

Title	Where Did The Money Go?: A framework for thinking about how we spend our resources
Duration	90 minutes
Recommended Audience	Board Members, Executive Directors, Financial Managers
Synopsis	One of the master intellects of the 20th Century, Nobel Laureate Milton Friedman, developed a framework for examining efficiency from the standpoint of the incentives that govern the use of resources, particularly money. His matrix considers two factors; <i>Who Pays The Costs?</i> and <i>Who Gets The Benefits?</i> This seminar will provide tools to understanding what drives spending decision within an organization. In addition, discussion will focus upon some creative strategies for developing incentives that can reduce costs while increasing both quality and quantity..
Learning Objectives	By the end of this session, participants will be able to: <ul style="list-style-type: none">• Explain the Decision Matrix• Identify the main incentives on their spending• Develop one strategy to introduce new incentives into their work
Presenter Biography	For the past 25 years Michael Brand has built effective nonprofit organizations in places as diverse as Montana, Florida, California as well as the Czech Republic and Australia. A resident of Bellefonte, Michael provides consultation and development services to a wide array of nonprofit organizations across the USA with a specialization in Good Governance, Fiscal Sustainability, and Performance Management. In addition to a private practice, Michael also serves as a Program Officer with the Erie Community Foundation running their organizational performance project.
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