

MEETING DATE: November 27, 2006

AGENDA ITEM : Award of a Contract to The Consulting Team for Meeting Facilitation Services and Authorization of a Related Allocation of Appropriated General Fund Reserve.

ATTACHMENTS

- | | <u>Pages</u> |
|--|--------------|
| 1. Additional information about The Consulting Team, LLC | 1-4 |

Dr. Marilyn Manning

Facilitating Positive Change Strategic Planning



"Your participation was key to making our Strategic Plan a reality. We are using it as a blueprint during these difficult budget times to help us focus our resources on the priorities that we established."

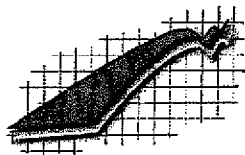
—Karen Burnett
Library Services Director
Mountain View Public Library

"You recently helped the Salinas Valley Fair complete a three-year strategic plan that made a huge difference in the focus and enthusiasm of our board and staff. I am pleased to recommend you."

—Judy Hostetler
Board President
Salinas Valley Fair

Partial Client List

Adobe, AT&T, Catholic Healthcare
West, City of San Jose and 30
other cities, Deloitte & Touche,
Dow Chemical, General Electric,
GTE, Johnson & Johnson,
Lockheed, Lucent, NASA,
National Semiconductor,
Packard Foundation,
Stanford University Hospital,
Symantec, United Airlines, USGS,
VISA USA



Strategic thinking and outcome-based planning can realign your organization or team for strategic change. Discover how to set realistic objectives, targets, strategies, performance measures, and implementation. Help your team become more focused and productive by using easy to implement strategy tools.

The Strategic Planning Process can Include:

- creating organizational or team visions
- focusing on solutions for the organization's issues
- developing skills in writing, organizing, and monitoring the plan
- reviewing existing objectives, mission, vision, and values
- using step-by-step planning templates
- implementing organizational assessments
- identifying critical issues and measurable solutions

All successful leaders have a vision for their businesses, projects or teams. In fact, you wouldn't be a leader if you didn't have vision; if you couldn't see exciting possibilities in your product or services.

Creating a Vision
by Marilyn Manning

You can learn easy to follow principles that will help you to plan strategically. Strategic planning brings to light the potential and possibilities of your organization.

Topics to be Addressed:

- key steps in strategic planning
- updating templates for project vision
- conducting environmental score
- building stakeholder buy-in

Marilyn Manning, Ph.D., CSP, CMC, is one of only 18 international speakers holding both certified management consultant (CMC) and certified speaking professional (CSP) designations. Marilyn has authored 7 business books, which have been published in eight languages. She has delivered over 1000 speeches and trainings to more than 300 clients.

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Non-Profit & Government Fee Schedule The Consulting Team, LLC

Speeches

Location	1-3 Hour
SF Bay Area	\$4000
California	\$5000
USA	\$6000
International	\$7000

Workshops & Management Consulting

Location	Per diem
SF Bay Area	\$3200 (1-3 hrs. \$2000)
California	\$4000
USA	\$5000
International	\$6000

Coaching

Hourly Rate \$400 with 2 hour minimum

Travel expenses are added to all rates.

The Consulting Team, LLC has additional associates with fees that are 10%–30% less than Dr. Manning's. Please contact us if you would like to consider one of our associates.

"Your ability to help people recognize a problem, even if they are a part of it, and then come to a mutually agreed upon resolution is a reflection of your high degree of professional skill and empathy. We are deeply appreciative for your help."

—William Normark, U.S. Department of the Interior

Workshops

Managing Change, Leadership, Management 101, Conflict Mediation, Communication, Team Building, Meeting Facilitation, Customer Service

Consulting Services

Leadership Coaching, Conflict Mediation, Facilitation of Meetings and Retreats, Team Building, Strategic Planning, Anger and Stress Management

Speeches

Leading Change, Managing Conflict, Leadership Styles & Effectiveness, Building Better Teams



Dr. Marilyn Manning, CEO
The Consulting Team

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Municipalities

City of Albany
City of Atherton
City of Benicia
City of Berkeley
City of Campbell
City of Concord
Town of Danville
City of Daly City
City of El Cerrito
City of Emeryville
City of Foster City
City of Fremont
City of Fresno
City of Gilroy
City of Greenfield
City of Hollister
City of Livermore
City of Los Altos
Town of Los Altos Hills
City of Menlo Park
City of Milpitas
City of Modesto
City of Morgan Hill
City of Mountain View
City of Newark
City of North Las Vegas, NV
City of Oakland
City of Palo Alto
City of Petaluma
City of Piedmont
City of Pleasant Hill
City of Pleasanton
City of Redwood City
City of Reno, NV
City of Sacramento
City of San Pablo
City of San Ramon
City of San Fernando
City of San Jose
City of San Mateo
City of Santa Clara
City of Santa Cruz
City of Sedona, AZ
City of South San Francisco
City of Tracy
City of Walnut Creek

Counties

County of Alameda
County of Contra Costa
County of Humboldt
County of Monterey
County of San Mateo
County of Santa Clara
County of Santa Cruz
County of Solano
County of Eureka
County of Ventura

Districts

AC Transit
Alameda County Waste Management Authority
Bay Area Air Quality Management District
Castro Valley Sanitary District
Dominguez Hills Water District
Dublin - San Ramon Services District
East Palo Alto Sanitary District
Easy Bay Municipal Utilities District
Hayward Area Recreation and Park District
Mid Peninsula Regional Open Space District
San Jose Redevelopment Agency
Santa Clara Valley Water District
West Bay Sanitary District

State and Federal

NASA
United States Department of the Interior
United States Geological Survey
United States Navy
United States Postal Service
Malaysian Federal Government

Libraries

Alameda County Library Foundation
California State San Bernardino Library
City of Benicia Public Library
City of Menlo Park Public Library
City of Mountain View Public Library
City of Palo Alto Public Library
City of Redwood City Public Library
City of San Jose Public Library
County of Solano Library
Contra Costa County Library System
Dr. Martin Luther King Jr. Library
Sacramento County Public Law Library
Santa Clara Library Foundation

Chambers and Associations

ABAG
Arizona Municipal Clerks Association
CA Assoc. Chamber Executives
City Clerks of CA
Los Gatos Chamber of Commerce
Mountain View Chamber of Commerce
San Mateo Area Chamber of Commerce
Tracy Chamber of Commerce
United States Chamber of Commerce

Associations and Boards

ABAG & Consortium of
San Mateo County Cities
Arizona Municipal Clerks Association
Association of California School Administrators
California Association of
Chamber of Commerce Executives
California Correctional
Peace Officers Association
California Parks and Recreation Society
City Clerks Association of California
City Clerks Association of California & Arizona
Commission on Peace Officers
Standards & Training
Cupertino Educational Endowment Foundation
Federal Managers' Association
League of California Cities
Super Cal

Other

Agua Caliente Band of Cahuilla Indians
Tribal Council
Monterey County Fair
Salinas Valley Fair
Santa Cruz County Fair