**35th Annual Conference & Membership Meeting**
**October 5-7, 2022**
**Hilton Columbus at Easton**
**3900 Chagrin Dr. | Columbus, OH 43219**

**Wednesday, October 5, 2022**

**9:00-10:00 AM**

General Session: **Redefining Leadership in the New Decade**

*Have you ever wondered why some employees continue to underperform while others become rock stars? Or better yet, is it possible to turn new hires into team linchpins consistently? Imagine being able to lay out a roadmap for employees so that they are able to maximize their leadership ability without having to micro manage them. A path where employees feel empowered and want to contribute versus being obliged to by their over bearing boss. In this program, Jeff Butler reveals the roadmap that the most disruptive companies in the world are leveraging to maximize their employees leadership abilities. More specifically, how to create a team where leadership is encouraged and cultivated to the point where an entire organization benefits. Some strategies are commonplace like instantiating strong management systems, but others are obscure requiring a leader to truly understand how the mind works in order to unlock their employee's potential.*

Speaker: **Jeff Butler**

**10:10-11:10 AM**

Session 1: **Budgeting 101** (CPIM)

*Participants will learn about the legal requirements for establishing a budget as well as the 'how to' develop a successful budget. It will also address long-term financial planning including revenue and expense forecasting. Participants will also learn a number of 'tips and tricks' to preparing and managing operations against the approved budget.*

Speaker: **Jamie Nicholson**

Session 2: **Independence Standard & Affiliate Independence** (CPIM)

*Participants will learn about the Yellow Book independence rules and what questions auditors will be asking with regard to independence.*

Speakers: **Josh Louge; Keith Szymanski**

Session 3: **Bond Disclosure: Why is it Necessary and What Does it Cover?** (CPIM)

*This session will discuss the various aspects of primary disclosure including what information should be included and risks to consider, as well as continuing disclosure obligations after the issuance of the bonds. It will also touch on applicable securities laws.*

Speakers: **Allison Binkley; Joshua Grossman**

Session 4: **Leading Through Uncertainty**
*How do you lead effectively when there's more uncertainty than certainty? Being able to identify key messages and communicate that information to various audiences - citizens, elected officials, investors, or staff - in meaningful ways is a learned skill. This session will provide strategies, real-life examples, and compelling stories from leaders in the public sector.*
Speaker: **Megan Kilgore**

**11:10 AM-12:10 PM**
Session 1: **Using the Hinkle System** (CPIM)
*This session will walk through the process of completing the annual Hinkle Filing Requirement and address frequently asked questions.*
Speaker: **Ashley Perry**

Session 2: **ARPA Roundtable** (CPIM)
*This session will be an interactive panel discussion on the recipient experiences with the State and Local Fiscal Recovery Funds. Panel participants will provide their experiences with managing the funds, strategic planning on the use of the funds, how to incorporate community involvement and equity, handling grant compliance, and managing the reporting requirements.*
Speakers: **Stacie Massey; Brian Mosier; Jamie Nicholson; Andrea Weaver**

Session 3: **Economic Development** (CPIM)
*The session will focus on the many economic development tools and strategies that local governments can utilize in their communities, including tax increment financings, community reinvestment areas, new community authorities and special improvement districts.*
Speakers: **Russell Balthis; Anthony Core**

Session 4: **Effectively Using Social Media is More Than Posting a Highlight on Your Facebook Page**
*To properly and effectively use social media, employers need to understand the legal and operational landscape of the virtual world. This session will provide attendees the necessary tools to understand the legal pitfalls that come with their own postings and their employees posting, as well as tools for proper use and engagement with your citizens.*
Speaker: **Andrew Esposito**

**1:55-2:55 PM**

Session 1: **Operational Best Practices** (CPIM)

*We will discuss a variety of best practices for a local unit of government's finance department, including bank recs, audit prep, budget development, technology, time management, and career development.*

Speaker: **Brian Camiller**

Session 2: **GASB 87 - Leases** (CPIM)

*This session will provide an overview of the requirements of GASB 87 for leases, and will look at a few tips for the implementation process.*

Speaker: **Tracie McCreary**

Session 3: **Investment Quiz Bowl** (CPIM)

*Utilizing a quiz bowl style, we will have two teams of Finance Officers competing against each other to answer questions to earn points. Topics covered will include, but are not limited to, allowable investments under Ohio Revised Code Chapter 135, economic indicators, best practices for entities with respect to governing board communication related to investments, investment policy statements, case studies, cash flows and other relevant topics. After each round, we will take the opportunity to explain in more detail nuances of the questions and answers as appropriate. There will also be opportunities for the broader audience to participate as well.*

Speakers: **Ryan Nelson; Jennifer Trowbridge**

Session 4: **Going Green: Budgets, Cash Flow, How to Implement This Initiative - It'll Be Electrifying!** (CPIM)

*We will be discussing all things Green Vehicle and answering these questions: What is this going to cost us?*

Speaker: **Jeremy Baldwin**

**3:05-4:05 PM**

Session 1: **Investing for a Small Government** (CPIM)

*Now that interest rates have increased and you finally have excess funds, what do you need to know to properly invest the funds? The underlying principles of investing public funds apply whether your portfolio is less than $3 million or greater than $50 million. This session will cover cash flow analysis, assessing various investment options and the current interest rate environment.*

Speaker: **Jim McCourt**

Session 2: **OCBOA Statements/Chart of Accounts** (CPIM)
*Discussing the requirements for OCBOA statements and conversations around chart of accounts for different entities.*
Speaker: **Dave Thompson**

Session 3: **Leveraging New Technology In Treasury Management To Gain Control** (CPIM)
*Presentation covering what new tools, trends, and technology is available in treasury management, to assist organizations in streamlining operations, gaining efficiencies, and safeguarding assets.*
Speakers: **Carla Wilson, David Mussio**

Session 4: **OPERS Employer Update** (CPIM)
*Re-employment after retirement - What are the employer's responsibilities and obligations when employing a retiree? Employers will learn the required documentation, proper reporting procedures, and potential liabilities for failure to report re-employed retirees properly.*
Speaker: **Sarah Carr**

**4:05-5:05 PM**
Session 1: **How to Locate a Grant** (CPIM)
*This session will show participants how to search for a grant, for their entity.*
Speaker: **Brian Jones**

Session 2: **Ohio Compliance Supplement** (CPIM)
*In this presentation, we will discuss recent changes in Ohio Legislation. Listeners will develop an understanding in how those changes may impact their financial statements, and/or how the audit procedures may changes as a result.*
Speaker: **Joey Jones**

Session 3: **What is Duration Risk and How Can You Manage It? A Lesson in Liquidity** (CPIM)
*Government finance officers are given the responsibility of protecting and managing taxpayer dollars. This presentation will share how liquidity data can be used to manage cash effectively and address associated "risks" brought on by a changing economic environment.*
Speaker: **Alex DeRosa**

Session 4: **Union Negotiations in the Current Economic Landscape** (CPIM)
*Economic conditions and the environment for employee and union demands does not have recent comparison. This session will address strategies for and responses to the proposals and issues raised by unions and employees. This is about more than money - and those issues and cost impact will be presented.*
Speaker: **Jonathan Downes**

**Thursday, October 6, 2022**
**9:00-10:00 AM**
General Session: **Economic Update** (CPIM)
*Update on general market conditions and economy and the impact on municipal issuers.*
Speakers: **David Tiggett; Charley Wise**

**10:10-11:10 AM**
Session 1: **Cyber Security & Insurance: One Does Not Exist Without the Other** (CPIM)
*This session will provide a brief overview of the current Cyber Market. Buying Cyber Insurance is not as easy as it once was. Learn ways in which your entity can better prepare for the rapidly changing underwriting guidelines and insurance carrier capacities.*
Speakers: **Janie Geis; Aly Larson**

Session 2: **City of Nelsonville: Where a Ghost Can Earn a Living** (CPIM)
*This presentation will cover a fraud case study. The following items will be discussed: progression of the special audit and investigation conducted by the Auditor of State's Special Investigation Unit; different fraud schemes perpetrated; and the outcomes of the criminal proceedings.*
Speaker: **Matthew Klapheke**

Session 3: **Applying Best Practices When Making Investment Decisions** (CPIM)
*This session will provide practical examples of best practices to apply when making investment decisions. Topics will include setting interest rate expectations, identifying and comparing investment opportunities, and factors to consider when constructing your entity's investment portfolio.*
Speakers: **Jim Bell; Scott Gruber; Jamie Nicholson**

Session 4: **Staff Recruitment & Retention**
*In today's marketplace, people have more work choices than ever. Successful organizations have a well-designed recruitment strategy and also utilize a deliberate approach to keeping top talent. This session will offer practical tips that can be implemented right away.*
Speaker: **Dave Tippett**

**11:40 AM-12:40 PM**
Session 1: **Protect Your Accounts: Tools, Red-Flags, Best Practices, and Real-Life Examples of What Can Go Wrong** (CPIM)
*This session will identify what banking tools are used to prevent fraud, some of the red flags and warning signs to look for that signal fraud attempts, and some other best practices and internal controls that can be implemented. Furthermore, provide some real-life examples we've seen and how could the tools and best practices discussed have helped.*
Speakers: **Robin Triplett; Amber Buening; Kevin Drollinger**

Session 2: **What Your Auditors Are Looking For** (CPIM)
*Attendees will better understand the scope of an audit, purpose of tests performed, and the best ways to prepare for audits.*
Speakers: **Rachela Jenkins; Brian Mosier; Kimberly Price**

Session 3: **S&P Global Credit Rating Trends and Hot Topics in Ohio** (CPIM)
*We will discuss current credit trends and hot topics in Ohio from a rating agency perspective, as well as compare Ohio's rating portfolio to the rest of the nation.*
Speaker: **Benjamin Gallovic**

Session 4: **Evaluating Employee Performance in a Hybrid World – How Do We Evaluate Performance If We Don't See The Employee Every Day?**
*This session will provide summary of current workplace changes as it relates to employee performance management. Many organizations are challenged with ensuring remote or hybrid employees are performing duties as expected, receive feedback from their managers and know expectations of their roles. We will share resources for your creation of hybrid/remote workplace policies including processes for employee requests, accountability for employees & managers, methods of performance feedback and other resources. Join us for an interactive and real-life scenario case review to help you navigate employee performance.*
Speaker: **Renee West**

**1:50-2:50 PM**

Session 1: **Federal Procurement - Lessons Learned** (CPIM)

*With the influx of federal dollars, many local governments are navigating federal procurement requirements for the first time. We will dive into the common mistakes made during the procurement process and how to avoid these pitfalls. Airtight documentation is key, so we will discuss what you can do to ensure your procurement support is up to par, and passes audit.*

Speaker: **Adam Lesch**

Session 2: **Asset Accountability - Control, Financial Reporting, Risk Mitigation & Audit Compliance** (CPIM)

*This session will discuss governmental asset cost segregation, reporting, and inventory reviews.*

Speaker: **Greg Sheahan**

Session 3: **What Bond Investors Want? Environmental, Social & Governance** (CPIM)

*This session will provide an overview of Environmental, Social, and Governance (ESG) bond issues, as well as their potential appeal to investors and certain risks involved with an ESG designation.*

Speakers: **Joshua Grossman; Melissa Santiago**

Session 4: **The Ohio Ethics Law 2022: Watching Our Step!** (CPIM)

*This high-energy interactive session provides timely information regarding the Ohio Ethics Commission and about restrictions in the Ohio Ethics Law and related statutes that pertain to all public-sector employees and private sector parties who are regulated or do business with public offices. With relevant examples and references to past ethics investigations, attendees will be well-equipped to better understand and comply with the Ohio Ethics Law.*

Speaker: **Susan Willeke**

**2:50-3:50 PM**

Session 1: **Best Practices for Project Management**

*Learn how to implement culture and purpose, in the project, to produce buy-in for all stakeholders.*

Speaker: **Andrew Long**

Session 2: **Subrecipient Monitoring** (CPIM)
*Attendees will better understand the requirements associated with providing subawards under a federal grant and develop tools and best practices for subrecipient monitoring.*
Speakers: **Amr Elaskary; Cody Mitchell; Larry Weeks**

Session 3: **Pricing Day Fundamentals** (CPIM)
*This session will explore topics that issuers should consider during the negotiated and competitive sales process. Topics covered will include general market updates, call option analysis, yield curve analysis and market comparable issues, developing per-marketing scales, managing the syndicate and pricing day activities.*
Speaker: **Brian Cooper**

Session 4: **Cyber Security: Risk Within Local Governments** (CPIM)
*With nearly half of all ransomware attacks targeting local governments, one would hope there would be a coordinated push toward enhancing cyber preparedness, but recent studies have indicated that while the risks remain high, the appetite and budgets to mitigate them are lacking.*
Speaker: **Shawn Richardson**

**4:20-5:20 PM**
Session 1: **Emerging Trends in Technology** (CPIM)
*Technology is ever changing and can reinvent how we engage and work. It is important to keep up with the latest trends and how they can help protect your organization. Join us to learn how to leverage your data and AI pattern recognition to highlight transaction anomalies that can help prevent fraud and honest mistakes.*
Speakers: **Taylor Adrian; Tom Mitchell**

Session 2: **Transforming Your Budget Process** (CPIM)
*Without a doubt, the COVID-19 Pandemic shone a bright light on the value of and need for high-quality government services and the ability to easily and accurately plan and re-plan budgets. Top governments nationwide were able to quickly pivot and adapt to meeting the public health emergency and the financial fallout by having highly efficient processes and nimble and powerful technology to help anticipate, plan for, and communicate changes to available resources and impacts to services. In this session, learn how process improvements, organizational change and modern technology can help facilitate agile public administration and foster informed engagement among the residents and businesses our governments serve.*
Speaker: **Micah Intermill**

Session 3: **Evolution of the Federal Reserve** (CPIM)
*The Federal Reserve's swift response to COVID-19 demonstrated their ability to effectively use monetary policy tools to prevent a health care crisis from evolving into a financial crisis. We will look back to the formation of the Federal Reserve and past actions to gain perspective on the current Federal Reserve to help determine whether this time is different and what this may mean for your investment portfolio.*
Speakers: **Scott Gruber; Jim McCourt**

Session 4: **Collective Employee Benefit Purchasing**
*Participants will gain an understanding of the value and challenges associated with consortiums when purchasing employee benefit programs.*
Speakers: **Danny Fedeli; Michael McGrath**

**Friday, October 7, 2022**
**9:00 AM-12:00 PM**
Session 1: **The Value of Values for Accountants** (CPIM)
*This entertaining and engaging session will focus on the ethical challenges accountants face in their daily lives. Using case studies "ripped from the headlines" participants will gain a better appreciation for how to combat fraud and other misconduct. Appropriate for audiences with CPAs, Accountants, and Finance Professionals. This session fulfills the Accountancy Board of Ohio's (ABO) three- credit hour professional standard requirement per reporting cycle.*
Speaker: **Paul Fiorelli**

Session 2: **GASB Update** (CPIM)
*This session will dive into the latest GASB pronouncement becoming effective including Statement No. 87, Leases. Plus the issues GASB is considering on its current technical agenda will be discussed.*
Speaker: **Scott Reeser**

**9:00-10:00 AM**
Session 3: **Basics of Debt** (CPIM)
*This presentation will look at the basic fundamentals of debt issuance for governmental entities start to finish, including documentation, issuance, federal tax law, and federal securities law compliance.*
Speaker: **Jackie Lewis**

Session 4: **Discovering More Effective Team Communication With DiSC** (CPIM)
*With all the changes our world and work environment has experienced over the last few years, the need for effective communication is even more important. The DiSC model provides a common language that people can use to better understand themselves and to adapt their behaviors with others, within a work team, in a leadership position, or other relationships. In this interactive session, participants will: Identify their own DiSC Style; Assess what motivates them; Gain a better understanding of how they respond to conflict; Be able to improve working relationships by recognizing the communication needs of others; Gain insight to manage more effectively by understanding the style and priorities of employees and team members; and Learn how to adapt to the style of others, ultimately improving engagement, collaboration, and the overall quality of the workplace.*
Speaker: **Steve Edwards**

**10:00-11:00 AM**
Session 3: **Water and Sewer Construction Financing and Refinancing with Ohio Water Development Authority** (CPIM)
*Ohio Water Development Authority (OWDA) will provide an overview of their water, sewer and storm water construction loan program; their brownfield remediation loan program, and their water and sewer refinance loan program.*
Speakers: **Ken Heigel; Todd Skruck**

Session 4: **Discovering More Effective Team Communication With DiSC,** Continued

**11:00 AM-12:00 PM**
Session 3**: Innovative Financing Techniques That Won't Make You Lose Sleep**
*This session will cover examples of innovative financing techniques used by issuers to manage growth and position themselves for future capital needs.*
Speakers: **Kathleen Clark; Brian Seedhouse**

Session 4: **Active Shooter Training**
*This session will focus on the individual skills necessary to increase survivability during an Active Shooter event. Discussion on how to create a mindset for survivability for you and your employees. Along with discussion on preparing for the aftermath and looking at long term effects of the event.*
Speakers: **Scott Lowry**

## ***Accreditations***

Ohio GFOA's 35th Annual Conference & Membership Meeting will provide up to 19 CPE hours in category AA.

*Approval pending for the following:*

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

Supreme Court of Ohio Commission on Continuing Legal Education

AOS Fiscal Integrity Act