



LEAGUE OF
CALIFORNIA
CITIES

125 / **YEARS**
1898-2023

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 <i>Scott Pettingell, President, Fiscal Officers Department and Assistant Finance Director, Roseville</i> 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: <i>Dr. Peter Rupert, Director of the UCSB Economic Forecast Project</i>
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: <i>Dan Matusiewicz, Senior Consultant, GovInvest</i> <i>Julio F. Morales, Senior Managing Director, Kosmont Financial Services</i> <i>Reina Schwartz, Retired City Manager, Clayton, June Consulting</i>
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: <i>Michael Cohen, Interim Chief Operating Investment Officer, California Public Employees' Retirement</i>

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

WiFi Network: Cal Cities
Passcode: 1898CA

THURSDAY, DEC. 14

- 2:45 - 4:00 p.m. **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
- 4:15 - 5:15 p.m. **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
- 5:15 - 5:30 p.m. **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
- 5:30 - 6:30 p.m. **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


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

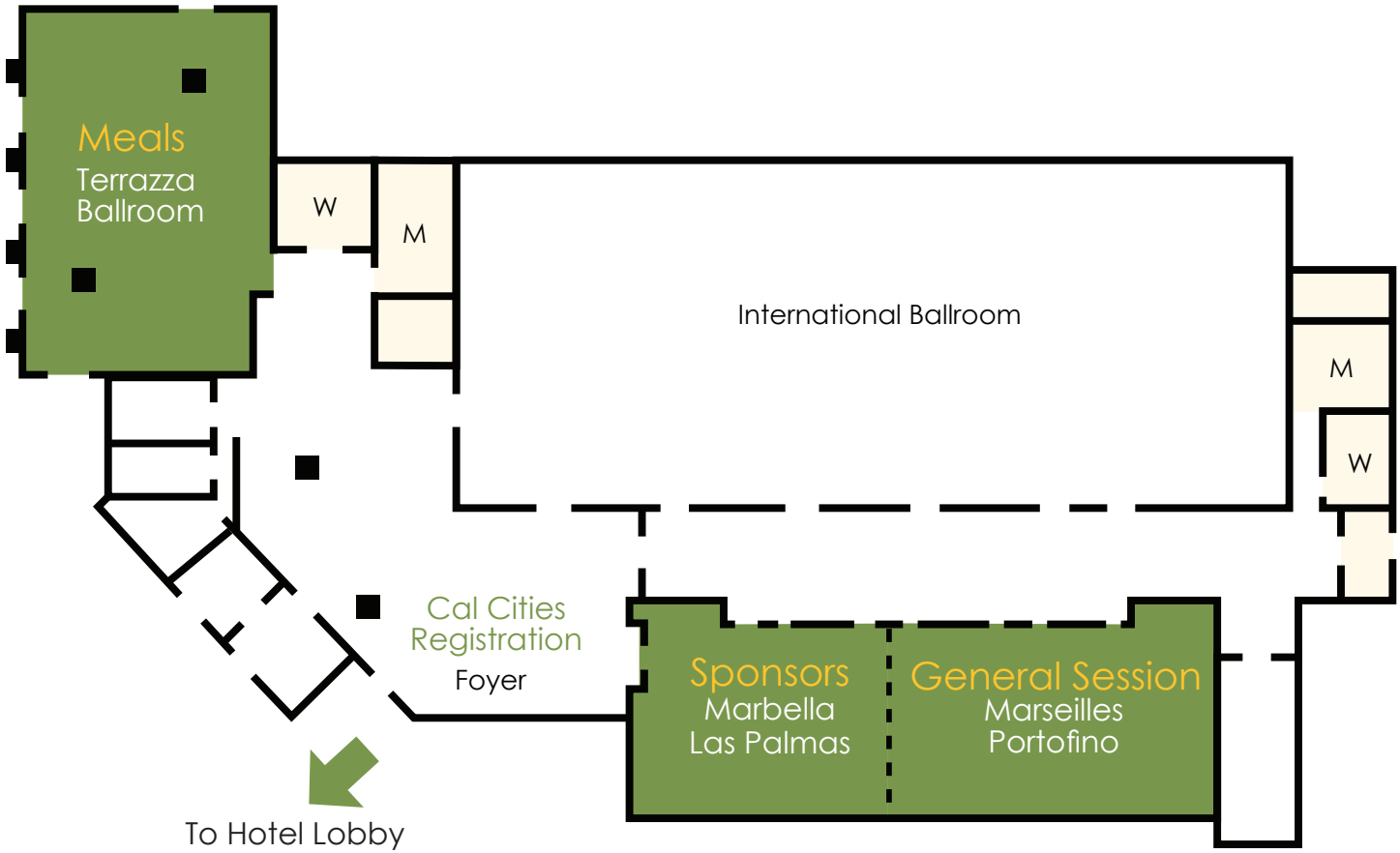
12:15 - 1:45 p.m.

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*

FLOOR PLAN



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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**