



31ST ANNUAL CONFERENCE & MEMBERSHIP MEETING

September 19-21, 2018

Hyatt Regency Cincinnati

151 W. Fifth Street ♦ Cincinnati, OH 45202

SESSION ACRONYMS

(CPIM) - Ohio Treasurer of State's Center for Public Investment Management

(CLE) – Supreme Court of Ohio Commission on Continuing Legal Education

(FIA) – AOS Fiscal Integrity Act

ACCREDITATION

CPE - Ohio GFOA's 31st Annual Conference and Membership Meeting will provide up to 19 CPE credits in Category AA.

FIA – Ohio GFOA's 31st Annual Conference and Membership Meeting will provide up to 14 Continuing Education (CE) credit hours with the AOS Fiscal Integrity Act.

CLE - This course has been approved by the Supreme Court of Ohio Commission on Continuing Legal Education for 12.25 total CLE hours instruction.

Pending approval for the following:

CPIM - Center for Public Investment Management – Treasurer of State's office

SESSION DESCRIPTIONS

Wednesday, September 19

9:00 – 10:00 a.m.

General Session: Blind Spot: Joy Hacks: Little Things That Change Everything

What if everyone lived with authentic joy? How much more engagement and happiness and how much less stress would there be at work? There are certain processes that we trust to produce physical results. If we exercise, we get stronger. If we eat right, we get healthier. But are there actions that result in personal joy as surely as exercise results in physical strength? Research says that the answer is a resounding yes (and it's a lot less difficult than getting six-pack abs).

10:15 - 11:05 a.m.

Session 1: A Big Fish in a Small Pond: Lessons Every Small Community Needs to Learn to Catch a Mega-Project (FIA)

Case study on locating Facebook in New Albany; Basic tools for small governments from infrastructure planning to incentives; and From attraction to negotiations – how to keep everyone working together at the table.

Session 2: Resources Available at the County Auditor's Office (FIA)

This session will identify the types of information and data available in the Office of the County Auditor and describe how that resource can be beneficial to other finance officials in other jurisdictions.

Session 3: Overcoming the Bias That Derail Our Investment Decisions (CPIM) (FIA)

Traditional theory purports that we are all rational individuals. More recent research has determined otherwise. This session will explore the biases that many of us unknowingly exhibit and how those biases impact our investment decisions. We will also offer steps to overcome these biases with the objective of making more informed decisions that should result in a sound investment plan and improved investment results.

Session 4: Dealing with Guns, Marijuana and Background Checks in the Workplace – Top Employment Policies (CLE)

With the ever-changing legal landscape at both the state and federal level, it is crucial that employment practices, policies and procedures are continuously updated. This session will provide insight into changes that have occurred at both the state and federal level and how they may impact employment policies and procedures. Some of the areas discussed will include: the impact of Ohio's concealed carry "parking lot" law, Ohio's medical marijuana and ban-the-box laws, and understanding the requirements for navigating reasonable accommodation law.

11:15 a.m. – 12:05 p.m.

Session 1: Ohio Compliance Supplement Update (CPIM) (FIA)

Ohio Pooled Collateral System, House Bill 49, Uniform Prudent Management of Institutional Funds Act (UPMIFA), Community School FTE Reviews, and many other topics will be discussed as they relate to new/updated suggested audit procedures in the 2018 OCS.

Session 2: Demystifying Financial Reporting: The Popular Annual Financial Report (PAFR) (CPIM) (FIA)

What is a Popular Annual Financial Report (PAFR) and why create one awards program eligibility & requirements document production resources?

Session 3: Understanding the S&P Rating Process & Recent Changes in Criteria (CPIM) (FIA)

We will discuss our approach to rating school districts and local governments in Ohio, state credit trends, and a discussion of recent changes in criteria and how this will affect our ratings in Ohio. Issuers should leave with a better understanding of what it is like working with a rating agency.

Session 4: Employee vs. Independent Contractor

This session will cover one of the most common issues raised during an IRS audit; the determination of the proper classification of workers. During this session, we will look at the control factors that are examined in any worker classification review, the results of court cases and state law that impact the decision, and some practical suggestions on how to avoid classification issues if your government entity is selected for audit.

2:00 – 2:50 p.m.

Session 1: Incorporating a Community Vision into Capital Planning (CPIM) (FIA)

Hear about the City of Grandview Heights' "Growing on Tradition" community planning process and how the City may incorporate that community direction into their capital planning and budgeting processes.

Session 2: TIF Accounting (CPIM) (FIA)

Participants will understand how to properly track TIF revenue and expenditures throughout the year as well as how they should be accounted for on the financial statements.

Session 3: The Nuts and Bolts of Debt Financing (CPIM) (CLE) (FIA)

This session will discuss the procedural steps to issuing debt, provide an overview of the different types of bonds, provide insight into the bond registrar and paying agent functions, and discuss debt limitations, bond structures, the rating process, and disclosure issues.

Session 4: Fully Insured vs. Self Insured (FIA)

Explanation on the differences of being fully insured vs. self insured.

3:00 – 3:50 p.m.

Session 1: Internal Controls for Small Governments (CPIM) (FIA)

The purpose of this course is to inform small governments how to analyze their current control environment and discover ways to improve their control structure. Small governments tend to lack segregation of duties in their daily operations; this course will help you understand how to avoid these conflicts. This course will also provide you with best practices and situations you should avoid.

Session 2: Infrastructure/Capital Assets (CPIM) (FIA)

Better understand and maintain capital assets for reporting in the GAAP basis financial statements and/or CAFRs. This course will cover a variety of topics related to capital assets, including: capital asset policies and thresholds, compiling capital asset additions, tracking construction in progress, direct vendor payments, maintenance and repair items, capital asset disposals, impairment, and depreciation including useful lives and utilizing the modified approach for infrastructure.

Session 3: Navigating PCI Compliance (FIA)

Participants will learn how to comply with annual PCI compliance requirements, including choosing the appropriate compliance questionnaire and answering all compliance questions.

Session 4: Post-Issuance Compliance – Staying Out of Trouble with the IRS and SEC (CPIM) (CLE) (FIA)

State and local governments subject themselves to the requirements of certain federal securities and tax laws and regulations when they issue municipal debt via the public bond market. The requirements imposed by the rules and regulations of the Securities and Exchange Commission (SEC) and the Internal Revenue Service (IRS) can create risks for the fiscal officers and other officials who oversee the post-issuance compliance process. This session will cover the on-going disclosure, monitoring and reporting requirements imposed by SEC and IRS rules and regulations after the issuance of debt so that fiscal officers have an understanding of their on-going obligations. In addition, we will also provide practical advice regarding the best practices and procedures to ensure compliance with these rules and regulations.

4:00 – 4:50 p.m.

Session 1: Resources for Hiring Outside Professionals

This session will focus on best practices for hiring outside professionals. Participants will walk away with practical advice and resources from experts in the field, including the perspective of a practitioner (Jeanine Hummer, Upper Arlington City Attorney), a representative from the Ohio Department of Administrative Services (DAS), and a professional engineer with experience in environmental and civil engineering who is also an attorney specializing in construction law and environmental law.

Session 2: Fund Accounting 101 (CPIM) (FIA)

This session will provide an introduction to fund accounting. It will include discussion of the cash basis of accounting and how the various fund types are used.

by their Budget Review Committee.

Session 3: The Ohio Pooled Collateral System (CPIM) (FIA)

An overview and purpose of OPCS, how it works and next steps.

Session 4: Managing a Multi-Generational Workforce (FIA)

Managing four different generations of workforce, working side-by-side.

Thursday, September 20

9:15 - 10:15 a.m.

General Session: U.S. Economic Outlooks: A Late-Cycle View (CPIM) (FIA)

In this economic overview of the U.S. and global economy, participants will learn answers to such questions as: In our 10th year of growth, how much longer can the expansion last? How do structural workforce problems impact U.S. growth? What can we expect from the later innings of the business cycle? What can we expect from the Fed and interest rates?

10:25 – 11:15 a.m.

Session 1: A Panel Discussion: Setting Priorities and Allocating Resources

Panelists will present short synopsis of how they set their priorities on a daily basis and how they allocate the resources they have based on these priorities.

Session 2: 10 Ways to Strengthen Your Banking Relationship (CPIM) (FIA)

Learn how to effectively communicate and manage expectations with your bank/bank administrator; learn the value of liquidity and understand the importance of how much your cash flow is worth to you and your bank; learn the value of a tailored treasury service plan specifically designed for your entity; know the advantages of soft bank fees and hard bank fees; and learn the new banking technologies available in the marketplace and why you should start to implement them in your office.

Session 3: Investing Today (CPIM) (FIA)

Discussion on key economic indicators and how they influence the Federal Reserve's decision. With increasing interest rates, learn how best to utilize allowable investment options to maximize interest earnings while mitigating investment risks.

Session 4: Turning Financial Distress into Financial Success (CPIM) (FIA)

Hear about over the last sixteen years of how the City of Brunswick was overspending millions for eight years, then completed a 180 degree turnaround, and has been saving millions, improving infrastructure and replacing capital equipment for the latter eight years. There may be numerous ways or different right answers to achieve a goal of getting a community out of financial distress. We may never know all of them; however, we do know the ways that worked for us and we have a lot to share.

11:40 a.m. – 12:30 p.m.

Session 1: State Loan and Financing Options (CPIM) (FIA)

An overview of the state loan and financing options available to Ohio local governments. These programs are available to assist the financing of, among other things, highway, rail, transit, water, and environmental infrastructure. Panelists include representatives from the Ohio Department of Transportation, the Ohio Water Development Authority, and the Ohio Treasurer's office.

Session 2: Making Your Chart of Account Structure Work For You (CPIM) (FIA)

Chart of accounts has meaning - makes accounting easier. Learn about accounting structure and the challenges with creating a chart of accounts.

Session 3: Tax Reform Bill: It Wasn't Just Tax Cuts (CPIM) (FIA)

This session will review the changes resulting from the 2017 Tax Reform Bill, along with the impact on issuers of tax-exempt debt. Additionally, we will discuss options issuers have when refinancing debt post tax reform.

Session 4: Relationship Matter: Why Getting Involved at the Ohio Statehouse Matters, and How To Do It

Understand the value that comes from engaging and having relationships with elected officials and their staff.

2:00 – 2:50 p.m.

Session 1: Basic Policies for Small Governments (CPIM) (FIA)

The session will provide small governments with tools and examples of basic policies to assist in implementing internal controls including Credit/Debit Cards; Cell Phones; Public Records; Cash Management; Equipment; Personnel; Travel Expenses; Budgets; Personal and other issues.

Session 2: ERP System Selection and Implementation

A panel discussion with recent implementers of ERP systems. Each panelist will discuss their selection process, pre-implementation, implementation processes, and post-implementation issues.

Session 3: Recognizing and Protecting Against Cyber Fraud (CPIM) (FIA)

This session will cover the importance of vigilance, phishing, ransomware updating operating systems, securing firewalls, dual approval, and dedicated PC for online banking.

Session 4: Cultivating Social Media

The use and development of an online presence for employers is becoming what is expected. As with every new frontier, there are risks with the rewards when branching out. This session will guide employers through the process of developing a social media presence, what to be concerned about, and how to properly use it in a everyday manner and during a crisis. This session will also cover what is an isn't permissible use of social media by employees and help employers understand what actions they can take to help control inappropriate behavior.

2:55 – 3:45 p.m.

Session 1: Preparation For and Implementation of GASB 84/87 (CPIM) (FIA)

GASB has recently issued GASB Statement No. 84 Fiduciary Activities and Statement 87 Leases. This session will take a look at the requirement of these new GASB pronouncements and what local governments can do now to prepare for their implementation.

Session 2: Local Government Records: Just the Basics (FIA)

This presentation will introduce records keepers to the most up-to-date records management best practices, including the procedures for creating and filling out records retention schedules and certificates of records disposal. Key concepts covered are records commissions, inventory preparation, RC forms, procedures, record type considerations, and storage/environmental concerns.

Session 3: Pricing Day Fundamentals (CPIM) (FIA)

This session will explore topics that issuers should consider during the negotiated sales process. Topics covered will include general market updates, call option analysis, yield curve analysis and market comparable, developing pre-marketing scales, managing the syndicate and pricing day activities.

Session 4: The Ohio Ethics Law: It's Everybody's Business! (CPIM) (CLE) (FIA)

This lively session will help public officials and employees in understanding how to identify and avoid acting on potential conflicts of interest. It will also provide information regarding ethics prohibitions related to public contracts and potential post-employment requirements. Attendees will also learn about general assistance available from the Ohio Ethics Commission to assist both the public and provide sectors in understanding and complying with the Ethics Laws.

4:15 – 5:05 p.m.

Session 1: Investing with a Small Portfolio (CPIM) (FIA)

The underlying principles of investing public funds apply whether your portfolio is less than \$3 million or greater than \$50 million. This panel discussion of three public finance officials will provide insight into their investment practices while focusing on how these concepts can be applied to portfolios of various sizes. Topics to be covered include cash flow analysis, assessing various investment options, and the current interest rate environment.

Session 2: Joint Ventures, Jointly Governed Organizations and Component Units (FIA)

Participants will learn how distinguish between joint ventures, jointly governed organizations and component units and understand the appropriate accounting and footnote disclosures.

Session 3: Planning to Win in the Long Run: Best Practices in Multi-Year Financial Projections (CPIM) (FIA)

Multi-year planning is a critical exercise for local governments, focused on addressing the underlying challenges faced today while moving your community toward a financially healthier tomorrow. This session will present best practice concepts around this process for local governments.

Session 4: Employment Law Decisions Affecting Public Sector Management (CLE)

This session reviews recent court decisions and legislation that impact personnel and risk management. These will include recent federal law decisions, discipline matters, absenteeism/attendance, and impact of medical marijuana. Topics will include ADA, FMLA and FSLA. Discussion includes the rulings and practical impact of the developments and how to avoid litigation. Practical solutions will be offered and trends identified for future planning.

Friday, September 21

9:00 a.m. – 12:00 p.m.

Session 1: GASB Update (CPIM) (FIA)

Other postemployment benefits (OPEB) will be a main attraction of the 2018 reporting season; however, there are other key GASB Statements that share the spotlight. New pronouncements that will be highlighted include fiduciary fund reporting, debt disclosures, leases, and the omni-present implementation guides. In addition, current projects, including the financial reporting model, and research that are attracting the attention of GASB stakeholders will be addressed. Attendees will learn: (1) How to address implementation issues associated with the OPEB standards; (2) How governments can approach the reassessment of fiduciary activities for financial reporting purposes; (3) What are the implications of the new lease accounting and financial reporting standards; and (4) What the future of governmental accounting may hold for the financial reporting model, revenue and expense recognition, and note disclosures.

Session 2: Ohio CPA Professional Standards and Responsibilities (CPIM) (FIA)

As a profession, CPAs must be able to identify, evaluate and address any action or situation that threatens the core values of the CPA profession: integrity, objectivity, independence, and due care. However, when it comes to making the best decision, there's not always one perfectly right answer for every situation. Professional ethics is about looking at several solutions and choosing the best path. This course will help you gain perspective on the wide breadth issues facing CPAs on a daily basis. This program satisfies the Accountancy Board of Ohio's three-credit hour professional standard requirement per reporting cycle. It also satisfies the ABO's requirement to become a CPA.

9:00 – 10:00 a.m.

Session 3: Legislative Updates – Schools (CLE) (FIA)

This session will inform participants about pending and recently enacted legislation and the impact on school districts in Ohio.

Session 4: How Well Do You Know Your Lease Agreements? (CPIM) (FIA)

GASB 87 will change how governments report lease agreements, primarily operating leases. Learn what information will be necessary to gather on all lease agreements to properly record these items under the new standard.

10:00 – 11:00 a.m.

Session 3: Legislative Updates – Counties (CLE) (FIA)

An update of legislative activities and the status of bills at the Statehouse that could impact county governments.

Session 4: Economic Development Tools Update - Current Market Practices (CPIM) (CLE) (FIA)

Presentation will cover common economic development tools used to incentivize projects and how these tools are commonly used in Ohio. Attendees will learn what tools are available, the basic legal rules for using these tools and review case studies on how these tools are used in practice.

11:00 a.m. – 12:00 p.m.

Session 3: Legislative Update – Municipalities/Villages/Other (CLE) (FIA)

An overview of the legislative process and legislation that is moving through the General Assembly.

Session 4: Financial Policy Changes and Implementation (CPIM) (FIA)

How to develop financial policies that preserve or enhance a governments fiscal health. This session will address the major policies every government should have as the foundation for sound accounting practices. Financial policies should be tailored to fit an organization. Implementing and communicating financial policies throughout an organization is an art form.