

# Maryland GFOA Getting Involved

MDGFOA has many ways to get involved with the organization, networking with your peers, additional education opportunities and more.

## Intermediate Governmental Accounting Seminar

Taught 1-2 times per year

This 2 1/2 day seminar will provide the participant with a working knowledge of the special financial reporting model used by the state and local governments under Governmental Accounting Standards Board's Statement No. 34, Basic Financial Statements- and Management's Discussion and Analysis- for State and Local Governments.  
Watch for the next Seminar promotion in your email

## CPFO Exam Review Courses

Certified Public Finance Officer (CPFO) designation is a self-study certification program designed to prepare individuals for financial leadership positions in state and local government by enhancing fundamental skills and increasing knowledge of best practices and the latest trends in government finance.

## E-Learning

Online Courses now available through MDGFOA in partnership with GNAC / Radford University.  
Earn CPE's easily and at your convenience.

## Debt and Fiscal Policy Affinity Group

To explore and discuss all aspects of governmental debt management

## Tax and Revenue Affinity Group

To create a group of tax collectors and others to discuss and analyze tax sale issues and procedures.  
To share views on modern technology for the collection of taxes and cash receipts. To create a friendly working atmosphere with collectors and the State Department of Assessments and Taxation. To gather pertinent information on legislative proposals and develop a consensus with elected officials.

## Young Professionals Networking Group

The Young Professionals Networking Group exists to foster and encourage the younger generation of our financial professionals, both students and currently employed fiscal professionals, by giving its members the necessary forums and tools to create the culture, knowledge, and opportunities to both enter a career in government finance as well as continue to succeed in their professional development.

## Treasury Management and Investment Group

The MDGFOA Treasury Management and Investment Affinity Group is designed for Maryland government professionals that work with or have an interest in treasury management and investments. The focus of the Group includes the following subject matters:

- Professional development and best practice sharing
  - Purposeful networking
  - Information about emerging trends
  - Provide for open discussion on tools, techniques, and trends to assist members
- Remain current on regulatory requirements impacting MDGFOA members

## Speakers

Have you heard a great speaker lately!  
MDGFOA is always on the lookout for new resources for Speakers and sessions.  
Your ideas, experiences and recommendations are appreciated.

## Conferences

Attend our three one-day quarterly conferences locally at the BWI Marriott in Linthicum, MD  
Finish off the MDGFOA Membership Year with our Annual Summer Conference in Ocean City, MD

## Annual Partnerships

Bringing your Corporate message and brand to over 800 Maryland Government Finance Officers has never been easier.  
Keep in contact with current customers, network with potential customers, Premier new products, build relationships, all while supporting MDGFOA in their education and career advancement development for Members and Associates.  
Contact: MDGFOA@mdgfoa.org or visit our website

[www.mdgfoa.org](http://www.mdgfoa.org)

[mdgfoa@mdgfoa.org](mailto:mdgfoa@mdgfoa.org)



# 2019 ANNUAL SUMMER CONFERENCE

June 19-21, 2019  
Ocean City, Maryland

[www.mdgfoa.org](http://www.mdgfoa.org)

## Letter from the President



As my term as your President of the MDGFOA draws to a conclusion, I find myself reflecting on the last fiscal year. My two main platforms for my presidency was to bring in more youth to our organization as well as to expand the involvement of our organization's membership.

As to my first platform of bringing in more youth to our organization, history has proven time and time again that any organization that does not continually replenish their ranks will eventually either lose their numbers or cease to exist all together. The MDGFOA faces a brand-new landscape where our organization has seen a large number of our current members retiring. While we obviously, as an organization, want to bring in any new members, regardless of age or stature in government agencies, the best way to keep the cycle of adding new members to match the attrition numbers is the farm league approach. As with the professional baseball model, if MDGFOA fosters the youth in our government agencies to have a sense of commitment and allegiance to our organization, then they will not only stay as members, but also have a long and hopefully prosperous tenure as a MDGFOA member. My answer to how to start this farm league process was the quarterly meetings of the MDGFOA Young Professionals Networking Group. On a quarterly basis, current MDGFOA members and potential new MDGFOA members would meet to talk about government job opportunities, best practices, and the benefits of the MDGFOA as an organization. These meetings were highly successful and not only led to new members joining MDGFOA, but also adding new vendors and sponsors.

Regarding my second platform of expanding the involvement of our organization's membership, if MDGFOA wants to continue to not only keep its membership, but also thrive as an organization, it is imperative that our members become part of our affinity groups and Program Committee. I have encouraged our members to become part of both our affinity groups as well as the Program Committee in my opening speeches at each of our quarterly conferences. Recently, we have started having members from one of our affinity groups speak at our quarterly conferences about said affinity group in regards to what they do, where they meet, and who to contact for involvement. Hopefully, this will encourage our members to attend an affinity group meeting and become involved. MDGFOA offers many involvement opportunities, such as: Tax Affinity Group, Debt Affinity Group, Treasury Management and Investment Affinity Group, Young Professionals Networking Group, and the Program Committee.

In conclusion, I am very thankful and appreciative for the opportunity that I have had to be your MDGFOA President.

Jason Zimmerman, MDGFOA President, 2018-2019

## Letter from the 2019-20 President



I am excited and honored to be the incoming MDGFOA president. I can still remember my first introduction to this great association fifteen years ago: the 2004 fall conference in Ellicott City. Since that time my professional life took me to three different county governments and five job titles, but the MDGFOA was always the constant. New and continuing education sessions along with outstanding networking opportunities provided me with the resources to pursue my professional goals, and I consider it my obligation to maintain, preserve and further develop this association both for the current membership but also the future membership as well.

Conferences have always been at the heart of the MDGFOA experience, and that will continue. Every quarter our members can receive continuing education that runs the gambit from accounting to economics and from fraud prevention to ethics. The association strives to make all sessions eligible for CPE, the environment welcoming, the food and beverages tasty, and the cost affordable. And we are (almost) always successful in achieving those goals.

While our conferences are about bringing the entire association together, there is also a place for niche training. Our affinity groups offer the opportunity to do a deep dive into specific topics of tax collection, debt management, investments and accounting. Our long-standing, three day course on Intermediate Accounting, which many of us took when we started off as government finance professionals, continues to be held twice a year. To that we have added new training options from web classes that offer introduction and refreshers on the basics to our review classes for the Certified Public Finance Officer exam. As we go forward, we will continue to grow our offerings to meet the educational needs our membership.


Meeting the needs of our membership is more than just training. It is also forming personal connections. One of things that I most appreciate about the MDGFOA is that it has given me contacts throughout the State – from counterparts in other governments to outside partners in banking, audit, technology and other fields. When I have questions or things I don't understand (and I have a lot of both) I have people that can help me. To help further those personal connections throughout the MDGFOA, a mentoring program where our newer members are matched up with our more experienced members will be initiated. This program will not only be beneficial to the participants but also to our profession.

Of course, everything that this association does is dependent on the membership. So I thank all of you who are active and ask all of you who are not involved to become so. Whether you have been in the profession one year or thirty, there are plenty of opportunities to make a contribution. There is something for all of us in the MDGFOA.


Robbie Sandlass, MDGFOA President, 2019-2020




# Exhibitors




Grant Street Group develops, hosts and administers customized software applications used by financial institutions and government entities to support a variety of financial transactions. Our services include: auctions of fixed income securities (MuniAuction®), tax collection and billing (TaxSys®), and e-payment processing for credit cards and e-checks (PaymentExpress®).




M&T Bank Corporation is a regional financial services company with more than \$120 billion in assets. We provide banking, insurance, investments, mortgage and commercial financial services through more than 775 branches, 1600 ATMs, and a variety of online and mobile services. Founded in 1856 in Buffalo, New York, we're a community-focused bank that serves customers in New York, Maryland, New Jersey, Pennsylvania, Delaware, Connecticut, Virginia, West Virginia and Washington, DC. M&T Bank has been recognized for its financial strength and sound management. We are proud to continue our tradition of reliability in the way we serve our customers and support the communities where we live and work. We strive to be the best company our employees ever work for.




OpenGov is the leader in cloud-based solutions for government. The OpenGov Cloud™ is the only integrated cloud solution for budgeting, performance, communications and reporting. This multi-tenant Software-as-a-Service (“SaaS”) solution connects stakeholders to the budget process, engages them for real-time feedback, accurately forecasts personnel costs, and integrates with key government systems, resulting in improved outcomes, enhanced internal efficiencies, and more time for strategic planning. Over 2,000 public agencies use OpenGov -- including the State of Ohio; the City of Richmond, VA; Flagstaff, AZ; and Washington, DC. OpenGov was founded in 2012, and is backed by Andreessen Horowitz, Emerson Collective, 8VC, and Thrive Capital.




Founded in 1975, PFM is a leading financial services provider of financial and investment advice to government and other institutional clients.




TD Bank, America's Most Convenient Bank® is one of the 10 largest banks in the U.S., with approximately 26,000 employees and deep roots in the community dating back more than 150 years. The Bank offers a broad array of retail, small business and commercial banking products and services to more than 9 million customers through its extensive network of approximately 1,300 convenient locations throughout the Northeast, Mid-Atlantic, Metro D.C., the Carolinas and Florida. In addition to banking products, TD Bank and its subsidiaries offer customized private banking and wealth management services through TD Wealth® and vehicle financing and dealer commercial services through TD Auto Finance. TD Bank is a member of TD Bank Group and a subsidiary of The Toronto-Dominion Bank of Toronto, Canada, a top 10 financial services company in North America. The Toronto-Dominion Bank trades on the New York and Toronto stock exchanges under the ticker symbol "TD". Developed with an insider's understanding of the public sector and decades of industry experience, Tyler Technologies' software solutions are designed to empower local government agencies. Comprehensive and easy-to-use applications streamline processes and improve information flow, connecting agencies, schools and other local government entities to better serve citizens.




Developed with an insider's understanding of the public sector and decades of industry experience, Tyler Technologies' software solutions are designed to empower local government agencies. Comprehensive and easy-to-use applications streamline processes and improve information flow, connecting agencies, schools and other local government entities to better serve citizens.



U.S. Bancorp, with 74,000 employees and \$476 billion in assets as of March 31, 2019, is the parent company of U.S. Bank, the fifth-largest commercial bank in the United States. U.S. Bank Government Banking has been successfully fulfilling the needs of government entities like yours for more than 100 years. That continues to be our sole focus. We are an industry leader recognized for our strength, service and security. U.S. Bank is committed to providing its millions of retail, business, wealth management, payment, commercial and corporate, and investment services customers across the country and around the world as a trusted financial partner, a commitment recognized by the Ethisphere Institute naming the bank a 2019 World's Most Ethical Company. Visit U.S. Bank at usbank.com or follow on social media to stay up to date with company news.



Wells Fargo's Government Banking Group has served the municipal market for over 25 years. We offer extensive treasury services capabilities, public finance, credit and depository services.



LARRY HOGAN  
GOVERNOR

STATE OF MARYLAND  
OFFICE OF THE GOVERNOR

June 19th, 2019  
2019 Annual Summer Conference  
Maryland Government Finance Officers Association

A Message from Governor Larry Hogan


Dear Friends:

Welcome to the Maryland Government Finance Officers Association's Annual Summer Conference.

Nearly 700 members strong, the Maryland Government Finance Officers Association (MDGFOA) is dedicated to providing public and private financial workers at all levels with the support they need to be successful. At this year's conference, I hope you take advantage of the many informational and networking sessions offered, and leave with a better understanding of how you can continue to make a positive impact in your profession.

I would like to thank the event planners and everyone whose hard work and dedication have made this conference such a success. Best wishes for a productive couple of days and for continued progress in the years to come.

Sincerely,



Larry Hogan  
Governor

STATE HOUSE, ANNAPOLIS, MARYLAND 21401  
(410) 974-3901 1-800-811-8336  
TTY USERS CALL VIA MD RELAY

# Exhibitors

Welcome Maryland Government Finance Officers Association,

On behalf of the City Council and the citizens of Ocean City, Maryland, it gives me great pleasure in welcoming you to the MDGFOA Annual Summer Conference in Ocean City.

I know you will fill your time here with education and professional development, however; while you are here, we hope that you will take advantage of all that Ocean City has to offer you and your families! While you are here in Ocean City, we hope you take the opportunity to enjoy our 10 miles of pristine beach, hundreds of great restaurants and a variety of activities for families of all ages. Whether it's a round of golf, a stroll on our world-famous Boardwalk or a sunset at Northside Park, we wish you an enjoyable stay and successful conference in Ocean City.

We thank you for choosing Ocean City as your conference destination and look forward to being your host this year and many years beyond.

Sincerely,



Mayor Rick Meehan

@OCMayor (on Twitter)

<https://www.facebook.com/MayorRickMeehan> (on Facebook)

Town of Ocean City  
Maryland



Full-suite, fully integrated government accounting system, cloud or on premise. Configurable, flexible, user-friendly. Affordable, with local implementers and support.



Andrews Technology specializes in workforce management for Cities, Towns, Schools and Counties. Andrews Technology provides, installs, and supports the Novatime Time & Attendance system. In addition to helping governments move from manual time & attendance to an automated system, Novatime also allows for tracking FMLA, ACA, Public Safety Scheduling, Electronic Requests for Time off, and bi-directional integration with over 400 HR & Payroll systems. Novatime offers a wide range of data collection options. Support is available 24/7/365.



Bingham Arbitrage Rebate Services, Inc., a certified 100% woman-owned, small business — leading the way in expert tax-exempt bond compliance since 1988. Our unique focus includes Arbitrage Rebate, Verification and Schedule K Form 990 Services, guiding clients through arbitrage rebate complexities, from Small Issuer to large volume issuances. We encourage you to visit our website at [www.bingham-ars.com](http://www.bingham-ars.com), where you'll find information about our company, our staff and services, as well as detailed information regarding IRS requirements related to tax-exempt bond compliance. Call us for a quote on our toll-free number (888) 900-5312 or stop by our booth and get acquainted. We'd like to meet you!



BLI delivers competency-based curriculum, courses, content and community to maximize career trajectories and grow intellectual capital for organizational and executive leadership.



Bolton is a full-service employee benefits, actuarial, and investment consulting firm with over 35 years of experience providing consulting services to clients in the Public sector. We build long term partnerships with our clients delivering understandable, insightful, and impactful solutions to complex benefits issues so they can best manage future financial risks and provide valuable benefits to their employees.



Capital One Bank is the largest commercial and consumer banking institution headquartered in the Mid-Atlantic region. Our team of government banking experts provides depository, treasury management, commercial card, merchant services and debt solutions to over 800 municipalities within and outside of the Capital One banking footprint.



In its 82nd year of service, CareFirst, an independent licensee of the Blue Cross and Blue Shield Association, is a not-for-profit health care company which, through its affiliates and subsidiaries, offers a comprehensive portfolio of health insurance products and administrative services to 3.2 million individuals and groups in Maryland, the District of Columbia and Northern Virginia. In 2018, CareFirst invested nearly \$38 million to improve overall health, and increase the accessibility, affordability, safety and quality of health care throughout its market areas. To learn more about CareFirst BlueCross BlueShield, visit our website at [www.carefirst.com](http://www.carefirst.com) or follow us on Facebook, Twitter, LinkedIn or Instagram.



CentralSquare Technologies is an industry leader in public safety and public administration software, serving over 7,500 organizations—from the largest metropolitan city to counties and towns of every size—and impacting the lives of 3 in 4 citizens across North America. Our rich history of partnership with public sector agencies has underscored an important, shared goal: to transform public service operations and help build safer, smarter communities.



Leading provider of hosted or on-premise ERP software solutions for local government agencies.



GovDeals.com is the leading provider in online government surplus auctions. All state local governments are welcome to use our services to auction surplus in the smartest, most efficient way possible.



Govolution is a leader in ePayment solutions, including purpose-built payment solutions that improve customer experience with integrated multi-channel engagement. Velocity Payment System is certified with all major payment processors in the U.S., is re-offered by many of the largest banks in the country and provides secure payments acceptance across all customer engagement channels.



## Our Exhibitors

The 2019 MDGFOA Annual Summer Conference Exhibit Hall will be open:

Wednesday, June 19th at 11:00 a.m.– 5:00 p.m.

Thursday, June 20th from 7:30 AM—4:00 PM

Friday, June 21st from 7:30 AM—12:00 Noon

See the latest management and finance-related new products and services from exhibitors for local and state governments. Use this time to get detail information, see demonstrations, touch base with current suppliers.



### EXHIBITOR RAFFLE

Make sure you get your Raffle Card and get each exhibiting company to sign their logo.

Turn your card in for AMAZING PRIZE drawing opportunities!



### 2018-19 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.

## Congratulations

To our

2018-19 Scholarship Recipient

# Jiaojiao Gu

Montgomery County Government– Accountant / Auditor

Jiaojiao Gu joined the County in October 2018 as an Accountant/Auditor. This is her first governmental accounting position. Joining the department at the height of the CAFR season is usually a disadvantage for many, as supervisors do not have a great deal of time to \_ train. However, this did not deter Jiaojiao at all. From day one, she hit the ground running. After independently completing the required system training, we immediately used her to proof the CAFR and to make grammatical and formatting changes as needed. Further, she reviewed all \_the fund closing binders electronic files to ensure adequate formatting and security prior to the workpapers being sent to the auditors. She was a great help during this very busy time!

Once the CAFR was issued, Jiaojiao dedicated herself to learning the six assigned funds (all proprietary funds) and completed the required reconciliations, analytical reviews and monthly close process. She was able to complete the fund analysis and review of transactions for July - October, the time that the position was vacant. Since, she has kept up to date with the assignments and has requested additional tasks and assignments that will help her grow professionally. In the short time she has been here, Jiaojiao has tested and validated system functionality for a system upgrade, completed payroll liability account reconciliations to help a co-worker catch up, wrote a job-aid on how to complete payroll reconciliations, and is currently reviewing and analyzing GL accounts that have been dormant. She is poised to learn more! Jiaojiao is a self-starter, team player, and a \_great asset to the team. Attending the MDGFOA conference will enhance her knowledge of governmental accounting and the Maryland economy. Further, she would have the opportunity to meet peers in other jurisdictions, enabling her to share experiences and knowledge that will help her grow in her new Government role.

# General Conference Information

## Registration Hours

Attendee check-in and registration will take place on the Terrace Level Lobby in the Conference Center

All attendees and their guests must check in to pick up their conference materials.

### Wednesday, June 20

11:00 a.m. – 4:00 p.m.

### Thursday, June 21

7:30 a.m. – 3:00 p.m.

## Conference attendee badges:

**All** conference attendees must wear their name badges to be admitted to the conference sessions, breakfast, luncheons, networking sessions, Beach Bar-B-Que, and the Exhibit Hall.

### Guest badges:

Guests must be registered and wear their guest badges to be admitted to our breakfasts, luncheons, & Beach Bar-B-Que.

Children under 16 must be accompanied by an adult at all times at the MDGFOA Conference functions.

Children are not allowed access into the Exhibit Hall.

## Beach Bar-B-Que Tickets: \$55.00

Beach Bar-B-Que tickets are available for purchase at the Registration Desk. You must present your ticket upon arrival if you are not a registered attendee or registered guest of the conference.

## Device Charging Station:

We will have a charging station located in the Exhibit Hall for your use during the conference.

**Please do not leave your device unattended.** MDGFOA and the Clarion are not responsible for any lost or stolen items during the conference

## Access to Presentations after the Event:

Presentations will be available on the MDGFOA website within 10 business days after the conclusion of the Conference.



### Cellular Phones:

As a courtesy to our speakers and to the other conference attendees, please turn your cell phone on vibrate or off during conference sessions.

# E-Learning Courses

## Cash Management and Banking

**Objective:** This course will cover topics such as the US Banking System, Cash Management Services, Card Services, Fraud Prevention, Account Analysis, Rebidding Banking Services, and Managing your Banking Relationship.

**This online class offers 8 hours of CPEs.**

## Retirement and Benefits, Risk Management, and Procurement

**Objective:** This course will cover topics such as retirement and benefits, risk management, and procurement. Students will learn about pension administration, design, and investing pension fund assets. The course covers the identification and evaluation of risk, tools for managing risk, and implementation of a risk management program. Procurement, contract maintenance, and purchasing operations are also covered in the coursework.

**This online class offers 10 hours of CPEs.**

## Debt Management

**Objective:** This course will cover topics such as establishing debt policy, the determinants of municipal bond interest rates, capital financing methods, bond security, structuring and sizing a bond issue, credit quality and ratings, underwriting and selling of bonds, assessing refinancing opportunities, and continuing disclosure requirements.

**This online class offers 10 hours of CPEs.**

## Introduction to Governmental Accounting

**Objective:** *This course does not qualify for CPE credit*

It is designed to introduce governmental accounting practices to “non-accountants”. Those with previous accounting experience should consider starting with the Intermediate Governmental Accounting course instead of this introductory course.

## Intermediate Governmental Accounting

**Objective:** Participants will be provided with a working knowledge of the special financial reporting issues faced by state & local governments. It is based on the new GAAFR and focuses on the fund financial statements. The class is recommended for mid-level finance officers, accountants, treasurers, auditors and other persons with a basic knowledge of accounting. .

**This online class offers 7 hours of CPEs.**

## Internal Controls, Auditing and Fraud

**Objective:** Course will cover the five elements of internal control – control environment; risk assessment; control activities; information and communication; and monitoring. We'll also learn what to do if you suspect fraud in the workplace.

**This online class offers 7 hours of CPEs.**

***To find out more information about our E-Learning Courses and to register go to:***  
**<https://mdgfoa.org/resources-2/>**



# Speaker Biographies



## Rebekah Brown, CPA MACPA and BLI

Rebekah Brown is a CPA who is passionate about the bright future of the accounting profession. As part of her role at the Maryland Association of CPAs and the Business Learning Institute, Rebekah frequently presents to groups both locally and nationally on the future of the profession. Rebekah is a certified Insight to Action facilitator, having guided firms, non-profits and accounting professionals in the United States and Canada in the strategic planning process. In 2017 Rebekah was named one of the “20 Under 40 Superstars Who are Helping to

Advance the Accounting Profession” by CPA Practice Advisor.

Rebekah earned a Bachelor’s degree in Business Administration dual specializing in Accounting and Sports Management from The Max M. Fisher School of Business at The Ohio State University in 2009. She earned her CPA in 2011. After two public accounting internships and three years as an Audit staff and senior at a Top 100 firm, Rebekah decided to leave public accounting and use her talents and experiences to work for the profession rather than inside it.



## Dr. Daraius Irani, Vice President 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.

## Exhibit Hall:

Exhibits are located on the Terrace Level of the conference center. The Exhibit Hall is designed so you can view products, ask questions, and see live demonstrations of products and services that will save your government time and money.

### ***Wednesday, June 19***

11:00 a.m. – 5:00 p.m.

### ***Thursday, June 20***

7:30 a.m. – 4:00 p.m.

### ***Friday, June 21***

7:30 a.m. – 12:00 noon

*Children are not permitted in the Exhibit Hall.*

## Exhibit Hall Raffle drawing:

Visit the MDGFOA Exhibit Hall located on the Terrace Level of the conference center and get your Raffle Card Signed! Prizes are contributed by our exhibitors.

### **Winners Notice**

Exhibitors will have their winners drawn randomly.

Winners will be posted on the board just outside the Conference Ballroom Friday Morning. You are responsible for picking up your prize from the exhibitor prior to noon.

## Medical Assistance:

For extreme emergencies, please dial **911**

### **75th St. Medical Center**

Open 8:00 am—12:00 am, 7 days a week

7408 Coastal Hwy  
Ocean City, MD 21842  
Tel: (410) 524-0075

No appointment necessary

MDGFOA does not promote or warrant the care from this facility. This is for information only

## Hotel Information:

Clarion Resort Fontainebleau Hotel  
10100 Coastal Highway  
Ocean City, Md

Please see the hotel front desk or security officer with any issues or questions regarding your stay at the Clarion in Ocean City.

# General Conference Information



## WIRELESS CONNECTION

Free Wi-Fi is available to all attendees in the Sessions and the Exhibit Hall.

**NO PASSWORD NEEDED**

### Noise Levels:



We ask that participants not stand outside of our Session room during sessions for discussions. Seating is provided in the Exhibit Hall for all to network and discuss those all important matters. Thank you.

### Meals:

Meals will be open to all registered conference attendees, registered exhibitors and registered guests. Badges are required for admittance to all food and beverage events.

#### Thursday, June 21

|                     |   |
|---------------------|---|
| Breakfast Buffet    | 7:00 a.m.—8:15 a.m. Horizons Restaurant   |
| Family/Guest Picnic | 12:30 p.m.—1:30 p.m. Hibiscus Garden      |
| Networking Session  | 12:45 p.m.—1:15 p.m. Terrace/Exhibit Hall |
| Business Luncheon   | 1:15 p.m.—2:20 p.m. Horizons Restaurant   |
| Beach Bar-B-Que     | 6:30 p.m.—8:00 p.m. Hibiscus Garden       |

#### Friday, June 22

|                  |  |
|------------------|--|
| Breakfast Buffet | 7:30 a.m.—8:30 a.m. Horizons Restaurant  |
| Luncheon         | 12:00 p.m.—1:30 p.m. Horizons Restaurant |

### Lost and Found:

If you have lost or found an item, please check in with the Registration Desk or at the Hotel Registration desk after conference hours.



## REPORT OF THE NOMINATING COMMITTEE June 2019

In accordance with Article VII, Election of Officers and Directors, of the Constitution and Bylaws of the Maryland Government Finance Officers Association, the nominating committee proposes the following slate of Officers and Directors for vote by the membership:

### OFFICERS:

|                 |   |
|-----------------|---|
| President-Elect | Joe Beach, WSSC                         |
| Treasurer       | Eric Jackson, Charles County Government |
| Secretary       | Rob Burk, Carroll County                |

### DIRECTORS:

**State:** Ken Henschen, 2<sup>nd</sup> term (State of Maryland)  
**County (new in 2014):** Caroline Sturgis, 1<sup>st</sup> term (Montgomery County)  
**Municipality:** Lisa Moody, 2<sup>nd</sup> term (Belair, MD)  
**At Large (formerly Baltimore City):** Jennell Rogers, 1<sup>st</sup> term (Baltimore City)  
**At Large:** Courtenay Desabaye, 1<sup>st</sup> term (Baltimore City PSS)  
**Associate (new in 2014):** Jennifer Diercksen, 1<sup>st</sup> term (Davenport & Co.)

The following Officers and Directors are not on the ballot as they are holding current terms or in automatic advancement:

### President- Elect becomes the President

Robert Sandlass, Harford County Government

### President becomes Past President

Jason Zimmerman, DHMH

Nominating Committee Chair: Lenny Moore  
The Nominating Committee Report is respectfully submitted.

Lenny Moore  
MDGFOA Past President

### GET INVOLVED!

Are you interested in volunteering to be on a Committee or the Board?  
Email us at [mdgfoa@mdgfoa.org](mailto:mdgfoa@mdgfoa.org) for more information regarding opportunities.



# Speaker Biographies



## Peter A. Margaritis, CPA, CGMA, MAc

Peter Margaritis, CPA, is a keynote speaker, communication strategist, and improv virtuoso. Peter is the author of two books, *Improv Is No Joke: Using Improvisation to Create Positive Results in Leadership and Life* and *Taking the Numb Out of Numbers: Explaining and Presenting Financial Information with Confidence and Clarity*.

Peter works with financial professionals to help adapt their mindset and believes that strong communication skills are the most effective way of delivering technical knowledge and building strong business relationships.

The underlying premise in everything Peter does is the power of applied improvisation. He focuses his strategies using two powerful words, YES AND along with the concept of listening to understand. This strategy promotes a better connection with customers and clients leading to higher profits and higher retention of employees.

Peter has delivered over 500 keynote speeches and workshops in 38 states in the U.S. and across Canada and the Caribbean. His clients range from Fortune 500 companies to family-owned businesses, national, regional & local public accounting firms, and national and state associations.

Peter earned his Bachelor's in Business Administration from the University of Kentucky, a Master's Degree in Accountancy from Case Western Reserve University and he is a licensed, non-practicing, CPA in Ohio. He has worked for companies such as Price Waterhouse, Victoria Secret Catalogue (not as a model), two large banking institutions and has managed restaurants in his day. Don't be surprised – he is Greek. He was also an assistant professor of accounting and taught in the MBA program at THE Ohio Dominican University in Columbus, OH.

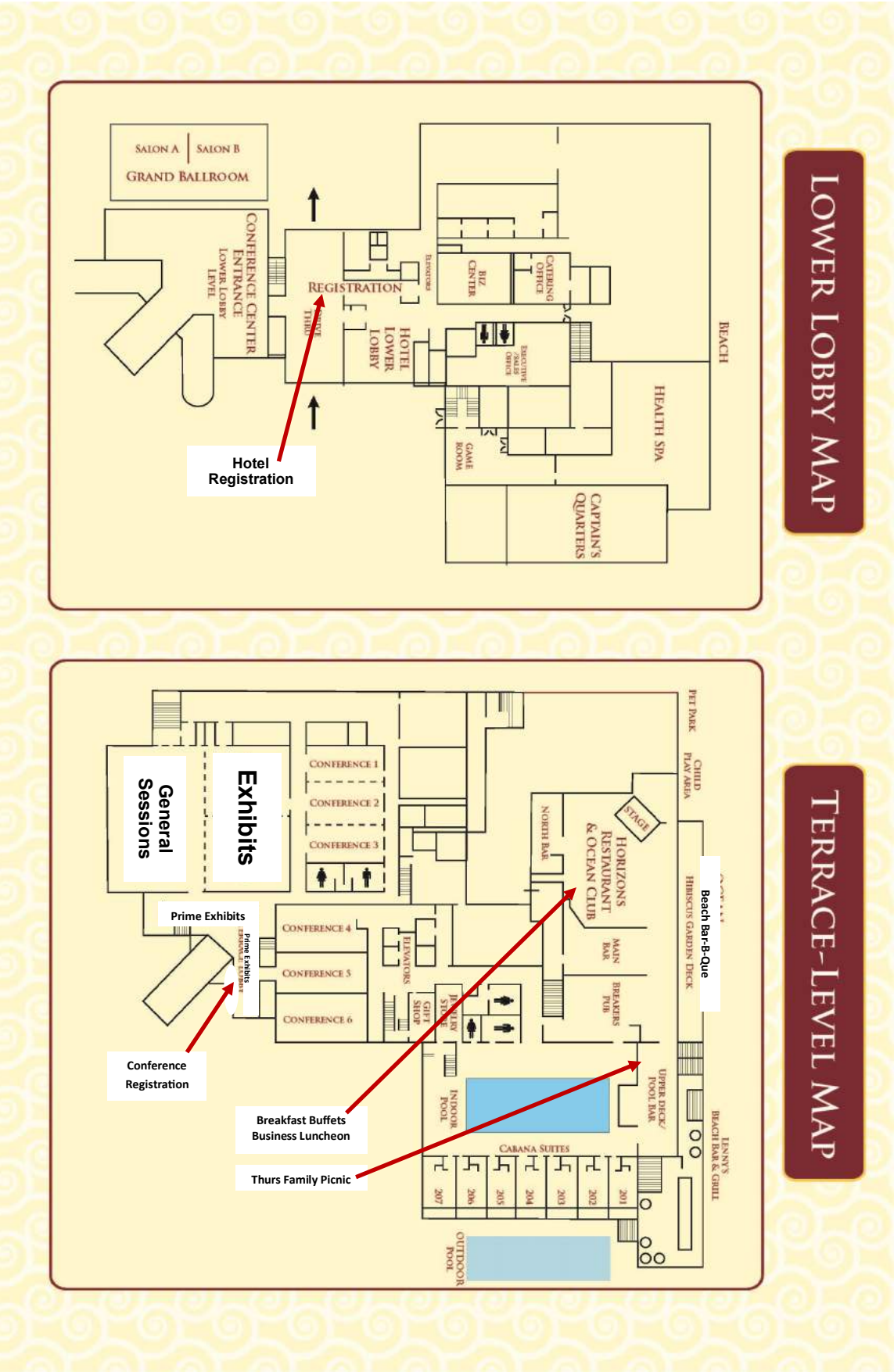
Peter is also a blogger, writer, humorist and a podcaster. His podcast, *Change Your Mindset* can be found on his website, along with iTunes, Stitcher and Google Play. You can visit his website ([petermargaritis.com](http://petermargaritis.com)) to watch his videos and read his promotional resources which include a variety of magazine articles, along with his weekly blog.



## James Karmel, Ph.D., Professor of History Harford Community College

Dr. James Karmel is a Professor of History and Director of the Center for Excellence in Teaching and Learning (CETL) at Harford Community College in Bel Air, Maryland. He holds a Ph.D. in History from the State University of New York at Buffalo (University at Buffalo), and is the author of *Gambling on the American Dream: Atlantic City and the Casino Era* (2008). He has followed Maryland casinos closely for many years, conducted research and oral history on Maryland

casinos. Dr. Karmel has presented on casino gaming for a number of professional organizations, including the American Gaming Association, Northeast Maryland Technology Council, and the European Association for the Study of Gambling. He has provided commentary on casino gaming to media outlets such as the *Baltimore Sun*, *Washington Post*, *Capital Gazette*, Maryland Public Television, WYPR, FOX 45 News (Baltimore), and WYNC.





## Introduction to Data Analytics with Power Query

**Presenter:** Donald Tomoff, CPA, MBA, Founder, Invenio Advisors LLC

General Session - Terrace Level Conference Center

1:00 p.m.—2:40 p.m.

2 CPE's

In the accounting profession, dealing with data is life. Doing it efficiently and effectively are skill differentiators. Power Query, part of Microsoft Power BI suite, is indispensable for extracting, transforming and loading data (the “ETL” of the commonly referred to ETLR). In this session, we will explore the basics of the Power Query add-in – extracting, transforming and preparing data for analysis.

### Break

2:40 p.m. - 3:00 p.m.

Exhibit Hall / Terrace

## Data Analytics with Power Query Continued plus Five Excel Tips and Techniques to Massively Boost Team Productivity

**Presenter:** Donald Tomoff, CPA, MBA, Founder, Invenio Advisors LLC

General Session - Terrace Level Conference Center

3:00 p.m.—4:40 p.m.

2 CPE's

A significant amount of repetitive tasks are carried out in Excel every day, by every member of your team. Add-Ins, basic shareable macros, custom templates, and adjusting a few key settings can significantly reduce that effort.

4:40 p.m.

### Adjourn

*No Meals are provided on this day.*



## Ted Zaleski, Director, Dept .of Mgmt & Budget Carroll County Government

Ted has worked for Carroll County for nearly two decades, more than half of that time as the Director of Management and Budget where he is responsible for budget, grants, and risk management functions. Ted obtained his undergraduate degree from Towson University and his masters degree from Western Maryland College, now McDaniel College. Ted served for six years on the Government Finance Officer's Association (GFOA) Budget and Fiscal Policy Committee and is a Past President of the Maryland

Government Finance Officers Association and has served on the Towson University College of Business and Economics Advisory Board. He is President of the Maryland Association of Counties (MACo) Budget and Finance Affiliate. He has presented at the National GFOA, Maryland GFOA, and MACo conferences. He is an adjunct faculty member at McDaniel College where he helped develop a new graduate program in public administration and policy.



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## Lynn Martin, Senior Vice President; Sr. Tech Manager-Info Security Engr. Bank of America Merrill Lynch

Lynn Martin is a Senior Vice President in Global Information Security (GIS) at Bank of America. As part of the Cyber Client Protection (CCP) organization of GIS, she is responsible for the strategy and oversight of GIS external client engagements, and is focused on Bank of America Cyber Security Awareness and Education for Small Business, Private Banking , and Merrill clients. She works in conjunction with the Business Information Security Officers (BISO) to drive client focused engagements.

In addition, she partners with communications and learning & development to offer educational resources for internal and external stakeholders in an effort to encourage cyber safe behavior. Previously, Lynn has served in several key roles across GIS including Sr. Business Information Security Officer for multiple lines of business, and Sr. Information Security Manager of Application Vulnerability Remediation and Access Control Testing.

Before joining GIS, Lynn was a Technical Project Delivery Manger and Application Support Manager for the Global Wholesale Bank Customer Treasury Management Portal. Her career at Bank of America spans over 26 years and includes extensive roles throughout Global Technology & Operations.

Lynn attended Winthrop University where she earned a degree in Business Administration with a concentration in Accounting. She is Six Sigma Green Belt certified, and an active member of The Executive Women's Forum, Women Executives of Charlotte, the Charlotte chapter of Women in Technology & Operations (WITO) and Leadership Charlotte. Lynn is a former executive board member for the Humane Society of Charlotte and serves on their current Capital Campaign Committee.

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# Speaker Biographies

## Thursday, June 20



### **Donald Tomoff, CPA, MBA, Founder, Invenio Advisors LLC**

Don is the founder of Invenio Advisors LLC, a consulting firm specializing in information management, process improvement, reporting and data analysis, as well as education and training. Don's experience includes "Big 4" public accounting, senior-level industry finance positions, and consulting. Don's industry experience includes serving eight years with Jo-Ann Stores as VP, Finance and Treasurer.



### **Keith F. Novak, Principal CliftonLarsonAllen LLP**

Keith has over 30 years of audit and accounting experience. He specializes in providing accounting, financial auditing and consulting to municipalities, counties, state governments, transportation authorities, various nonprofits and educational institutions. Due to Keith's significant contributions to the field of government financial management, he was the recipient of the AGA's 2010 Private Sector Financial Excellence Award. Furthermore, Keith is dedicated to helping CLA client understand GASB requirements and their implementation.

As a GASB specialist, Keith is frequently requested to speak to professional organizations and has made presentations to the Southern Maryland Chapter and Western Maryland Chapters of the Maryland Association of Certified Public Accountants, Maryland Association of Community College Business Officers Association, the Association of School Business Officers, and the Central Pennsylvania Chapter of the AGA. In addition, he is an instructor for the Intermediate Government Accounting course for Maryland GFOA as well as a member of the MDGFOA Board of Directors.



### **Andrew Kleine, Chief Administrative Officer Montgomery County, MD**

Andrew Kleine is a nationally recognized leader in budgeting for outcomes, long-term financial planning, lean government, and pension and health benefits reform. He received the 2016 National Public Service Award from the American Society for Public Administration and the National Academy of Public Administration. He is the author of the new book, *City on the Line: How Baltimore Transformed its Budget to Beat the Great Recession and Deliver Outcomes*.

Kleine served as Baltimore's budget director from 2008 to 2018, after nearly 15 years of federal government service that included budget and policy positions in the U.S. Department of Transportation, White House Office of Management and Budget, and the Corporation for National and Community Service.

Kleine led the development of Baltimore's first, 10-year financial plan, which has already cut a large structural budget deficit in half, reduced taxes, shrunk unfunded liabilities by 25 percent, pumped more than \$250 million into infrastructure projects, and boosted the City's bond rating. He has a long record of civic involvement in Montgomery County. He has served as treasurer of Casa de Maryland and moderator of the President's Council of Silver Spring Civic Associations, and currently sits on the board of the Montgomery County Revenue Authority. He co-founded the nonprofit CHEER (Community Health and Empowerment through Education and Research), which supports low-income families in Long Branch and Takoma Park. He has also coached youth soccer, baseball, and basketball.

Kleine holds a B.A. in Political Science from Washington University in St. Louis and a Master of Public Policy from the University of Michigan.

### **Breakfast Buffet**

Horizons Restaurant  
7:00 a.m.—8:15 a.m.

### **Welcome and Introductions**

General Session - Terrace Level Conference Center  
8:00 a.m.—8:06 a.m.  
Jason Zimmerman, President, MDGFOA

### **Anatomy of an Audit**

**Presenter:** Keith F. Novak, Principal CliftonLarsonAllen LLP  
General Session - Terrace Level Conference Center  
8:05 a.m.—8:55 a.m.  
1 CPE

This session will provide an overview of what makes up the "body" of various audits that government finance officers may be involved in including accountability audits, financial audits, and single audits. Detail will be provided for the major sections of the audit process including planning, data collection, the audit report, findings, and recommendations.

### **Break**

Terrace Level Exhibits  
8:55 a.m.—9:10 a.m.

### **Author Interview: "City on the Line: How Baltimore Transformed Its Budget to Beat the Great Recession and Deliver Outcomes"**

**Presenter:** Andrew Kleine, CAO, Montgomery County  
**Moderator:** Ted Zaleski, Director, of Management and Budget, Carroll County  
General Session - Terrace Level Conference Center  
9:10 a.m.—10:00 a.m.  
1 CPE

The session will start with a one-on-one interview of Andrew Kleine by Ted Zaleski, followed by a discussion of the book, its ideas and what our conference participants can take from it and use in their governments. In particular the session will provide a look at how Baltimore City navigated through declining revenues during the Great Recession while transitioning from traditional line item budgeting to outcome budgeting. Discussion will focus on how performance-based budgeting can provide greater transparency, allow greater collaboration between agencies and constituencies, and more effectively manage resources during times of fiscal constraint.

### **Cyber and Fraud Trends: The Evolving Landscape and How to Protect Yourself and Your Family**

**Presenter:** Lynn Martin, Senior Vice President; Sr. Tech Mgr.-Info Security Engr., Bank of America Merrill Lynch  
General Session - Terrace Level Conference Center  
10:00 a.m.—10:50 a.m.  
1 CPE

Cyber-attacks and fraud exposure remain an ever present threat to local governments, businesses, and individuals. This session will provide an overview of how attackers are working to circumvent today's enhanced security features. This session will also provide information to ensure you can identify potential cyber-attacks and fraud schemes before they happen.

**Break**

Terrace Level Exhibits  
10:50 a.m.—11:05 a.m.

**Communicating in the Workplace and Leadership from a Slightly Different Perspective**

**Presenter:** Peter Margaritis, CPA, CGMA, MAc  
General Session - Terrace Level Conference Center  
11:05 a.m.—12:45 p.m.  
2 CPE

How you communicate with your clients can make or break your career! We will discuss different client’s personality styles and demonstrate the different ways to communicate information to them. See how recognizing their personality style(s) can turn communication breakdowns into breakthroughs.  
**And:** There are many different qualities that an effective leader must possess such as integrity, vision and a sense of humor, to name a few. These leadership skills get transformed into one’s own style of leadership, and those styles vary from former President Ronald Reagan to Steve Jobs.. This program will explore leadership through a different lens by incorporating the principles of improvisational comedy, the power of networking and the diversity of generations in the workplace. In addition, we will discuss how to conquer the fear of public speaking and ways to inspire our creativity.

**Family Picnic**

Hibiscus Deck  
12:30 p.m.—1:30 p.m.

**Networking Reception**

Terrace Level Exhibit Hall  
12:45 p.m.—1:15 p.m.

**Business Luncheon**

Horizons Restaurant  
1:15 p.m.– 2:20 p.m.

**Hosted by: CliftonLarsonAllen LLP & Boomershine Consulting**

**Maryland’s Casino Era: Evolution and Success**

**Presenter:** James Karmel, Ph.D., Professor of History, Harford Community College  
General Session - Terrace Level Conference Center  
2:20 p.m.—3:30 p.m.  
1 CPE

Since the Maryland General Assembly approved a referendum to place slot-machine only casinos on the 2008 ballot as a referendum, Maryland casinos have taken off as a bright spot in the state’s economy and national gaming industry. They have become a dynamic economic engine for the state by producing jobs, business opportunities, and revenue for the state and local governments. This presentation will focus on the economic impacts of casinos since legalization. It will also include some commentary on Maryland’s gambling history as well as a brief discussion of key political aspects of the experience, and include information learned from oral history. The presentation will also include some information on the diverse social impacts of casinos on the localities where they exist around the state. Finally, it will include a component on Maryland casinos’ opportunities and challenges over the next five to ten years.

**MDGFOA Business Meeting & Awards**

General Session - Terrace Level Conference Center  
3:10 p.m.—3:30 p.m.  
Raffle Drawing

**MDGFOA Beach Bar-B-Que**

Hibiscus Lower Deck  
6:30 p.m.– 8:00 p.m.

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Friday, June 21

Breakfast Buffet

Horizons Restaurant  
7:30 a.m.—8:30 a.m.

KEYNOTE: Lessons in Giving and Receiving Feedback and Uncovering Unconscious Bias

Presenter: Rebekah Brown, CPA, MACPA and BLI  
General Session - Terrace Level Conference Center  
9:00 a.m.—11:00 a.m.  
2 CPE

Whether we realize it or not, we are constantly both giving and receiving feedback. We know that feedback is essential to our personal development, but we so often dread and even dismiss it. Feedback can be ill timed, unfair and downright mean, but that doesn't have to dictate our ability to use it for our own growth. Using lessons from the best-selling book, "Thanks for the Feedback" by Douglas Stone and Shelia Heen, learn the three types of feedback, the barriers to receiving good feedback and how we can be empowered to seek feedback for our own growth.

And: Is unconscious bias hindering you, your team or your organization? Unconscious bias is bias that happens automatically. It is triggered by our brain making quick judgments and assessments of people and situations based on our background, cultural environment and personal experiences. Have you ever arrived home from work and don't remember the drive at all? Or perhaps you moved, but drove to the old house on your way home. Once neural pathways are formed, like your daily commute, they become almost automatic. We don't spend time thinking about each turn on the way home, our body just does it. While this can be helpful for remembering your route home, it can be detrimental in other areas of our lives. In this session we will explore these biases, how they might be hurting, us, our team and our organization and what we can do to create new neural pathways and combat unconscious bias.

Break

Terrace Level Exhibits  
11:00 a.m.—11:20 a.m.

Economic Update

Presenter: Dr. Daraius Irani, VP of Innovation and Applied Research at Towson University  
General Session - Terrace Level Conference Center  
11:20 a.m.—12:10 p.m.  
1 CPE

This session will examine the state of the national and state economies and the prospects for continued economic growth. Forecasts for job creation, inflation, and other key economic indicators will be discussed.

Luncheon

Horizons Restaurant  
12:10 p.m.—1:30 p.m.

Conference Concludes

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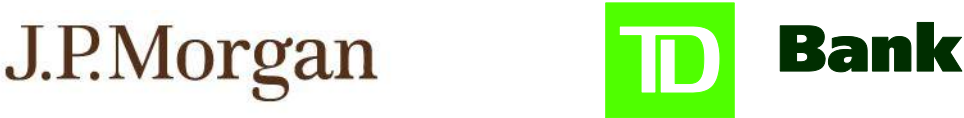
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## CPFO Review Course– Debt Management

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## CPFO Review Course– GAAFR

September 12-13, 2019

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## Treasury Management and Investment Affinity Group Meeting

October 18, 2019

The World of Investments and Treasury Management is Changing and You Need to Keep Up!

MDOT Headquarters

## MDGFOA Fall Conference

October 25, 2019

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# Maryland GFOA