Maryland GFOA

SAVE THE DATES

CPFO Review Courses
Budget Mgmt– July 24-25, 2019
GAAFR– September 12-13, 2019
Retirement & Benefits– November 19-20, 2019

MDGFOA Upcoming Quarterly Conferences
October 25, 2019
Annual Summer Conference In Ocean City
June 19-21, 2019
June 17-19, 2020

Visit our Exhibitors

Bolton

Goldman Sachs Asset Management

ISG Information Services Group

pfm

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MDGFOA 2018-2019 Memberships

Membership in the MDGFOA entitles you to cost effective education, member-only resources and courses, online membership directory, and more.

You may **RENEW** your membership for the 2018-19 Membership year at any time online at our Website.

Not a member? Acquire your membership for the 2018-19 Membership year starting June 1, 2019. We welcome you!

Govt Employed: $40.00
Associate: $50.00
Retired: $10.00
Student: $0.00

Maryland GFOA

Conference

April 26, 2019

BWI Marriott

AGENDA

8:30 am Continental Breakfast / Registration

9:00 am - 9:10 am
Welcome and Introductions
Jason Zimmerman, President, MDGFOA

9:10 am - 10:00 am
Best Practices for Budgeting and Fiscal Policy
John Fishbein, Senior Manager, GFOA of the US and Canada

10:00 am - 10:50 am
Internal Control and Internal Auditing
Sean Walker, Principal, CliftonLarsonAllen LLP

10:50 am - 11:10am
Break

11:10 am - 12:00 noon
Investment Policy Best Practices
Donald W. Grant, Investment Consultant, PFM Asset Management LLC
Brian Sanker, Director, PFM Asset Management LLC
Trina Smith, Senior Management Consultant, PFM Asset Management LLC

12:00 noon - 1:30 pm
Networking Session & Luncheon

1:30 pm - 2:20 pm
The End of LIBOR
Yohann Sidhwa, VP Capital Strategies, Wells Fargo
Readie Callahan, Head of Communication Strategy, LIBOR Transition Office
Wells Fargo

2:20 pm - 3:10 pm
Automating for the Future: The Payments Evolution
Adrienne Terpak, CTP, VP, Technical Marketing, Corporate Products & Services
TD Bank
Kris Kowal, VP, Corporate Products & Services, TD Bank

3:10 pm - 3:30 pm
Break

3:30 pm - 4:30 pm
Maryland General Assembly
Michael Sanderson, Executive Director, MACo
Dr. David Juppe, Sr. Operating Budget Manager, Maryland General Assembly's
Department of Legislative Services

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Thank you to our 2018-19 Partners

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The MDGFOA 2019 Annual Summer Conference

June 19, 2019—June 21, 2019
Clarion Resort Fontainbleau Hotel
A SNEAK PEEK

Wednesday/June 19

- OC Rocket compliments of CohnReznick
- Introduction to Data Analytics with Power Query
- Data Analytics with Power Query plus Five Excel Tips and Techniques to Massively Boost Team Productivity
- Fager's Island / M&T Bank and Wilmington Trust

Thursday/June 20

- Audit Topic
- "City on the Line: How Baltimore Transformed its Budget to Beat the Great Recession and Deliver Outcomes"
- Fraud Topic
- Sports Gambling
- Thursday Business Lunch compliments of CliftonLarsonAllen
- Thursday Evening Irish Coffee and Dessert Social compliments of Bank of America Merrill Lynch

Friday/ June 21

- Keynote Address: Giving and Receiving Feedback/Unconcious Bias/ Preparing for Future Trends/Communicating in the Workplace
- Economic Update

Visit our expanded Exhibition where you will be able to review products and services from new and known vendors.

You will be receiving an email notification on Monday, April 29, that will direct you to the **Conference Webpage** as well as registration links for you and your family.

Registration Fees
Member: $300.00
Non-Member Govt Employed: $340.00
Non-Member Associate: $350.00
Retired Member: $150.00

Maryland GFOA

John Fisbein
Senior Program Manager, Technical Services
GFOA

John Fishbein is a senior program manager in the Technical Services Center of the Government Finance Officers Association of the United States and Canada (GFOA) in Chicago, Illinois. Mr. Fishbein came to GFOA in 2002. He is responsible for the day-to-day operation of GFOA's Distinguished Budget Presentation Awards Program. He is the author of GFOA's recent publication on Building a Better Budget Document. He previously authored Preparing High Quality Budget Documents for School Districts and Preparing High Quality Budget Documents. He serves as staff to GFOA's standing Committee on Governmental Budgeting and Fiscal Policy. He has spoken at national and Internet training seminars and conferences on budgeting.

Sean Walker, CPA, CFE, CGFM, CGMS Principal
CliftonLarsonAllen LLP

Sean Walker, CPA, CFE, CGFM, CGMS is a principal with CliftonLarsonAllen. He leads the firm's Northeast region's State and Local Government practice. He currently serves on ALGA's Professional Issues Committee and GFOA's Special Review Committee. Sean is a past member of the AICPA's State and Local Government Expert Panel and the AICPA's Governmental Audit Quality Center's Executive Committee. He is a frequent speaker at AICPA and GFOA conferences on topics covering financial reporting, grant management, internal controls, and auditing. Sean lives in Frederick, Maryland and provides consulting and auditing services to clients throughout the United States.

Donald W. Grant, Investment Consultant
PFM Asset Management LLC

Donald is an investment consultant with PFM's asset management business. He is responsible for supporting institutional client relationships and business development efforts for PFM's multi- asset class management practice – concentrating on pension, OPEB, endowment and foundation, and long-term investment assets.
In 2016, Donald started his career at PFM in the firm's performance reporting and client services department, providing timely monthly and quarterly client performance reporting and fulfilling all facets of client service needs. Prior to joining PFM, Donald served six years on active duty in the United States Air Force where he deployed twice to Afghanistan in support of Operation Enduring Freedom. Donald served as a senior signal's intelligence analyst with the National Security Agency supporting joint service commanders in strategic and tactical decision making. Donald holds the Financial Industry Regulatory Authority (FINRA) Series 6 and 63 licenses.

Trina Smith, Sr. Managing Consultant
PFM Financial Advisors, LLC

Trina Smith joined PFM as a consultant in 2010 and is currently located in the Philadelphia office. As a senior managing consultant, she oversees and performs analyses for sizing and structuring long and short-term financings, evaluates clients' credit quality and debt capacity through ratio analysis from audited financial statements, and reviews bond documents associated with each transaction. She also designs and troubleshoots Excel-based cash flow and bond structuring models to determine the feasibility of major capital projects.

She has previously worked as both an analyst and senior analyst for PFM and was actively involved in providing analytical support for a range of debt transactions such as bank loans, private placements and publicly offered bond issues. She has been the lead analyst on complex clients, including the City of Baltimore and the City of St. Louis, providing debt cash flows, budget and debt capacity models, and credit analysis and transaction management.

Brian Sanker, Director
PFM Asset Management LLC

Brian joined PFM's asset management business in 2004 and is a director serving clients in PFM's Harrisburg office. He provides investment advice to school districts, local governments, authorities and other institutional investors primarily in Pennsylvania, Maryland and other areas of the Northeast. In Pennsylvania, he markets the programs of Pennsylvania Local Government Investment Trust (PLGIT), provides strategic direction on new investment and service programs, and supports PLGIT's governing board. Brian specializes in developing strategies to optimally allocate investable balances and streamline cash flows. He is a frequent speaker on the subjects of public finance, banking, and investments, and regularly contributes articles on a variety of public investment topics to industry publications. Previously, he was a portfolio trader on the PFM trading desk, specializing in short-term fixed-income investments.

Prior to joining PFM, Brian worked as an operations analyst for Citigroup's Corporate and Investment Bank where he focused on areas of process improvement, strengthening accounting controls and compliance procedures in the global check clearing, corporate ACH and wholesale lockbox departments. Brian is a School Board Director for the Mechanicsburg Area School District and he serves on the Joint Operating Committee of the Cumberland-Perry Area Vocational Technical School. He is a graduate of the Leadership Harrisburg Area's Community Leadership Series, Class of 2017. Brian is board secretary for the Pennsylvania Government Finance Officers Association (PA-GFOA) Central Chapter.

Yohann Sidhwa, VP Capital Strategies
Wells Fargo

Yohann Sidhwa provides clients with customized debt financing strategies, structured financial products, and direct lending solutions designed to optimize capital structures and manage financial risks. Prior to his role on the Capital Strategies Desk, he worked on the Municipal Derivatives Desk in San Francisco structuring and executing interest rate derivatives for municipalities, not-for-profit organizations, cultural institutions, colleges and universities, healthcare facilities, and other tax-exempt entities in the Western half of the United States.

Yohann holds a B.A. in Economics from the University of Pennsylvania and an M.B.A. from Columbia Business School. He holds FINRA Series 7, 63, and 79 certifications

Readie Callahan, Head of Communication Strategy,
LIBOR Transition Office, Wells Fargo

The LTO is charged with developing and directing the execution of a coordinated strategy to transition the numerous IBOR-based products and processes across Wells Fargo to alternative reference rates.

Readie manages strategic efforts to ensure clear and consistent information is shared with regulators, customers and other stakeholders transitioning from IBORs to new floating rate benchmarks. Readie joined Wells Fargo Securities in 2011 as an investment banker serving municipal and not-for-profit clients in the Government and Institutional Banking Group. She specialized in structuring on-balance sheet loans and securities, developed and implemented pricing and funding strategies in response to the changing regulatory framework for Wells Fargo. Readie began her career at JPMorgan and worked for a startup broker-dealer and investment fund prior to joining Wells Fargo. Readie graduated from Washington University in St. Louis, MO with a B.A. in French and International Area Studies. She is an avid triathlete and two-time iron(wo)man.

Adrienne Terpak, CTP, VP Technical Marketing, Corporate Products & Services
TD Bank

Adrienne started her career as a corporate treasury practitioner and held senior management positions at Prudential Financial and Sharp Electronics Corporation, with responsibility for Treasury Operations, Accounts Payable and Accounts Receivable.

She has worked at TD Bank for 5+ years and currently manages the Corporate and Specialty Banking (CSB) Segment for Treasury Management Services, directing the growth strategy for large Corporates, Corporate Real Estate, Asset-Based Lending and Dealer Commercial Services.

Adrienne received an MBA in Finance from Seton Hall University and a B.S. in Spanish/ Business Administration with Honors from The Pennsylvania State University. She is also a Rotarian and steering committee member for The Women of Commercial Banking and Treasury Management.

Kris Kowal, VP, Corporate Products & Services
TD Bank

At TD Bank, Kris is responsible for emerging digital solutions for Commercial and Small Business Customers. In his current role, he evaluates new digital products & services, and leads transformation efforts related to CX. In his previous roles at TD, Kris managed the strategy and execution of the retail digital acquisition platforms and also spent time with the TD MySpend app. Prior to TD, Kris worked at a startup insurance firm with a focus on building out internal solutions, and previously worked at SAP. Kris received his MBA in Management from Villanova University.

Michael Sanderson, Executive Director
MACo

Michael Sanderson is the Executive Director of MACo, the Maryland Association of Counties. MACo represents county governments on policy and fiscal issues in Annapolis, and serves the county elected officials across the state. Michael has been with MACo for 24 years, and just hit the ten year mark as the Director. Michael also co-hosts the Conduit Street Podcast, which covers state policy and politics across Maryland. He's got a long history with state and local fiscal issues, and is pleased to be a frequent MDGFOA presenter.

Dr. David Juppe, Sr. Operating Budget Manager
Maryland General Assembly's Dept. of Legislative Services

Dr. David Juppe has worked 30 years for the Maryland General Assembly's Department of Legislative Services. As a Senior Operating Budget Manager he coordinates analysis of the Maryland budget. He holds a Bachelor's in Political Science from Towson State University, and Master's and Doctorate of Public Administration degrees from the University of Baltimore. Dr. Juppe is an adjunct faculty member at the University of Baltimore and Penn State University.

He was President of the National Association of Legislative Fiscal Offices and received a Legislative Staff Achievement Award from the National Conference of State Legislatures. He has presented papers on public budgeting at various conferences and co-authored an article in *Public Budgeting and Finance*. Dr. Juppe trained the national parliamentary staff on budget analysis and fiscal note preparation in Maputo, Mozambique, testified before a congressional subcommittee and the Canadian Parliament on Social Impact Bonds, and visited Amman, Jordan to recommend improvements to the Parliament's review of the national budget.