Municipal Finance Institute
Dec. 14-15, 2023
San Diego, CA
THURSDAY, DEC. 14

8:00 a.m. - 6:00 p.m.  Registration Open
Foyer

8:00 a.m. - 6:30 p.m.  Sponsor Tables Open
Marbella-Las Palmas

8:30 - 10:15 a.m.  Opening General Session
Marseilles-Portofino

   Welcoming Remarks  
Scott Pettingell, President, Fiscal Officers Department and Assistant Finance Director, Roseville  

   Keynote: Navigating Economic Horizons  
Join returning keynote speaker Dr. Rupert, professor of Economics at the University of California, Santa Barbara, Director of the Economic Forecast Project, and Associate Director of the Laboratory for Aggregate Economics and Finance at UCSB, for an engaging and informative session answering questions fiscal officers need to know. What insights does the data provide about the state of the economy? How has the labor market evolved in recent years? And what implications do these changes hold for households and businesses?  

   Keynote Speaker: Dr. Peter Rupert, Director of the UCSB Economic Forecast Project

10:15 - 10:45 a.m.  Visit with Sponsors

10:45 a.m. - noon  Are we facing a recession? If so, how should your budget projections account for it?
Marseilles-Portofino

Providing a historical perspective of past recessions and why inflation is such a critical factor, this session will examine the volatility of cities’ revenue base and operational flexibility. Given the potential of an economic downturn or slowdown in the economy, budgeting and forecasting are on everyone’s mind. Touching on labor costs, forecasting methods, key assumptions, and culminating with the “Point of Convergence” — why traditional forecasting assumptions underestimate the break-even point, significantly diminishing your reserves. This session gets to the heart of what it means to face a recession and shares what city leaders can do to give their city greater economic resiliency.  

   Speakers: Dan Matusiewicz, Senior Consultant, GovInvest  
Julio F. Morales, Senior Managing Director, Kosmont Financial Services  
Reina Schwartz, Retired City Manager, Clayton, June Consulting

noon - 1:15 p.m.  Networking Lunch
Terrazza Ballroom

1:15 - 2:30 p.m.  CalPERS Pension Update
Marseilles-Portofino

Hear the latest developments, decisions, and 2024 outlook regarding the current pension climate from a leading representative of CalPERS.  

   Speaker: Michael Cohen, Interim Chief Operating Investment Officer, California Public Employees' Retirement

Find session materials online at  
www.calcities.org/MFI

WiFi Network: Cal Cities  
Passcode: 1898CA
Optimizing City Services: Leveraging Technology to Overcome Resource Constraints
Marseilles-Portofino
In this presentation, city leaders will discover how to optimize limited resources and improve service delivery during challenging times. Many cities are facing staffing shortages due to budget constraints or experiencing difficulties in attracting and retaining personnel. This session will provide valuable insights on how to eliminate outdated paper processes, unlock staff resources, and streamline operations. Explore innovative new ways of maximizing city resources to achieve greater results.

Speakers: Keith DeMartini, Finance Director, Santa Barbara
Lisa Soghor, Chief Financial Officer, Culver City
Rachelle Arizmendi, Government Industry Advisor, Avenu Insights and Analytics

2024 Playbook for Developments in Municipal Finance Law and Policy
Marseilles-Portofino
Leading financial experts will review the latest major developments for California city revenues. Learn about the new laws, legal developments, risks, and opportunities that will affect your agency’s finances.

Moderator: Ben Triffo, Legislative Representative, League of California Cities
Speakers: Michael Colantuono, Managing Shareholder, Colantuono, Highsmith & Whatley, PC
Michael Coleman, Fiscal Policy Advisor, CaliforniaCityFinance.com

Cal Cities Sales Tax Working Group Update
Marseilles-Portofino
Receive an overview and update on the Cal Cities Sales Tax Working Group.

Moderator and Speaker: Ben Triffo, Legislative Representative, League of California Cities

Networking Reception
Terrazza Ballroom
Make new friends and catch up with old ones while enjoying delicious appetizers and tasty beverages during the evening networking reception.

2023 – 2024 Fiscal Department Officers
President, Scott Pettingell
Assistant Finance Director, Roseville
First Vice President, Daniel Choe
Deputy Director of Administrative Services, Rocklin
Department Director, Roberta Raper
Finance Director, West Sacramento
Past President, Tarik Rahmani
Deputy City Manager, Carson
FRIDAY, DEC. 15

8:00 a.m. - noon  | Registration Open  
Foyer

8:00 - 9:00 a.m.  | Networking Breakfast  
Terrazza Ballroom  
Sponsored by CLASS

9:00 - 10:30 a.m.  | General Session  
Marseilles-Portofino

Opening Remarks  
Daniel Choe, First Vice President, Fiscal Officers Department and Deputy Director of Administrative Services, Rocklin

So, You Want to Issue Bonds? Key Considerations and Market Update  
Hear about key considerations for issuing debt – be it bonds, private placements, financing leases, or government loans – and discuss how the current financial market is impacting how cities obtain financing. Full of practical information for new and experienced city fiscal officers, learn how municipal financing is organized, what team members you need to have on board for success, how to select appropriate financing tools, why interest rates are not the only criteria you should consider, and what ongoing responsibilities you have once debt is issued. Finally, a market update will be shared because although we don’t know what the future holds, we should always know where we stand right now.

Speakers:  
Brad Rockabrand, Partner, Eide Bailly, LLP  
Rudy Salo, Partner, Nixon Peabody LLP  
Dmitry Semenov, Principal, Ridgeline Municipal Strategies, LLC  
Nicki Tallman, Managing Director, Oppenheimer & Co. Inc.

10:45 a.m. - noon  | Unlocking Potential: Mastering Investment Planning  
Marseilles-Portofino

The investment portfolio is one of the only areas where state and local governments can generate income without charging taxes or fees to citizens. With rates on the rise, interest income has become a more relevant and valuable revenue source. Drawing from real-life success stories, this session will provide insights into the key components of an effective investment plan including cash flow analysis, portfolio diversification, and effective risk management strategies.

Speakers:  
Jerry Legg, Senior Director, Investment Services, California CLASS  
Tom Tight, Managing Director, Public Trust Advisors, LLC  
Bob Shull, Senior Director, Investment Services, Public Trust Advisors

12:15 - 1:45 p.m.  | Lunch and Learn: How the Finance Department Can Be Effective During Labor Negotiations  
Marseilles-Portofino

Most public agency employees are members of labor organizations that collectively bargain their wages and benefits. The most effective agencies in collective bargaining are those whose teams have recognized the important roles Human Resources and Finance play – at the table, in preparation for bargaining, and with the agency’s governing body. Understanding the best way to use city finances to make effective proposals can make a difference in whether agreements can be reached. This session will discuss how important the Finance Department’s role is in the success of labor negotiations and will cover proven strategies to improve your current process.

Speaker: Lisa Charbonneau, Partner, Liebert Cassidy Whitmore
SHARE YOUR THOUGHTS!

Send us your feedback on the Institute by scanning this QR code.

FLOOR PLAN

**Cal Cities Registration**

**Foyer**

**Meals**
Terrazza Ballroom

**To Hotel Lobby**

**International Ballroom**

**Sponsors**
Marbella
Las Palmas

**General Session**
Marseilles
Portofino

**Save The Dates:**

2024 ANNUAL CONFERENCE AND EXPO
OCT. 16-18 | LONG BEACH CONVENTION CENTER

2024 MUNICIPAL FINANCE INSTITUTE
DEC. 11-12 | THE MERITAGE, NAPA
Strengthening California Cities through Advocacy and Education