Keeping Up with the Rhythm of GOVERNMENT FINANCE

October 28–30, 2015 The Westin Galleria, Houston

Final Program
Topics and speakers are subject to change.
WELCOME TO THE 2015 GFOAT FALL CONFERENCE!

Wednesday, October 28

10:00 A.M.–4:00 P.M. REGISTRATION
Galleria Ballroom Foyer - 3rd Level

10:00 A.M.–NOON CERTIFIED GOVERNMENT FINANCE OFFICER’S (CGFO) EXAM STUDY GROUP
Imperial Suite - 24th Floor

COMMITTEE MEETINGS

NOON-1:30 P.M.  
- **CGFO** (restricted to CGFO members only)
  Westchester - 3rd Level

1:00–3:00 P.M. 
- **Conference Planning**
  Post Oak - 3rd Level

1:30–3:00 P.M. 
- **Ethics**
  Chevy Chase - 3rd Level Hotel Side
- **FRRR**
  Royal Suite - 24th Level
- **Membership**
  Kirby - 4th Level
- **Legislative**
  Sage - 3rd Level
- **Communications**
  Tanglewood - 3rd Level
- **Scholarship, Fellowship, and Foundation**
  Bellaire - 3rd Level

3:00–5:00 P.M.  
- **GFOAT EXECUTIVE BOARD MEETING**
  Post Oak - 3rd Level

3:00–5:30 P.M.  
- **CGFO TESTING**
  Westchester - 3rd Level

5:00–6:30 P.M.  
- **WELCOME RECEPTION**
  Monarch Ballroom - 24th Level

8:30 P.M.–MIDNIGHT
**TEXAS HOLD’EM!**
West Alabama - 3rd Level Hotel Side

A donation of $25 dollars to the GFOAT Foundation will be taken at the door.
WELCOME TO THE 2015 GFOAT FALL CONFERENCE!
**Thursday, October 29**

**7:00–8:00 A.M. NETWORKING BREAKFAST** (0.0 CGFO/CPE)
Woodway 1 Hall - 4th Level
This breakfast buffet is for all conference attendees.

**7:00 A.M.-5:00 P.M. REGISTRATION**
Galleria Ballroom Foyer - 3rd Level

**8:15–9:30 A.M. WELCOME AND OPENING GENERAL SESSION** (1.5 CGFO/CPE)
Galleria Ballroom - 3rd Level
- **Legislative Update**
  Speaker: Bennett Sandlin, Executive Director, TML
  Moderator: GFOAT President Mike Rodgers, Director of Finance, City of Webster

- **The Houston/Texas Economy**
  Speaker: Adam W. Perdue, Ph.D. Economist, Institute for Regional Forecasting, Bauer College of Business, University of Houston

**9:45–10:40 A.M. CONCURRENT WORKSHOPS** (1.0 CGFO/CPE)
- **GASB Update** (Repeated at 4:00 p.m.)
  Galleria Ballroom - 3rd Level
  Your pension liability is in the books. Now what? This session will review the six new standards that GASB has issued in 2015 and preview other GASB initiatives that everyone should be aware of.
  Speaker: Keith A. Dagen, CPA, Director of Finance, City of Richardson

- **The Transition: Centralizing a Decentralized Procurement Function**
  Galleria 4 Ballroom – 3rd Level
  This session provides an overview of what to consider and how to structure the transition as well as lessons learned. The session will cover (1) the differences between centralized and decentralized procurement; (2) defining what needs to be accomplished; (3) defining what can be gained; and (4) lessons learned to ensure success.
  Speaker: Dianne Palmer-Boeck, CPPO, CPPB, Chief Purchasing Officer, City of Plano

- **Self Insurance Funds Going to Self Insurance or Making Changes?**
  Plaza Ballroom – 3rd Level, Hotel Side
  This session will highlight the key differences between self-funded and fully-insured health plans. The discussion will focus on how self funding an employee health benefit plan can be a long-term strategy to save money and one that gives employers a greater degree of flexibility over plan design, wellness strategies, and healthcare initiatives to better meet the needs of the organization, thus enabling it to attract and retain employees.
  Speakers: Melinda Galler, Assistant City Manager, City of Lewisville; and Brent Weegar, MBA, Principal, IPS Advisors

**10:40–11:00 A.M. REFRESHMENT BREAK/SPONSOR NETWORKING**
Galleria Ballroom Foyer - 3rd Level

**11:00–11:55 A.M. CONCURRENT WORKSHOPS** (1.0 CGFO/CPE)
- **Fraud in Government Entities: Lessons from the Trenches**
  Galleria Ballroom - 3rd Level
  Fraud can wreak havoc on an organization’s financial performance and undermine objectives. No government is immune to the risks associated with fraud, and education is the key to prevention. Todd Burchett, a partner with BKD Forensics and Valuation Services division, will share insights into the world of internal embezzlement based on his experience investigating white-collar crime. With stories from the trenches, case studies, and often overlooked prevention tips, you’ll be simultaneously educated and entertained during this fast-paced program designed for those with or without an accounting background.
  Speaker: Todd Burchett, Partner, BKD
- **Financial Transparency You Can Understand** (Repeated Friday at 8:10 a.m.)
  Galleria 4 Ballroom - 3rd Level
  The City of McKinney Financial Services team will be presenting on a new look into financial transparency. This session will include a demonstration of various transparency solutions implemented by the City of McKinney.
  Speakers: Rodney Rhoades, Chief Financial Officer; and Trevor Minyard, Senior Financial Analyst, City of McKinney

- **Basics of Long Range Financial Planning for Small Organizations**
  Plaza Ballroom - 3rd Level, Hotel Side
  Join this session if you are a small organization just trying to get started on multi-year planning. See how a CIP (Capital Improvement Program) plan works with a financing strategy for pay-as-you-go funding. Learn some basic steps in compiling information and see how you can build on it with each iteration.
  Moderator: Becky L. Brooks, Director of Resource Development, GFOAT
  Speaker: Steven J. Alexander, Director of Finance, City of Highland Park

**Thursday, October 29**

12:05–1:00 P.M.  **LUNCH, BUSINESS MEETING, AND AWARDS** (1.0 CGFO/CPE)
Woodway 1 Hall - 4th Level
Presiding: GFOAT President Mike Rodgers, Director of Finance, City of Webster

1:15–2:10 P.M.  **GENERAL SESSION** (1.0 CGFO/CPE)

- **Replenish Your Passion: Your Personal CEO**
  Galleria Ballroom - 3rd Level
  What’s influencing your everyday life? Are you numb from the seemingly endless and predictable series of handling chores, expectations, and obligations? Do you want to transition towards a more rewarding personal and professional life? This session will feature a powerful booster shot to your entire life by learning how to adopt a new CEO full of challenges, experiences, and opportunities that naturally replenishes your spirit. Launching this fresh CEO will restore the positive arc to your life’s trajectory as you explore life’s adventures.
  Patrick will focus on the 12 ways to unleash your new CEO including your self, mind, body, soul, spouse or partner, children, family, career, community, environment, technology, and the human race.
  Moderator: GFOAT President Mike Rodgers, Director of Finance, City of Webster
  Speaker: Patrick Ibarra, Co-founder and Partner, The Mejorando Group

2:25–3:40 P.M.  **CONCURRENT WORKSHOPS** (1.5 CGFO/CPE)

- **Creativity and Cooking: A Recipe for Success**
  Galleria Ballroom - 3rd Level
  Where cooking has become somewhat of a lost art, so has the emphasis on leveraging creativity as an essential ingredient to powerful and productive problem solving. Using cooking as a framework, the goals of this session are for participants to enlarge their perspective and expand their creative problem-solving approach to issues impacting their organization and community. In particular, learn how to replace the status quo thinking of “we’ve always done it that way” standard operating procedure with an eight-step approach to cooking up your creative juices.
  Speaker: Patrick Ibarra, Co-founder and Partner, The Mejorando Group
Long Live
Our Community.

Proud Supporter of GFOAT

BOSC, Inc.
An affiliate of Bank of Texas

Underwriting | Financial Advisory | Private Placement

Rick Menchaca | Investment Banker | 512.395.5550 | rmenchaca@boscinc.com
333 West Campbell Road, Suite 350 | Richardson, Texas 75080

John Robuck | Investment Banker | 713.289.5897 | jrobuck@boscinc.com
1401 McKinney, Suite 1000 | Houston, Texas 77010

www.boscinc.com

© 2015 BOSC, Inc. Securities offered through BOSC, Inc., a registered broker/dealer, member FINRA/SIPC and a subsidiary of BOK Financial Corporation. Institutional investments, Bank of Oklahoma operates as a separately identifiable trading department of BOKF, NA. Investments and insurance are not insured by the FDIC, are not deposits or other obligations of, and are not guaranteed by, any bank or bank affiliate. All investments are subject to risk, including possible loss of principal.
2:25–3:40 P.M.  **CONCURRENT WORKSHOPS** (1.5 CGFO/CPE) – CONTINUED

- **Conserve for Financial Health: A Practical Discussion of Revenue, Funding Avenues, and Your Water Utility** (Repeated on Friday at 9:20 a.m.)
  
  Galleria Ballroom 4 - 3rd Level

  Water utilities depend on revenues from sales to fund their operations. Depending on rate structures, conservation can decrease revenues in the short-term. However, conservation can also delay or downsize infrastructure investments for new water supplies in the long-term, saving considerable money. Municipal managers may not know how to fund conservation programs, which often includes a blend of mandates, rebates, infrastructure upgrades, education, and outreach. The State of Texas offers a number of funding options, including the new State Water Implementation Fund for Texas (SWIFT), but many water utilities may not realize that conservation programs can be funded using low-interest loans or understand the benefits of doing so. This session will bring together Texas water policy experts and Texas water utilities to provide insights and guidance on this topic.

  **Moderator:** Dominique Gomez, WaterSmart Software
  
  **Panelists:** Ed Archuleta, P.E., Director of Water Initiatives, University of Texas at El Paso; Bech Bruun, Chairman, Texas Water Development Board; and Tatianna Troutman, Citigroup

3:40–4:00 P.M.  **REFRESHMENT BREAK/SPONSOR NETWORKING**

  Galleria Ballroom Foyer - 3rd Level

4:00–5:00 P.M.  **CONCURRENT WORKSHOPS** (1.0 CGFO/CPE)

- **Economic Development – Lessons Learned**
  
  Galleria Ballroom - 3rd Level

  Join this session to hear about the various economic development tools available to us, and learn their pros and cons. What works in which situations? How do you manage the process and performance? There are always opportunities for ‘lessons learned’ along the way, so be prepared to hear tips on what not to do.

  **Speakers:** Ron Cox, Ron Cox Consulting; and Rebecca Underhill, Director of Finance, City of League City

- **HOT Topics for Small Cities**
  
  Galleria Ballroom 4 – 3rd Level

  This is your chance. What are some specific challenges you’ve been facing? Have you noticed any trends lately? During this session, you will have the opportunity to share and discuss ideas and challenges with your peers.

  **Moderator:** Sarianne Beversdorf, Director of Finance, City of Plainview
  
  **Panelists:** Don Jennings, Director of Finance, City of Perryton; Carolyn Marshall, CPA, City of Hurst; and Vannessa Rincon, Accountant II, City of Plainview

- **GASB Update** (Repeated from 9:45 a.m.)
  
  Plaza Ballroom - 3rd Level, Hotel Side

  Your pension liability is in the books. Now what? This session will review the six new standards that GASB has issued in 2015 and preview other GASB initiatives that everyone should be aware of.

  **Speaker:** Keith A. Dagen, CPA, Director of Finance, City of Richardson

5:30–7:30 P.M.  **NETWORKING EVENT**

  Monarch Ballroom - 24th Level

  Join us for an interactive presentation from Drum Café located in the Monarch room on the 24th floor of the Westin Galleria Hotel. Hear and feel the beat of the drums creating music with your colleagues by Keeping Up with the Rhythm of Government Finance! Light hors d’oeuvres will be provided.
7:00-8:00 A.M. NETWORKING BREAKFAST (0.0 CGFO/CPE)
Woodway 1 Hall - 4th Level
This breakfast buffet is for all conference attendees.

8:10-9:05 A.M. CONCURRENT WORKSHOPS (1.0 CGFO/CPE)

- **Financial Transparency You Can Understand** (Repeated from Thursday at 11:00 a.m.)
  Galleria Ballroom - 3rd Level
  The City of McKinney Financial Services team will be presenting on a new look into financial transparency. This session will include a demonstration of various transparency solutions implemented by the City of McKinney.
  Speakers: Rodney Rhoades, Chief Financial Officer, and Trevor Minyard, Senior Financial Analyst, City of McKinney

- **Investing Basics**
  Galleria Ballroom 4 - 3rd Level
  This session is for the finance or budget professional who wants to learn more about investing basics.
  Speakers: Tony D. Sekaly, Managing Director Fixed Income; and Zach Brewer, Managing Director, Coastal Securities, Inc.

- **Ethics and Risk Management**
  Plaza Ballroom - 3rd Level, Hotel Side
  It’s been said that you can’t have one without the other: Money without Labor; Loyalty without Trust; Power without Checks and Balance, and so it is with Ethics and Risk Management, each of these two worthy disciplines depends on each other. Join us as we explore how to prepare and manage ethical dilemmas and risk management.
  Speakers: Monette Fisher, Senior Accountant, City of Decatur; Miykael Reeve, Finance Director, City of Red Oak; and Barry D. Nalls, Founder, and Former President and CEO, VYBRANZ

---

**Coastal Securities, Inc.**
HELPING INVESTORS NAVIGATE THE CAPITAL MARKETS FOR OVER 20 YEARS

Coastal Securities, Inc. is a FINRA member broker-dealer that serves the needs of institutional investors through several strategic specialties:

- Underwriting and financial advisory services for municipal issuers
- The sale and trading of municipal securities
- The sale and trading of taxable fixed income securities
- Consulting clients in the strategic management of assets through our Financial Strategies Department

For more information, please visit our website at:

FirstSouthwest is a trusted leader in public finance, consistently ranking among the top financial advisory and underwriting firms in the nation. Since 1946, our professionals have helped clients throughout the United States achieve their financing goals.

A diversified investment bank, FirstSouthwest offers a wide range of services including public finance, asset management, corporate finance, capital markets and correspondent clearing. Known for our specialized experience and personalized service, we build trusting and durable relationships with our clients based on integrity and open knowledge sharing.

To learn more about FirstSouthwest, please contact us today.

214.953.4000
FirstSW.com

© 2014 First Southwest Company. All rights reserved. Member FINRA/SIPC. PFD1014123
9:20–10:35 A.M. CONCURRENT WORKSHOPS (1.5 CGFO/CPE)

**Employee Benefits Reporting - The Time has Come**
Galleria Ballroom - 3rd Level

Regulatory reporting deadlines have employers in a tailspin. It’s a new tune in our repertoire! What is due this year? Hear from one of our favorite benefits experts as she outlines the pending requirements and covers some tips on how to work through the weeds of forms and calculations.

Speaker: **Susan Smith**, Executive Director, TML MultiState IEBP

**Conserve for Financial Health: A Practical Discussion of Revenue, Funding Avenues, and Your Water Utility** (Repeated from Thursday at 2:25 p.m.)
Galleria Ballroom 4 - 3rd Level

Water utilities depend on revenues from sales to fund their operations. Depending on rate structures, conservation can decrease revenues in the short-term. However, conservation can also delay or downsize infrastructure investments for new water supplies in the long term, saving considerable money. Municipal managers may not know how to fund conservation programs, which often includes a blend of mandates, rebates, infrastructure upgrades, education, and outreach. The State of Texas offers a number of funding options, including the new State Water Implementation Fund for Texas (SWIFT), but many water utilities may not realize that conservation programs can be funded using low-interest loans or understand the benefits of doing so. This session will bring together Texas water policy experts and Texas water utilities to provide insights and guidance on this topic.

Moderator: **Dominique Gomez**, WaterSmart Software
Panelists: **Ed Archuleta**, P.E., Director of Water Initiatives, University of Texas at El Paso; and **Tatianna Troutman**, Citigroup

**Fleet Management**
Plaza Ballroom - 3rd Level, Hotel Side

Municipal fleets contain complex equipment needed to maintain city services for daily operations and emergencies. Come learn about the challenges of managing a fleet and how a city can implement an equipment replacement fund for ongoing equipment purchases.

Speakers: **Sandra Gibson**, Director of Finance and Admin, City of Watauga; and **Ernest Ramos**, Fleet and Materials Manager, City of Richardson

10:35–11:00 A.M. REFRESHMENT BREAK/SPONSOR NETWORKING
Galleria Ballroom Foyer - 3rd Level

11:00 A.M.–NOON CLOSING SESSION (1.0 CGFO/CPE)
Galleria Ballroom - 3rd Level

**Advice from the Other Side: Former Finance Directors Share Their Perspective**

Do you wish you had a crystal ball? In this question-and-answer format, three former finance directors will share their vision of what it takes to become a leader within your organization. We will explore the past and stare into the future of government finance from the perspective of city management.

Speakers: **Laurie Brewer**, CGFO, Assistant City Manager, City of Georgetown; **Roger C. Roecker**, City Manager, City of Friendswood; and **Steve Parker**, Assistant City Manager, City of San Marcos

NOON • DRAWING FOR DOOR PRIZES • MUST BE PRESENT TO WIN
Enhance your revenue. Grow your community.

In an environment of budgetary constraints, your jurisdiction must look to maximize revenues while providing fair, friendly, and financially sound compliance. MuniServices discovers more revenue for communities and provides more time for government employees to focus on other pressing issues. We understand the heavy workloads put on your staff, and the importance of community revenue enhancement – allowing you to invest in resources to keep your neighborhoods safe, secure, and moving forward. Our service has resulted in the recovery of more than $2.4 billion for our clients. This revenue helps you meet budget, deliver public services, and better serve your citizens.

Services include:
- Sales Tax Misallocation Analysis
- Sales Tax Reporting and Forecasting
- Hotel Tax Administration and Audit
- Franchise Fee and Solid Waste Audit

www.MuniServices.com
281-335-8100 x61267
TXClientServices@MuniServices.com
ARE YOUR HR & FINANCE SYSTEMS TURNING YOU INTO A DINO?

OR ARE THEY BUILT FOR THE FUTURE?

Your HR and finance systems can’t evolve. They turn analysis into a best guess. They are costly to maintain and difficult to change. But there is an alternative. A system that is built to adapt, to work in the cloud, and to be infinitely flexible. One that is cheaper and faster to deploy than yet another upgrade. Workday is your strategic edge.

we are workday
workday.com/gov
## Special thanks to our 2015-2016 Sponsors

### PLATINUM LEVEL

- Belt Harris Pechacek, LLLP
- BOSC, Inc.
- Coastal Securities
- First Southwest Company

- MuniServices, LLC
- Specialized Public Finance, Inc.
- Workday

### GOLD LEVEL

- BKD
- BLX
- CGI
- CityBase.net/McLainDSS
- CliftonLarsonAllen
- Crowe Howarth LLP
- First Public/LoneStar Investment Pool
- Gradient Solutions Corporation
- Grant Thornton LLP
- JP Morgan Chase
- LOGIC
- McCall Parkhurst & Horton, LLP
- McCreary, Veselka, Bragg & Allen, P.C.
- Moody's Investors Service
- NewGen Strategies & Solutions
- Pattillo, Brown & Hill, L.L.P.
- PFM Asset Management/Texas TERM
- Regions Bank
- Sales Tax Assurance, LLC
- Siemens
- Texas Class
- TexPooL
- TexSTAR
- Tyler Technologies
- Weaver
- Wells Fargo

### SILVER LEVEL

- Adcomp Systems Group
- American Fidelity Assurance
- Bank of America
- Merrill Lynch
- BerryDunn
- Capital One
- Davis Kinard & Co, PC
- Duncan-Williams, Inc.
- Financial Northeastern Companies
- Fitch Ratings
- Gabriel Roeder Smith & Company
- MAC of Texas
- Edward B. Peacock, PLLC
- Piper Jaffray & Company
- SAMCO
- Standard and Poor’s
- Stifel, Nicolaus & Company, Inc.
- STW, Inc.
- TimeClock Plus
- TML Multistate IEBP
- TMRS
- US Bank
- U.S. Capital Advisors LLC
- Valley View Consulting, LLC
- Whitley Penn, LLP
- Workiva

### BRONZE LEVEL

- Arbitrage Compliance Specialists, Inc.
- Boucher, Morgan, Young, P.C.
- CAFR Online
- Comerica Bank
- DataProse LLC
- Empowerment Retirement
- Fontenot Benefits & Actuarial Consulting
- Kythe, LLC
- Carolyn Marshall, CPA
- Maximus
- MGT of America, Inc.
- Neptune Technology Group
- New World Systems
- PARS
- Patterson & Associates
- Sequoia Consulting Group
- Strategic Government Resources
- SunGard Public Sector
- Texas Coalition for Affordable Power
- TML Intergovernmental Risk Pool
- Vigilant Solutions
- Women in Public Finance – Texas Chapter
Looking for help with Arbitrage Consulting?
Consider BLX Group. Our Dallas team can offer you the expertise, experience and personalized service you are looking for.

With BLX you can count on
• Expertise from a Long-Standing Institution
• Prompt Responses to IRS Inquiries
• Customized and Detailed Analyses

• Thorough Tax Review
• Efficient Processes

To find out how we can assist you, please contact Mendy Shugart, Associate Director from our Dallas office at 214 989 2726, or e mail mshugart@blxgroup.com

BLX Group is registered with the Securities and Exchange Commission (SEC) and Municipal Securities Rulemaking Board (MSRB) as a municipal advisor and with the SEC as an investment adviser. We serve state and local governments and nonprofit organizations qualified to issue tax-exempt debt.
An independent member of Nexia International

How we can help

- Audit, review, and compilation of financial statements
- Compliance audits (HUD, OMB Circular A-133)
- Performance audits
- Forensic auditing
- Fraud risk management and fraud investigations
- Internal audit
- Risk assessments
- Strategic, financial, and operational consulting
- Implementation assistance for complex GASB statements
- Outsourced accounting and public administration
- Tax planning and compliance (1099, payroll, sales tax)
- Information security
- Training and educational seminars

What's on your mind?

- Providing accurate and meaningful financial information to stakeholders, decision makers, and your constituents
- Maintaining quality services in the face of revenue reductions
- Responding to regulatory pressures and complexities
- Finding new ways to operate more effectively and efficiently
- Planning and restructuring to accommodate changing citizen needs

A unique approach

Our 600 professionals serve more than 1,700 local, county, and state government agencies. It has been our primary focus for more than 40 years. We understand the legislative changes, funding challenges, compliance responsibilities, and risk management duties that impact you. Our goal is to become familiar with all aspects of your operations, not just the information needed for the year-end audit. Our CPAs and consultants will stay in touch with you throughout the year, so we can offer solutions to challenges as they arise. You'll benefit from a close personal connection with a team of professionals devoted to government agencies.

Experience the commitment®

cgi.com/cgiadvantage

Built-for-government SaaS ERP

- Cloud-based delivery that lowers the cost of computing resources
- Reduces implementation time by at least 50%
- Achieves long-term predictable spend and improved service levels

CGI Advantage360

State and Local Governments

Position your entity to provide effective and efficient governmental services to your constituents. Our CPAs and consultants can help you analyze and address financial, operational, and regulatory issues so you can focus attention on serving your citizens.
Relationships are built on many things...
Like having access to leading industry insight.

Our clients value the industry credibility and insight offered by Crowe Horwath LLP professionals to help them navigate in dynamic environments.

As one of the largest public sector services firms in the United States, Crowe is dedicated to providing comprehensive solutions for government organizations, including:

- Accounting consulting
- Audit
- ERP using Microsoft Dynamics® AX solutions
- Financial advisory
- IT solutions
- Management consulting
- Risk consulting

To learn more about Crowe government solutions, visit www.crowehorwath.com/gov or contact Kevin Smith at 214.777.5208 or kevin.w.smith@crowehorwath.com.

Microsoft Dynamics is a registered trademark of the Microsoft Corporation in the United States and/or other countries.

Crowe Horwath LLP is an independent member of Crowe Horwath International, a Swiss verein. Each member firm of Crowe Horwath International is a separate and independent legal entity. Crowe Horwath LLP and its affiliates are not responsible or liable for any acts or omissions of Crowe Horwath International or any other Crowe Horwath International member. Accountancy services in Kansas and North Carolina are rendered by Crowe Chizek LLP, which is not a member of Crowe Horwath International. © 2014 Crowe Horwath LLP

Kevin Smith, Partner
Dallas

Audit  |  Tax  |  Advisory  |  Risk  |  Performance

The Unique Alternative to the Big Four®

Follow us.

---

We know Texas.

Through our Lone Star Investment Pool, we offer investment services that fit the unique needs of Texas local governments, whether in sprawling urban areas or remote rural communities.

Call us or visit our website to find out more.

800.558.8875
firstpublic.com

- Focus on safety, liquidity, and yield
- Three unique fund choices
- Dual portfolio managers
J.P. Morgan Is a Proud Sponsor of the GFOAT Fall Conference

Like the GFOA, J.P. Morgan is dedicated to helping local, regional and federal government organizations meet the continuing challenges facing the public and private sector.

For more information, please contact Reggie Peppers, Managing Director at reggie.peppers@jpmorgan.com or visit jpmogan.com/cb/government
Successful money management requires proven experience and unwavering trust. No one in Texas exemplifies this better than the LOGIC government investment pool, managed by FirstSouthwest and JPMorgan, two nationally recognized financial services firms with a long history of investing public funds.

Put the power of LOGIC to work for you. For information, call 1.800.895.6442 or visit www.logic.org

McCALL, PARKHURST & HORTON L.L.P.

McCall, Parkhurst & Horton has practiced exclusively in public finance law since our creation in 1919. We are a national leader in public finance law.

Three Offices Serving Texas
Dallas • Austin • San Antonio
www.mphlegal.com
Save the Date!
GFOAT SPRING INSTITUTE
April 17-19, 2016
— Renaissance Austin Hotel —
FIVE MONTHS, 16 DAYS, 14 HOURS AND 26 MINUTES AGO, your banker funded a $20,000,000 tax-exempt private placement to help grow your nonprofit. And he hasn’t stopped thinking about how to support your good work since.

Regions Government and Institutional Banking – Commitment that goes deeper than deals.

It takes capital to make a deal happen. But it takes a relationship to really make a deal work. At Regions, we build relationships that last. Your relationship manager brings together local decision-making power and deep knowledge of the issues you face to help you make things happen. When you need the financial strength of a leading bank and access to a tax-exempt specialist, look to Regions.

Jenny Lurkins, CTP
Metro Texas Sales Team Leader
Government & Institutional Banking Regions Bank
1717 McKinney Ave, Suite 1100, Dallas, Texas 75202
O: 469.608.2725 C: 214.422.0229
jenny.lurkins@regions.com

Office Locations:
Waco, Hillsboro, Houston, Temple, Brownsville, Texas & Albuquerque, New Mexico

PATTILLO, BROWN & HILL, L.L.P.
CERTIFIED PUBLIC ACCOUNTANTS - BUSINESS CONSULTANTS

Proud Sponsor of GFOAT
Working with local governments for more than 50 years.

Providing Quality Audit and Accounting Services
www.pbhcpa.com ~ 254-772-4901

Office Locations:
Waco, Hillsboro, Houston, Temple, Brownsville, Texas & Albuquerque, New Mexico

Market Expertise | Deep Understanding | Local Commitment

Established in 1923
Siemens comprehensive water solutions affect every stage of the water cycle.

From treating, distribution and delivering drinking water to collection and treating wastewater, Siemens can help drive energy, operational and maintenance savings while improving water conservation and preservation efforts for your city.

Siemens guaranteed performance-based solutions allow water and wastewater infrastructure improvements to be funded within your existing budget using the energy and operational savings of the facilities.

For more information on our services, contact:
Chad L. Nobles: chad.nobles@siemens.com, 713.870.8330
Deval A. Allums: deval.allums@siemens.com, 832.603.7636
Denise Chavez: denise.chavez@siemens.com, 956.407.9406

Answers for infrastructure.
Proudly Serving Local Entities in Texas Since 1996

For more information please visit www.texasclass.com or contact:

**AUSTIN**
Danny King
Manager, Texas CLASS
(512) 914-6104
danny.king@texasclass.com

**DALLAS**
Karen Proctor
Director of Marketing
(214) 458-1835
karen.proctor@texasclass.com

**HOUSTON**
Bill Moritz
Director of Marketing
(713) 688-1468
bill.moritz@texasclass.com

Texas CLASS is Rated S&P AAAm
The TexSTAR government investment pool, powered by FirstSouthwest and JPMorgan, uniquely positions the combined capabilities of two nationally recognized financial services leaders to provide investment options focused on the needs of its participants: security, liquidity and diversification.

Put the power of TexSTAR to work for you. For information, call 1.800.839.7827 or visit www.texstar.org.

Always there. Harness the power of ERP to meet new open government directives in your community. Dynamic graphs and bar charts with up-to-date, searchable data are delivered through an easy to install, cloud-based service.

Visit tylertech.com or email us at info@tylertech.com to see how we can empower you.
Cybercrime is growing faster than e-government. 148,000,000+ records have been compromised in the government sector alone since 2005.¹

Ask how Wells Fargo can help maximize efficiencies while helping protect against losses.

Do you have significant weaknesses in information security controls that continue to threaten the confidentiality, integrity, and availability of critical information and information systems used to support your operations, assets, and personnel? Have you taken the necessary steps to address cyber threats?

At Wells Fargo Government & Institutional Banking, we bring creative ideas, insights, and strategies to help your organization grow, run more efficiently, and reduce expenses and risk. When you work with us, you get expert guidance backed by the time-tested strength and stability of Wells Fargo. We have an extensive track record of building long-term relationships with state, county, and municipal governmental agencies. Through our team, clients gain access to specialists well-versed in governmental agencies coast-to-coast, allowing us to provide an integrated approach centering on the needs of our clients.

¹Privacy Rights Clearinghouse, privacyrights.org/data-breach/new

© 2014 Wells Fargo Bank, N.A. Member FDIC. All rights reserved. WFC-1221321

To learn more, contact:
Aaron Cook • Vice President - Dallas/Fort Worth/Metro
214-661-1245 • aaron.cook@wellsfargo.com

Andy Deskins • Senior Vice President - Austin/San Antonio
512-899-2121 • andrew.deskins@wellsfargo.com

Jeffrey Powell • Senior Vice President - Houston Metro
713-319-1588 • jeffrey.d.powell@wellsfargo.com

Jose Hernandez • Senior Vice President - Statewide
512-899-2023 • jose.a.hernandez@wellsfargo.com

Get to know Weaver.

CEO OF THE YEAR 2057
The Texas of tomorrow is being built today.

The largest independent accounting firm in the Southwest and a top-40 firm in the U.S.

Put our experienced team to work for you
Manage Costs by Maximizing Your Tax Savings

American Fidelity offers expense management services for you and your employees.

Julian Fontana, 512-921-8042
americanfidelity.com

GAIN INSIGHT

Our experts lead government clients through technology change with an independent, objective perspective.

IT STRATEGIC PLANNING
SYSTEMS PLANNING & SELECTION
PROJECT MANAGEMENT

Learn more
Contact Chad Snow
csnow@berrydunn.com
berrydunn.com

Piper Jaffray is proud to sponsor the 2015 GFOAT Annual Fall Conference

With over 85 years of service to the governmental sector, Davis Kinard has the knowledge and experience to assist you with your audit needs.

800.588.2525 | dkcpa.com
LOCAL MARKET KNOWLEDGE.
IN-DEPTH SECTOR EXPERIENCE.

You’re looking for more than information—you want insight. And Standard & Poor’s Ratings Services is a leader in providing credit ratings insight for the public and not-for-profit sectors. With a network of offices across the U.S., our credit analysts bring you a point of view that combines a deep understanding of their markets with sector-specific experience.

Visit www.SPRatings.com/uspublicfinance to help you stay ahead of the curve in the municipal market.

Talk to us:
**Boston/New York:** Anthony Ivancich, +1 212 438 5060
anthony.ivancich@standardandpoors.com

**Chicago:** Spiro Hountalas, +1 312 233 7018
spiro.hountalas@standardandpoors.com

**Dallas:** Lou Ann Heath, +1 214 871 1423
louann.heath@standardandpoors.com

**San Francisco:** Pamela Berkowitz, +1 415 371 5012
pamela.berkowitz@standardandpoors.com

The analyses, including ratings, of Standard & Poor’s and its affiliates are opinions and not statements of fact or recommendations to purchase, hold, or sell securities. They do not address the suitability of any security, and should not be relied on in making any investment decision. Standard & Poor’s does not act as a fiduciary or an investment advisor except where registered as such.

Dedicated to public prosperity and growth since 1890.

Stifel has financed specialized projects essential to the prosperity and health of local communities. Working with governments and nonprofit organizations, we structure debt in order to finance public infrastructure for counties, cities, towns, communities, community facilities districts, schools, community colleges, universities, enterprise utilities, housing authorities, and state agencies throughout Texas.

Visit www.stifel.com/publicfinance or contact a member of our team for personalized service:

**San Antonio**
| 70 Northeast Loop 410, Suite 295, San Antonio, Texas 78216 | (210) 525-8048

**Austin**
| 805 Las Cimas Parkway, Suite 230, Austin, Texas 78746 | (512) 423-5926

**Houston**
| 700 Louisiana Street, Suite 2350, Houston, Texas 77002 | (713) 237-4511

**San Francisco**

Nora W. Chávez
Managing Director
chavezn@stifel.com

Lizzeth Gamboa
Vice President
gamboal@stifel.com

Marisol Warneke
Vice President
warneke@stifel.com

Jim Stewart
Managing Director
stewartja@stifel.com

Karlos Allen
Director
allenk@stifel.com

Talk to us:

**Boston/New York:** Anthony Ivancich, +1 212 438 5060
anthony.ivancich@standardandpoors.com

**Chicago:** Spiro Hountalas, +1 312 233 7018
spiro.hountalas@standardandpoors.com

**Dallas:** Lou Ann Heath, +1 214 871 1423
louann.heath@standardandpoors.com

**San Francisco:** Pamela Berkowitz, +1 415 371 5012
pamela.berkowitz@standardandpoors.com

STIFEL

Managing the Integrity of the Healthcare Dollar

New Name. Same Values.

TML MultiState IEBP

1821 Rutherford Lane, Suite 300, Austin Texas 78754
800-348-7879 | www.IEBP.org
Whitley Penn has provided audit services to Texas governmental entities for more than 30 years. Our partners have been recognized for their expertise and regularly conduct seminars on various governmental accounting, auditing, and financial reporting topics. Our experience serving as auditors for more than 75 governmental entities provides us with a database of best practices that we can draw upon to provide our clients with the highest value in advice and recommendations.

Auditing Services For:
- Counties
- Municipalities
- Municipal Utility Districts
- School Districts
- Higher Education

info@workiva.com
+1.888.275.3125