



Blue Sky Consulting Group

Firm Overview

July 2007

Qualifications

The Blue Sky Consulting Group was founded by Tim Gage and Matthew Newman in 2005. Blue Sky staff and affiliates comprise a team with unsurpassed depth of knowledge regarding policy, fiscal, and economic analysis.

During his tenure in state service, Mr. Gage specialized in state fiscal policy issues. Mr. Gage has continued to analyze state-level fiscal policy issues since leaving state service.

Matthew Newman also has significant experience with fiscal policy issues. From 1999 to 2005, Mr. Newman served as the Executive Director of the California Institute for County Government. Under Mr. Newman's leadership, CICG developed a notable track record in economic, population, and revenue forecasting, as well as analysis of local fiscal and public policy issues.

Blue Sky Consulting Group Team members have extensive experience analyzing both state-level and local public policy issues and presenting the results in a clear and concise manner to policy makers and the public. Both Tim Gage and Matt Newman have authored numerous reports for a policy maker audience, and have presented the results of complex fiscal and public policy issues to community groups and elected officials.

This core team draws on the expertise and analytical resources of Blue Sky Consulting Group affiliates in completing consulting projects. This network of affiliates includes former head of the Franchise Tax Board, Gerald Goldberg, noted U.C. Berkeley Economist John Quigley, and former director of the Senate Office of Research, Elizabeth Kersten, among others.

The combined expertise of the Blue Sky Consulting Group team — including Mr. Gage's expertise in state and local fiscal policy issues, Mr. Newman's expertise in economic and fiscal forecasting, and the experience and analytical resources of Blue Sky affiliates — place us in a unique position to assist the clients in addressing complex strategic and analytical challenges.

Key Personnel

Tim Gage is a highly-regarded public servant, having spent over 24 years as a fiscal advisor to both houses of the California Legislature and as the Director of the California Department of Finance. As Director of Finance, Mr. Gage directed a staff of 350 in development of the state's \$100 billion budget and directed representation of the Administration on 70 state boards and commissions.

With the Legislature, Mr. Gage served for four years as the chief fiscal advisor to two Presidents pro Tempore of the California State Senate. Prior to this, Mr. Gage served for seven years as the chief consultant to the Assembly Ways and Means Committee, six years as the assistant fiscal advisor to the President pro Tempore of the Senate and three years as a Program Analyst in the Office of the Legislative Analyst.

Since leaving Finance, Mr. Gage has consulted for various clients on issues relating to budgeting and public finance. In March 2003, Mr. Gage was appointed by Governor Davis to the Board of Governors of the California Independent System Operator, the state's public benefit corporation responsible for managing California's high-voltage electric power grid. Mr. Gage currently serves as the vice-chair of the board.

Mr. Gage received a Bachelor of Arts degree in Philosophy with honors from Harvard College and a Master of Public Policy degree from the Goldman School of Public Policy at the University of California at Berkeley.

Matthew Newman specializes in analysis of both state and local fiscal policy issues. He has expertise in developing simulation and forecasting models, and including work for the California Legislature, where he developed the first property tax forecasting model used by the state's Legislative Analyst's Office.

Previously, Mr. Newman served as the Executive Director of the California Institute for County Government (CICG), a nonpartisan public policy research institute founded by the California State Association of Counties (CSAC), the California State University system, and the California State University, Sacramento (CSUS). Prior to working at CICG, Mr. Newman worked as a Senior Consultant for LECG, an international economics and public policy consulting firm. Mr. Newman also served as a Policy Analyst for California's Legislative Analyst's Office, where he published studies of California's property tax, county fiscal constraints, and the earned income tax credit. Mr. Newman also analyzed the allocation of local funding streams, including the formula used to allocate the Proposition 132 Public Safety Sales Tax revenues and the AB 8 property tax allocation formula.

Mr. Newman is a Phi Beta Kappa, magna cum laude graduate of the College Honors program at the University of California at Los Angeles and holds a Master of Public Policy degree from Harvard University's Kennedy School of Government.

More Information

For more information about the Blue Sky Consulting Group, please visit our website at www.BlueSkyConsultingGroup.com or call us at 1.877.238.8520.