

10. What is your most preferred method of financing?

- 17% A. Lease Purchase/Certificates of Participation
- 26% B. Direct appropriation with carry over
- 20% C. Annual appropriation based on anticipated expenditures each year
- 7% D. One time grant funding
- 7% E. Break open the piggy bank
- 22% F. Public/private partnership

11. The work performed by this system can be outsourced to a third party, though it must be highly secure and accessible. This method of financing would work because...

47% A. The upfront costs can be amortized over the operations budget

22% B. The approval process for funding is less onerous and more likely to be achieved (outsourced versus state owned)

10% C. The likelihood of shared costs is higher

10% D. I prefer to own and operate all systems within my control

11% E. There is no advantage or disadvantage

12. You hope to receive federal and state funding to build this system. Cost sharing with the federal government is..

- 48%** A. Difficult based on the regulatory and accounting issues attached
- 12%** B. Great, dramatically cuts state general fund costs
- 21%** C. Ok, but achieving any match has proven difficult
- 19%** D. Wishful thinking

13. (State Attendees Only) You are considering a long term public/private partnership to implement and operate the new system. Your greatest obstacle is..

- 5%** A. Accountability on the private partner side
- 11%** B. Accountability on the state side
- 18%** C. Ability to enter into long term relationships
- 26%** D. Public perception/competitor concerns
- 39%** E. Procurement process

14. (Corporate Attendees Only) You are considering a long term public/private partnership to implement and operate the new system. Your greatest obstacle is..

- 1% A. Accountability on the private partner side
- 19% B. Accountability on the state side
- 12% C. Ability to enter into long term relationships
- 3% D. Public perception/competitor concerns
- 49% E. Procurement process
- 15% F. Significant Business Risk Presented

15. A multi fund source approach may be your only hope. It includes Federal grants, general fund, local public participation and private sector collaboration and some financing for up front expenses. You choose to...

28% A. Pursue the approach, I am positive I can manage the complexities and be successful

45% B. I am very cautious, satisfying everyone is difficult

2% C. I do not need the hassle

26% D. It has failure written all over it

16. Despite our best efforts, changing regulations and new requirements have caused cost overruns. You choose to move forward with the project and seek additional funding. Your preference at this point is....

- 6%** A. Lease Purchase/Certificate of participation
- 44%** B. Partner with the vendor to share cost overruns
- 36%** C. Seek direct appropriation
- 7%** D. Pursue grant funding
- 8%** E. Pray for a gift!