

ON THE FRONTLINES OF

TRANSPARENCY

Ashore Resort & Beach Club, Ocean City, MD

June 14-16, 2023

& RESILIENCY

M D G F O A ' 2 3

PROGRAM GUIDE

Maryland



www.mdgfoa.org

Letter from Outgoing President



Welcome to beautiful Ocean City, Maryland; I am glad you could join us for the annual MDGFOA Summer Conference.

It has been both an honor and a career highlight to serve as the President of the Maryland Government Finance Officers Association for the past year.

During an era of political divisiveness and public distrust of government, the role of the public finance professional is more important than ever. I am extremely proud of the essential work we perform, and of the high quality of professionalism and integrity displayed daily by the members of this organization. I encourage all of us to always uphold the highest ethical standards of our profession, providing a guiding beacon of truth worthy of the public trust.

I wish to thank Immediate Past-President Eric Jackson for his guidance, and the elected Officers, and the entire Board of Directors for the support and encouragement over the past several years. I appreciate the membership's continued cooperation as we work together to further the mission of this outstanding organization, ensuring that it remains a valued resource.

I want to thank my employer, Carroll County Public Schools, for the support in allowing me to attend the various conferences, meetings, and planning sessions to fulfill my commitment.

I wish incoming MDGFOA President Stephen McGibbon all the best for a successful year and thank him for his willingness to serve to our organization.

Keep in touch by connecting on LinkedIn or following me on Twitter: @CCPS_CFO. Thank you again for your continued support and trust.

My best always,

Rob

Robert M. Burk, CPA

CFO, Carroll County Public Schools

Letter from Incoming President



Greetings! On behalf of the Maryland GFOA, it is our privilege to have you – the members, sponsors, presenters, friends, and supporters of our organization – join us for our 2023 MDGFOA Annual Conference. Welcome!

It is an honor for me to step into the role of President for this cherished organization for the upcoming year. Thank you to the membership for the confidence you have placed in me, the Officers, and the larger Board of Directors, to lead this association. As I assume this role, I want to acknowledge our Immediate Past President, Robert Burk, and thank him for his service to the organization over the past year as President, and in the years prior as an Officer and Board member. He has been a valuable contributor to our association. Thanks also to the current slate of Officers, and those who have served in the past. It is the tireless contributions of these volunteer leaders, that have built this organization to what it is today.

In assuming the presidency of this organization, I want to be a steady steward of the resources and reputation of the MDGFOA. Consistent with the theme of our Annual Conference this year – On the Frontlines of Transparency & Resiliency – I will ensure that our organization continues to elevate these ideals, values, and characteristics to current and future generations of government finance officers. The various communities that our membership serves, rightly expects openness and honesty from their government officials and staff. We should not disappoint. Our offices and our work should be brimming with professional competency, excellence in attitude, and integrity in the execution of our duties.

Many governments, of varying structures and sizes, have the shared experience of cultural and demographic shifts in their workforce that can challenge operationalizing the highest ideals of our respective organizations. Complicating this effort is the post-pandemic hybrid work environment which has become the standard for many. The MDGFOA will continue to be a resource to state and local governments, presenting relevant topics in a manner that reaches all our membership, strengthening the resiliency and effectiveness of our membership in transmitting culture and content to our changing workforce, all while providing opportunity to upcoming generations in the workplace.

In closing, I want to recognize our association partners, Barcami Lane, and thank the staff for all their contributions in planning and executing this conference, and our conferences throughout the year. I am also grateful to our sponsors who, in very meaningful ways, have demonstrated their support for MDGFOA and our mission. Many thanks to the speaker team who will be presenting over the next few days. Thanks also to my employer and the government I represent, the Prince George's County government.

Let's look forward to a year of development and growth together, and please enjoy the 2023 MDGFOA's Annual Conference.

Regards,
Stephen McGibbon, CPA, CIA, CISA
Director of Finance
Prince George's County, MD

Agenda At-A-Glance

Tuesday, June 13, 2023

12:00 pm – 8:00 pm ● Exhibitor Set Up.....Terrace Level

Wednesday, June 14, 2023

7:00 am – 11:00 am ● Exhibitor set up.....Terrace Level

11:00 am – 4:00 pm ● Registration.....Terrace Level Lobby

11:00 am - 5:00 pm ● Exhibit Hall OpenTerrace Level

1:00 pm – 2:40 pm ● Getting UP! Supercharging Your Energy (2 CPE).....Crystal Ballroom 2A/2B

2:40 pm – 3:00 pm ● Break

3:00 pm – 4:40 pm ● Getting UP! Supercharging Your Energy (2 CPE).....Crystal Ballroom 2A/2B

Adjourn ●

7:00 pm – 9:30 pm ● After-hours: Fager’s Island with M&T Bank and Wilmington Trust.

Thursday June 15, 2023

7:00 am – 8:00 am ● Continental BreakfastTerrace Level

7:30 am – 3:00 pm ● Attendee Registration OpenTerrace Level Lobby

7:30 am – 4:00 pm ● Exhibit Hall OpenTerrace Level

8:00 am – 8:05 am ● Welcome and IntroductionsCrystal Ballroom 2A/2B

8:05 am – 8:55 am ● Accounting Trends and Current Issues (1 CPE)Crystal Ballroom 2A/2B

8:55 am – 9:10 am ● Break

9:10 am – 10:00 am ● Government Finance Officers Association
(GFOA) Goals and Mission (1 CPE).....Crystal Ballroom 2A/2B

10:00 am – 10:50 am ● Fraud Awareness and Protection:
Don’t Let the Bad Guys In (1 CPE)Crystal Ballroom 2A/2B

10:50 am – 11:05 am ● Break

11:05 am – 11:55 am ● The Maryland Time to Care Act of 2022 (1 CPE).....Crystal Ballroom 2A/2B

11:55 am – 12:45 pm ● Transforming Receivables in a
Digital World (1 CPE)Crystal Ballroom 2A/2B

12:45 pm – 1:15 pm ● Networking Reception Terrace Level/Exhibit Hall

1:15 pm – 2:20 pm ● Lunch.....Conference Room 1/2/3

2:20 pm – 3:10 pm ● Exploring Environmental, Social, and Governance
Strategies for Public Pensions (1 CPE)Crystal Ballroom 2A/2B

3:10 pm – 3:30 pm ● Business MeetingCrystal Ballroom 2A/2B

Adjourn ●

Social Events

4:30 pm – 6:00 pm ● Women in Public Finance Happy Hour45th Street Taphouse
Bar & Grille
4507 Coastal Highway
Ocean City, MD

6:00 pm – 8:00 pm ● Beach BBQ

8:00 pm - 10:00 pm ● Ed Bianchi Irish Coffee & Dessert Party
with Bank of America.....Golden Sands, Atrium
Ballroom (22nd Floor)

Agenda At-A-Glance

Friday, June 16, 2023

- 7:00 am – 8:15 pm ● Continental Breakfast Terrace Level
- 7:30 am – 12:00 pm ● Exhibit Hall Open Terrace Level
- 9:00 am – 9:50 am ● Economic Update (1 CPE)..... Crystal Ballroom 2A/2B
- 9:50 am – 10:00 am ● Break
- 10:00 am – 10:50 am ● Building Resilience using Ethics
in an AI World (1 CPE) Crystal Ballroom 2A/2B
- 10:50 am – 11:10 am ● Break
- 11:10 am – 12:00 pm ● Transparency and Fraud in Government
Organizations (1 CPE)..... Crystal Ballroom 2A/2B
- 12:00 pm – 1:30 pm ● Boxed Lunch Terrace level
- Adjourn ●

Exhibit Hall Details


The 2023 MDGFOA Annual Summer Exhibit Hall will be open:

Wednesday, June 14th
11:00 AM to 5:00 PM

Thursday, June 15th
7:30 AM to 4:00 PM

Friday, June 16th
7:30 AM to 12:00 PM

The Exhibit Hall features the latest management and finance-related tools and services for local and state governments. Make use of these times to get detailed information, see demonstrations, and touch base with current suppliers.



**We manage short-term
market volatility with
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Exhibitors

BANK OF AMERICA

As a leading financial services provider to public sector entities at the local, state, national and international levels, we are committed to delivering the scope and strength of our enterprise to help meet your specific objectives.

With over 100 years of commitment to the public sector, we know the unique challenges you face. You can count on our public sector team to deliver innovative, comprehensive solutions and to help execute to your requirements with focus and attention to detail. For additional information, please see www.baml.com/publicsector.

Bolton Benefits, Actuarial, Investment & Compensation Consulting

Bolton is a full-service actuarial, employee benefits, compensation, and investment consulting firm with 40+ years of experience providing consulting services to clients in the public sector and nonprofit organizations, as well as for the federal government. Our four consulting divisions provide pension and retirement, health and benefits, total rewards, and investment consulting services.

Capital One Bank

At Capital One® Commercial Banking, we use our extensive knowledge of the public and municipal markets to support our Middle Market, Commercial Real Estate, Not for Profit, and Government Banking Client's Tax Exempt and structured Tax Credit financing needs.



At CLA, we're experienced in delivering integrated wealth advisory, outsourcing, audit, tax, and consulting services to help you succeed professionally and personally. With a virtual headquarters, our "team of teams" approach allows us to have professionals conveniently located in communities across the country.

We're one family, working together to create opportunities. And every day, these five values drive us as we work to meet our clients' needs:

- Curious — We care, we listen, we get to know you.
- Collaborative — We help you seamlessly, bringing innovative teams to the table.
- Transparent — Our communication is clear and authentic.
- Inclusive — We embrace all voices and create opportunities for you in an energetic and inspiring environment.
- Reliable — We respond in hours, not days; we follow through, and produce quality results.

Exhibitors



DebtBook

When a government or non-profit organization decides to take on a challenging project — like a new public school, park, gymnasium, clean water initiative, affordable housing project, regional health care center, senior living facility, or other kind of community improvement — their finance team is tasked with a problem to solve and faced with two critical questions:

- Can we afford this initiative?
- How do we pay for this project?

If the answer to Question #1 is 'yes', the project is completed, and the community and organization flourishes. But getting to 'yes' is an extremely complex labyrinth of spreadsheets, dated information, meetings, and analysis.

Our team has witnessed firsthand the lack of easy-to-use software that would surely make a difference for finance teams. That's why we built powerful, elegant, and intuitive consolidated debt and lease management software for finance teams in local government, higher education, and healthcare.

Our cloud-based solution increases transparency, efficiency, and accuracy for finance teams, empowering them to do their critical work with more confidence.



Edmunds GovTech (EGT) provides cloud and on-prem ERP software to nearly 2,000 local governments across the nation. EGT offers a variety of solutions including an integrated suite of 26 different modules, web portals, mobile applications, and other technological services. Modules include Finance, Tax, Utility, Permitting, and more.



M&T Bank Corporation is a financial holding company headquartered in Buffalo, New York. M&T's principal banking subsidiary, M&T Bank, provides banking products and services in 12 states across the eastern U.S. from Maine to Virginia and Washington, D.C. Trust-related services are provided in select markets in the U.S. and abroad by

M&T's Wilmington Trust-affiliated companies and by M&T Bank & Wilmington Trust. For more information on M&T Bank, visit www.mtb.com.



Oracle provides the industry-leading enterprise resource planning (ERP) cloud solution with more than 9,500 Oracle Fusion Cloud ERP customers. Oracle Fusion Cloud Financials connects and automates your financial management processes, including payables, receivables, fixed assets, expenses, and reporting. With the most complete suite of cloud applications, your finance team will have better data to increase forecasting accuracy, shorten reporting cycles, simplify decision-making, and better manage risk and compliance.



As a leader of customer engagement management and payment solutions, OSG's digital-first approach helps clients integrate modern channels with traditional services across all member touchpoints. From cutting-edge digital solutions to traditional print and mail, OSG anticipates the taxpayer's next move and delivers a technology-rich experience across channels. OSG's 25+ years of experience provides us with the unique ability to leverage industry expertise with our commitment to innovation, both of which provide measurable benefits to our clients.



PFM's asset management business provides independent, objective and well-informed investment advice and portfolio management for public sectors, charitable institutions and other institutional clients.



For more than 170 years, we have been committed to providing our clients with great service and powerful financial expertise to help them meet their financial goals. We are proud of our longstanding history of supporting not only our customers but also our communities, employees and shareholders.

Exhibitors



Our Vision - To be the best financial services firm and the best place to work in the Southeast.
Our Mission - Pinnacle Financial Partners will:

- Provide distinctive financial service and effective advice to clients
- Enrich associates personally, professionally and financially
- Make a significant positive impact on the community
- Create outstanding long-term value for shareholders



Our Company

We guide businesses through the ever-changing world of payments while providing innovative and trustworthy technology.

The perfect balance between cutting-edge, dependable and secure

Keeping our eyes on the horizon and our fingers on the industry's pulse, we take on the complicated and fast-moving world of payments so you don't have to. By curating the best technology and combining it with our extensive network of integrations, we make payments fast and simple.



RSI's mission is to assist government agencies to streamline operations and improve citizen services through transformative technologies. We provide industry leading COTS, configurable software to modernize tax processing for income, business and property tax, collections, billing, and audit execution for state, county, and local government agencies.

For over 25 years, our collaborative approach has allowed us to deeply understand the business needs of our agency clients. We partner with them on IT initiatives to improve customer service, increase operational efficiency, collect additional revenue, and maximize compliance. RSI has delivered our premier products and services across North America to over 65 different clients.

RSI is one of the largest organizations of its kind dedicated exclusively to government agencies, including revenue, property, and labor. For more information, please go to www.rsidelivers.com.



Banking services and financial solutions for public sector entities. Our Government Banking Team provides solutions to meet the operational needs of public sector entities, while making the most of taxpayer dollars.

- Treasury Management Services
- Deposit, Money Market and CD Products
- Municipal Loans and Leases
- Banking convenience from one of the safest financial institutions in the world



For clients

Provide distinctive, secure and successful client experiences through touch and technology.

For teammates

Create an inclusive and energizing environment that empowers teammates to learn, grow and have meaningful careers.

For stakeholders

Optimize long-term value for stakeholders through safe, sound and ethical practices.



We Empower the Public Sector to Create Smarter, Safer, and Stronger Communities. Software and services designed for government and schools.

Exhibitors



With the strength of hundreds of employees servicing middle-market to Fortune 500 companies, UHY LLP is a licensed independent CPA firm that performs attest services in an alternative practice structure with UHY Advisors, Inc., and its subsidiary entities. We excel in helping our clients address today's evolving business challenges and do so by providing a wide array of services seamlessly to our clients.



BENCOR stands as a leading designer and provider of Special Pay Plans and FICA Alternative Plans. We have proudly partnered with hundreds of employers over our 20+ years of service, assisting some of the largest school districts, community colleges, and municipalities in the United States with guidance, strategy, and one-on-one support for both qualified and nonqualified plans. BENCOR has saved hundreds of millions of tax dollars for both our employer clients and employee participants through our IRS-approved plans.



Address budgetary challenges, access low-cost borrowing and efficiently run your institution with consolidated payable solutions. Solutions for the public sector include:

- Fund projects with tax-exempt debt
- Disburse government funds with prepaid cards
- Plan for the bigger picture with Investment Services
- Process payments conveniently, quickly, and securely
- Maximize electronic payroll distribution

**WELLS
FARGO**

Wells Fargo's Government Banking Group delivers differentiated service and advice, while also helping customers manage the unique risks and operating requirements of federal, state, and local governments. The specialized industry team has expertise working with housing finance authorities, municipally owned public power providers, transportation and public-private partnerships (P-3), and works in a highly regulated and generally formal procurement-based environment. From raising capital and managing assets to increasing operational efficiencies, Wells Fargo's Government Banking Group can offer the right combination of services to help government entities achieve their goals.



Join Us for our Annual Event

The Management and Staff of
M&T Bank and Wilmington Trust
invite you to join us for an evening at
Fager's Island

Drinks and Hors d'oeuvres will be served

**Wednesday, June 14
7:00PM - 9:30PM EDT**

**Fager's Island
201 60th Street
Ocean City, MD 21842**

This event is open to MDGFOA members and one guest.

We look forward to seeing you there!
RSVP requested by June 7

2022-23 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 2022-23 Recipient

D. Chris Cooper

Grants Accountant, Carroll County Government

Nominated by: Bobbi-Jo Fout, Bureau Chief of Accounting, Carroll County Government

Mr. D. Chris Cooper was hired as an Accountant within Carroll County Government. Chris was promoted within our Accounting Department to Grants Accountant in fiscal year 2019 (FY19) prior to the influx of COVID-19 economic relief grants. Chris is currently responsible for the reporting of the County's Grant Fund which became a major fund in FY20 due to the significant increase of Federal and State Grants. Some of his responsibilities include preparing the Grant Fund financial statements, supporting schedules, and footnotes for our Annual Comprehensive Financial Report (ACFR). In addition, he works in association with our Grants office Budget office, and the administrative agencies to monitor the grant award, budget, reimbursement requests and recommended adjustments and close-out of the grants when they have concluded.

Chris is constantly looking at ways to improve the quality of his work and performance as well as supporting his coworkers in their efforts of understanding accounting for grants. He has used his knowledge of computers, financial management systems, Microsoft 365 products along with accounting theory to support our Grant administrators with completing their required grant reports. This has improved our financial reporting tremendously allowing our department to complete more analytics of our grant financial data in addition to being more effective and efficient in completing our financial statements.

Chris continues to review our grants for better processes to see if there are more efficient ways of completing the grant fund financial statements while looking for opportunities to learn and share with others. He continues to expand his governmental accounting knowledge by attending seminars, webinars, conferences, etc. provided by Government Finance Officers Association (GFOA), Maryland GFOA, and other governmental accounting resources. He understands the importance of monitoring the schedule of current Governmental Accounting Standards Board (GASB) pronouncements and to provide support for their implementations. In addition, Chris monitors how they may affect our Grant Fund, so the changes are reflected efficiently and accurately in our ACFR

His proactiveness to learn and implement helps support the County's efforts in achieving the GFOA - Certificate of Achievement for Excellence in Financial Reporting which we have earned for the last 37 consecutive years (fiscal years 1985 - 2021). Chris and the rest of the accounting team are eager to hear the results of our FY22 submission to FOA to determine our eligibility for another certificate

Chris is always seeking out additional work responsibilities to expand his knowledge and assist our office. This year he will be taking on the Schedule of Expenditures of Federal Awards (SEFA). He has already begun reviewing prior years schedules and GFOA best practices for SEA preparation. He will begin drafting our FY23 preliminary SEA for our interim audit in the coming weeks so that we will be prepared to work with our independent auditors in the preparation of our Single Audit.

During this time of great change and significant increase of Federal and State Grants, Chris has demonstrated his willingness to continue to learn and keep growing within the profession. He also continues to show initiative and has the skills to be a productive force in the Accounting Department for Carroll County for years to come. Therefore, we are nominating Mr. D. Chris Cooper for the 2023 Lloyd Jones Scholarship as he has a promising career in the governmental financial management profession and Carroll County Government.

Report of the Nominating Committee

June 2023

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	Diane Fox, Frederick County
Treasurer	Rafiu Ighile, Howard County
Secretary	Timothy Hayden, Maryland Department of Transportation

DIRECTORS

Associate	Patty Brooks-Nobles, Bank of America (1st Three Year Term)
Central	Angie Price, Howard County, MD (1st Three Year Term)
Southern	Brian Schenck, Anne Arundel County (1st Three Year Term)

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

Stephen McGibbon, Prince George's County

President becomes the Past President

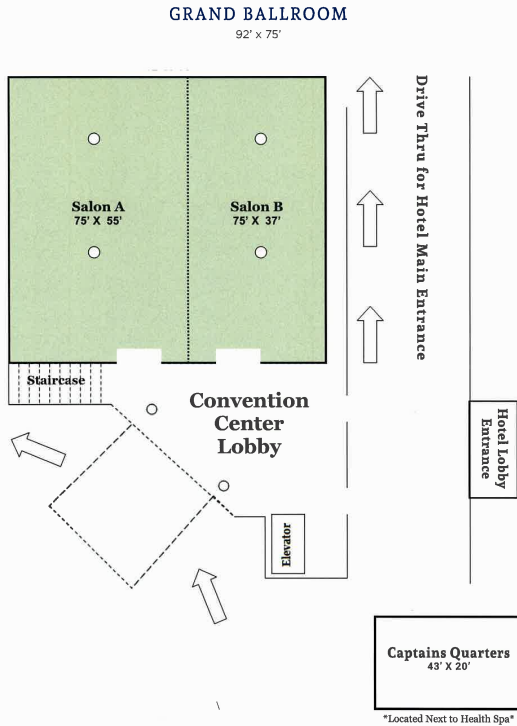
Rob Burk, Carroll County Public Schools

Nominating Committee Chair: Eric Jackson, Charles County
The Nominating Committee Report is respectfully submitted.

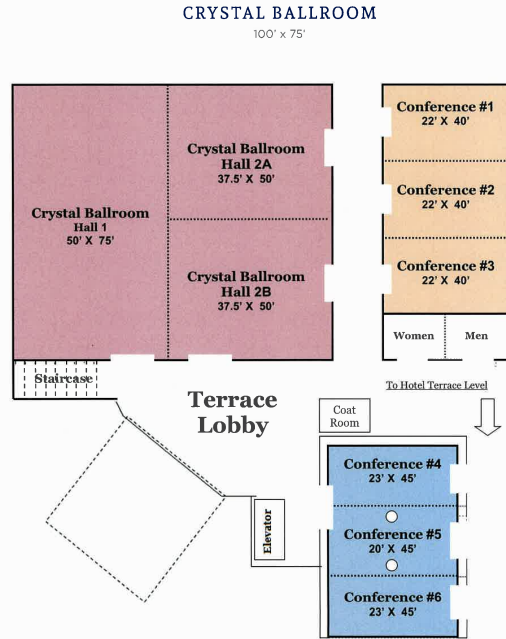
Eric Jackson
MDGFOA Past President

Hotel Maps

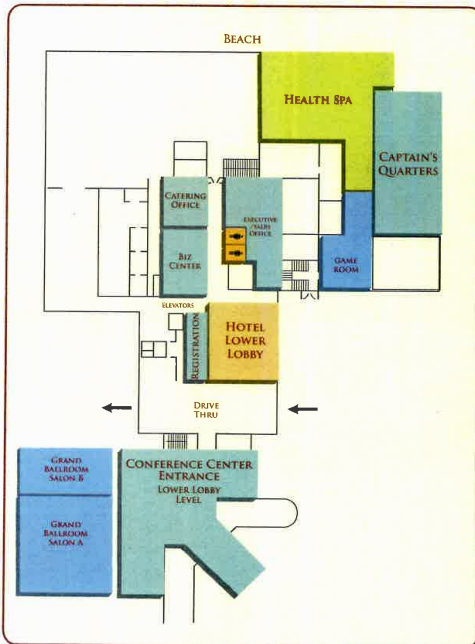
FLOOR LAYOUT: FIRST LEVEL



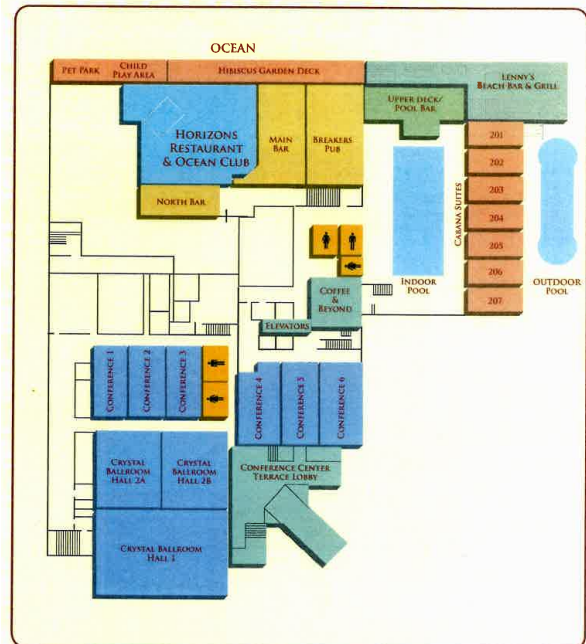
FLOOR LAYOUT: TERRACE LEVEL



LOWER LOBBY MAP



TERRACE-LEVEL MAP



GENERAL CONFERENCE INFO

Registration Hours

Attendee registration and check-in will take place on the Terrace Level Lobby in the Conference Center during the hours below. All attendees and their guests must check-in to pick up their conference materials.

Wednesday, June 14

11:00 a.m. – 4:00 p.m.

Thursday, June 15

7:30 a.m. – 3:00 p.m.

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 always be accompanied by an adult at the MDGFOA Conference functions. Children are not allowed access into the Exhibit Hall.

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 14

11:00 a.m. – 5:00 p.m.

Thursday, June 15

7:30 a.m. – 4:00 p.m.

Friday, June 16

7:30 a.m. – 12:00 p.m.

Children are not permitted in the Exhibit Hall.

Medical Assistance:

For extreme emergencies, **please dial 911**

75th St. Medical Center

Open 8:00 am–12:00 am, 7 days a week, No apportionment necessary

7408 Coastal Hwy

Ocean City, MD 21842

Tel: (410) 524-0075

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

Hotel Information:

Ashore Resort & Beach Club

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 Ashore Resort & Beach Club.

GENERAL CONFERENCE INFO

Wireless Connection

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

NO PASSWORD NEEDED

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.

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.

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 15th

Continental Breakfast 7:00 a.m.—8:00 a.m. **Exhibit Hall**

Networking Reception 12:45 p.m.—1:15 p.m. **Terrace/Exhibit Hall**

Lunch 1:15 p.m.—2:20 p.m. **Conference Hall 1/2/3**

Beach BBQ

Ed Bianchi Irish Coffee & Dessert Party 8:00 p.m.—10:00 p.m. **Golden Sands, Atrium Ballroom (22nd Floor)**

Friday, June 16th

Continental Breakfast 7:00 a.m.—8:15 a.m. **Exhibit Hall**

Boxed Lunch 12:00 p.m.—1:30 p.m. **Terrace Lobby**



MLGIP

MARYLAND
LOCAL
GOVERNMENT
INVESTMENT
POOL

An efficient, cost-effective approach to managing short-term investments

Investing in today's volatile interest rate environment requires deep market insights and industry specialization to effectively navigate financial markets.

The MLGIP, under the administrative control of the State Treasurer, is managed by PNC Capital Advisors, LLC and custodied by PNC Bank, N.A. The MLGIP is rated "AAAm" by Standard and Poor's, its highest rating.

The MLGIP offers Maryland's government units professional short-term investment management and a well-diversified, liquid portfolio at a reasonable cost.

MLGIP Provides municipalities with:



Safety

Seeks to preserve the value of the dollars invested



Liquidity

Provides daily liquidity for same-day deposits and withdrawals



Yield focus

Seeks to provide a competitive yield and rate of return



Professional management

Dedicated team of investment analysts and portfolio managers

Contact us to learn more at mlgipsupport@pnc.com or www.mlgip.com

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.

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.

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.

Introduction to Governmental Accounting

This course does not qualify for CPE credit

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

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.

To find out more information about our
E-Learning Courses and to register go to:

mdgfoa.org/resources-2/

Speaker Bios



Karl Ahlrichs **SHRM-SCP**

CSP, Business Learning Institute, AICPA & CIMA

Karl Ahlrichs is a national speaker, web presenter and author, often quoted in the local and national media on the people issues in modern organizations.

He has broad experience in Human Resources, Operations and senior level problem solving, working with all industries.

Karl's experience is perfectly suited to times of great global challenges. He has decades of strategic consulting to all industries, using risk management and good organizational development theories to bypass "best practices" and move directly to "next practices".

Karl joined Gregory & Appel, an Indianapolis-based insurance firm, after serving as a founding partner of ExactHire, a human resources services firm. Prior experience was as a Senior Consultant for Professional Staff Management, and Vice President in the Indianapolis office of Marsh & McLennan, and Vice President of Right Management Consultants. At those firms, his clients included IU Health, Suburban Health, Roche Diagnostics, Boeing, Apple, and Frito Lay.

Karl facilitates a weekly COVID web-based roundtable with advisors, and an invitation-only roundtable for CFOs, and for more than a decade he was the Program Chair for the Indiana Society for Human Resources Management annual conference. He is a member of SHRM, and the Association for Talent Development.

Karl has been named the SHRM Human Resource Professional of the Year for the State of Indiana. He has presented at the Annual Global SHRM Conference for more than 20 consecutive years and holds the SHRM-SCP (Senior Certified Professional) and SPHR (Senior Professional Human Resources) certifications and is a CSP (Certified Speaking Professional) with the National Speakers Association.



Laura Allen, **CPFO, ICMA-CM**

GFOA President, Budget Analyst III, Capital Budgeting, Maryland Department of Budget and Management

Laura Allen (she/her), CPFO, ICMA-CM is currently the Budget

Analyst III, Capital Budgeting, for the Maryland Department of Budget and Management. She most recently served as the Town Manager of Berwyn Heights, Maryland. Ms. Allen has over 30 years of local government experience, eleven at the executive level in California and Maryland specializing in small communities.

As a member of GFOA she has served as a reviewer for the Distinguished Budget Presentation Award program for over twelve years. Ms. Allen became a CPFO in the spring of 2012. She joined the Committee on Economic Development and Capital Planning in 2013 and became the Vice Chair in 2016. She joined the Executive Board in 2019.



Tom Barkin *President and CEO of the Federal Reserve Bank of Richmond*

Tom Barkin is the president and CEO of the Federal Reserve Bank of Richmond. He has held this position since 2018.

Tom serves on the Fed's chief monetary policy body, the Federal Open Market Committee, and is also responsible for bank supervision and the Federal Reserve's technology organization. He is "on the ground" continually in the Fed's Fifth District, which covers South Carolina, North Carolina, Virginia, D.C., West Virginia and Maryland. His engagement in the region has brought real attention to areas facing economic challenges.

Prior to joining the Richmond Fed, Tom was a senior partner and CFO at McKinsey & Company, a worldwide management consulting firm, where he also oversaw McKinsey's offices in the southern United States.

Tom earned his bachelor's, MBA and law degrees from Harvard University.

Speaker Bios



Greg Conderacci
*Business Learning Institute,
AICPA & CIMA*

Greg Conderacci is a BLI Senior Fellow, consultant, and faculty member at the Johns Hopkins Bloomberg School of Public Health where he teaches marketing. A former reporter for The Wall Street Journal, he has not only covered

major changes, he has lived them as well. He has held leadership positions during mergers, acquisitions, reorganizations, layoffs and rapid growth periods in both for-profit and non-profit organizations. As author of *Getting UP! Supercharging Your Energy*, he has researched and written extensively about personal energy's impact on careers and organizations. He is a sought-after adviser for communication issues and personal and corporate change management.



Lexi Custis
*Treasury Management
Sales Consultant, Wells
Fargo*

Lexi's primary responsibility is to consult with clients on electronic ways to accelerate receivables from invoicing method to collection.

Lexi's banking experience began in 2003, and she has a strong background in treasury management supporting commercial and government clients. She holds a B.S. in information systems and an M.B.A. in finance from Virginia Commonwealth University.



Bill Early
*Principal,
CliftonLarsonAllen, LLP*

Bill is a Principal at CLA LLP where he serves on the firm's state and local government leadership team and is the leader of the firm's State and State agencies industry segment. During his career of more than 25 years, Bill

has developed a focus and passion for state and local government audit and accounting services. Bill is well versed in managing complex governmental audit engagements. He has extensive experience specializing in government audits and assisting clients in increasing the efficiency of their operations by providing valuable feedback and working alongside his clients to help them through the challenges they face. He is also well versed in Uniform Guidance compliance audits, and has directed, planned, and performed single audits for a variety of governmental agencies. Within CLA, Bill is one of the principals responsible for client relationships, work quality, and staff development. Bill brings innovative ideas coupled with practical experience to the firm's governmental clients so they can stay apprised of new accounting pronouncements, state laws, fiscal trends and among the best practices. His personal approach to client service includes frequent communication with his clients and a genuine concern for their best interests. Bill graduated from Salisbury State University in 1997 with a B.S. in Accounting and a B.S. in Business Management. When not at working, he enjoys spending time with the family, coaching his sons baseball team, and playing golf.



Linda Ginty
*Director, Treasury
Management Consultant,
Wells Fargo*

Linda offers her clients consultative financial and banking guidance and coordinates the team of specialists that support your banking relationship. Linda has worked in banking since 2015 after

joining Wells Fargo. She is an active member of the Maryland Government Finance Officers Association and the Virginia Government Finance Officers Association. Prior to joining Wells Fargo, Linda served as a Financial Advisor to state and local governments for 15 years. Linda received her B.S. in Business with a concentration in management from Truman State University.

Speaker Bios



Donald Grant
Senior Managing
Consultant
PFM Asset Management
LLC

Donald is a Senior Managing Consultant with PFM Asset Management. He is responsible for facilitating institutional client

relationships and business development efforts for the firm's multiasset class management practice – concentrating on pension, OPEB, endowment and foundation, and long-term investment assets.

In 2016, Donald started his career at the firm in the performance reporting and client services department, providing timely monthly and quarterly client performance reporting and fulfilling all facets of client service and business development needs. Donald then spent one year at The Swarthmore Group where he served as the Director of Client and Consulting Services and as the Interim Chief Investment Officer.

Prior to joining the firm, 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 Signals Intelligence Analyst at the National Security Agency supporting joint service commanders in strategic and tactical decision making.

Donald completed his Bachelor of Business Administration in Finance and Master of Science in Investment Management at Temple University. He is a member and serves as the Treasurer of The Bond Club of Philadelphia, and is a member of the Pennsylvania and Maryland Government Finance Officers Associations.



David Johnson
Vice President of Bolton
Health

David Johnson is a Vice President and the Public Sector Practice Leader for Bolton. He leads the firm's work with a variety of governmental and other employers, helping ensure client teams deliver client-focused, innovative solutions

to the organizations we serve. With over 30 years of consulting and leadership experience, he brings practical knowledge and strategic insights to help clients address their most pressing benefits, compensation, and other human resources challenges.



Remi Omisore
Principal,
CliftonLarsonAllen, LLP
instead of bolton health

Remi has more than 15 years of experience with auditing and accounting services and specializes on state and local governments entities. Remi is charged with understanding and applying the

most recent GASB, Yellow Book, and Uniform Grant standards, and is well known throughout the firm for his responsiveness, dedication to detail, and ability to communicate issues in an understandable manner. Remi is known for his involvement with proposed and new accounting pronouncements and his understanding of the principles that underlie the various accounting rules and procedures. He is a frequent speaker on government accounting, auditing, and Uniform Guidance audits for professional associations around the country also serves as a concurring reviewer on CLA's clients. Remi brings innovative ideas coupled with practical experience to the firm's governmental clients so they can stay apprised of new accounting pronouncements, state laws, fiscal trends, and best practices. His personal approach to client service includes frequent communication with his clients and a genuine concern for their best interests.



**Natalia Santiago,
JD**
Senior Vice President and
Claims Manager McGriff

Natalia serves as Senior Vice President, Claims Manager and Cyber Claims Leader for McGriff's Executive Risk Advisors (ERA) Division.

With over 20 years of legal and insurance experience, in addition to handling complex claims she is also responsible for overseeing all aspects of the Claims to deliver proactive claims service to clients and the most advantageous claim resolutions.

Prior to joining McGriff, Natalia was the Financial Lines Claims Director for Latin America and the Caribbean for AIG. Prior to AIG, Natalia worked for Chubb as the Financial and Professional Lines Claim Supervisor for Puerto Rico and the Caribbean. Natalia joined Chubb after having served as Claims Counsel for AIG in the Puerto Rico office. Previous to Natalia's career with the insurers she spent a few years as coverage counsel.

Natalia was a university professor for over 10 years. She taught criminal investigation, forensic psychology, employment law, labor relations, interpreting labor contracts, torts, collective bargaining agreements, arbitration and mediation.

Speaker Bios

Natalia developed, and continues to develop, claims handling, policy interpretation, coverage trainings including Cyber 101, EPL Exposures, D&O 101, among others. Natalia has vast experience in coverage litigation, negotiation and claims handling strategies to maximize financial reimbursements. Natalia has managed, and manages, a portfolio of highly technical, highly service oriented, complex claims.

Natalia has assisted, and assists, clients handle challenging cyber claims from the time a ransomware is detected, strategizing over ransomware negotiations and payment/not payment strategies, assisting in the incident response, class action suits, recovery of expenses including documentation of Business Interruption, all the way through claims resolution. In addition, to helping clients update their incident response plan from an insurance stand point.

Natalia specializes in lines of business such as Cyber, D&O, Political Risk, Medical Mal Practice, EPL, Fiduciary Liability, E&O, R&W, Commercial Crime, Special Crime.

Natalia holds a B.A. in Labor Relations and Psychology from University of Puerto Rico and a J.D. from Interamerican University of Puerto Rico.



Chris Scott
Senior Vice President, Truist

Chris Scott manages the Treasury Solutions Product Consultant team at Truist supporting our Treasury Sales consultants in Corporate and Investment, Commercial Community, Commercial Real Estate, Private Wealth and specialty verticals of Healthcare

and Government Services.

This team helps businesses with their most complex treasury needs. This includes providing subject matter expertise during client calls, leading treasury process reviews, educating through demos of key products, customizing information reporting through file mapping, and non-standard product solutions.

The Product Consulting team partners with Treasury Sales Consultants and their clients by leading strategic dialogue and providing expertise to client on working capital and digital solutions that ultimately improve the efficiency and effectiveness of the client's treasury operations.

Chris joined Truist in 2007 to initiate and build the Product Consultant role at Truist. Previously, he worked at a top 2 Financial Institution for a similar role focused on Large Corporate clients domestic and international.

Mr. Scott earned a BS in Computer Science at Cal Poly, CA. Previous certification include CISSP, CNE, MSCE and CCNA



Floyd Simpson III, CFA, CAIA, CFP

*Director
 PFM Asset Management
 LLC*

Floyd joined PFM Asset Management in 2019 and was the first external hire for the newly created Multi-Asset Strategies Group. As a director in our OCIO business, he works with clients across the country to develop and implement multi-asset class strategies for their portfolios.

Prior to joining the firm, Floyd worked as an investment officer where he was the associate portfolio manager for the Global and International Equity strategies. His duties included quarterly commentary on the developed markets and investment managers in his purview, monitoring the Global and Developed International Equity strategies, executing due diligence on managers across the G20 and Emerging Market regions, along with contributing intellectual content for ad hoc white papers. His experience includes working with retail and institutional clients to provide analysis and investment solutions.

Floyd serves on the Board of Trustees for A.T. Still University, Boys' Latin of Philadelphia, and is an Executive Board Member of the CFA Society of Philadelphia. He is a former Investment Committee member for the Truman State University Foundation Board.



Eric Webb
*Senior Technical Product
 Consultant, Truist*

With over 18 years of client service and consulting experience, he, and his team at Truist provide strategic, advisory consultations to help clients maximize their working capital, manage liquidity, protect themselves with fraud solutions, and take advantage of payment automation opportunities to drive optimization. His primary focus is identifying opportunities to leverage technology to solve day-to-day problems within Treasury workflows. Eric joined Truist in 2007 with an initial focus on commercial and virtual card payment automation that has since grown into a passion for driving successful client outcomes in Treasury technology. Eric is a Certified Treasury Professional, student pilot, enjoys spending time with his family, scuba diving, and shooting sporting clays competitively. He lives in Cary, NC and is a proud member of the NC State Wolfpack where his studies included Biology and Business Administration.

EDUCATION AGENDA DETAILS BY DAY

Wednesday, June 14, 2023

1:00 pm –
2:40 pm

● **Getting UP! Supercharging Your Energy (2 CPE)**

Speaker: *Greg Conderacci, Business Learning Institute, AICPA & CIMA*

Description: *Accomplish more in less time. Reduce stress. Balance your career and lifestyle. Greg Conderacci, author of Getting UP! Supercharging Your Energy, can help you, your team or your company dramatically increase performance. Former Wall Street Journal reporter, chief marketing officer and non-profit entrepreneur, he brings you the same skills he teaches at a top graduate school and Fortune 500 companies. Lots of people promise better performance...Greg proves it. Using his energy techniques, in 2015 he rode a bicycle across America in just 18 days – averaging 150 miles a day. Not bad for a 66-year-old with a heavy training, consulting and teaching schedule! What could you do with that kind of energy?*

2:40 pm –
3:00 pm

● **Break**

3:00 pm –
4:40 pm

● **Getting UP! Supercharging Your Energy (2 CPE)**

Adjourn ●

Social Event

7:00 pm – 9:30 pm: After-hours: Fager's Island with M&T Bank and Wilmington Trust

9:10 am –
10:00 am

● **Government Finance Officers Association (GFOA) Goals and Mission (1 CPE)**

Speaker: *Laura Allen, President-Elect GFOA, Budget Analyst III, Capital Budgeting, Maryland Department of Budget and Management*

Description: *This session will address current topics related to GFOA goals and mission for the upcoming year.*

10:00 am –
10:50 am

● **Fraud Awareness and Protection: Don't Let the Bad Guys In (1 CPE)**

Speaker: *Natalia Santiago, Senior Vice President and Claims Manager, McGriff, a part of Truist Insurance Holdings Inc; Chris Scott, Senior Vice President, Truist Bank; & Eric Webb, Senior Technical Product Consultant, Truist Bank*

Description: *This session will educate attendees on; (1) Actions taken by the bad guys to fool clients (2) Social-engineering (3) How clients are easy target for data breach (4) Importance of Cyber/Crime policies. (5) provide insight on what are some preventive measures government institutions can adopt to protect themselves against cyber fraud.*

10:50 am –
11:05 am

● **Break**

11:05 am –
11:55 am

● **The Maryland Time to Care Act of 2022 (1 CPE)**

Speaker: *David Johnson, Vice President of Bolton Health*

Description: *Maryland's recently enacted Time to Care Act of 2022 (TTCA) is expected to have a significant impact on local employers. Join David Johnson, Vice President of Bolton Health, for an overview of the new law and insight on how employers can begin to prepare for its implementation.*

11:55 am –
12:45 pm

● **Transforming Receivables in a Digital World (1 CPE)**

Speakers: *Lexi Custis, Treasury Management Sales Consultant, Wells Fargo; Linda Ginty, Director, Treasury Management Consultant, Wells Fargo*

Description: *This session will explore new banking technologies and the digital transformation of information in order to maximize operational efficiency.*

Thursday, June 15, 2023

8:00 am –
8:05 am

● **Welcome and Introductions**

Speaker: *Rob Burk, President, MDGFOA*

8:05 am –
8:55 am

● **Accounting Trends and Current Issues (1 CPE)**

Speaker: *Bill Early, Principal, CliftonLarsonAllen, LLP & Remi Omisore, Principal, CliftonLarsonAllen, LLP*

Description: *This session will discuss trends and current issues in the accounting and audit profession that have direct effects on governmental entities.*

8:55 am –
9:10 am

● **Break**

EDUCATION AGENDA DETAILS BY DAY

12:45 pm – ● **Networking Reception**

1:15 pm

1:15 pm – ● **Lunch**

2:20 pm

2:20 pm – ● **Exploring Environmental, Social, and Governance Strategies for Public Pensions (1 CPE)**

3:10 pm

Speakers: *Donald Grant, Senior Managing Consultant, PFM Asset Management, LLC; Floyd Simpson III, Director, PFM Asset Management, LLC*

Description: *This session will provide attendees with a deeper understanding of what is ESG or Socially Responsible Investing, methodologies utilized by investment managers to incorporate it within their strategies, and how other public pension plans have incorporated it into their investment programs.*

3:10 pm – ● **Business Meeting**

3:30 pm

Adjourn ●

Social Events

4:30 pm – 6:00 pm: Women in Public Finance Happy Hour

Location: 45th Street Taphouse Bar & Grille

4507 Coastal Highway Ocean City, MD

6:00 pm – 8:00 pm: Beach BBQ

8:00 pm – 10:00 pm: Ed Bianchi Irish Coffee & Dessert Party with Bank of America

Location: Golden Sands, Atrium Ballroom (22nd Floor)

Friday, June 16, 2023

9:00 am – ● **Economic Update (1 CPE)**

9:50 am

Speaker: *Tom Barkin, President of the Richmond Fed*

Description: *This session will give an overview of recent trends in the economy and what to expect for the remainder of 2023. The presentation will cover the underlying dynamics of current state of the economy and include a discussion of the impact of recent fiscal policy on consumers and businesses. An assessment of the outstanding risks, including issues in the banking industry and the likelihood of a recession, will also be presented.*

9:50 am – ● **Break**

10:00 am

10:00 am – ● **Building Resilience using Ethics in an AI World (1 CPE)**

– 10:50 am

Speaker: *Karl Ahlrichs, SHRM-SCP, CSP, Business Learning Institute, AICPA & CIMA*

Description: *Getting ethics right is a big deal, and resilience requires comfort in making tough decisions. Governmental Finance and Accounting professionals often feel alone in maintaining high standards for their organization. This facilitated discussion goes beyond a lecture on ethical principles – it includes case studies that offer participants “real time” practice in resolving dilemmas, with participants sharpening their critical thinking skills. Participants will learn and practice effective tactics for keeping their values and ethics aligned with goals of their organization and reduce their fears in “do the right thing” in situations that require resilience.*

10:50 am – ● **Break**

11:10 am

11:10 am – ● **Transparency and Fraud in Government Organizations (1 CPE)**

12:00 pm

Speaker: *Karl Ahlrichs, SHRM-SCP, CSP, Business Learning Institute, AICPA & CIMA*

Description: *This presentation will explore the latest trends in fraud facing governmental organizations today, including the types of fraud schemes that are most prevalent in governmental agencies. Using data from the ACFE 2022 Report to the Nations, we will discuss two high-value targets that fraudsters often go after, namely expense reports and financial reports, and how fraud can be prevented.*

Overall, this program will provide attendees with the fundamentals of a transparent culture, and a comprehensive understanding of the latest trends and tactics in fraud prevention and equip them with practical strategies to mitigate fraud risk in their organizations.

12:00 pm – ● **Lunch**

– 1:30 pm

Adjourn ●



Simplify Your Vendor Payables

Stop spending valuable time managing vendor payments and get back to the things that matter. Automate your accounts payable (AP) processes using our electronic payment solutions and simplify how your business makes outbound payments.

Streamline the Vendor Payment Process to Save Time and Money

Ditch the checks! Spend less time cutting and tracking paper checks using our AP automation technology. We automate the entire outbound payment process, ensuring your vendors are paid faster without manual effort from you.

REPAY's system automatically pays your vendors via virtual card and ACH. Making payments via virtual cards removes double reconciliation and human error and eliminates late payments. Additionally, they can reduce the risk of card fraud, save you time, and maximize your rebates.



Reduce costly paper processes and lost checks



Streamline and simplify accounting workflows



Virtual card and ACH ensure on-time payments for improved vendor relations



Payment tracking and reporting are automatically updated for easy reconciliation across multiple bank accounts

90% of U.S. businesses are using checks to pay vendors!

Native Integration to Your ERP

REPAY's propriety platform can natively integrate with any major enterprise resource planning (ERP) software. No time-consuming file imports or managing software updates. A completely turn-key solution, you can get more out of the software you rely on and add payment automation at no additional cost.

Full-Service Vendor Enrollment

We make the vendor implementation process effortless for you by calling your vendors to enroll, track, and manage their payment preferences, no matter how complicated their requirements are. We even obtain, manage, and safely store their payment information, so you don't have to.



REPAY solves all your business payment needs. Contact us to learn more!

Simplified Batch Approval

Approve large batches of payments quickly and efficiently. Our platform accepts electronic batch invoice files, eliminating manual data entry. The batch approval process triggers an email sent to the designated approvers. The email includes a CSV file to quickly and easily view payments and invoices included in the payment batch.

Seamless End-to-End Process

Payments are tracked in real time. When the invoice is fulfilled, your reporting is automatically updated, making digital reconciliation a breeze. This reduces the time and costs typically associated with manual, paper-heavy processes.

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REPAY offers payment solutions that can simplify accounts receivable (AR), so you can collect customer payments faster, reduce risk, and provide the best payment solutions for customers.

Our omni-channel technology supports:

- Multiple payment methods
- Lower processing costs through Level 3 and discounted rates for B2B transactions
- More detailed data for each transaction
- Increased productivity on the back end


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