

**IGFOA DOWNSTATE CHAPTER SOUTHERN REGION  
PROFESSIONAL DEVELOPMENT SEMINAR**

**APRIL 27, 2017**

**9:30 AM – 2:00 PM**

**Anthony's Wild West, 107 E. North Ave., Flora, IL 62839**

**Earn About 4 CPE Credits**

**9:00 AM – 9:30 AM      REGISTRATION & CONTINENTAL BREAKFAST**

**9:30 AM – 10:45 AM      CREATING A FRAUD RESPONSE PLAN**

**Speaker:** *Jeremy Plank, CFE, CPA, C.J. Schlosser & Company, L.L.C.*

This session will include a framework for creating a Fraud Response Plan and the benefits to both the entity and the finance professional. The framework will be applied to real scenarios to see how a Fraud Response Plan would have helped.

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

1. Understand the basic framework of a Fraud Response Plan.
2. Focus in on the hazards that are avoided with a well-constructed plan.
3. Understand their role and the roles of others both inside and outside the entity.

**10:45 AM – 11:00 AM      BREAK**

**11:00 AM – 11:50 PM      AN INTRODUCTION TO CASH FLOW FORECASTING WITH A  
FOCUS ON THE INVESTOR'S PERSPECTIVE**

**Speaker:** *Sofia Anastopoulos, CFA, Executive Director, Chief Investment Officer, Illinois Metropolitan Investment Fund*

The presentation will provide an introduction to cash flow forecasting with a focus on the investors' perspective. We will start off with an overview and a consideration of the GFOA Best Practice on cash flow forecasting. The presentation will provide some how-to tips, and give practical info with a little audience participation. We will consider an easy alternative to cash flow forecasting for those who don't have the time and we'll wrap it up with how to use the forecast to manage an investment portfolio.

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

1. Understand the benefits of cash flow forecasting in the investment process
2. Understand the GFOA Best Practice on Cash Flow Forecasting
3. Know tips to simplify cash flow forecasting
4. Be able to identify critical components of a cash flow forecast
5. Be able to pull components of the forecast together to create a forecast
6. Understand different ways to project future cash flows
7. Learn a simple alternative to the traditional cash flow process – the Liquidity/Core model
8. Understand how having a cash flow forecast can help in the management of your investment portfolio

IGFOA reserves the right to modify the agenda, sessions, and speakers

**11:50 PM – 12:45 PM      LUNCH**

**12:45 PM – 2:00 PM      2017 LABOR AND EMPLOYMENT LAW UPDATE, A NON-TRADITIONAL APPROACH TO CONTRACT NEGOTIATIONS, AND RELATED BUDGET CHALLENGES**

**Speakers:**      *Corey L. Franklin, Attorney, Lowenbaum Law*  
*Mitchell Bair, City Manager, City of Collinsville*

This session will review new labor and employment laws in Illinois that impact Illinois Municipalities. In addition, the session will discuss a ‘non-traditional’ approach to union contract negotiations. Rather than the ‘traditional’ negotiated percentage wage increases, this session considers a dollar based wage adjustment, proposing several changes with regards to wages and benefits and contract negotiations. Finally, the session will examine the challenges in preparing a budget covering these ‘non-traditional’ wage negotiations and determining the outcome on the bottom line of the budget.

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

1. Improve knowledge of 2017 Illinois wage and employment laws effecting Illinois Municipalities.
2. Increase awareness of a ‘non-traditional’ approach to labor union negotiations.
3. Explore challenges in the budgeting process for ‘non-traditional’ wage and benefits.
4. Learn how to determine outcomes of wage negotiations on the bottom line of a budget.

**2:00 PM                      CLOSING REMARKS AND NETWORKING**