

IGFOA ANNUAL CONFERENCE LIVE STREAM PROGRAM
KEEP CALM AND FINANCE ON
September 13 – 14, 2021
(IGFOA CANNOT OFFER CPE FOR LIVE STREAM SESSIONS)

MONDAY, SEPTEMBER 13, 2021

8:15 AM – 9:45 AM

Welcome & Keynote Address

MANAGING INFLATION RISK IN THE POST COVID WORLD

Aggressive monetary and fiscal policies to combat COVID19 have ushered the consensus view that high inflation is inevitable. Thinking about inflation through the lenses of the labor market has served well in the past, but the dynamics that are currently driving prices have materially changed. The risk for higher inflation is at its highest level in years, but M2 money supply and US dollar pressures remain relatively subdued. Details will be given as to why the current economic backdrop does not present an inflationary threat similar to that in the 1970s. A framework of inflation metrics will be outlined that allows practitioners to identify signs of sustainable price pressures on a cyclical and secular basis. A good understanding of the factors that drive inflation will help in formulating an appropriate risk management strategy at the balance-sheet and portfolio level.

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

- Determine which inflation metrics are relevant for effectively evaluating portfolio risk for financial institutions;
- Evaluate the different inflation metrics utilized by the Fed to see if they are accurate or misleading; and
- Understand the potential paths to higher inflation, and why inflation may struggle to rise materially above 2% in the years ahead.

Speaker: **Dimitri Delis**, Managing Director of Financial Strategies, *Piper Sandler & Co.*

Moderator: John Harrington, Finance Director, Village of Minooka; IGFOA Executive Board Secretary

Session 1: 10:00 AM – 10:50 AM

Traditional Finance

WILL INFLATION IMPACT A MUNICIPALITY'S FINANCES?

For fixed income investors, inflation is sometimes called the boogeyman. This is because inflation can effectively eat away at real returns for bondholders receiving fixed coupon payments. On the debt issuance side, debt actually serves as a hedge against inflation, but does that mean a municipality should borrow more as inflation expectations increase?

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

- See how past spikes in inflation impacted short-term and long-term interest rates;
- Learn what investors can do to diminish the impact of inflation on their portfolios;
- Understand how historical inflation impacted municipal borrowing rates and if the same is expected to occur in the current inflationary environment; and
- Understand what role inflation plays in deciding when or how much a municipality should borrow.

Speakers: **Brian Hextell**, Institutional Portfolio Manager, *PMA Asset Management, LLC*

Andrew Kim, Director, Public Finance, *PMA Securities, LLC*

Moderator: TBD

Session 2: 11:15 AM – 12:30 PM

Alternate Finance

REAL-WORLD LESSONS: WHAT YOU SHOULD KNOW ABOUT VIRTUAL IMPLEMENTATIONS

With the software implementation industry transitioning to a virtual delivery model, local governments are navigating new approaches, realizing benefits, and adapting to challenges. In this discussion, the City of Washington, which has experienced the future of implementations first-hand, will share real-world experience and lessons, from keeping users engaged and receptive to using a variety of tools and methods to ensure effective training sessions. This session will explore implementation best practices, including the commonalities of successful implementations and pitfalls to avoid.

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

- Learn about the benefits of remote ERP implementation;
- Obtain tools and tips for knowledge retention;
- Implement planning and prep work that positions for success;
- Understand resource impact and scheduling considerations; and
- Learn about environmental impact and cost savings.

Speakers: **Joanie Baxter**, CPA, Finance Director, *City of Washington*
Crystal Collins, PMP, Director, Project Management, *Tyler Technologies*

Moderator: TBD

Session 3: 1:45 PM – 2:35 PM

Alternate Finance

REMOVING UNCERTAINTY: HOW TO MANAGE VOLATILE LOCAL, STATE, AND FEDERAL REVENUES WITH LONG RANGE FORECASTING

The last two years have seen the spectrum of revenue volatility and budget uncertainty for local governments. Looking forward the combined impacts of a reopening economy and federal stimulus funds requires local governments to be diligent with their resources given the recent uncertainty and volatility in revenues. This session will focus on how local governments can help remove this uncertainty through the lens of the long-range forecasting by demonstrating to stakeholders the financial future(s) of the local government under different economic scenarios. The session will then focus on the basic steps of how to analyze current revenues and expenditures to effectively build a basic long-range financial plan and use it to remove uncertainty. We will also discuss the American Rescue Plan's revenue replacement provisions and how long-range planning can help maximize federal funding that may be available over the next several years.

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

- List two key elements of building a long-term financial plan;
- Identify and apply ways to plan for revenue volatility and uncertainty; and
- Recognize and discuss important factors of maintaining fund balance and the potential impact on credit ratings and other benchmarks.

Speakers: **Chris Bamber**, CFA, Director, *PFM Financial Advisors, LLC*
Jon Beckmann, MBA, CPRP, *Superintendent of Finance, Waukegan Park District*

Moderator: TBD

Session 4: 3:00 PM – 3:50 PM

Traditional Finance

ISSUING BONDS – HOT TOPICS IN PUBLIC FINANCE

Recent events have increased focus on how best to assist local governments with their financing needs. Presenters will discuss new and proposed developments in the public finance market, including how Illinois issuers are specifically impacted.

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

- Learn about new and proposed changes in the public finance market;
- Understand where interest rates are relative to recent history, and the impact of being an Illinois issuer on borrowing costs; and
- Determine what to expect in the future - what may change and what may not.

Speakers: **Dan Forbes**, President, *Speer Financial, Inc.*
Dalena Welkomer, Senior Vice President, *Robert W. Baird & Co. Incorporated*
Larry White, Partner, *Chapman and Cutler LLP*

Moderator: TBD

Session 5: 4:00 PM – 4:50 PM

Traditional Finance

MARKETABLE SECURITIES – SOUP TO NUTS: WHEN/HOW TO USE CERTAIN FIXED INCOME INVESTMENTS TO MAXIMIZE RETURNS

This Session will take a deep dive into four different types of investment asset classes (US Treasuries/US Government Agencies/Municipal Bonds/Corporate Bonds) that are NOT Money Market Funds or CDs. The discussion will focus on how to incorporate these types of investments into an investment policy. The session will also show how to evaluate these eligible fixed income securities in more detail, including how they compare/contrast to traditional CDs. Using statistical information, the session will identify how to understand the risk/reward balance and how to utilize these types of securities in your investment portfolio. Finally, when looking at these alternative fixed income investments, the session will discuss the limitations and the advantages for both diversification and liquidity purposes within a portfolio.

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

- Determine whether an investment policy is updated to include these different types of asset classes;
- Become more comfortable with seeing these fixed income securities from investment professionals and to have enough confidence/knowledge to have meaningful investment discussions;
- Know when to use investment professionals as resources and lean on them to gain a better understanding of these types of investments; and
- How to broaden your horizons and look at the entire picture when looking at investments.

Speakers: **Andrew D. Brown**, Treasurer/Finance Director, *Village of Tinley Park*
Joe Pellegrino, Vice President/Executive Director Institutional Investment Sales, *Fifth Third Securities, Inc.*

Moderator: TBD

TUESDAY, SEPTEMBER 14, 2021

8:30 AM – 9:45 AM

General Session

ILLINOIS MUNICIPAL LEAGUE 2021 LEGISLATIVE UPDATE

The Illinois Municipal League will provide an update on State legislative matters relevant to Illinois local governments.

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

- Gain knowledge of new Illinois Public Acts significantly affecting local governments;
- Understand pending Illinois General Assembly legislative proposals that may significantly impact local governments;
- Become familiar with the status of State budget issues and how Illinois local government revenues may be affected; and
- Learn about IML efforts to advocate for the best interests of Illinois local governments.

Speaker: Brad Cole, Executive Director, *Illinois Municipal League (IML)*
Moderators: Bill McCarty, Director, Office of Budget and Management, *City of Springfield* and Chair – IGFOA Legislative Committee
Chris Minick, Finance Director, *City of St. Charles* and IGFOA Legislative Committee

Session 1: 10:00 AM – 10:50 AM

Traditional Finance

SURVIVING ARP AND SINGLE AUDIT

The Single Audit environment is evolving as the federal government pushes billions of dollars out to municipalities. The CARES Act is behind many local governments and the focus is now on the American Recovery Plan. Join the panelists as they dig into some single audit highlights and trouble spots.

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

- Gain an understanding of the Single Audit Requirements;
- Understand the impact of ARP funding on Single Audit testing; and
- Develop planning processes/tools for ARP funding.

Speakers: Michael Malatt, CPA, Senior Manager, *Baker Tilly, US*
Cindy Park, Senior Accountant, *Baker Tilly, US*
Rory Vale, Manager, *Baker Tilly, US*

Moderator: TBD

Session 2: 11:00 AM – 12:15 PM

Alternate Finance

SIX TEACHABLE TALKS OR 6T²

Join six knowledgeable and experienced IGFOA Partners as they use Ted Talk style presentations to share valuable information on improving efficiency and/or cost savings in local government operations.

- ✓ ***Enterprise Fleet Management*** will discuss the impact of leasing and effective vehicle management on an originations budget.
- ✓ ***Segal Consulting*** will help attendees understand the pros and cons of healthcare pooling by reviewing financing, politics and other success/failure factors.
- ✓ ***Dacra Tech LLC*** asks the question: Is your Municipality leveraging every opportunity to maximize debt recovery?
- ✓ ***Meeder Investment Management*** will share expertise on hot topics in investing public funds
- ✓ ***Paymerang*** will provide insight on how to protect your organization's vendor payments from fraud.
- ✓ ***The 457 Consulting Group*** will educate the audience about the current deficits in the Illinois 457 plan landscape, provide guidance on how to identify potential issues in the plans, and review steps to remedy.

Want to learn more? Speakers will be available after the session to continue the conversation.

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

- ***Enterprise Fleet Management*** – Understand how to maximize the impact of capital via leasing to reduce the total cost of ownership while creating operational efficiencies for the field;
- ***Segal Consulting*** - Determine if healthcare pooling is a viable option;
- ***Dacra Tech LLC*** - Learn about changing laws and regulations and how to enhance your bottom line;
- ***Meeder Investment Management*** - Receive a brief update on current challenges facing fiscal officers;
- ***Paymerang*** - Learn strategies criminals employ to try to trick your finance and accounting teams, and how you can protect your organization from payment fraud; and
- ***The 457 Consulting Group*** – Take actionable steps to fix your municipality's 457 plan.

Speakers: **Raymond Jess**, Senior Account Executive, *Enterprise Fleet Management*
Christopher D. Heppner, ASA, MAAA, Senior Vice President, Health Actuary, Midwest Health Practice Leader, *Segal Consulting*
Matt Regan, Chief Revenue Officer, *Dacra Tech LLC*
Nick Vaccari, Sr Public Funds Advisor, *Meeder Investment Management*
Mike Doerr - Vice President – Public Sector, *Paymerang*
Joel Clousing, CPA, AIF – Chief Plan Consultant, *The 457 Consulting Group*

Moderators: Diane Gillian Lantz, CPA, Executive Director, IGFOA
Kevin Wachtel, Finance Director, Village of Orland Park

Session 3: 1:30 PM – 2:45 PM

General Session

DIVERSITY, EQUITY, AND INCLUSION – WHY TODAY’S LEADERS NEED TO LEAN IN, LISTEN, AND LEARN

Diversity, Equity, and Inclusion discussions are taking place in communities and organizations across the country. There are a wide variety of programs, conversations, new policies and goals that municipal organizations are pursuing. This session will be an interactive discussion on what communities are doing with respect to DEI, suggestions on what communities could be doing, and why DEI conversations and initiatives are critical to leading and managing today’s workforce.

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

- Receive an overview of resources related to municipal efforts with respect to DEI initiatives;
- Discuss their organization's approach to DEI and learn about other organization's efforts;
- Engage on issues related to DEI initiatives and programs that have been raised in their organization and potential ways in which to address these issues; and
- Learn how, when considered together, DEI, succession planning and recruitment can result in a high performing organization.

Speaker: **Heidi J. Voorhees**, President, *GovHR USA*

Moderator: TBD

Session 4: 3:00 PM – 3:50 PM

Traditional Finance

INTRODUCTION TO THE ILLINOIS POLICE OFFICERS’ PENSION INVESTMENT FUND (IPOPIF) AND THE ILLINOIS FIREFIGHTERS’ PENSION INVESTMENT FUND (IFPIF)

Join representatives of the IPOPIF and IFPIF as they provide an introduction to the Funds, a status update, and an update related to ongoing transition planning and communication efforts. Participants will be encouraged to engage in an interactive dialogue with the presenters as part of the session.

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

- Understand the purpose of the pension consolidation legislation;
- Convey to others in your organization the structure and status of the consolidated funds; and
- Gain a clearer understanding of the steps to be taken as the June 30, 2022, deadline for consolidation approaches.

Speakers: **Elizabeth Holleb**, CPA, Finance Director, *City of Lake Forest*

David Zaloga, CPA/MBA, Chief Financial Officer, *Illinois Firefighters’ Pension Investment Fund*

Moderator: TBD