



Board of Trustees Meeting
March 21, 2025
City of New Albany - Public Service Dept. Bldg.

AGENDA

CALL TO ORDER – 10:30 a.m.

PLEDGE OF ALLEGIANCE – Jessica Marquez

SECRETARY'S REPORT – Ami Mayne
Approval of February 7, 2025 Meeting Minutes

PRESIDENT'S REPORT – Jessica Marquez

TREASURER'S REPORT – Jared Cottrell
February 2025 Financials

EXECUTIVE DIRECTOR'S REPORT – Nancy Waterhouse

COMMITTEE REPORTS

1. State GFOA Representative – Stacey Russell
2. Nominating – Bethany Staats
3. Sponsorship - Megan Miller/Adam Lesch/Gina Love
4. Membership – Kyle Smith/Brent Lewis/Jim Boehmer/Justin Nahvi
5. Education – Jeff McCuen/Stacey Russell
6. Communications – Danny Sklenicka/Mollie Gilbride
7. Scholarship – Ami Mayne/Julie Adkins/Joey Jones
8. Awards – Vickie Barger/Jill Davidson
9. Social – Amie Lynn/Kyle Smith

OLD BUSINESS

NEW BUSINESS

ANNOUNCEMENTS

Education Committee Meeting, today, beginning at 12:00 noon
Next Board Meeting, Friday, May 16, 2025, beginning at 10:30 a.m.

ADJOURN

OHIO GFOA BOARD MEETING MINUTES

February 7, 2025

City of New Albany - Public Service Dept. Bldg.

PARTICIPANTS

Jessica Marquez, Ami Mayne, Jared Cottrell, Bethany Staats, Brent Lewis, Gina Love, Megan Miller, Julie Adkins, Vickie Barger, Jill Davidson, Justin Nahvi, Brian Cooper, Adam Lesch, Danny Sklenicka, TJ Cusick, Kyle Smith, Joey Jones, Ashley Perry, Jim Boehmer, Stacey Russell, Jeff McCuen, Lisa Eisenberg, Nancy Waterhouse and Kayla O'Shelski

CALL TO ORDER

President Jessica Marquez called the meeting of the Ohio GFOA Board to order on Friday, February 7, 2025, at 10:36 a.m.

PLEDGE OF ALLEGIANCE – Jessica Marquez

SECRETARY'S REPORT – Ami Mayne

Motion, Seconded and Approved: To approve the November 22, 2024 meeting minutes, as presented.

PRESIDENT'S REPORT- Jessica Marquez

Matt Stiffler Board Resignation – On December 12, 2024, Matt Stiffler submitted his resignation letter. He has accepted a position with Columbus State, which prohibits him from continuing to serve as a City Trustee.

GFOA Conference, Ohio Reception Attendees – Reviewed the number of Ohio registrants from the 2024 GFOA Conference who were invited to and attended the Ohio Reception. Nearly half were not members of Ohio GFOA. Explored strategies to encourage their membership, as they are benefiting from the free reception. Agreed to follow up post-conference with a letter and a discount coupon inviting them to join.

Conference Welcome Reception – A small group from the Education Committee, along with Jessica Marquez and Ohio GFOA staff, conducted a site inspection at the PBR Bar at Easton. They approved the venue and proceeded with a signed contract.

TREASURER'S REPORT – Jared Cottrell

Reviewed the December 2024 financials. *Motion, Seconded and Accepted:* To accept the December 2024 financials, as presented.

Reviewed the 2025 proposed operating and conference budgets. *Motion, Seconded and Approved:* To approve both proposed budgets, as presented.

EXECUTIVE DIRECTOR'S REPORT – Nancy Waterhouse

A written report was provided. The Board approved a \$1,500 expenditure to redesign and update the Ohio GFOA website, as outlined in the proposed operating budget.

COMMITTEE REPORTS

State Representative – Stacey Russell

A written report was provided.

Nominating – Bethany Staats

A written report was provided.

Sponsorship – Megan Miller/Adam Lesch/Gina Love

A written report was provided. Bonefish Systems is interested in a revenue-sharing agreement, where all Ohio GFOA customers will receive discounted prices and the association will receive a percentage of the revenue. Nancy Waterhouse reiterated that Ohio GFOA does not endorse specific vendors but encourages them to become sponsors or vendors to promote their products. Adam Lesch will follow up accordingly.

Membership – Kyle Smith/Brent Lewis/Jim Boehmer/Justin Nahvi

A written report was provided. Proposing a membership dues increase beginning 2026 as follows:

- Governmental Institutes - \$100 (removing the tiered dues structure)
- Non-Governmental - \$200
- Associates (Students, Interns, Retirees) - \$25

Motion, Seconded and Approved: To approve the proposed dues increases, beginning 2026, as presented.

The Membership Survey results were distributed. Further discussion was deferred until the March meeting to allow the Committee time to review and analyze the findings in more detail.

Scholarship – Ami Mayne/Julie Adkins/Joey Jones

A written report was provided. In light of the approved dues increases, the Committee will consider offering ten \$100 membership scholarships next year.

Awards – Vickie Barger/Jill Davidson

A written report was provided.

Social – Amie Lynn/Kyle Smith

Annual Conference – Tuesday evening’s early registration and kick-off reception will feature a “Taco Tuesday & Margarita” theme. The PBR Bar has been secured for the Wednesday evening Welcome Reception, and the Bluewater Kings Band will provide entertainment for the Thursday evening President’s Reception.

Education – Jeff McCuen/Stacey Russell

A written report was provided.

Communications – Danny Sklenicka/Mollie Gilbride

A written report was submitted, which included a proposed Social Media Policy and a recommended revision of the Mission Statement. ***Motion, Seconded and Approved:*** To adopt the Social Media Policy as presented. Additionally, ***Motion, Seconded and Approved:*** To adopt the revised Mission Statement: "*Supporting Our Members through Collaborative, Innovative, and Inclusive Public Finance Education and Networking.*"

OLD BUSINESS

No old business.

NEW BUSINESS

No new business.

ANNOUNCEMENTS

Education Committee Meeting, today, beginning at 12:00 noon

Next Board Meeting, Friday, March 21, 2025, beginning at 10:30 a.m.

Next Education Committee Meeting, Friday, March 21, 2025, beginning at 12:00 noon

The meeting adjourned at 11.42 a.m.

Ohio GFOA
Balance Sheet
February 28, 2025

-----ASSETS-----	Current Year	Last Year
CURRENT ASSETS		
HNB - Operating Account	\$ 118,947.37	159,984.42
Prepaid Expenses	27,039.00	0.00
INVESTMENT ACCOUNTS		
Cash-Investments	67,721.84	14,259.44
Raymond James	246,258.00	286,201.55
<u>Total Value of Investments</u>	<u>313,979.84</u>	<u>300,460.99</u>
Total Current Assets	\$ <u>459,966.21</u>	<u>460,445.41</u>
-----LIABILITIES AND CAPITAL-----		
CURRENT LIABILITIES		
TOTAL CURRENT LIABILITIES	0.00	0.00
TOTAL LIABILITIES	0.00	0.00
CAPITAL		
Net Assets	\$ 364,779.98	320,756.67
Current Year	95,186.23	139,688.74
TOTAL CAPITAL	459,966.21	460,445.41
TOTAL LIABILITIES & CAPITAL	\$ <u>459,966.21</u>	<u>460,445.41</u>

Ohio GFOA
INCOME STATEMENT
For the Month Ending February 28, 2025

	Annual Budget	Current Month Actual	Year-to-Date Actual	Actual H/(L) Budget	Last Year to Date
INCOME					
Dues	\$ 64,000.00	\$ 4,570.00	\$ 58,015.00	(5,985.00)	\$ 62,090.00
Total Dues Income	64,000.00	4,570.00	58,015.00	(5,985.00)	62,090.00
MEETINGS INCOME					
Corporate Sponsors	150,000.00	33,500.00	77,000.00	(73,000.00)	103,700.00
Intro to Finance Seminar	8,000.00	2,940.00	3,790.00	(4,210.00)	3,875.00
Advanced Acctg.	7,500.00	0.00	0.00	(7,500.00)	0.00
Annual Conference	172,000.00	1,725.00	5,185.00	(166,815.00)	5,995.00
Intermed Accounting Semi	6,000.00	710.00	710.00	(5,290.00)	0.00
Webinars (non-members)	100.00	81.70	81.70	(18.30)	40.94
Total Meetings Income	343,600.00	38,956.70	86,766.70	(256,833.30)	113,610.94
OTHER INCOME					
Interest Income	6,000.00	0.00	1,504.60	(4,495.40)	1,555.54
Dividends	2,000.00	0.00	234.15	(1,765.85)	108.85
Gain/loss on investments	0.00	0.00	(905.00)	(905.00)	3,718.10
Prior Year Income	3,025.00	550.00	1,350.00	(1,675.00)	655.00
Total Other Income	11,025.00	550.00	2,183.75	(8,841.25)	6,037.49
TOTAL INCOME	\$ 418,625.00	\$ 44,076.70	\$ 146,965.45	(271,659.55)	\$ 181,738.43
EXPENSES					
OPERATING					
Administrative Fees	\$ 104,733.00	\$ 17,455.44	\$ 17,455.44	(87,277.56)	\$ 17,046.34
Staff Expenses	2,000.00	0.00	0.00	(2,000.00)	0.00
Board Meetings/Expense	5,500.00	464.94	464.94	(5,035.06)	413.55
Accounting	8,355.00	80.00	80.00	(8,275.00)	80.00
Dues/Subscriptions	225.00	0.00	168.75	(56.25)	0.00
Insurance	2,000.00	0.00	0.00	(2,000.00)	0.00
Office Supplies	2,600.00	410.00	410.00	(2,190.00)	480.00
Postage	100.00	12.13	12.13	(87.87)	11.12
Printing	200.00	9.32	9.32	(190.68)	65.42
Telephone	1,200.00	151.55	151.55	(1,048.45)	184.25
Zoom	1,000.00	0.00	0.00	(1,000.00)	0.00
Total Operating	127,913.00	18,583.38	18,752.13	(109,160.87)	18,280.68
MEMBERSHIP PROGRAMS					
Newsletter	600.00	0.00	0.00	(600.00)	0.00
Web Site/Formstack	9,000.00	1,781.80	1,803.30	(7,196.70)	68.80
Certification Presentations	150.00	0.00	0.00	(150.00)	0.00
Scholarships	14,500.00	0.00	0.00	(14,500.00)	0.00
Education Committee	1,500.00	464.94	464.94	(1,035.06)	413.54
Social Media/Marketing	6,000.00	6,000.00	6,000.00	0.00	0.00
National Meetings	25,000.00	2,371.50	2,896.50	(22,103.50)	2,327.09
Total Membership Progr	56,750.00	10,618.24	11,164.74	(45,585.26)	2,809.43

Ohio GFOA
INCOME STATEMENT
For the Month Ending February 28, 2025

	Annual Budget	Current Month Actual	Year-to-Date Actual	Actual H/(L) Budget	Last Year to Date
MEETINGS/SEMINARS					
Intro to Finance Seminar	3,000.00	0.00	0.00	(3,000.00)	0.00
Advanced Acctg.	11,500.00	0.00	0.00	(11,500.00)	0.00
Debt Seminar	0.00	0.00	0.00	0.00	6,399.00
Annual Conference	239,775.00	12,261.87	20,254.87	(219,520.13)	12,841.00
Intermediate Acct Seminar	5,000.00	0.00	0.00	(5,000.00)	0.00
Total Meetings/Seminars	259,275.00	12,261.87	20,254.87	(239,020.13)	19,240.00
OTHER					
Bank Charges	120.00	20.00	20.00	(100.00)	20.00
Miscellaneous	0.00	120.00	120.00	120.00	0.00
Contingency	21,328.00	0.00	0.00	(21,328.00)	0.00
Credit Card Charges	9,000.00	1,101.15	1,467.48	(7,532.52)	1,699.58
Total Other	30,448.00	1,241.15	1,607.48	(28,840.52)	1,719.58
TOTAL EXPENSES	\$ 474,386.00	\$ 42,704.64	\$ 51,779.22	(422,606.78)	\$ 42,049.69
NET INCOME	\$ (55,761.00)	\$ 1,372.06	\$ 95,186.23	150,947.23	\$ 139,688.74

NOTE: Certain disbursements/receipts are recorded using the Cash Basis accounting method



EXECUTIVE DIRECTOR REPORT

Submitted By: Nancy Waterhouse

Report Date: March 21, 2025

Update/Summary of Activities:

2028 Annual Conference

Proposals for the 2028 Annual Conference have been received from both the Hilton Easton and the Hilton Downtown. Details are outlined below for the Board's review and comparison:

Hilton Easton

- **Proposed Dates:** October 11–13, 2028
- **Room Block Rate:** \$230++
- **Food & Beverage Minimum:** \$105,000++
- **Outside AV and Load-In/Load-Out AV Fee:** \$2,140++
- **Exhibit Tables:** \$45++ per table

Hilton Downtown

- **Proposed Dates:** October 4–6, 2028
- **Room Block Rate:** \$275++
- **Food & Beverage Minimum:** \$145,000++
- **Load-In/Load-Out AV Fee:** \$1,060++
- **Exhibit Tables:** \$50++ per table
- **Overnight Self-Parking (with in/out privileges):** \$38 per vehicle per night (subject to change)
- **Overnight Valet Parking (with in/out privileges via hotel):** \$45 per vehicle per night (subject to change)

Website Redesign Update

The new website is scheduled for completion by **March 24, 2025**.

National GFOA Conference

There are currently **28 RSVPs** for the Ohio Reception, including **8 non-members**. As of **March 17, 2025**, there are **88 Ohio registrants** for the conference.

Action Requested of Board:

Make a decision on the 2028 Annual Conference location.



COMMITTEE REPORT TO BOARD

Date: February 7, 2025

Committee Name: **GFOA State Representative**

Submitted By: Stacey Russell

Update/Summary of Activities:

Information from GFOA:

Registration is open for GFOA 119th Annual Conference in Washington DC June 29 – July 2, 2025 There are 10 preconference sessions that begin Friday, June 27 at 1:00 and go through Saturday, June 28. Take advantage of 74 CPE-accredited sessions, keynotes, and interactive leadership workshops designed to expand your expertise in government finance. Learn directly from leading experts, researchers, and practitioners, and bring invaluable insights back to your organization and community. Plus, network and connect with peers from across the nation and around the world through numerous social and collaborative events! A total of 20 CPEs can be earned. **The next early registration deadline is March 28th.**

Upcoming Conference & Training Opportunities: GFOA offers a wide range of continuing education including in-person sessions, webinars and ELearning. All are available to review at <https://www.gfoa.org/events>

In-Person:

- Understanding Government Compensation & Payroll, Chicago, April 8-9
- Overview of Public Procurement, Columbus, April 28-29
- Accounting Academy: An Intensive Introduction, Columbus, April 28- 30
- Preparing & Implementing a Capital Improvement Plan, Columbus, April 28-29
- Budget Academy, Columbus, April 28-30
- Developing & Managing the Personnel Budget: A Position Control Workshop, Columbus, April 29
- School Budgeting Best Practices, Columbus, April 30
- Best Practices in Debt Issuance & Management, Columbus, April 30 – May 1

Webinars:

- GFOA offers approximately 12 webinars over the next 2.5 months. Ranging from 1-2 CPEs and pricing from \$50 - \$95 for members and \$100 - \$200 for non-members

ELearning:

- Accounting for Pension & Other Post-Employment Benefits, March 25-26
- Fundamentals of Preparing an Annual Comprehensive Financial Report, April 1-3
- Intermediate Governmental Accounting, April 7-8
- Managing Financial Distress, April 22-24
- Revenue Policies, May 13-15
- Treasury Management Best Practices, May 20-22
-

Networking Opportunities:

- WPFN: April 8 & 9, May 13 & 14,
- Utility Finance Forum: April 23
- Small Government Forum – Compensated Absences and GASB101: April 30
- LGBTQIA+: May 1
- Urban Forum: May 15

Action Requested of Board: None at this time



COMMITTEE REPORT TO BOARD

Date: March 21, 2025

Committee Name: Sponsorship

Submitted By: Adam Lesch, Gina Love and Megan Miller

2025 Goal(s) and Current Benchmark(s):

To bring in \$160,000 in sponsorships for 2025. To achieve this, we will reach out to all 2023 and 2024 Sponsors, companies that have contributed in the past, and reach out to new potential sponsors.

Update/Summary of Activities:

Total Commitments Received to date - **\$118,000 (22 sponsors)** (Detailed Report Attached)

Committee members are following up with prior sponsors that have not made commitments to date.

Committee met with Bonefish to share that a revenue sharing arrangement will not work for our organization. Continue to discuss sponsorship opportunities but have not yet received a commitment.

Action Requested of Board:

~Review the "List of Corporate Sponsors" for those vendors that you have a relationship with and reach out to them to remind them of how meaningful it is to sponsor Ohio GFOA or refer them to Adam, Gina or Megan and/or the website.

~Review the "List of Corporate Sponsors" and determine if there is a vendor that you work with that would be interested in sponsorship that is not on our list and refer them to Adam, Gina or Megan and/or the website.

Date of Next Meeting:

TBD



Sponsorship Commitments

Sponsorship Year	2025	
Level / Sponsor	Sum of Amount Committed	
SILVER		
Bradley Payne Advisors	\$	5,000
Equitable (formerly AXA)	\$	5,000
Regional Income Tax Agency (RITA)	\$	5,000
Squire Patton Boggs	\$	5,000
The Huntington National Bank	\$	5,000
RWB		
Springbrook Software	\$	1,000
Wilson, Shannon & Snow, Inc.	\$	1,000
PLATINUM+		
KeyBanc Capital Markets	\$	20,000
Software Solutions, Inc.	\$	13,500
GOLD		
Baker Tilly Municipal Advisors, LLC (formerly Umbaugh)	\$	7,500
Clark, Schaefer, Hackett & Co.	\$	7,500
DataServ Integrations, LLC	\$	7,500
Meeder Public Funds	\$	7,500
OpenGov	\$	7,500
BRONZE		
Gardiner	\$	2,500
HCA Asset Management	\$	2,500
Julian & Grube, Inc.	\$	2,500
Plante Moran	\$	2,500
Rea & Associates	\$	2,500
RedTree Investment Group	\$	2,500
Three + One	\$	2,500
VC3	\$	2,500
NO COMMITMENT TO DATE		
Azavar		
Bonefish Systems		
Bricker & Graydon (Formerly Bricker & Eckler)		
ClearGov		
Dinsmore & Shohl LLP		
Fifth Third Securities		
GovHR USA		
GovOS		
JPMorgan Chase Bank		
PFM Financial Advisors LLC		
PNC (formerly National City Bank)		
Stifel Nicolaus & Company, Inc.		
Sudsina & Associates, LLC		
The SpyGlass Group, LLC		
U.S. Bank, N.A.		
Workday		
Ernst & Young		
Parthenon Global LLC & ContractURL		
Workiva		
Carillon Group of Raymond James (Didn't Sponsor last year)		
Ceridian (Didn't Sponsor last year)		
CORE (Didn't Sponsor last year)		
eCivis (Didn't Sponsor last year)		
Fifth Third Bank (Didn't Sponsor last year)		
GovInvest (Didn't Sponsor last year)		
NORESCO LLC (Didn't Sponsor last year)		
Northland Securities, Inc. (Didn't Sponsor last year)		
OnActuate (Didn't Sponsor last year)		
Oracle NetSuite for Government (Didn't Sponsor last year)		
Questica (Didn't Sponsor last year)		
Republic First National (Didn't Sponsor last year)		
Robert W. Baird & Co. (Didn't Sponsor last year)		
S&P Global (Didn't Sponsor last year)		
Tyler Technologies, Inc. (Didn't Sponsor last year)		
Charles E. Harris & Associates, CPAs (Didn't Sponsor last year)		
Grand Total	\$	118,000



2025 MARCH MEMBERSHIP REPORT

MEMBER TYPE	TOTAL
GOVERNMENTAL TOTAL	755
County	186
Library	47
City/Village	332
School District	35
Special District	73
State Agency	59
Township	23
NON-GOVERNMENTAL TOTAL	80
ASSOCIATE	5
TOTALS	840
RETIRED PAST PRESIDENTS (comp lifetime membership)	6

Lapsed Report by Category	Total
County	26
Library	4
City/Village	56
School District	3
Special District	18
State Agency	6
Township	2
Non-Governmental	24



MEMBERSHIP COMMITTEE REPORT TO BOARD

March 21, 2025

Submitted By: Kyle Smith/Brent Lewis/Jim Boehmer/Justin Nahvi

2025 Goal(s):

Increase Membership, Enhance Member Engagement, Improve Member Retention, and Develop Networking Opportunities

Update/Summary of Activities:

Membership Summary

Enclosed with this summary is a schedule of active and lapsed members by governmental unit for review. Active memberships have increased by 9.7% or 74 individuals as compared to the same period from the prior year.

Increased memberships are primarily attributed to new members from the following categories:

<u>Category</u>	<u>Increase</u>	<u>% Increase</u>
City/Village	40	22.5%
Library	9	23.7%
State Agency	9	18.0%
County	8	4.5%

Auditor of State Fiscal Contact Information

In February, a public records request was submitted to the State Auditor’s Office to collect contact information from fiscal representatives for each governmental unit as registered through the Hinkle system. A listing of 5,995 records was received through this request which was then categorized into sub-listings based on membership and non-membership with Ohio GFOA.

This data will be used later in the year to forward email blasts intended to distribute invitations for individuals to attend continuing education training opportunities either in-person or online as well as the annual association conference.

Action Requested of Board:

None



EDUCATION COMMITTEE REPORT TO BOARD

March 21, 2025

Submitted By: Jeff McCuen/Stacey Russell

2025 Goal(s):

The committee works to provide relevant and timely professional development opportunities to our members at locations throughout the state of Ohio.

Update/Summary of Activities:

2025 Seminars

- **Introduction to the Finance Office**
 - **Dates:** March 19 & 20
 - **Location:** Cuyahoga County Public Library, Parma-Snow Branch
 - **Facilitator:** Jamie Nicholson
 - **Registration:** 74
- **Intermediate Governmental Accounting**
 - **Dates:** July 16 & 17 * *Please note date change.*
 - **Location:** Rea & Associates Conference Facility, Dublin
 - **Facilitator:** Anita Martin
 - **Registration:** 29
- **Advanced Governmental Accounting**
 - **Dates:** August 6 & 7
 - **Location:** Niagara Event Center, Put-in-Bay
 - **Facilitator:** Jeff McCuen
 - **Registration:** Coming soon

2025 Webinars

- **June 11:** Cybersecurity Protection Strategies for Financial Officers: Safeguarding Local Municipalities and School Districts – Registration coming soon.
- **Upcoming Webinars:** Five (5) sponsors are scheduled to host webinars throughout the year.

2025 Annual Conference

- **AOS has confirmed, TOS cannot confirm until later this year**
- **General Session Speaker:** Dr. Bob Nelson www.drbobnelson.com
- **Welcome Reception:** PBR Cowboy Bar & Smokehouse Buyout – <https://pbrcowboybar.com/columbus/>
- **President’s Reception:** Featuring live music from Bluewater Kings Band – <https://www.bluewaterkingsband.com/>

March 21 Education Committee Meeting

- Review of Moderator responsibilities & deadlines
- Review conference grid and assign moderators



BOARD COMMITTEE REPORT

Scholarship Committee

March 21, 2025

Members: Ami Mayne, Julie Adkins and Joey Jones

Update/Summary of Activities:

National GFOA Conference Scholarship (registration and up to \$1,500 travel reimbursement) awarded to Tyler McNeal, Accountant/Payroll, City of Westerville.

Scholarships also available for 2025:

- First-Time Annual Conference Attendee Scholarship (5 @ \$900)
- Annual Conference Scholarship (3 @ \$900)
- Annual Conference Student Attendee Scholarship (3 @ 900)
- Continuing Education Scholarship (1 @ \$1,000)
- Traditional Student College Scholarship (1 @ \$1,000)

Deadline is Monday, July 21, 2025. Encourage people to apply!

Action Requested of Board:

None