2017 ROMA Conference

Feedback & Focus Group Session



Overview of LAS

What is LAS & What Do They Do?

LAS is a corporation of the Association of Municipalities of Ontario (AMO)

Offers competitively-priced and sustainable business services to Ontario municipalities and the broader public sector

We seek out innovative and creative services and partnerships that:

- > are beneficial to our municipal customers;
- do not compete directly against local government purchasing cooperatives;
- make sense to aggregate at an association level;
- are not simple procurement initiatives or product endorsement programs



LAS Programs & Services

How Can LAS Help My Municipality?



Energy Services

- Energy Planning Tool
- Energy Training & Workshops
- Recreation Facility LED Lighting Upgrade
- Streetlight LED Upgrade



Commodity Procurement

- ❖ Electricity
- ❖ Fuel
- ❖ Natural Gas



Asset Management

- ❖ Fleet Management
- ❖ Roads Assessment



••••

LAS Programs & Services (Cont'd)

How Can LAS Help My Municipality?



Administration

- Closed Meeting Investigations
- Group Benefits
- ❖ Home & Auto Insurance
- ❖ Municipal Risk Management
- ❖ Sewer & Water Line Warranty



Investments

- ❖ Money Market
- ❖ Bond
- Corporate Bond
- Equity
- High Interest Savings Account (HISA)
- Investment trainings



••••

The Evolution of LAS...

Its our 25th Anniversary in 2017

1992

Natural Gas

Streetlights

Cellular Phone Service

Group Benefits

Water Treatment Chemicals 2000

Natural Gas

Investments

Pepsi Program

Payphones

Computers

Long Distance

Auto Insurance

Leasing

Market Partners Affinity
Program

2017

Investments

Capacity Building - trainings

LED Streetlights

Recreation Facility Lighting

Energy Planning Tool

Electricity + Natural Gas

Fuel Purchasing

Closed Mtg. Investigator

Home + Auto Insurance

Group Benefits

Risk Mgmt. Education

Sewer & Water Line Warranty

Roads Assessment Service

Fleet Management



Our Mandate...

To help you...

Save Money, Make Money & Build Capacity!



Questions

What are your biggest challenges?



Goods and Services

What is different for municipalities?

Most costly?

Opportunities to aggregate?



Questions

What other goods/services might you procure if you had more staff capacity or the right program partner?



What are needed networking or education opportunities for the sector?



What does Asset Management mean to your municipality?

Are there any asset areas where you need assistance?



For those of you who use an LAS Program/Service, what is the benefit of LAS?



Comments/Feedback?



