



1400 K Street, Suite 400  
Sacramento, CA 95814

**Join us for the 2017 Municipal Finance Institute**

For speaker information, go to [www.cacities.org/MuniFinanceEd](http://www.cacities.org/MuniFinanceEd)

2017



**December 13 – 14, 2017**  
**Newport Beach Marriott Hotel**

Registration and Housing Deadline:  
Tuesday, November 14, 2017

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# Municipal Finance INSTITUTE



## Wednesday, December 13

### REGISTRATION OPEN

» 8:00 a.m. – 5:00 p.m.

### OPENING GENERAL SESSION

» 9:00 – 10:15 a.m.

#### Welcoming Remarks & Legislative Update

#### A City Finance Update

League fiscal policy advisor Michael Coleman updates us on the hot topics in California municipal finance; including revenue trends, the state budget, and legislation.

### GENERAL SESSION

#### Straight from the Source: Governing California's Pension System Today

» 10:30 – 11:20 a.m.

The first of a two-part CalPERS session by CalPERS executive staff on the latest developments, decisions, and outlook. CalPERS experts will review the current pension climate, how they are working to improve overall system health, and what they are doing to work with employers.

#### Liabilities, Contributions, and Reforms, Oh My! Employer Perspectives and Resources on Pension System Sustainability

» 11:30 a.m. – 12:20 p.m.

How are current pension liabilities and contributions affecting your organization? How are the decisions of the CalPERS Board going to impact your city? Which reforms are necessary? How can cities take the lead on reforms? As part of a collaborative dialogue, city and League experts will provide context and commentary on these questions.

### NETWORKING LUNCH AND A PRESENTATION

» 12:30 – 1:45 p.m.

Network with colleagues during lunch, then be treated to a presentation by Dr. Peter Rupert. The popular economist is back to share his insight on the state of economic affairs and how it affects your city.

### CONCURRENT BREAKOUT SESSIONS

» 2:00 – 3:15 p.m.

#### Budgeting and Financial Planning in an Era of Uncertainty

Need assistance for your agency to plan for what's ahead? Attendees will hear from a panel of local government professionals on best practices, examples and techniques to plan for an era of uncertainty. This will include a discussion of how to approach budgeting and forecasting with unstable revenue resources such as sales tax (competition from online retailers), federal grant funding and programs, as well as forecasting for increasing expenditures for PERS rates, personnel costs, deferred maintenance and other challenges. The panelists will also discuss options that cities are considering to increase revenues and decrease expenditures.

#### Embedded Social Justice: Are Utility Rates Really "Fair & Equitable"?

Recent court cases have doubled down on the need to demonstrate the cost-basis of water rates. This principle should equally apply to sewer and solid waste rates. The rate-adoption process is invariably focused on fairness and equity, and should have utility managers asking, "What is fairness and equity?" and "Is it truly being achieved?" Real-life case studies will show how it can and should be achieved, what the criteria should be, and how it is often obscured by biases towards the status quo. The hot topic of water affordability programs will also be discussed.

### GENERAL SESSION

» 3:45 – 5:00 p.m.

#### Labor Negotiations Update 2017 for Finance Professionals

Panelists will provide an in-depth look at labor negotiations from a finance professional's perspective. First, speakers will review trends in labor relations for 2017 and provide finance staff with insight into preparing for and presenting financial data during negotiations. Strategies for protecting vital services in the face of rising personnel expenditures, in particular the increases in pension costs, will be discussed.

### NETWORKING RECEPTION

» 5:30 – 6:30 p.m.

After a full day of education, relax and enjoy some light hors d'oeuvres and refreshments while networking with your colleagues. This will be a joint reception with the attendees of the City Clerks New Law & Elections Seminar and the Fire Chiefs Leadership Seminar.

For speaker information, go to [www.cacities.org/MuniFinanceEd](http://www.cacities.org/MuniFinanceEd)

## Thursday, December 14

### BREAKFAST

» 8:00 – 9:00 a.m.

### GENERAL SESSION

» 9:15 – 10:30 a.m.

#### The Role of Finance Departments in Fraud Prevention

High-profile credit card breaches and procure-to-pay scandals are in the headlines. With federal and state pressure to add and document more controls, finance departments are increasingly finding themselves on the front line of fraud detection and prevention. Practical steps to protect governments against fraud, including performing risk assessment and documenting controls, will be presented as well as specific actions your city can start working on today.

### CONCURRENT BREAKOUT SESSIONS

» 10:45 a.m. – 12:00 p.m.

#### Transform Workplace Culture, Transform Local Government!

Does culture really eat strategy for lunch? Challenge yourself to think differently about organizational culture. Learn why a people-centric culture is now the new business model for organizational success, and attracting and retaining a talented millennial workforce for tomorrow. As municipal finance officers, we are very good at transactional leadership and managing the daily operations. However, as government leaders of the enterprise, we must also strategically work on transformational leadership, focusing on developing a great workplace culture to build a high performance team, and creating a 5-Star service organization.

#### Using EIFDs to Bring a Neighborhood Back to Life

Analyze the available financing strategies to revitalize an inner-city neighborhood bifurcated with a below grade freeway. These strategies will include forming an EIFD and a Mello-Roos Community Facilities District, and combining the revenue streams under single financing. As part of the financing analysis, we will discuss in detail how an overlay over the freeway would create a new green area, which would unite the neighborhood and provide new taxable parcels on which to build revenue generating projects.

### NETWORKING LUNCH AND A PRESENTATION

» 12:15 – 1:45 p.m.

Two of the big issues facing local governments today is what their economic development policy should be and how to keep the state and federal governments from preempting local control on a range of issues. Billy Hamilton, Executive Vice Chancellor and CFO of Texas A&M looks at what's going on nationally in these areas as they affect tax and fiscal policy.

### GENERAL SESSION

» 2:00 – 2:50 p.m.

#### Strategic Planning for Local Government

A step-by-step learning opportunity for those interested in coordinating citywide, City Council-approved objectives with resources to make sure the highest priorities are met. Identify practical approaches to a strategic plan process that guarantees your plan will not sit on the shelf. Learn how to: 1) organize the Council's highest priorities in a two year plan, 2) ensure that adequate resources will be available to carry out the strategic plan initiatives, 3) make sure the plan is easily communicated to the community, 4) coordinate the strategic plan with the city's budget process and election cycle, and 5) prepare a tracking process to monitor the progress of the strategic plan initiatives. Discuss ways to make sure you don't have to 'reinvent the wheel' every budget process and take full advantage of the many objectives cities achieve every year, including organizing these objectives in an easy to read community brochure.

### CLOSING GENERAL SESSION

» 3:00 – 4:15 p.m.

#### Prop 64: Priorities for Finance Officers

Discuss Prop. 64 implementation as outlined in the Governor's 2017-18 Budget, and how it reconciles Proposition 64 with the Medical Cannabis Regulation and Safety Act of 2015. This will include aspects of local control that have been codified to facilitate routine local regulatory and enforcement activities, new rules on marijuana-related taxes, a discussion of taxes vs. fees, and examples of how local governments are approaching both.

### ADJOURN

» 4:15 p.m.

For speaker information, go to [www.cacities.org/MuniFinanceEd](http://www.cacities.org/MuniFinanceEd)



*Save the Date!*

**2018 Annual Conference & Expo**  
**September 12–14, 2018 | Long Beach Convention Center**

For speaker information, go to [www.cacities.org/MuniFinanceEd](http://www.cacities.org/MuniFinanceEd)

## General Information

All attendees must register for the conference prior to reserving a hotel room. Registration is not complete until full payment is received. The League is unable to accept purchase orders. Once registration is complete, you will be directed to the housing reservations page.

- For online registration, go to [www.cacities.org/events](http://www.cacities.org/events) and select "Municipal Finance Institute".
- To request a mail-in registration form, contact [mdunn@cacities.org](mailto:mdunn@cacities.org).
- Registration must be received by **Tuesday, November 14**. After this date, please register onsite if available.

## COSTS/FEES

Registration includes electronic access to all program materials, admission to all sessions, a Wednesday lunch and evening reception, and Thursday breakfast and lunch.

City Staff/Officials.....	\$375
All Others - Company/Consultant/League Partner .....	\$620
Non-member City .....	\$1,375
Spouse Registration (Wed. Reception Only).....	\$50

The spouse fee is restricted to persons who are not city or public officials, are not related to any Partner or sponsor, and would have no professional reason to attend the conference. It includes admission to reception only. There is no refund for the cancellation of a spouse registration. It is not advisable to use city funds to register a spouse.

## CANCELLATIONS

Registrants unable to attend will receive a refund of rate paid, minus a \$75 processing charge, only when a written request is submitted to the League of California Cities®, Conference Registration, 1400 K Street, Sacramento, CA, 95814 or [mdunn@cacities.org](mailto:mdunn@cacities.org) and received before 5:00 p.m. on **Tuesday, November 14**. Refunds will not be available after this date. If you are unable to attend, you may substitute a colleague for your entire registration. Please note: sharing of registration is prohibited.



*If you require special accommodations related to facility access, transportation, communication and/or dietary requests, please contact our Conference Registrar at [mdunn@cacities.org](mailto:mdunn@cacities.org) by Tuesday, November 14.*

## HOTEL INFORMATION & RESERVATIONS

Hotel reservation changes, date modifications, early check-out, or cancellations made prior to **Tuesday, November 14**, must be done through the online reservation link you received when registering for the conference. Use your confirmation/acknowledgement number to access your reservation to make changes. Once the November 14 deadline has passed, please contact the hotel directly with any changes or cancellations. Please note that hotel cancellations after the housing deadline has passed may incur a financial penalty of a minimum one-night room charge or attrition fees.

### Newport Beach Marriott Hotel

900 Newport Center Drive, Newport Beach, CA 92660

Hotel Rate (per night): \$172 single/double (plus taxes and fees)

Self-Parking: \$15 per day (subject to change without notice)

*\*Please DO NOT book outside of the League hotel block. This will cause an increase in event costs, liabilities and higher registration rates.*

**PLEASE NOTE:** The information you provide to the League when registering for a League conference or meeting may be shared with the conference or meeting hotel(s). The hotel(s) will also share with the League the information you provide to the hotel(s) when you make your hotel reservation for the conference or meeting. The information shared between the League and the hotel(s) will be limited to your first name, last name and dates/length of stay in the hotel.