

### MAKM COMPETENCE

- Build the Case
- Big Ideas
- Four Key Competencies
- Break (3:15 p.m.)
- Panel
  - Ryan Construction/Vendor Diversity
  - District 1 Planning Council/Organizational Inclusiveness
  - W. Haywood Burns Institute/JDAI Deep End
- Resources
  - Metric of Urgency®/Tableau®
  - How to Measure Anything
- Social Hour

- Recognize data and information competence, then build a case for developing it.
- Identify data and information processes that create value for diverse stakeholders while achieving organizational success.
- Design measurement, analysis and knowledge management changes that will help you get meaningful diversity, inclusion and equity results.

#### Share in Pairs:

- Name & Organization
- What do you want to get out of this workshop?
- Agree to help each other get those things

### Key Definitions & Concepts

# CultureBrokers Equity Theorem™

(Diversity + Inclusion) x Discipline = Equity™

Results



Successful Outcomes for All (Parity)

Difference Results



Difference Behavior Results



Difference Behavior Rigor Results



### PREPARE Series = Discipline Tools

- Self-control.
- Following rules.
- Activity, exercise, or a regimen that develops or improves.

### Provides structure and guidance for

- Policies
- Practices
- Situations

### The Case for Building MAKM Competence

### MAKM Competence Definition

Effectively measuring, analyzing and reviewing performance and managing organizational knowledge to drive improvement.

(Adapted from "Insights to Performance Excellence 2017 - 2018", Mark L. Blazey)

# **Bo Thao-Urabe**Executive and Network Director

@CAALMN



### Coalition of Asian American Leaders (CAAL)



A multi-ethnic, multi-sector and multi-generational network of Asian Minnesotan leaders harnessing our collective power to improve the lives of community by:

- Supporting, equipping and uplifting leaders,
- Advancing shared community priorities of education & economics through policy advocacy, community engagement and mobilization, and illuminating research and stories that uplift the voices of those who are most impacted, and
- Building alliances and collaborations to achieve equity and justice.

# What is America's favorite pie?



### Video

https://youtu.be/8pHzROP1D-w?t=12s

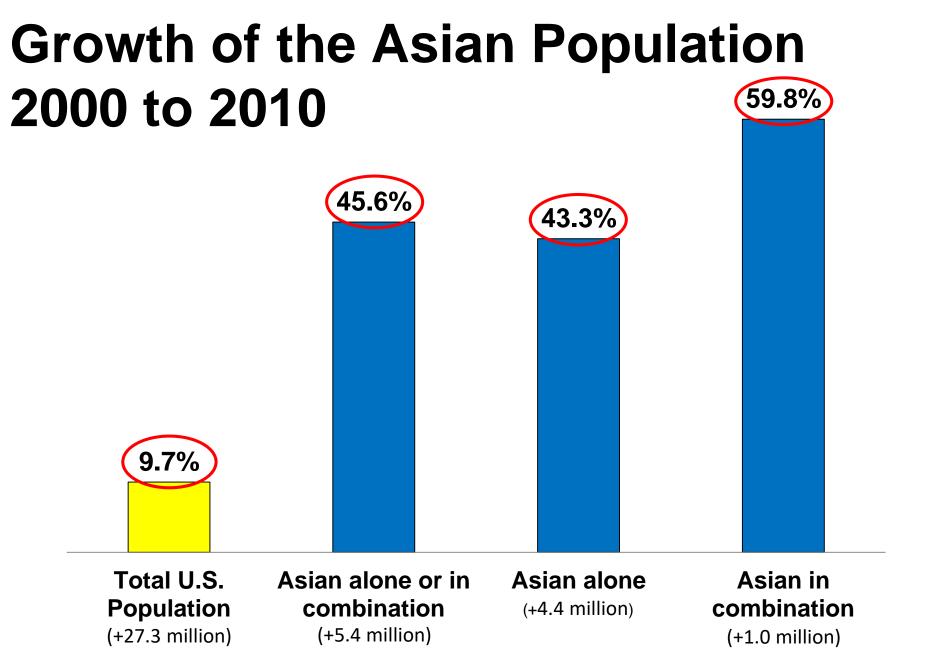
## See new, better and different



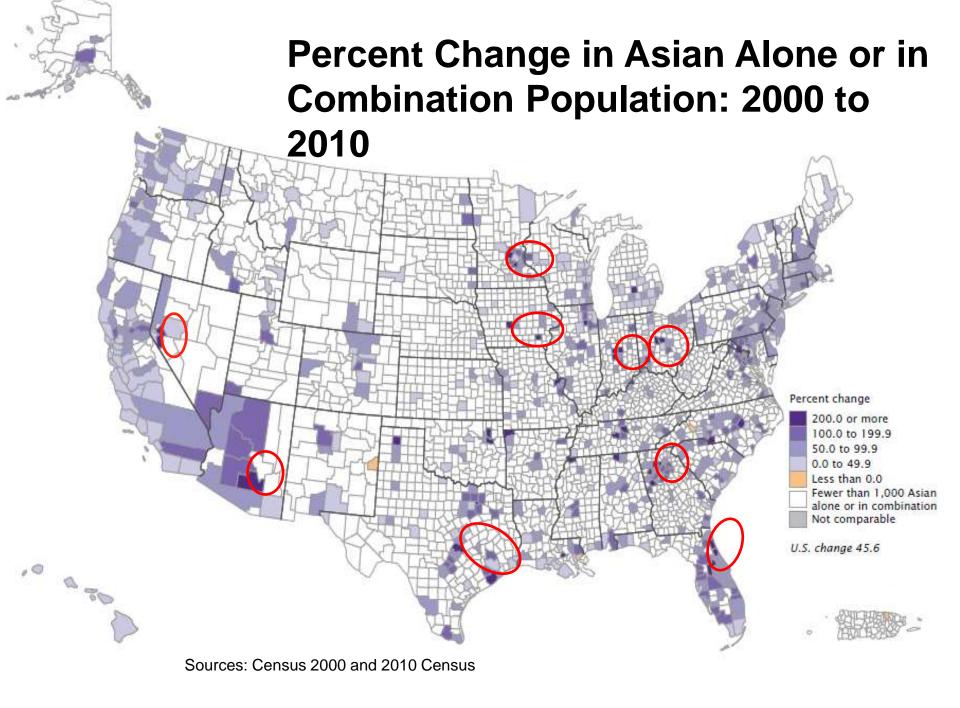
### Asian Americans: A Case for Better Data

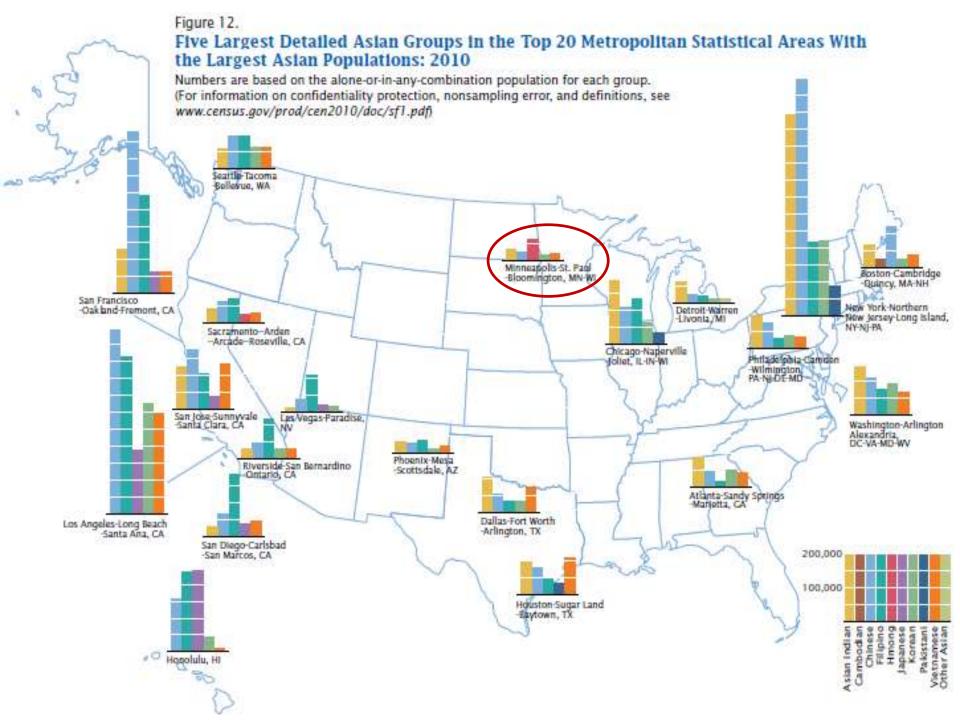


E	What is Person 1's sex? Mark (X) ONE box.  Male Female				
<b>E</b>	What is Person 1's Please report babies  Age (in years)  → NOTE: Please ans Question 6 about is Is Person 1 of Hispar  ☐ No, not of Hispar ☐ Yes, Mexican, Me ☐ Yes, Puerto Rican ☐ Yes, Cuban ☐ Yes, another Hisp	hat is Person 1's age and what is Person 1's date of birth?  ease report babies as age 0 when the child is less than 1 year old.  Print numbers in boxes.  Month Day Year of birth  NOTE: Please answer BOTH Question 5 about Hispanic origin and Question 6 about race. For this survey, Hispanic origins are not races.  Person 1 of Hispanic, Latino, or Spanish origin?  No, not of Hispanic, Latino, or Spanish origin  Yes, Mexican, Mexican Am., Chicano  Yes, Puerto Rican  Yes, another Hispanic, Latino, or Spanish origin – Print origin, for example, Argentinean, Colombian, Dominican, Nicaraguan, Salvadoran, Spaniard,			Data Source: U.S. Census Bureau's American Community Survey
6	White Black or African A American Indian of Asian Indian Chinese Filipino Other Asian - Print for example, Hmo Laotian, Thai Pak	Black or African Am.         American Indian or Alaska Native — Print name of enrolled or principal tribe. ▼         Asian Indian       Japanese       Native Hawaiian         Chinese       Korean       Guamanian or Chamorro			77,000 Minnesota households surveyed every year

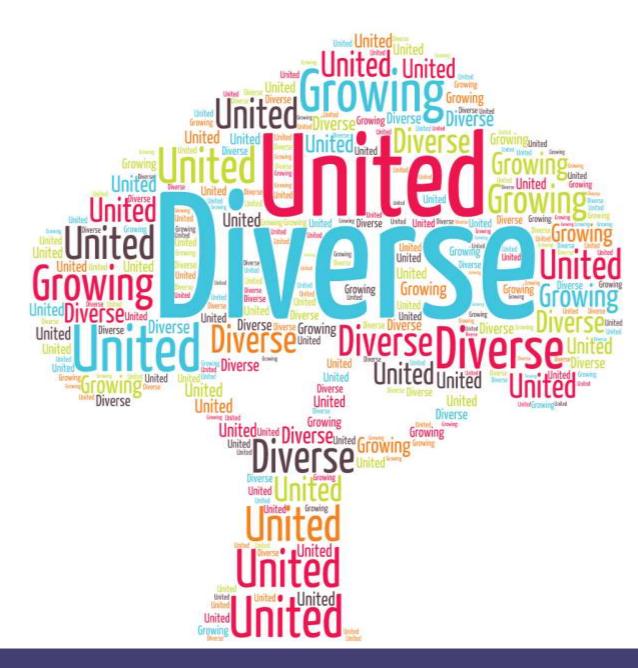


Sources: Census 2000 and 2010 Census



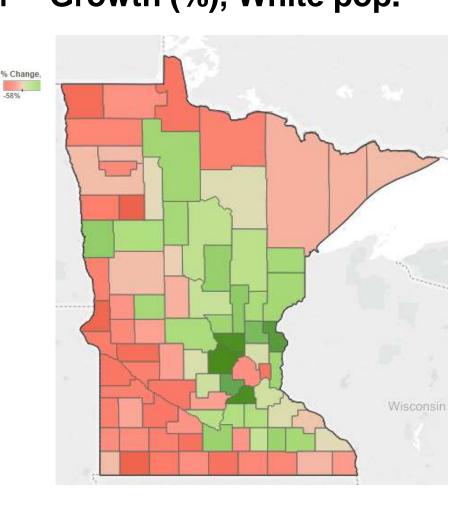


# Asian Minnesotans are...



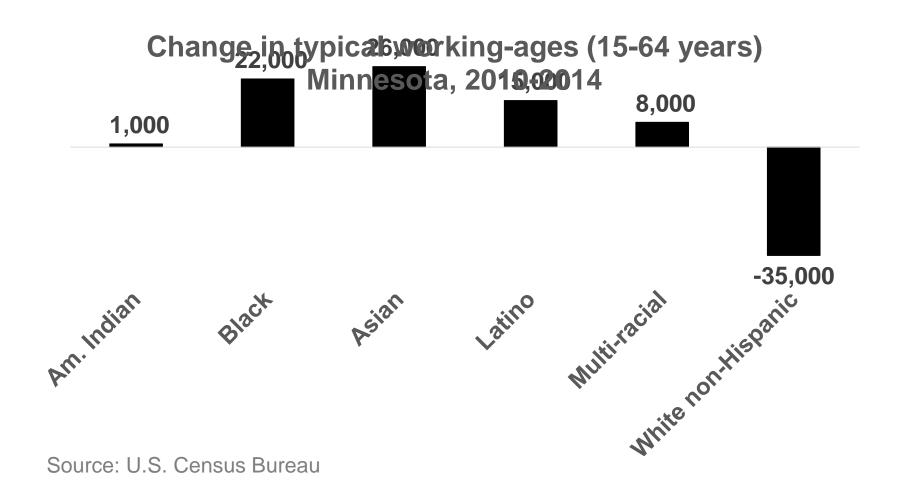
# Racially Diverse Populations Bolstering Growth Across State, 2000 to 2010 Growth (%), Pop. of color Growth (%), White pop.

counts and change, by race/ethnicity, for MN counties, 2000 and 2010 de-



Source: U.S. Census Bureau

## White Working-age Pop. Declining; Robust Growth For Most Populations of Color



# **Asian Minnesotans** include

40-7

### cultural communities

Asian Minnesotans All Minnesotans

Asian – U.S.

29 years old 38 years old 34 years old

The largest
Asian
Minnesotan
cultural
communities



### How do we collect data better?

- Understand what matters to people?
- Be transparent about why
- Balance better data with privacy
- Partner with others

### All Kids Count Act

- Alliance of organizations
- Minnesota Department of Education
- Ethnicity
- Ability to cross tabulate (eg Mexican, male students with disabilities, English Language Learner)

### Share in Group:

- What are the impacts of MAKM competence?
- Which of these impacts could you build your own case around?

### DETERMINE SIGNIFICANCE

### MEASURE THE 'IMMEASURABLE'

### EMPOWER OTHERS

# Case Example (10 minutes each)

- What data and information does the organization need? Why?
- How could they collect the information?
- What issues do the measurements point to?
- How might they improve their data and information over time?
- How might they document and share their data and information?

### Models

# RYAN

### **WE BUILD STORIES**



**DEVELOPMENT** 

ARCHITECTURE AND **ENGINEERING** 

CAPITAL MARKETS

PRECONSTRUCTION

CONSTRUCTION

**REAL ESTATE MANAGEMENT** 



Collaboration is the cornerstone of Ryan's design-build process and it is what makes our inclusion initiative so successful. "





#### Successful Together.

Building inclusive teams through strong partnerships as we bring greater numbers of MWDBE's onto our project sites each year.

ryancompanies.com

## RYAN AT A GLANCE

1938

BUILDING PORTFOLIO UNDER MANAGEMENT

12,091,327 SF

\$1.5 BILLION

1,200+

.65 MOD RATE

HEALTHCARE
INDUSTRIAL
RETAIL
SENIOR LIVING
CORPORATE BUILD-TO-SUIT



ATLANTA

MILWAUKEE

AUSTIN

MINNEAPOLIS

CEDAR RAPIDS

PHOENIX

CHICAGO

SAN DIEGO

DALLAS/FORT WORTH

SEATTLE

DAVENPORT

TAMPA

DES MOINES

# **Emerging Business Inclusion**

Metrics: Spend, bid opportunity and new awards

 Performance tracked by region and aggregates to corporate performance

# **Mock Spend Data**

Region	Goal %	Q3 Actuals WIP-Pub \$	MWDBE Result	ts %
Region A	10%	\$ 230,000,000	\$ 2,000,000	0.9%
Region B	5%	\$ 250,000,000	\$ 10,500,000	4.2%
Region C	10%	\$ 333,000,000	\$ 33,300,000	10.0%
Region D	10%	\$ 230,000,000	\$ 23,000,000	10.0%
Region E	10%	\$ 100,000,000	\$ 10,000,000	10.0%
Region F	10%	\$ 70,000,000	\$ 5,500,000	7.9%
Region G	15%	\$ 95,000,000	\$ 9,500,000	10.0%
Region H	15%	\$ 80,000,000	\$ 7,500,000	9.4%
Totals	10%	\$ 1,388,000,000	\$ 101,300,000	7.3%

# **Tracking Milestones**

Tracking since 2010

Moved from manual to automated reporting in 2012

 Moved from PM generated reports to Corporately generated reports

# Requirements

- MWDBE identity tag on vendor record
  - Certification required

Ability to track payments by vendor

 First-tiers required to report lower-tier spend through contracting process



### Elizabeth Campbell

Director Emerging Business Inclusion 612-492-4235 elizabeth.campbell@ryancompanies.com



# Betsy Leach Former Executive Director



# **Earl Ross**JDAI Team Leader for Minnesota



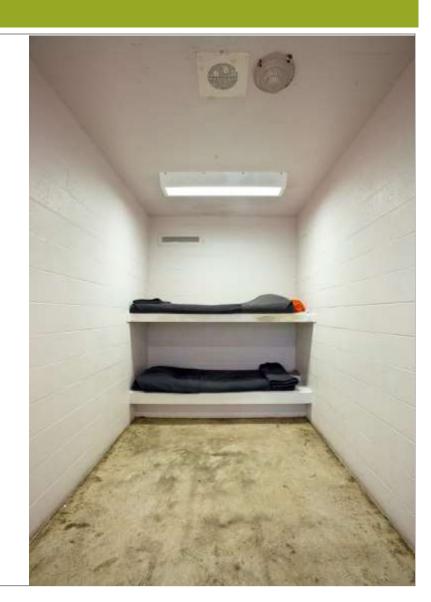
### **Initial Problem**

- The county engaged in juvenile justice reform in 2005 to reduce the use of secure detention for youth overall, and to effectively reduce DMC (disproportionate minority contact) and disparities at key decision points
- While the county had seen extraordinary success at the front end, out-of-home placement rates remained high and the impact to youth of color, especially African American youth was significant
- To what extent were disparities at key decision points continuing to push youth of color, especially African American youth deeper into the justice system which could ultimately lead to placement and worse long-term outcomes for youth, their families and communities?

### JUVENILE JUSTICE REFORM: JDAI Foundations

Through JDAI, Ramsey has used a data-driven, collaborative approach to reduce juvenile confinement at the front end of the system. As a result, detention admissions have dropped by more than 70%.

Ramsey is now embarking on the next step: applying JDAI principles from the "front end" to reduce confinement at disposition – the "deep end" of the system.



### Before we go any further, what do we mean by "Deep End"?

A youth is in a Deep End placement if he or she is:

- 1) Placed out-of-home in a facility, including a group home
- 2) As the result of a delinquency adjudication
- 3) Pursuant to a court order related to the delinquency case.

In Ramsey, this includes at least 35 placement facilities, including Red Wing, Boys Totem Town, 22 other facilities in Minnesota, and 11 additional institutions in Iowa, South Dakota, Wisconsin, and Arizona.

### **Project Indicators**

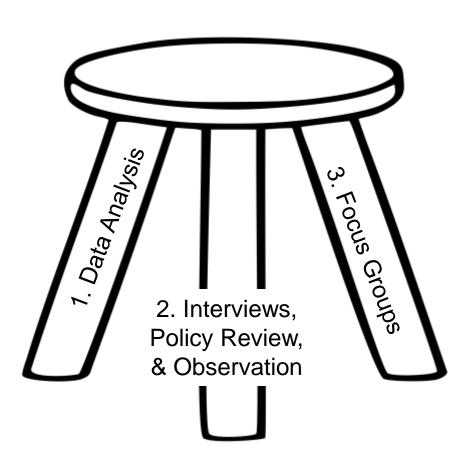
 System, community leader, youth and family perceptions of the juvenile justice system;

 Disaggregated data by race, ethnicity, gender, geography, offense, risk scores and placement outcomes;

Policy and practice review

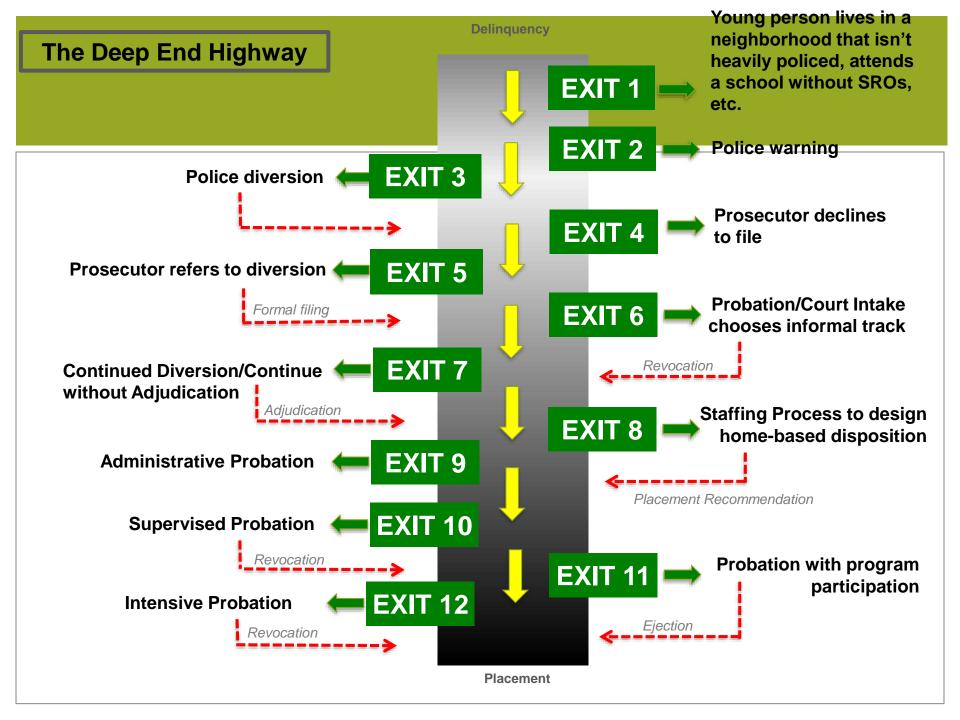
### Process Used:

Because each site's starting point is different, the Deep End work begins with a system assessment that relies on three sources of information

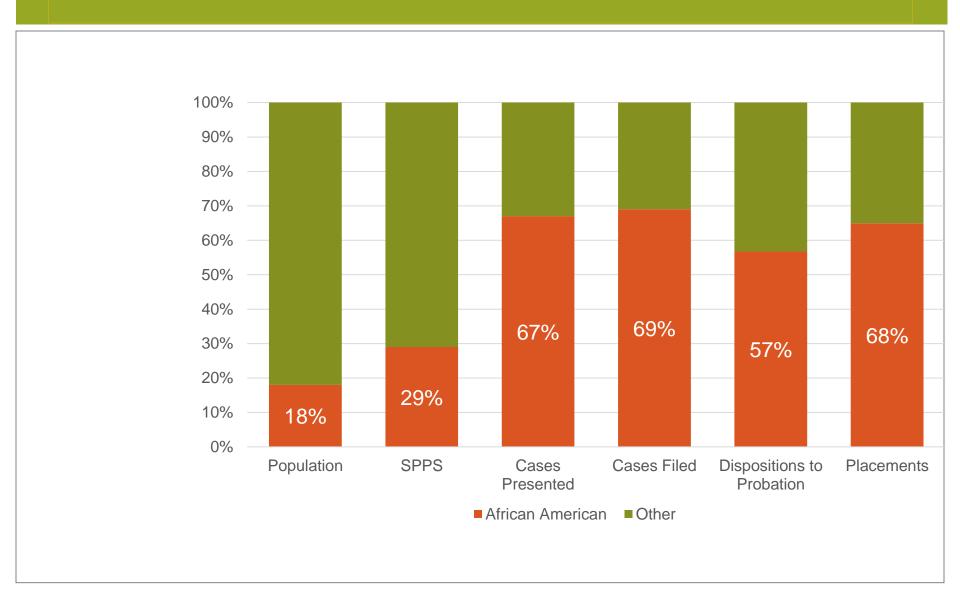


Three essential sources of information:

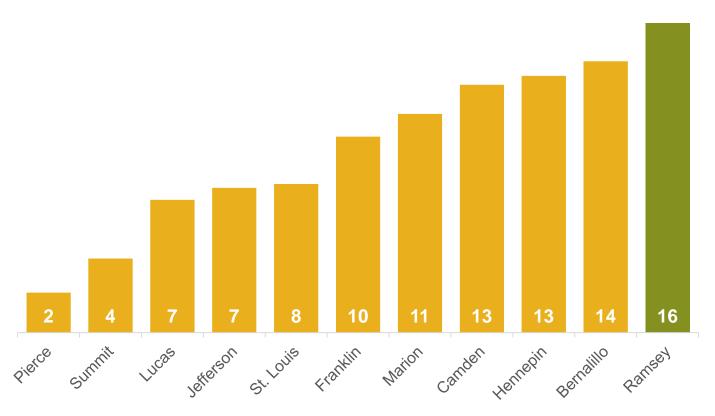
- 1) What do the data say?
- 2) What do system stakeholders say?
- 3) What do young people and families say?



### Disproportionality by Decision-Point

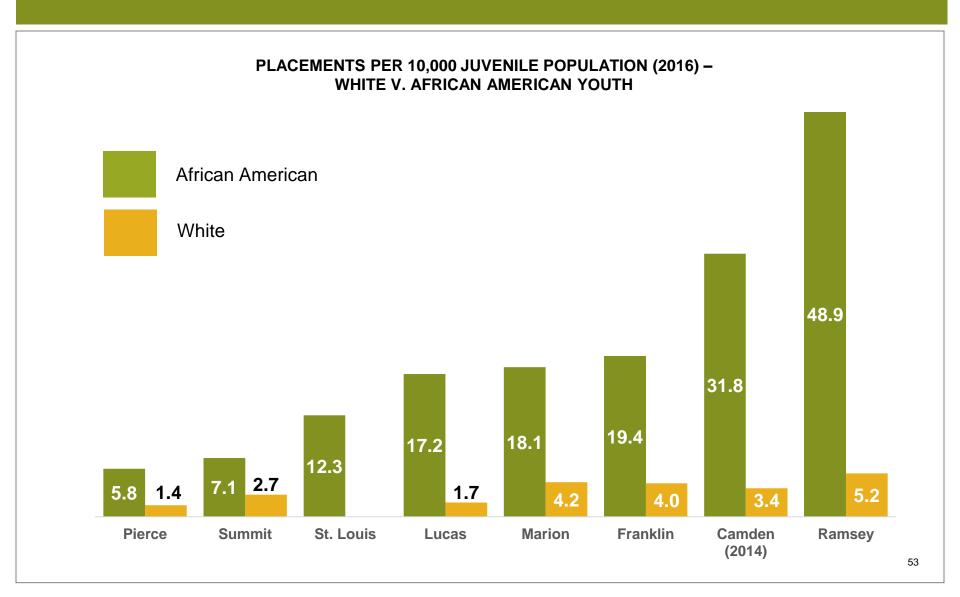


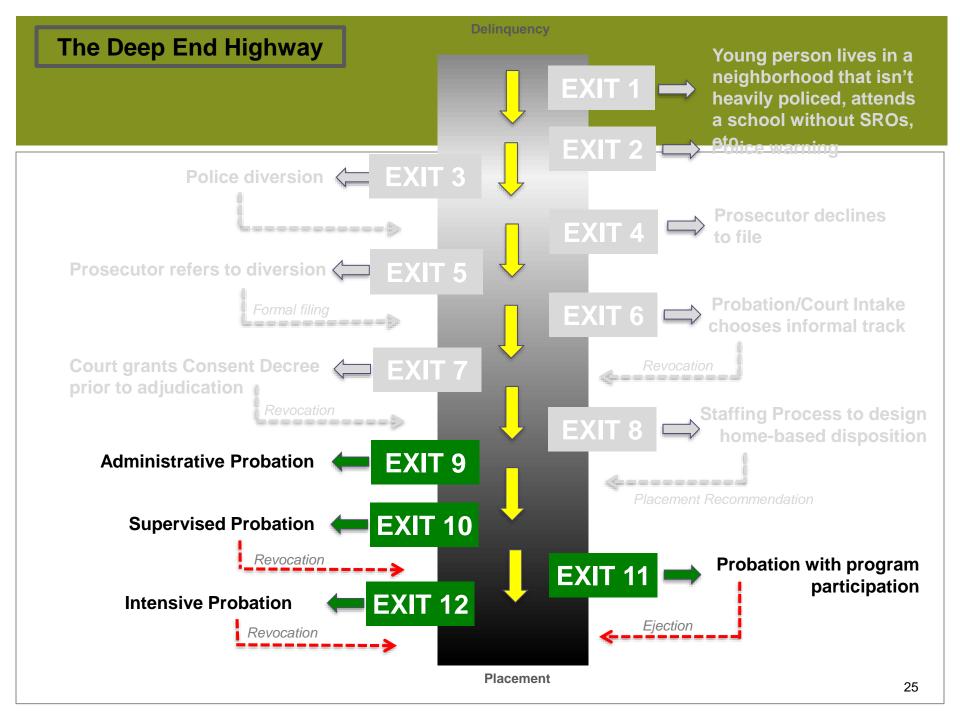
### **Placement Rates in Deep End Sites**



This graph shows the number of placements for every 10,000 young people (under 18) in the jurisdiction's overall population in 2016 (unless otherwise noted).

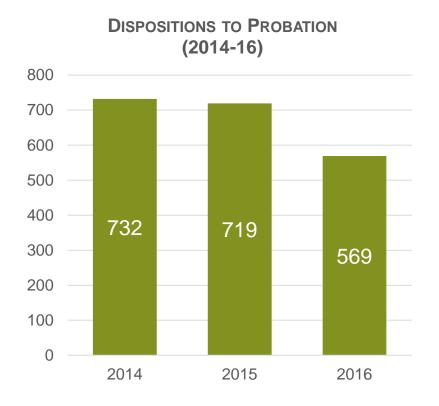
#### Population-based placement rates: African American v. White.





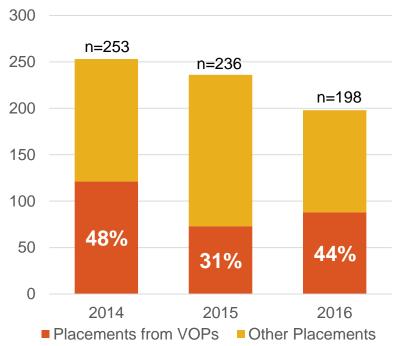
### Under current practice, probation is a significant driver of placements.

### Fewer young people are being disposed to probation....

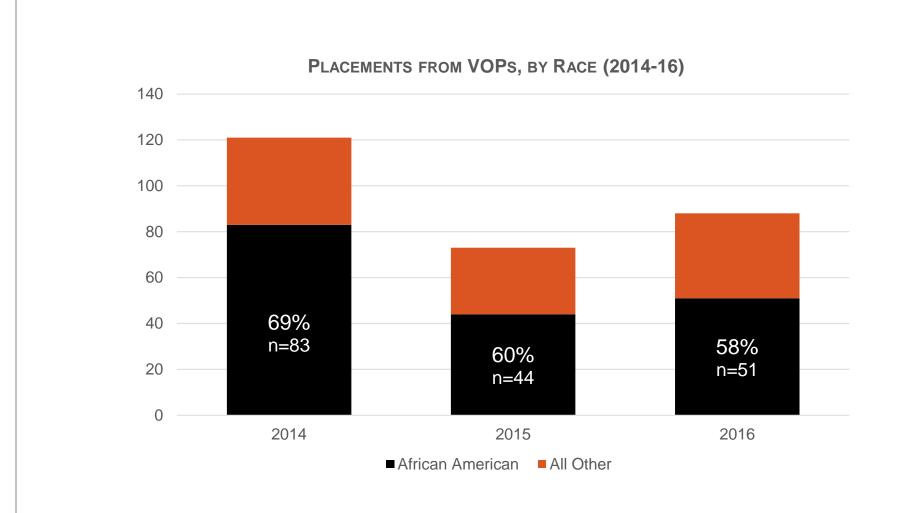


### ...but technical violations still account for 44% of placements.





Most placements arising out of VOPs involve African American youth, but the # and % share are trending in the right direction.



# Our interviews with youth showed that the quality of the relationship between the youth and PO matters.



Strong and supportive leadership in probation can help overcome systemic challenges that are making it difficult for Ramsey County probation officers to build essential relationships with young people and their families.

### **Challenges of Probation**

### Conflicting Expectations of Probation

- Monitoring youth vs. facilitating a process of behavior change
- Intermediate success or failure vs. long-term success or failure
- Are POs seen as part of the intervention or purveyors of services?

### Barriers to Meeting Expectations

- Uneven implementation of best practices
- Heavy workloads
- Too much time spent on low risk youth or administrative caseloads

#### Unintended Consequences of Reform

- Low PO morale due to heavy workloads and feelings of distrust from other system stakeholders
- Some stakeholders do not buy into reform philosophy

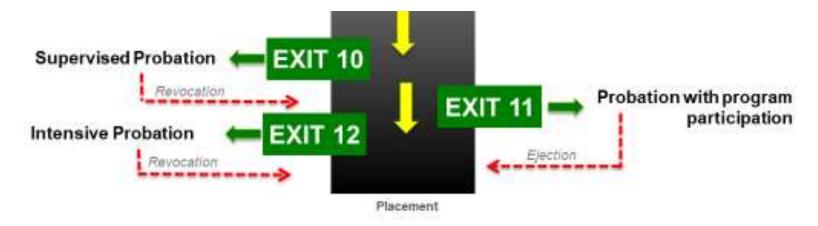
# Probation leadership can make or break a reform effort. Leadership in Ramsey is more than up to the challenge.

#### **Recommendations:**

- Reconvene purpose of probation conversation to build a collaborative understanding of juvenile probation as an intervention focused on building positive community connections and promoting long-term behavioral change.
- Revisit and enforce policies and procedures around Administrative Probation to steer low-risk youth to that caseload and conserve resources for the youth who need them.

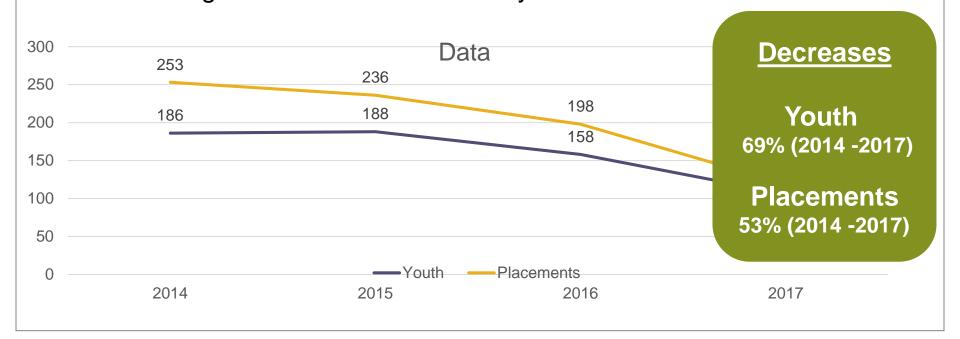
- Provide the training and support necessary for probation officers to engage in individualized, family-engaged case planning.
- Streamline standard probation order to remove laundry list of conditions.
- Dramatically reduce placements due to technical violations.
- Be intentional about collaborative leadership.

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### Results

- Starting Purpose of Probation / Family Engaged Case Planning Training
- Completed first discussion on the Purpose of Placement
- Establishing Kinship & Family Group Decision Making process
- Increasing current ATD services for youth and families



### Summary of Recommendations

Related Exits	High-Level Recommendations			
Exits 2-7	<b>Diversion:</b> Expand access to all diversion exits, clarify eligibility for each, explore opportunities to counter disparities, increase transparency			
Exit 8	<b>Staffing</b> : Establish that the purpose of a staffing committee meeting is to avoid placement and develop individualized, home-based dispositions, clarify eligibility for/timing of staffing, meaningfully engage young people and families			
Exits 9-12	<b>Leadership</b> : Set tone for strong collaborative leadership between probation and the judiciary by jointly hosting an inclusive conversation about the purpose of probation			
Exits 9-11	<b>Low-Risk Youth on Probation</b> : Revisit, revise, and adhere to Administrative Probation policies establishing default assumption that all low risk youth disposed to probation will be assigned to the administrative caseload			
Exits 10- 12	Case-Planning: Implement family-engaged case-planning, beginning with training for supervisors and officers			
Exits 9-12	<b>Technical Violations</b> : Narrow the on-ramps from probation back to the highway by streamlining the standard probation order and establishing probation policies to restri placements due to technical violations			
Exits 6-12	<b>Dispositional Matrix</b> : Develop a collaborative, data-driven, Ramsey-specific dispositional matrix			

### Resources









### **Rendement Group**

### **About Us**

Rendement Group is committed to helping companies improve. We help you connect your business strategy to operations in order to prioritize work and drive Meaningful Impact.

Our Metric of Urgency Way™ coupled with an innovative approach to Lean has transformed businesses of all sizes and industries.

Our Services	
Consulting & Coaching	<ul><li>Process Improvement</li><li>Strategic Planning</li></ul>
Staffing	<ul> <li>Program &amp; Project Management</li> <li>Lean Practitioners &amp; Coaches</li> <li>Technical Writers, Process Testers &amp; Process Engineers</li> </ul>
Education & Certification	<ul><li>Metric of Urgency</li><li>Lean / Hoshin Kanri</li><li>Six Sigma</li></ul>

### **Rendement Group Leadership**

#### **Eric Ohlson**



- Developed his skills in leadership at HP-EDS as well as founder and CEO of a national Technology Consulting company.
- Has extensive experience in Managed Services, Technology, and Staffing in various leadership roles spanning Sales, Operations and Executive leadership.

#### **Edwin Boon**



- Developed his problem solving skills at world-class companies including Hertz, GE and Sleep Number.
- Has global experience as CFO and CIO with Hertz in Europe, and is a former VP Customer Experience & Lean Six Sigma at Sleep Number.
- Certified Lean Six Sigma Master Black Belt by GE

#### **Chris Vogel**



- Founder and CEO of Compass Affiliates and former VP of Wells Fargo
- Has deep experience in Lean / Six Sigma / Operational Excellence and tools learned from the Toyota Production System.
- Leverages his experience and knowledge to help companies transform their processes, physical environment, and most importantly, mindset.

#### **Mike Gratz**



- Developed his problem solving skills serving in leadership roles as a founder and entrepreneur with multiple technology companies.
- Has experience as CEO, and a broad background in Sales, Marketing, Technology Development, and International Consulting.
- Experienced Baldrige Examiner

### **Broad Experience**



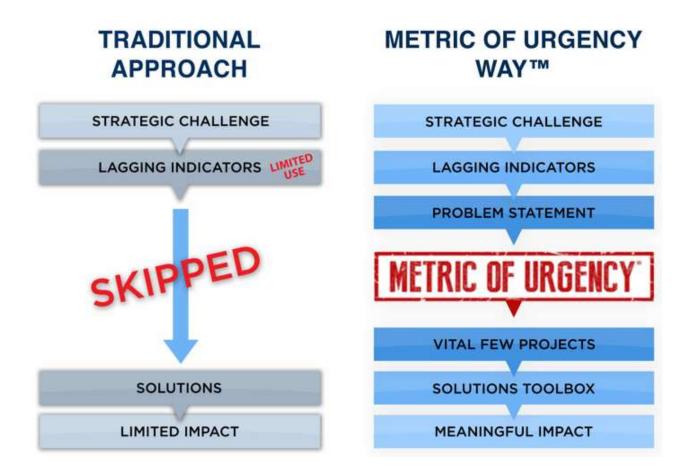








### What is the Metric of Urgency Way™ (MoU™)



It **changes your focus** on outcome metrics to focus on leading indicators. It avoids jumping to solutions too fast before **understanding the problem**. It **connects** your strategy to your operations and prioritizes important work.

### **Practical & Easy to Deploy**

#### The Metric of Urgency Way™

- Focuses on the right key metrics to prioritize work.
- Delivers results faster than traditional process improvement approaches.
- Incorporates business strategy, financial & key metric analysis.



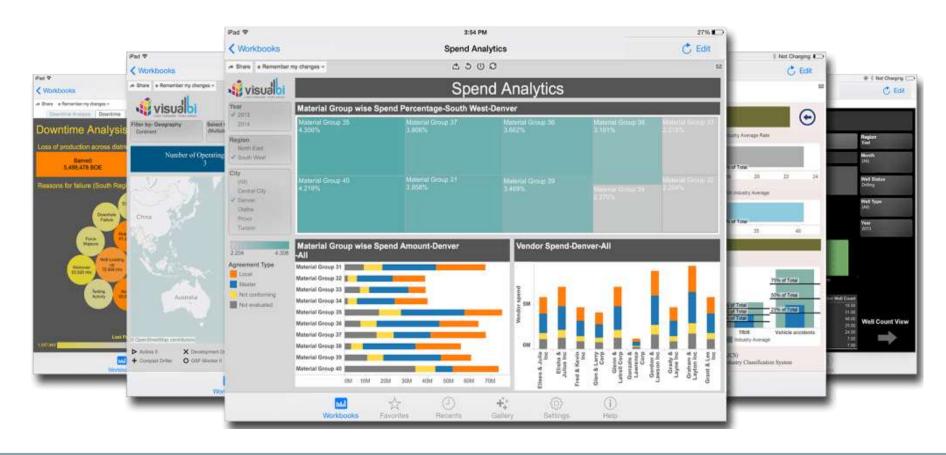


### **Discover Your Data with Powerful Data Analytics**

### **Platforms**

A key step to understanding how to operationalize your strategy is to understand your metrics.

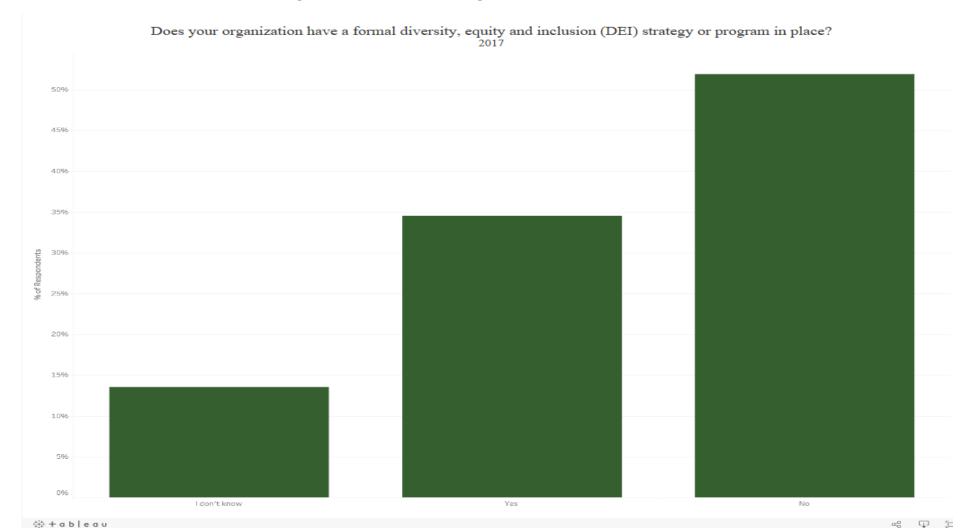
Tableau is powerful Data Analytics platform that can help you visualize your data.



### **Collect Data and Create an Action Plan**

Below is an example of a Tableau Public survey data visualization based on Diversity, Equity, and Inclusion.

We see the challenge, how do we dig deeper to address the problem?



### Use Data With MoU to Create a Path to Meaningful Impact

Once you have identified your strategic challenge you are ready to apply the 7 steps of the MoU Way to:

- define or refine your Strategic Need focused on your diversity and inclusion initiatives
- use Lagging and Leading Indicator Metrics to form a Problem Statement that that will guide your strategy
- realize your 'moment of truth' to uncover your Metric of Urgency that will drive the outcome metrics aligned with your strategy
- focus your team and efforts on the Vital Few Projects that will drive Meaningful Impact aligned with your strategic objectives

### **Metric of Urgency Government Focused Event**

### Free Lunch and Learn Event Friday, March 9, 2018

#### **Focused on Leadership**

Are you a leader in government looking for ways to prioritize important work and making your teams impactful, versus busy? Whether you are a government director, manager, supervisor, or leader we will show you how to make your teams immediately more effective by driving **Meaningful Impact** in your organization.

Prioritize Import Work with the Metric of Urgency and Tableau Analyze & Visualize. Optimize. Prioritize.

11:00AM - 1:00PM Normandale Community College Partnership Center 9700 France Ave S Bloomington, MN 55431

email Mike.Gratz@rendementgroup.com for registration information

### **Metric of Urgency & Diversity, Inclusion & Equity**

### Workshop

1-Day Experiential & Interactive Workshop

April 5<sup>th</sup>, 2018

**CultureBrokers LLC & Metric of Urgency™** 

#### CultureBrokers LLC



**Diversity, Inclusion & Equity**: Learn how to prioritize your initiatives using the Metric of Urgency Way<sup>™</sup> to drive Meaningful Impact in your organization.

#### You will learn how to:

- define or refine your Strategic Need focused on your diversity and inclusion initiatives
- use Lagging and Leading Indicator Metrics to form a Problem Statement that that will guide your strategy
- realize your 'moment of truth' to uncover your **Metric of Urgency™** that will drive the outcome metrics aligned with your strategy
- focus your team and efforts on the Vital Few Projects that will drive Meaningful Impact aligned with your strategic objectives

Learn how CultureBrokers and Rendement Group's Metric of Urgency Way can drive Meaningful Impact in your organization!

#### You will receive:

- An operational deployment structure to help align your strategic initiatives to work prioritization
- Attendees receive the MoU Lean Six Sigma<sup>+</sup> White Belt Certification



### **Hands-on Experience Increases Participant Learning**

- 1 Hour of Lecture
- 7 Hours of group interaction
- 18 live exercises
- Apply tools using case study
- Includes 150+ page
   Reference Workbook



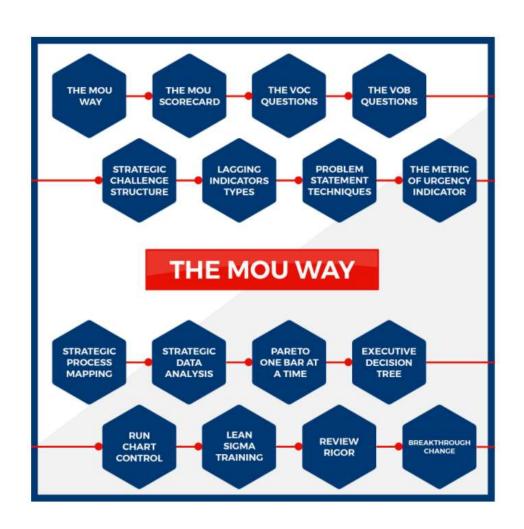
## **Exercises Will Change How Participants Approach Problem**

Solving

Scorecard Component	Simulatio n Exercise #	Simulation Exercise Name
Strategic Need	1	Define Initial Strategic Need
	2	Identify Voice of Customer
	3	Identify Voice of Business
	4	Refine Strategic Need
Lagging Indicator	5	Select Lagging Indicators
	6	Assess Data collection for lagging indicator
	7	Calculate NPS
Problem Statement	8	Define Problem Statement
	9	Develop Business Case
Metric of Urgency	10	Determine Key Problem Drivers
	11	Identify Key Moment of Truth
	12	Setup Process Map
	13	Add Level 1 Steps
	14	Add Pain Points
	15	Develop Metric of Urgency
Vital Few Projects	16	Prioritize Vital Few Projects
	17	Build Decision Tree
Meaningful Impact	18	Project execution using metrics

#### Participants Leave Ready to Use New Tools from the MoU Toolbox

- A unique set of 16 tools
- Developed from 20 years of proven results
- Apply standalone or enhance existing process improvement initiatives like Lean, Six Sigma or Baldrige



### Metric of Urgency with Lean Six Sigma to create 5 Unique

#### **Tracks**



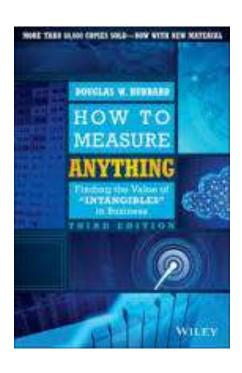
### Participants Earn MoU Lean Six Sigma White Belt+

#### Certificate





CONTACT US TODAY!
Mike.Gratz@RendementGroup.co
m
612-845-6132
www.MetricOfUrgency.com





#### APRIL 12, 3 – 4:30 P.M. INTRO WEBINAR: HOW TO MEASURE ANYTHING IN ORGANIZATIONAL TRANSFORMATION

Explore tough measurement topics in Organizational Transformation. Doug will start with defining what we mean by "Organizational Transformation" and introduce methods for measuring common "intangibles" related to Organization Transformation.

# The **PREPARE** Workshops

12 years of learning from more than 30 organizations distilled into 6 workshops. Each workshop digs into key competencies every organization needs to get diversity, inclusion and equity results. PREPARE to get the most from your efforts.

	Торіс	Time	Dates
<b>E</b>	Operations	12:45 – 5 p.m. 5 p.m. Social	January 18 and July 19, 2018
i	Measurement, Analysis and Knowledge Management	12:45 – 5 p.m. 5 p.m. Social	February 15 and August 16, 2018
	Leadership and Governance	12:45 – 5 p.m. 5 p.m. Social	March 15 and September 20, 2018
X	Strategic Action Planning	12:45 – 5 p.m. 5 p.m. Social	April 19 and October 18, 2018
Ġ	Customer and Stakeholder Engagement	12:45 – 5 p.m. 5 p.m. Social	May 17 and November 15, 2018
₽	Workforce	12:45 – 5 p.m. 5 p.m. Social	June 14 and December 13, 2018

www.culturebrokers.com/prepare

Take \$25 off with Code PREP25

## CultureBrokers® Diamond Inclusiveness™ System

(Diversity + Inclusion) x Discipline = Equity™

THE CHECK/ACT PROGRAM 4 months
Analyze your action plan results.

Institutionalize changes and adapt the action plan.



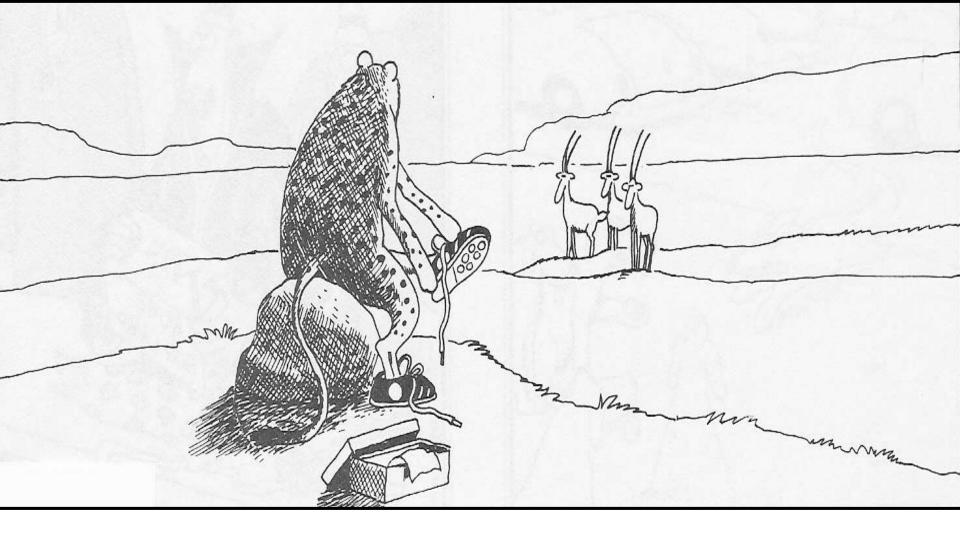
THE PREPARE WORKSHOPS 6 months

Maximize your ability to plan and deliver diversity, inclusion and equity results by building necessary strengths around Leadership; Strategy; Customers and Stakeholders; Measurement, Analysis and Knowledge Management; Workforce and Operations.

THE DO GROUP
12 months
Execute your diversity, inclusion and equity action plan with excellence.

THE PLAN GROUP
6 months
Create an action plan that gets
diversity, inclusion and equity results.

.



Realizing something different needed to be done, the cheetah embraced change and took action...

©The Far Side by Gary Larson

Thank you for doing something different!