Public hearings are not inclusive or convenient enough for most people, especially in a time when people expect to interact online. And feedback collected at hearings is hard to analyze and understand and is often distorted by motivated interest groups.

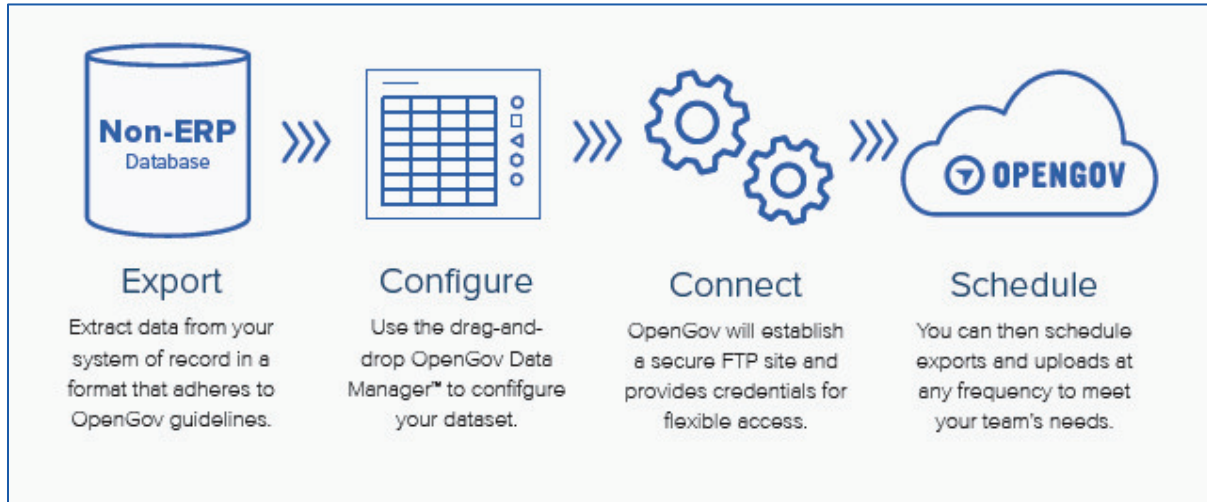
OpenGov helps agencies collect broad feedback from more of the community by supplementing traditional methods with convenient online and in-person options, enabling governments to gather input from residents face-to-face, remotely, at home, or on the go.

Civility monitoring brings the decorum of public hearings to online forums, and built-in analytics helps identify outside influences and provides better insight into factors that would otherwise distort understanding of public opinion.



OpenGov Data Solutions

OpenGov ERP Integrations™ makes it easy to connect your ERP to the OpenGov Cloud™. Automated data transfers cut the need for manual uploads, saving significant time. Direct integration shortens deployment times, maximizes time-to-value, and keeps data synchronized and conflict-free.



Customer Data Requirements

OpenGov requires files to adhere to the following requirements:

- Files must be in .csv format with a single header and no footer rows.
- Data must include one of the following: calendar date, fiscal year, or fiscal year and fiscal period.
- Data must include least one amount or count column, and at least one text/breakdown column.
- Files must remain consistent, and must adhere to the same column name and order.

