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**CALIFORNIA SOCIETY OF
MUNICIPAL FINANCE OFFICERS
(CSMFO) 2022 ANNUAL
CONFERENCE**

**How to Handle Complicated
Costing Conversations**

2/17/2022

PRESENTED BY:

Peter J. Brown & Kim Sitton

Advanced Costing: How to Handle Complicated Contract Costing Conversations

California Society of Municipal Finance Officers (CSMFO) 2022 Annual Conference | February 17, 2022

Presented By: Peter J. Brown & Kim Sitton

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How to Handle Complicated Costing Conversations

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Costing and Labor Organizations: A Finance Director's and Labor Negotiator's Perspective

LCW

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Finances Are Foundational



Capturing “All” Costs



Difficult Costing Conversations



Identifying & Explaining Assumptions



Pension & OPEB Costs



Overtime



Multi-Year Costing



One-Time Money



Getting Creative



Governing Body Direction on Economics



Advanced Costing: How to Handle Complicated Contract Costing Conversations

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Thank You!

Peter J. Brown

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