

Drucker Institute / Funkhouser & Associates

Public Sector Services for: Planning, Implementation and Financing

February 2022



Manage with courage.

Public Sector Planning & Implementation Roadmaps

Policy design, financing, and impact advisory services

THE “WHAT”

- Helping communities make catalytic investment in people and places
- Mapping out outcome-focused, evidence-based, and locally driven strategies for implementing and executing grants
- Designing and refining regional community wealth-building plans that are transparent and equitable and based on successful models of economic development

THE “HOW”

- Advising local governments on federal reporting guidelines and funding eligibility
- Designing initiatives that meet performance requirements and policy priorities
- Building capacity through fiscal and management expertise to help connect the dots between strategic vision and tactical roadmaps



Dr. Mark Funkhouser
Funkhouser & Associates



Lawrence Greenspun
Drucker Institute



“The task of leadership is to create an alignment of strengths in ways that make a system’s weaknesses irrelevant.”

—Peter F. Drucker

Team the complementary strengths of the Drucker Institute and Funkhouser & Associates with your agency’s unique assets to produce results for the people and communities you serve.

Our two organizations work from a foundation of trust built through collaboration, relationships and a shared focus on partnerships that can help you turn challenges into opportunities.

The [*Drucker Institute*](#), a nonprofit social enterprise based at Claremont Graduate University in Claremont, California, has trained thousands of government leaders through our [*Drucker Playbook for the Public Sector*](#) and provided strategic planning and implementation services for public and multi-sector initiatives across the country.

Our performance- and values-focused processes turn time-tested ideas, steeped in the teachings of Peter F. Drucker, into practical tools that help government leaders and their teams identify opportunities, establish priorities, engage community stakeholders, detail objectives and action-steps, and track measurable outcomes for assessment.

All of our work is focused on using the JODIE Values (Justice, Opportunity, Diversity, Inclusion, and Equity) to achieve what Peter Drucker said was the ultimate goal of his work—a better functioning society.

Funkhouser & Associates is a consulting firm founded on the idea that we can build better government by building trusted relationships among communities and with government partners.

Combining the perspective of a city mayor, appointed official, performance auditor and fiscal policy expert, Mark Funkhouser's signature candid, renegade style has made him a trusted confidante among his local-government peers. He and his team of analysts and advisers are fluent in navigating budgets and can offer advice on aligning them with policy priorities.

Policy is aspirational. F&A works across sectors to help connect the dots between policy and process, between population data and improved community outcomes, between technology and more human-centered government. Armed with decades of 360-degree experience in the inner workings of how policy is built, funded, and enacted, we help public sector leaders develop strategies and partnerships to further their policy goals and foster innovation.

The American Rescue Plan Act (ARPA), the Infrastructure Investment and Jobs Act (IIJA) and other funding opportunities have the potential to be a game-changing investment for communities across the country.

However, in addition to grappling with the complexities and rules around accessing and implementing these grants, governments are also faced with historic challenges on the ground: economic recovery, unprecedented staffing shortages, climate and public safety threats, social division and eroding trust in government.

Moving the needle on these issues requires imagining and implementing new and creative ways to invest in local capacity-building and prosperity. Each community must find areas and strategies where investment would generate the most positive, equitable and self-sustaining impact.

“My leadership team and I used insights from the Drucker Playbook to establish and clarify priorities. All in all, the Playbook played a key role in helping us deliver services that empower everyone to thrive.”

—**Pete Buttigieg**

*Secretary, U.S. Department of Transportation
& Former Mayor of South Bend, Indiana*



“The same essential leadership and management lessons that Lawrence and the Drucker team previously shared in a virtual or classroom setting will now be learned and applied through execution on specific programs and services, maximizing outcomes for both internal professional development and external impact in the community.”

—**Linda Delaney**

*Former Learning Coordinator, City of Memphis,
Tennessee, Office of Talent Development*

“The devil is in the details when it comes to ARPA and IIJA funding and using it impactfully. F&A is working with local government and private sector partners to help them identify ways to access funds and target them to the biggest challenges and priorities in their communities.”

—**Michael A. Nutter**

Former Mayor of Philadelphia



To learn more, please contact

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