Schedule subject to change.
Attendees will be eligible for CPE credits.

Thursday, Dec. 14

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

8:00 a.m.-6:00 p.m.
Sponsor Tables Open

8:30-10:15 a.m.
Welcoming Remarks
Scott Pettingell, President, Fiscal Officers Department, League of California Cities and Assistant Finance Director, Roseville welcomes attendees to the 2023 Municipal Finance Institute.

Opening Keynote
Keynote session details to be announced.

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

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

Noon -1:15 p.m.
Networking Luncheon

1:15-2:30 p.m.
CalPERS Pension Update
Hear the latest developments, decisions, and 2024 outlook regarding the current pension climate from a leading representative of CalPERS.

2:30- 2:45 p.m.
Visit with Sponsors

2:45-4:00 p.m.
Optimizing City Services: Leveraging Technology to Overcome Resource Constraints
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 This session will provide valuable insights on how to eliminate outdated paper processes, unlock staff resources, and streamline operations.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.

4:00- 4:15 p.m.
Visit with Sponsors

4:15-5:30 p.m.
2024 Playbook for Developments in Municipal Finance Law and Policy
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.

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

5:30-6:30 p.m.
Networking Reception

Friday, Dec. 15

8:00- 1:30 p.m.
Registration Open

8:00- 9:00 a.m.
Networking Breakfast

9:00-10:15 a.m.
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.

10:15-10:45 a.m.
Break

10:45-Noon
Unlocking Potential: Mastering Investment Planning
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.

Noon-12:15
Lunch

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

1:45 – 2:00 p.m.
Closing Remarks
Daniel Choe, First Vice President, President, Fiscal Officers Department, League of California Cities and City Treasurer, Rocklin, shares final remarks to close out the 2023 Municipal Finance Institute.

2:00 p.m.
Adjourn