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**Winter Conference**  
**January 27, 2017**  
**BWI Marriott**

## Agenda

- 8:30 a.m. Registration and Continental Breakfast**
- 9:00 a.m. Introduction and Welcome**  
Janet Irvin, President, MDGFOA
- 9:10 a.m. GASB Update**  
Dean Mead, GASB  
This session covers the most recent GASB pronouncements and reports, including fair value measurement, OPEB, tax abatement disclosures, leases, and fiduciary responsibilities
- 10:50 a.m. Break**
- 11:10 a.m. Baltimore Tax Increment Financing**  
Steve Kraus, City of Baltimore  
Keenan Rice, Municap, Inc.  
This session will discuss Baltimore's Tax Increment Financing (TIF) program and includes a summary of the Port Covington Project, one of the Country's largest TIF's. The discussion will include how TIF's are structured and the reasons why Baltimore approved the Port Covington TIF agreement.
- Noon Networking Luncheon**
- 1:30 p.m. Environmental Finance Center (EFC) at the University of Maryland**  
Daniel T. Nees, MPP, MBA, Environmental Finance Center, UM  
The Environmental Finance Center (EFC) at the University of Maryland is one of ten University-based centers across the country providing communities with the tools and information necessary to manage change for a healthy environment and an enhanced quality of life. This presentation will examine the EFC's programs that provide assistance to local decision-makers in analyzing environmental problems, developing innovative and effective methods of financing environmental efforts and educating communities about the role of finance and economic development in the protection of the environment.
- 2:20 p.m. Break**
- 2:40 p.m. Economic Update**  
Dr. Daraius Irani, Towson University  
This presentation provides a detailed, data-driven update of the performance of the national, state and regional economy. Special attention is given to key aspects of economic life, including trends characterizing the regional economy's key performance indicators as well as a forecast of both jobs and occupations.
- 3:30 p.m. Federal and State Legislative Update**  
Emily Brock, Director, Government Finance Officers Association  
Michael Sanderson, Maryland Association of Counties  
This session will examine what the first year of President-elect Trump's administration, the 115th Congress, the third year of Governor Hogan's administration and what the 2017 Maryland General Assembly holds for government finance officers.

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**Daniel T. Nees, MPP, MBA**  
**Environmental Finance Center, University of Maryland**

Dan Nees was named Director of the Environmental Finance Center (EFC) in October 2015, after previously holding this role from 2004-2007. He began his work at the EFC in 1998 as a graduate intern and passionately expanded the breadth of his role and his expertise. Since then, Dan has been dedicated to assisting communities throughout the Chesapeake Bay watershed and the Mid-Atlantic region in their efforts to implement and finance environmental and sustainable development initiatives. Dan's work currently focuses on developing innovative market and performance-based financing systems to reduce the cost of environmental compliance at local, state, and regional levels. In the time between his tenures as Director, he led environmental market and water quality programs at Forest Trends, a global NGO that seeks to develop market and economic solutions to global environmental problems, and at the World Resources Institute (WRI), an environmental think-tank. At the University of Maryland, College Park, Dan earned a B.A. in Economics, a Master of Environmental Policy, and a Master of Business Administration.

## 2016-17 Lloyd W. Jones Scholarship

The Maryland GFOA Executive Committee at its regular meeting on May 2, 1997, approved the establishment of the Lloyd W. Jones Memorial Scholarship Fund.

Lloyd Jones was a past president of the Maryland GFOA and held vital City, County and State finance posts in addition to the many other organizations which he served as a volunteer. He was a most exemplary public servant in his positions as Director of the Maryland Deposit Insurance Fund, Director of the Department of Assessments and Taxation, Director of the Maryland Lottery, Chief Accountant for Baltimore City and Director of Finance of Carroll County. To honor Lloyd and the principles he stood for, Maryland GFOA annually awards a scholarship grant to a government employee to attend the MDGFOA Summer Conference who otherwise would not be eligible to attend at their employer's expense.

The scholarship consists of free conference registration and room plus \$200 to help defray the cost of attending the conference. It also includes a one-year membership in the MDGFOA.

To be eligible, nominees must be employed by the State or a local government in the practice of governmental financial management, who have made an outstanding contribution to their organization in the performance of their duties during the past year. Nominations may be made by any Active Member, with the final selection by the Maryland GFOA Executive Board.



To submit an application for the Lloyd W. Jones Scholarship please go online to:

**<http://mdgfoa.org/Scholarship.html>**

*Nominations forms also available at the Conference Registration Desk for your convenience*



**Dean Mead, Senior Research Manager**  
**Governmental Accounting Standards Board (GASB)**

Dean Mead is the Senior Research Manager at the Governmental Accounting Standards Board. Dean is lead methodologist for the GASB, responsible for overseeing project managers in the planning, design, and administration of the GASB's research agenda, managing external research, and interfacing with the academic community. Dean also coordinates the GASB's constituent outreach and communication efforts and is staff liaison to the Governmental

Accounting Standards Advisory Council. Dean is a lecturer at Rutgers Business School, Rutgers University. Prior to joining the GASB, Dean was the Deputy Research Director at the Citizens Budget Commission in New York City. At that time, he was an adjunct member of the finance faculty at the Robert F. Wagner Graduate School of Public Service, New York University, where he pursued his doctoral studies in public finance, public policy, and management. He holds an undergraduate degree in public policy from Cornell University.

**Steve Kraus, Deputy Finance Director**  
**City of Baltimore**

Mr. Kraus was named Deputy Director in January 2014. He has been employed by the Department of Finance since 2003 and had previously held the position of Director of Treasury Management. Mr. Kraus earned a Master of Business Administration from Fairleigh Dickenson University in New Jersey. Mr. Kraus is a member of the MD Government Finance Officers Association Board of Directors and serves on several other City Boards. Prior to his employment with the City Mr. Kraus served in various financial capacities in the State Departments of Housing, Transportation and Environment.



**Keenan Rice, President**  
**Municipal, Inc.**

Mr. Rice has worked almost exclusively in the area public/private partnerships and tax increment financing for the last twenty-five years. As a result of his extensive experience with tax increment financing, he is recognized as one of the most experienced and knowledgeable professionals in the country in the field of tax increment financing. Mr. Rice has provided assistance on over 200 tax increment financing projects nationwide.

MuniCap, Inc. was founded by Keenan Rice, who relocated to Maryland in 1997 after being a senior principal at one of the leading public finance consulting firms in California, where he also specialized in tax increment financing.

Mr. Rice graduated with honors with a degree in accounting and also received a master's degree in finance with a specialty in real estate finance. Mr. Rice has been a guest lecturer at a number of universities and at numerous conferences hosted by the Government Finance Officer's Association, The Bond Buyer, the Urban Land Institute, and other professional associations.



**Dr. Daraius Irani, VP of Innovation and Applied Research  
Towson University**

Dr. Daraius Irani serves as vice president of Innovation and Applied Research at Towson University. In this role, he fosters the development of partnerships between business, government, and education that contribute to the economic vitality of the greater Baltimore region.

For over twenty years, Irani has served in several senior leadership roles at Towson University. As vice president, Irani provides leadership and management to over 70 highly-skilled professionals who work on campus and in state agencies across the state. Collectively, his team works to improve the quality of life and the economic vitality of Maryland through four service areas: Applied Research and Technical Services, Center for Professional Studies, Entrepreneurship, and Office of Partnerships and Outreach.

Irani is committed to Towson University and has set priorities that reflect that commitment. These include working to better integrate the Division of Innovation and Applied Research into the University; advancing Towson University's reputation as a leader in applied research, education, and EdTech; and making positive impacts through university-community partnerships.

Additionally, Irani serves as chief economist for the Regional Economic Studies Institute (RESI) at Towson University, a policy group providing economic, fiscal impact, and policy analysis to state agencies, nonprofit organizations, and private sector firms. During his tenure at RESI, Irani has managed and served as lead economist on well over 250 research and analysis projects. He also has produced over 100 economic and fiscal impact statements for a diverse portfolio of clients.

Irani is often called upon to provide economic presentations to organizations across Maryland. He has appeared on CNN, the Marc Steiner show, WYPR's Midday, and Maryland Public Television's Business Connection. He is often quoted in articles published by *Maryland Daily Record*, *Baltimore Business Journal*, *The Baltimore Sun*, and *Washington Post*.

Dr. Irani holds a Ph.D. in economics from University of California, Santa Barbara; a M.A. in business economics from University of California, Santa Barbara; and a B.A. in economics from University of California, San Diego.



**Emily Brock, Director, Federal Liaison Center  
Government Finance Officers Association**

As Director of GFOA's Federal Liaison Center, Emily leads coalition and advocacy efforts of the Public Finance Network in Washington DC. Her advocacy includes anticipating and responding to federal legislative and regulatory activities that impact the finance functions of state and local governments and

public sector entities including general sales tax issues, bank-qualified debt and pension/healthcare reform. Emily also serves as staff on GFOA's Debt Committee, working with committee members to develop best practices that promote sound financial practices for local, state and provincial governments. Prior to joining GFOA, Emily was a commercial bank relationship manager at a large national bank, serving as the sole bank liaison for government and university clients.



**Michael Sanderson, Executive Director  
Maryland Association of Counties**

Michael Sanderson is the Executive Director for the Maryland Association of Counties, and helps guide that organization's member services and policy advocacy in Annapolis. MACo represents 24 jurisdictions on a wide range of policy issues, and provide education and training support for county elected official and professionals.

He has represented county governments in Maryland on a wide range of fiscal and policy issues for over 20 years.

Mr. Sanderson is well versed not only in local government issues and legislative advocacy, but also the state's budget process and taxation system.

He has worked on issues ranging from voting systems to tax sales, from liability reform to substance abuse treatment programs, and from land preservation to tax fairness. Mr. Sanderson previously worked as professional staff to the House of Delegates' Ways and Means Committee, and received his degrees in Economics and Public Administration from Syracuse University. He sits on the Board of Directors of the Local Government Insurance Trust, and has taught at Anne Arundel County Community College's Department of Business and Economics.

Michael Sanderson taught at Anne Arundel Community College's Department of Business and Economics for 10 years, where he received high marks from student evaluations for his weekly puzzles and trivia, and for occasional economics lessons. Mr. Sanderson was on a recent runner-up team at Tuesday Pub Trivia, having lost only on an absurd tiebreaker question regarding sheep in New Zealand. Michael is a former paid staff writer for the online website BaseballHQ.com, where he focused on defense-independent pitching analytics. He was elected as Comptroller of the Student Activity Fee while at Syracuse University, and swore off any future in elected office after that experience. Michael was the Vice President of the Edison High School Spanish Club and was twice named "Student of the Month" by the Sandusky Register.

He currently lobbies for county governments in Annapolis while he awaits the final call from Ozzie Newsome for the co-General Manager job with the Baltimore Ravens.

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