

Maryland GFOA Board of Directors Quarterly Meeting
Baltimore Country Club
February 2, 2018

Members Present:

Christine Parker	Janet Irvin	Tammy Kennedy-Nichols
Lenny Moore	Kim Williams	Tim Hayden
Robert Sandlass	Eric Jackson	
Steve Kraus	Ken Henschen	
John Kroll	Robert Burk	
Joe Beach	Diane Fox	
Diane Fox	Ed Leiter	

Not Present:

Jason Zimmerman
Michael Heaney
Keith Novak
Joe Mason

Committee Chair: Michael Walther
Staff: Jane Ramsey

9:00 Lenny called the meeting to order at 9am

1. Approval of minutes: November 3, 2017 Board of Director's meetings
 - a. Tim mentioned that he was not present at the meeting
 - b. John Kroll moved approval, Joe Beach seconded, unanimous approval with modification noted
2. Treasurer's Report – Robbie Sandlass
 - a. See attached reports
 - b. Noted status of financial position
 - c. Budget to Actual –
 - i adjusted revenues to reflect CPFO course fee increases
 - ii Expected to end with a positive operating result
 - iii Question about line item for CRM expenses which were on the Internet
 - d. Rob Burk motioned to approve the report, second by Janet Irvin, unanimous approval.
3. Old Business
 - a. Agreed Upon Procedures: Janet Irvin
 - i Provided letter from Lindsey + Associates
 - ii Discussed reasons for delay in completion
 - iii Lenny noted the new CRM should help expedite completion in the future
 - b. CRM Implementation Decisions: Lenny Moore
 - i Referred to Decision issues on Attachment A of the agenda
 - 1 Blog Name TBD
 - 2 Committee to monitor blog and vet materials: Holly Sun, Raifiu Ighile, Kim Williams (Chair), Joe Mason, and Tammy Kennedy-Nichols
 - 3 Affinity Group Widgets will be established for all Affinity Groups

- 4 Online Directory Content: email access offered to government members; Gold/Platinum/Palladium Partners
- 5 Free non-CPE webinars from partners in non-conference months
 - a Blog Volunteers will vet material
- 6 Committee will develop specific recommendations on partner level benefits and bring it back to the board within a month for an on-line vote
 - a Tim Hayden, moved and Tammy Kennedy-Nichols seconded, unanimous approval
- 7 CPFO E-Learning partnership with Radford University or partnership with University of Maryland
 - a Joe Mason to take lead in exploring opportunities for partnerships on e-Learning
 - b Vote on whether to offer e-Learning on website: Janet Irvin moved, Eric Lewis seconded, unanimous approval
- 8 Noted that the module for online CPE access was provided by the vendor at no additional charge to MD GFOA and so will be available to members.
- 9 Online submission form for potential speakers will be implemented. The Program Committee Chairs will receive submissions by email from Jane Ramsey.
- 10 Tammy Kennedy-Nichols will explore BAML sponsorship of the MD GFOA web page or other opportunity to replace the physical directory.

Break at 10:20 to 10:30

4. New Business

- a. Welcome New Officers and Directors?
- b. Winter Conference: Michael Walther reviewed; survey results were pretty good. The problems with Wi-Fi access were also noted.
- c. Spring Conference: Mike Walther reviewed tentative session agenda, see attached.
 - i Two holds on the agenda were discussed
 - 1 Risk Management- Michael Walther will vet presentation for relevance
 - 2 Alternative Investments for Pension Fund: Send Michael Walther suggestions for panel. Extensive discussion on length and content. Consensus to keep session at one hour and limit panel to two speakers with a follow up session with Audit and Actuary perspective for summer.
 - ii Consensus was the agenda was good as modified by Board.

5. Committee & Affinity Group Reports

- a. Membership – Christine Parker. Currently at 668 members; 71 new members; slightly down by 16 members compared to last year. New programs and online courses should provide new members. Planning a second Intermediate Accounting course which can produce new members. Discussion as to whether fee increase from \$35 to \$45 affected membership; a membership campaign with new benefits on website and conference agenda; and offer incentive for bringing new member? Board will continue to monitor to see if a trend or not.
- b. Sponsorship – Tammy Kennedy-Nichols (TKN) noted it was down somewhat, but exciting initiatives being developed. Use new website to promote sponsorship opportunities and that there was no reason for current status. Kim Williams will provide VAGFOA sponsors to TKN. The CRM Implementation Committee will review the Partnership & Opportunities page developed by TKN including development of Partner Feature page as part of a comprehensive package of enhanced partner benefits.
- c. Communications – Holly Sun not present.

- d. GFOA Rep – Kim Williams (KW) provided a separate update to the Board including that Chris Morrill, Exec. Director of GFOA wants to present at summer conference. Board will meet with Executive Director at dinner on Wednesday June 20 before the Fager Island event. The costs for the dinner TBD but may be borne by the associate members on the Board subject to the approval of their organizations.
- e. Education – Joe Mason not present.
- f. By-laws – Joe Beach, question as to what was the latest. Beach indicated that January 30, 2015 was the most recent that he had and this will be posted on Board portal and website.
- g. Long Range Planning – Jason Zimmerman was not present.
- h. Nominating Committee – Janet Irvin. Thanks to Jane Ramsey for the updated, detailed Board Roster. Steve Kraus will move from the at large spot to the county government rep spot and Raifiu Ighile will move to the At-Large spot. Eligibility remains for Michael Heaney, Tim Hayden, and . Christine Parker’s term expires on _____. And the consensus of the board was to offer the to be vacancy to Christina Osborne of M&T Bank.
- i. Lloyd Jones Scholarship – Janet Irvin. Clarified that Board members may nominate for this scholarship.
- j. Investment & Treasury Management Affinity Group –Tim Hayden & Rob Burke. TKN and Tim Hayden will explore a cash handling session. Should pension investments be included? Consensus was that it should be included to broaden interest. Expanded use of website for related seminars was discussed. Tim Hayden will look into use of the MDOT HQ as a site. The date of the session was targeted for September.
- k. Tax Affinity Group – Eric Jackson noted a Tax Affinity meeting on January 18. They discussed e-Recording; pre-payment of taxes and refunds; tax sales with update from Barbara Zetlick and legislative update. February 15 is the next date for the Affinity meeting. Andy Schaufele and Michael Sanderson’s presentation will cover the fallout from the Federal Tax Reform impacts on Maryland and local revenues.
 - l. GASB Affinity Group - Keith Novak.
 - m. Debt Affinity Group – Steve Kraus noted that their meeting is scheduled for March 20th at the MDOT HQ including Davenport and McKennon, Shelton and Henn on Tax Reform.
6. Other Business – Tim Hayden asked if there was continued interest in the Intermediate Government Accounting seminar notwithstanding the results of the survey. The consensus was that there was and has been no problem filling this in the past.
7. Adjourn. Steve Kraus moved, TKN second, unanimous approval