

# GFOASC FALL CONFERENCE 2017

## AGENDA

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10/01/17

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### N/A

11:00 AM - 2:00 PM	<b>Past Presidents Brunch</b> (Pres Brunch) <b>Chestnut Hill</b> By Invitation Only	◆
2:00 PM - 7:00 PM	<b>Attendee Registration</b> (Registration) <b>Conference Commons Area</b>	
2:00 PM - 7:00 PM	<b>Sponsor Registration</b> (Registration) <b>Atlantic 1-5</b>	

### Accounting

3:00 PM - 3:50 PM	<b>Debt and Related Regulations</b> (GS I) <b>Tides 2</b>  Speakers: <a href="#">Ray Jones</a> , <a href="#">Brent Robertson</a>	
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### Other

3:50 PM - 4:40 PM	<b>Roadmap for PCI Data Security Compliance</b> (GS II) <b>Tides 2</b> Merchants accepting credit cards are subject to the Payment Card Industry (PCI) Data Security Standard. While PCI compliance relies upon IT departments for certain elements of compliance, the responsibility for validating compliance is generally with the finance department. The objective of this session is to provide steps that the organization should take to ensure that the business area of the organization is in compliance with the standard. Distinction will be made regarding in-house capture solutions versus the use of third-party service providers. The business user will learn the requirements pertaining to the methods of validating compliance, options for developing a formalized employee PCI awareness plan, and lessons learned from actual security breaches.  Speakers: <a href="#">David C Reavis</a>	
4:40 PM - 5:30 PM	<b>Government To Go</b> (GS III) <b>Tides 2</b> Solutions for delivering digital government without taxing your funds or resources More than ever people are getting things done online – Why should government interactions be any different? Learn how you can offer online and digital solutions through the statewide portal contract without tying up your funding or personnel resources. Delivering digital government efficiencies daily. Online services bring businesses and citizens convenience, while our self-funded enterprise-wide approach provides innovation to our government partners. Making Government More Accessible. 24 hours a day, every day, citizens and businesses somewhere want to connect to government for matters large and small. As a leading provider in SC of digital government sites, services, and secure payment processing, we know what it takes to make digital interactions better experiences for everyone. Join us to learn about new offerings such as personal government assistants, artificial intelligence and voice assistants. Learning Objectives: Value of providing online and digital solutions, How to best utilize the statewide portal contract for creating and implementing online and digital solutions, New solutions available to SC government entities  Speakers: <a href="#">Corinne Holland</a>	

### N/A

5:30 PM - 6:00 PM	<b>Newcomers and Past Presidents' Meet and Greet</b> (Newcomers) <b>Tides 2</b> All Presidents and New Comers welcome - Come find out what our organization is all about from those who have led us for the last 30+ years!  Speakers: <a href="#">Kevin Yokim</a>	◆
7:00 PM - 8:30 PM	<b>Welcome Buffet/Dinner</b> (Meal) <b>Atlantic 6-8</b>	◆
8:00 PM - 11:00 PM	<b>It's Carnival Time!</b> (Entertainment) <b>Atlantic 6-8</b> Join us for a night filled with carnival games, fair foods, line dancing with DJ Mike Lockaby and taking funny pictures in the photo booth. Stay and close down the night with us for a chance at a great door prize!	◆

10/02/17

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### N/A

7:30 AM - 3:30 PM	<b>Attendee Registration</b> (Registration)	
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**Conference Commons Area**

7:30 AM - 3:30 PM

**Sponsor Registration** (Registration)  
**Atlantic 1-5**

8:00 AM - 8:45 AM

**Buffet Breakfast** (Meal)  
**Atlantic 1-5**

8:00 AM - 4:00 PM

**Visit Sponsors** (Exhibits)  
**Atlantic 1-5**

Stop by and greet our great sponsors without whom our conference would not be possible.

8:45 AM - 9:15 AM

**Conference Welcome** (Welcome)  
**Atlantic 6-8**Speakers: [Diane Charno](#)**Personal Development**

9:15 AM - 10:15 AM

**"Life's Observations"** (GS IV)  
**Atlantic 6-8**Speakers: [Glen Ward](#)**N/A**

10:15 AM - 10:30 AM

**Visit Sponsors** (Break)  
**Atlantic 1-5**

Visit with the many sponsors and be present to participate in great door prizes!

**Other**

10:30 AM - 11:20 AM

**The Six-Figure Difference - Staying ahead of the curve. What we've learned in one year.** (GS V)  
**Atlantic 6-8**Speakers: [Garrett McDonald](#),  
[Joseph Rulison](#)

11:20 AM - 12:10 PM

**Fleet Management** (GS VI)  
**Atlantic 6-8**

What's Your Strategy for Cycling Fleet Vehicles? ("buy & hold" for 10+ years may not be the best method...for MANY reasons) Our main objective is to provide information, as well as a method, on how ALL government agencies can streamline their light duty vehicle fleet, lower maintenance costs, increase fuel economy, reduce down time, provide safer vehicles for your drivers, and reduce annual cash outlay without sacrificing operational capabilities! We will present a 10-year vehicle replacement model and strategy to show how this can be accomplished. More and more government agencies today are reviewing their vehicle replacement strategy, as well as their maintenance procedures and fuel costs; and concluding that the old "buy and hold" strategy may not be the most cost and time efficient method of managing their fleet. This 50-minute presentation is applicable and beneficial to all procurement, risk management, fleet managers, and financial personnel. The overall decision to move forward with this type of program is both an operational and financial decision. Therefore during this presentation, we will talk about both the operational and financial impact of this strategy for the fleet and for ALL decision makers.

Speakers: [Kenneth G Germano](#),  
[Bryan C. Jolliff](#),  
[Joseph N. Nunn](#)**N/A**

12:15 PM - 1:30 PM

**Lunch** (Meal)  
**Oleander Ballroom****Other**

1:30 PM - 2:20 PM

**SCEMD / FEMA Reporting (O)** (CCS I - II)  
**Tides 1**Speakers: [Allen Fountain](#)**Accounting**

1:30 PM - 2:20 PM

**IRS Updates (A)** (CCS I - I)  
**Tides 2**

"Common Employment Tax Issues for Government Entities" Some of the issues that will be addressed will be: basic taxable wages, workers that receive both forms W-2 and 1099 in the same calendar year, worker classification, and common taxable fringe benefits provided to employees. The learning objective will be to provide an overview of common examination issues in a short amount of time.

Speakers: [Clifford Brown](#)

1:30 PM - 2:20 PM

**Continuing to Talk About Continuing Disclosure (A)** (CCS I - III)  
**Atlantic 8**

The federal continuing disclosure requirements for state and local government issuers of bonds and other securities are not new - they've been around since 1994. And yet an

issuer's history of making (or not making) continuing disclosure filings and disclosures in offering documents surrounding non-compliance, represent a ever-growing part of the due diligence process that issuers face when selling bonds. The presenters in this session will review existing continuing disclosure requirements and discuss proposed amendments to expand their scope; they will also discuss some real-world issues related to the implementation and interpretation of the rules and what lessons can be learned from recent SEC enforcement actions.

Speakers: [Ryan Gentry](#),  
[Jeff Palen](#),  
[Michael Seezen](#)

1:30 PM - 2:20 PM

**Economic Development and Redevelopment-Financing Toolbox (A)** (CCS I - IV)  
**Atlantic 7**

Government finance officers are often called upon to assess, develop, and implement economic development and redevelopment projects. This program will provide an overview of financing mechanisms available to such projects, examine case studies, and provide an opportunity for discussion.

Speakers: [Lawrence Flynn](#),  
[Gary T. Pope, Jr.](#)

1:30 PM - 2:20 PM

**GASB Updates (A)** (CCS I - V)  
**Atlantic 6**

This session will cover recent GASB Activity - Past, Present, and Future. At the completion of this session, participants should have a better understanding of GASB pronouncements effective for fiscal year-end December 31, 2016 and beyond.

Speakers: [Janice H. Fergusson](#)

**Other**

2:30 PM - 3:20 PM

**SCEMD / FEMA Reporting (O)** (CCS II - II)  
**Tides 1**

Speakers: [Allen Fountain](#)

2:30 PM - 3:20 PM

**Financing Trends for Energy Efficiency and Renewable Energy (O)** (CCS II - III)  
**Atlantic 8**

This session will highlight the recent trends in financing structures for municipal energy efficiency and renewable energy projects. and will provide an overview of current financing structures, federal subsidy programs, and market rate updates for sustainability projects.

Speakers: [Geoffrey Culm](#)

2:30 PM - 3:20 PM

**Reducing Financing Cost Through Funding Portals (O)** (CCS II - V)  
**Atlantic 6**

The banking crisis, technology, and changes in municipal market, federal and South Carolina securities laws have altered the manner in which issuers and investors interact. Learn how these changes might be leveraged to improve workflows, lower financing costs and crowd capital into your community.

Speakers: [Allen Gillespie](#),  
[Chip Hardy](#)

**Accounting**

2:30 PM - 3:20 PM

**IRS Updates (A)** (CCS II - I)  
**Tides 2**

"Common Employment Tax Issues for Government Entities" Some of the issues that will be addressed will be: basic taxable wages, workers that receive both forms W-2 and 1099 in the same calendar year, worker classification, and common taxable fringe benefits provided to employees. The learning objective will be to provide an overview of common examination issues in a short amount of time.

Speakers: [Clifford Brown](#)

2:30 PM - 3:20 PM

**Financial Reporting (A)** (CCS II - IV)  
**Atlantic 7**

Financial Officers continue to feel the heat to do more with less. In fact, 62 percent of organizations report that their teams are at least somewhat understaffed. Similarly, local governments are stretched to their limits, while required to meet regulatory compliance, enhance operational transparencies, provide timely disclosures and mitigate financial risks. As busy season approaches, these working conditions cannot, and should not, remain the same. Leveraging over 15 years of professional experience in the government, finance and IT sectors, Hafiz Khan discusses the vital role technology plays in efficiently building various financial reports that meet the ever-changing GASB requirements and compliance standards.

Speakers: [Hafiz Khan](#)

**N/A**

3:20 PM - 4:00 PM

**Visit Sponsors (Break)**  
**Atlantic 1-5**

Make contact with old and new sponsors and be present to participate in great door prizes!

5:00 PM - 6:30 PM

**Bank of America Merrill Lynch Reception (Reception)**  
**Courtyard**

## N/A

7:30 AM - 11:00 AM	<b>Attendee Registration</b> (Registration) <b>Conference Commons Area</b>	
7:30 AM - 8:30 AM	<b>Continental Breakfast</b> (Meal) <b>Atlantic 1-5</b> Lighter breakfast today in anticipation of great lunch and recognitions.	◆
7:30 AM - 3:30 PM	<b>Sponsor Registration</b> (Registration) <b>Atlantic 1-5</b>	
8:00 AM - 4:00 PM	<b>Visit Sponsors</b> (Exhibits) <b>Atlantic 1-5</b> Share breakfast with a sponsor and see what new info you can gather to help your entity!	
8:30 AM - 8:50 AM	<b>Business Meeting and Election Results</b> (Bus Mtg) <b>Atlantic 6-8</b> For regular governmental members only, including past presidents and retirees.	◆

## Accounting

8:50 AM - 9:40 AM	<b>Audit Findings and Effective Responses</b> (GS VII) <b>Atlantic 6-8</b> Participants will discuss the elements of the findings and how auditors use their judgment to classify and report findings, develop management responses to findings that are concise and effective, and apply context to findings to better communicate "the story" of the finding.  Speakers: <a href="#">Christopher Kessler</a>	
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## Other

9:40 AM - 10:30 AM	<b>Tools, Tips and Techniques to Mitigate Fraud</b> (GS VIII) <b>Atlantic 6-8</b> Current electronic payments fraud trends and how to avoid being victimized.  Speakers: <a href="#">Alan Hale</a>	
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## N/A

10:30 AM - 10:50 AM	<b>Visit Sponsors</b> (Break) <b>Atlantic 1-5</b> Must be present to win one of many door prizes collected from various businesses and agencies across the state.	◆
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## Other

10:50 AM - 11:40 AM	<b>Connect &amp; Collect: Driving Collections and Improving AR Efficiency (O)</b> (CCS III - II) <b>Atlantic 7</b> Technology has dramatically transformed commerce today and will continue to change it in the future. In government, like all industries, your constituents expect to interact efficiently and faster.  Speakers: <a href="#">Rich Toomey</a>	
10:50 AM - 11:40 AM	<b>Security Metrics presented by TD Bank (O)</b> (CCS III - IV) <b>Tides 2</b> Cybercriminals Love Your Remote Access: A Hacking Remote Access Demonstration Upon completion, participant will be able to... --Learn through real stories why organizations' remote access is continually under attack and how easy it can be to compromise. Learn PCI compliance and data security best practices to thwart remote access and malware compromises  Speakers: <a href="#">John Bartholomew</a> , <a href="#">Esteban Marin</a>	Is your remote access secure? If not,
10:50 AM - 11:40 AM	<b>Excel: Tips, Tools &amp; Tricks (O)</b> (CCS III - III) <b>Atlantic 8</b> Speakers: <a href="#">T'Mars L McCallum</a>	
10:50 AM - 11:40 AM	<b>Making It Easier for Customers Shouldn't Make it Harder for your Staff (O)</b> (CCS III - V) <b>Tides 1</b> You're giving your citizens what they want – more self-service payment options. Consequently, reconciling payments is more complicated and time consuming. Let's explore.  Speakers: <a href="#">Chris Wease</a>	

## Accounting

10:50 AM - 11:40 AM	<b>SCEIS Updates (A)</b> (CCS III - I) <b>Atlantic 6</b>  Speakers: <a href="#">John "Ed" Pearce, Jr.</a>	◆
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## N/A

11:50 AM - 1:10 PM	<b>Lunch - CGFO Awards and Sponsor Recognition</b> (Meal) <b>Oleander Ballroom</b>	◆
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**Other**

1:10 PM - 2:00 PM	<b>Excel: Tips, Tools &amp; Tricks (O)</b> (CCS IV- III) <b>Atlantic 8</b>	◆
	Speakers: <a href="#">T'Mars L McCallum</a>	

**Accounting**

1:10 PM - 2:00 PM	<b>Performance and Risk Management (A)</b> (CCS IV - I) <b>Atlantic 6</b>	◆
	Speakers: <a href="#">Wayne Sams</a>	
1:10 PM - 2:00 PM	<b>Best Practices in Budgeting (A)</b> (CCS IV - II) <b>Atlantic 7</b>	◆
	This session will cover Best Practices in Budgeting developed by the GFOA and will include tips on forecasting, capital planning, personnel planning, retirement and other key budget topics such as scheduling and document preparation. Example processes from the City of Rock Hill's budgeting process will also be covered.	
	Speakers: <a href="#">Melanie R Brandon</a> , <a href="#">Anne P. Hartv</a>	

**Personal Development**

1:10 PM - 2:00 PM	<b>Managing and Working with People Who Are Wired Differently (P)</b> (CCS IV - IV) <b>Tides 2</b>	◆
	Unwrapping the Seven Gifts - In this session, participants will explore 7 primary motivations that affect every interpersonal, leadership and management interaction. The engaging and insightful presentation will provide practical, easy-to-use methods to generate deeper understanding of others and our own unique makeup. The session will also give special attention to individual coaching ideas, team performance measurements, and key leadership development concepts.	
	Speakers: <a href="#">Gregory Jordan</a>	

**N/A**

2:00 PM - 2:40 PM	<b>Sponsor Door Prizes</b> (Break) <b>Atlantic 1-5</b>	◆
	Last chance to make those final contacts with our great sponsors - their door prizes will be given out at this time. Let's give them a big round of applause!	

**Other**

2:45 PM - 3:35 PM	<b>State Agencies' Current Issues (O)</b> (CCS V - I) <b>Atlantic 6</b>	◆
	(1) Updates of interest for state agency and audit staff involved in engagements conducted by the Office of the State Auditor. (2) Impacts on Agencies: Timeliness of deposits, cash confirmations, cash balances in grants, anti-fraud and security on bank accounts, encouraging electronic payments, composite reservoir issues. (3) State Treasurer's Office updates.	
	Panelists: <a href="#">Ronnie E Head</a> , <a href="#">George L. Kennedy, III</a> , <a href="#">Katherine D Kip</a>	
2:45 PM - 3:35 PM	<b>Local Governments' Current Issues (O)</b> (CCS V - II) <b>Atlantic 7</b>	◆
	Panelists: <a href="#">Melissa Carter</a> , <a href="#">Emily E Heatwole</a> , <a href="#">Joshua C. Rhodes</a>	
2:45 PM - 3:35 PM	<b>Higher Education Current Issues (O)</b> (CCS V - III) <b>Atlantic 8</b>	◆
	Update and discussion of current issues for colleges and universities	
	Speakers: <a href="#">Missy Coker</a>	

**N/A**

5:30 PM - 7:30 PM	<b>TD Bank Reception</b> (Reception) <b>Courtyard</b>	◆
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10/04/17

**N/A**

7:30 AM - 8:30 AM	<b>Buffet Breakfast</b> (Meal) <b>Oleander Ballroom</b>	◆
	Enjoy this last meal of the conference with your cohorts and friends!	

**Other**

8:30 AM - 9:20 AM	<b>Strategic Treasurer / Presented by TD Bank</b> (GS IX) <b>Atlantic 1-3</b>	
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Given the new developments by criminals, fraud has been netting them 10x, 100x, 1000x and more than they were able to steal in the past. This has changed the dynamics of fraud. The calculus of this war has changed and has left corporate practitioners fighting this years' battles with last year's technology. It isn't pretty. Results of the major fraud and control survey and real-life stories will be woven throughout this presentation to give sufficient information for developing a treasury security framework and ensuring organization controls and defenses are current. Objectives: • Understand the current attack vectors used for payment fraud • Understand the impact larger thefts have had on criminal resources • Understand key defensive elements to change the balance of power with cyber/payment criminals

Speakers: [Craig Jeffrey](#)

9:20 AM - 10:10 AM

**Leveraging Technology - From Invoice to Payment** (GS X)  
**Atlantic 1-3**

Learning objectives: build awareness of Industry trends with invoice automation; understand how to evaluate the benefit of converting paper invoice review to electronic routing; foster dialogue about discount management in government finance; understand the benefits and challenges of pursuing regular discounts. The program will focus on invoice automation, payment automation and discount management. Invoice automation refers to the use of technology to convert invoice receipt, routing and approval to an electronic process. Payment automation pertains to the creating straight through processing from invoice approval to payment initiation. Finally, discount management will address the ability of large governments to take advantage of early payment discounts. Is government ready to manage discounts like their corporate counterparts do today?

Speakers: [Eric Fleischer](#)

**N/A**

10:10 AM - 10:40 AM

**Break - Hotel Check Out** (Break)

Go check out but make sure you come back to hear from our national folks and more great door prizes!

**Other**

10:40 AM - 11:30 AM

**GFOA National Updates** (GS XI)  
**Atlantic 1-3**

Speakers: [Patrick McCoy](#),  
[Chris Morrill](#)

**N/A**

11:30 AM - 12:00 PM

**Grand Prize Drawing & Final Door Prizes** (Door prizes)  
**Atlantic 1-3**

Must be present to win!!