



JANE DEE HULL  
GOVERNOR

THOMAS J. BETLACH  
DIRECTOR

## OFFICE OF THE GOVERNOR

OFFICE OF STRATEGIC PLANNING AND BUDGETING

1700 West Washington, Suite 500, Phoenix, Arizona 85007

Phone: (602) 542-5381 • FAX: (602) 542-0868

January 1, 1998

Dear Agency Director:

I am pleased to transmit the *1998 Managing for Results Handbook*. This is the third revision of the state's guide to strategic planning and performance measurement development.

All amendments to the recently enacted budget reform legislation, Laws 1997, Chapter 210, have been incorporated into this handbook.

Other changes in the Handbook include:

- A revised strategic planning model.
- An expanded section on Performance Measures, with separate sections on categories of measures and benchmarking.
- Additional worksheets for selecting performance measures and for data collection.

The Handbook is also available on the World Wide Web. The Home Page for the Governor's Office of Strategic Planning and Budgeting can be found at: <http://www.state.az.us/ospb>.

My staff and I look forward to working with you as implementation of the Arizona budget reform legislation continues. On behalf of the Governor and our entire staff, I want to express my appreciation for your cooperation and patience as this process evolves.

If you need further assistance, or have any questions about this Handbook, please contact Rebecka Derr at 542-5392.

Sincerely,

Thomas J. Betlach  
Director

c: Governor Jane Dee Hull  
Richard Stavneak, JLBC Staff Director