

ILLINOIS GFOA DOWNSTATE CHAPTER CONFERENCE

February 27-28, 2020

Hilton Garden Inn Champaign Urbana
1501 S. Neil Street, Champaign, IL 61820

AGENDA

THURSDAY, FEBRUARY 27, 2020

9:30 – 9:55 AM **Check-in and Networking**

9:55 – 10:00 AM **Welcome and Opening Remarks**

*Sandy Evans, Finance Director, City of O'Fallon and
President, IGFOA Downstate Chapter*

*Elizabeth Beaty, Administrative Services Manager, City of
Urbana and Treasurer, IGFOA Downstate Chapter*

10:00 – 11:15 AM **Understanding Behavioral Styles – Building Productive and
Impactful Relationships**

*Speaker: Loren Sanders, Senior Manager, Enterprise Learning and Development
at CVS Health*

Establishing genuine personal connections with others is the key to building productive and impactful relationships. In order to do this, we must be able to communicate effectively. Understanding the different behavioral styles helps individuals and groups better recognize the personality types that exist, brings better self-awareness to groups and helps establish common ground as a place to begin. We all have different thought patterns. These are reflected in our personalities. How we create these thoughts impacts our behavior. Much of our thinking leads us to quickly judge people and situations.

Learning Objectives - Participants completing this session will be able to:

1. Discern their predominant behavioral style as well as its strengths and challenges;
2. Increase the ability to adapt to the style of others and speak their style language;
3. Respect the differences and contributions of other styles to see how they contribute to overall team effectiveness; and,
4. Learn about the shadow they cast within a team and how it impacts others.

11:15 – 11:30 AM **Break**

11:30 – 12:20 PM **Overseeing Your Investment Program – Best Practices for
Fiduciaries**

*Speakers: Michelle Binns, Senior Managing Consultant, PFM Asset
Management LLC*

Spiro Hountalas, Senior Managing Consultant, PFM Asset Management LLC

Government officials have a fiduciary responsibility in managing their funds. While different types and sizes of governments require differing levels of complexity in their investment programs, all government officials need to recognize their fiduciary duty. This session will detail the steps needed in order to develop or refine your investment program in order to effectively set policy, make decisions, and safeguard taxpayer dollars.

Learning Objectives - Participants completing this session will be able to:

1. The steps needed to develop an effective investment program;
2. How to review and revise your Investment Policy to ensure its meeting your investment goals; and,
3. How the current interest rate environment can affect your strategy going forward.

12:20 – 12:30 PM

Open Discussion/Q&A

Elizabeth Beaty, Administrative Services Manager, City of Urbana and Treasurer, IGFOA Downstate Chapter

12:30 – 1:30 PM

Networking Luncheon

1:30 – 2:20 PM

Process of Issuing Bonds for Illinois City or Village

Speakers:

James M Snyder, Partner, Ice Miller LLP

Kathy Thomas, Municipal Disclosure Administrator, Ice Miller LLP

Robert P. Vail, Director of Public Finance, Bernardi Securities, Inc.

Kevin Wills, Investment Banking Specialist, Bernardi Securities, Inc.

This panel will discuss the process of an Illinois city or village bond issue, the disclosure obligation responsibility of a city or village, the pricing of a bond issue, and the responsibilities of a city or village and other participants before and after a bond issue, and will provide an update of SEC securities compliance and rules.

Learning Objectives - Participants completing this session should be able to:

1. Learn the steps involved in a bond financing and about how bonds are priced;
2. Gain an understanding of the on-going responsibilities an issuer has with its continuing disclosure;
3. Learn who the typical participants are and what they do; and,
4. Learn what the responsibilities are for the city or village throughout the issuance process.

2:20 – 2:30 PM

Break

2:30 – 3:20 PM

Economic and Illinois Market Update

Speakers: Brian Hextell, Senior V.P. Institutional Portfolio Manager, Prudent Man Advisors, Inc.

Erik Stoltz, Institutional Investment Sales Manager, PMA Financial Network, Inc.

In the U.S., two issues have dominated market headlines this year: effects of the trade tensions between the U.S and China and geopolitical events. How do these factors impact our community's investment portfolio? How should we be reacting to increased market volatility? This session will seek to provide guidance on these questions while also addressing two recent changes to Illinois statutes. Public entities in Illinois now have greater flexibility with respect to investment in corporate obligations and need to balance this with proper credit risk management. In addition, under the Illinois Sustainable Investing Act, governments must consider sustainability factors in evaluating investment decisions.

Learning Objectives - Participants completing this session will be able to:

1. Learn what factors are driving economic and market developments nationally;
2. Understand the risks and benefits of investing in corporate obligations; and,
3. Discover new investment considerations required under the Illinois Sustainable Investing Act.

3:20 – 3:30 PM

Break

3:30 – 4:45 PM

Boosting Strategic Thinking - Readiness for the Pace of Change

Speaker: Greg Kuhn, PhD, Associate Director, NIU Center for Governmental Studies

This workshop will serve as an exploration of “strategic thinking” as well as a “guided tour” of the dynamics that leaders must be aware of in a time of rapid change. The session will focus on introducing participants to the various dynamics and structural elements that are confronting leaders while offering a framework to enhance strategic thinking, envisioning the future and responding to change.

Learning Objectives - Participants completing this session should be able to:

1. Explore the need to spend more time doing “strategic thinking;”
2. Raise awareness of the pace of change;
3. Discuss approaches to resolve the conundrum that government was not built to change rapidly; and,
4. Be able to identify tensions.

4:45 – 5:00 PM

Open Discussion/Q&A

Elizabeth Beaty, Administrative Services Manager, City of Urbana and Treasurer, IGFOA Downstate Chapter

5:30 – 8:30 PM

Flip, Flop & Fraud - Mystery Fraud Dinner

Speaker: Tim Hungerford, CPA, CIA, CFE, CMA, CISA, CGAP, CFM, Owner of Hungerford Vinton, LLC

Peach Blossom Lane looks like just another ordinary housing tract. But as we zoom into the details, we will find a hot bed of red flags, relationships and issues that could lead to fraud. You will assist in weeding through the information and interviews to unearth the bad seeds.

With a focus on Mortgage, Bankruptcy, and Divorce Fraud, as well as general fraud techniques, the goals of this Mystery Fraud Training is to teach auditors through a simulated audit experience.

Learning Objectives - Participants completing this session should be able to:

1. Planning Techniques: Determining information needs, personnel to interview, review of next steps;
2. Interviewing Techniques: You will be interviewing key personnel throughout the event;
3. Documentation & Discovery Techniques: Examining evidence and understanding proper evidence management;
4. Data Analysis: Reviewing evidence to draw conclusions and understand multiple ways of evaluating data;
5. Mortgage Fraud: Understand the trends in mortgage fraud;
6. Bankruptcy Fraud: Understand the red flags and trends in Bankruptcy fraud;
7. Divorce Fraud: Understand the red flags and trends in Divorce Fraud; and,
8. Finally, you will experience or witness an admission, seeking interview to attempt to obtain a confession.

FRIDAY, FEBRUARY 28, 2020

8:00 – 8:50 AM **Breakfast**

8:50 – 9:00 AM **Announcements**

Elizabeth Beaty, Administrative Services Manager, City of Urbana and Treasurer, IGFOA Downstate Chapter

9:00 – 10:15 AM **Understanding the Impact of Ethics and Fraud in Your Organization**

Speaker: Hope Wheeler, CPA, Principal, Clifton Larson Allen LLP

This session discusses the challenges of ethical behavior in today's society, and how personal accountability is key. Fraud will be defined and different types of fraud and the cost of fraud will be covered. We will also review how frauds are typically detected and some ideas on detecting and preventing fraud in a governmental entity.

Learning Objectives: Participants completing this session should be able to:

1. Understand ethical challenges in today's society;
2. How can you help drive ethical behavior in the workplace;
3. Learn what fraud is, the various types, and the costs of fraud;
4. Understand how frauds are typically detected; and,
5. Gain knowledge on anti-fraud measures.

10:15 – 10:30 AM **Break**

10:30 – 11:20 AM **Legislative Update**

Speaker: William D. McCarty II, Director - Office of Budget and Management, City of Springfield, IGFOA Treasurer and Legislative Committee Chair

This session will provide participants with an update on State legislative matters relevant to Illinois local governments.

Learning Objectives - Participants completing this session should be able to:

1. Gain knowledge of new Illinois Public Acts significantly affecting local governments;
2. Understand pending Illinois General Assembly legislative proposals that may significantly impact local governments; and,
3. Explore recent developments in legislation.

11:20 – 12:00 PM

Closing Remarks

Elizabeth Beaty, Administrative Services Manager, City of Urbana and Treasurer, IGFOA Downstate Chapter

12:00 – 12:45 PM

Luncheon with the IGFOA Executive Board