

Conference Schedule At-A-Glance

Tuesday, April 12th

6:00pm - 10:00pm President's Reception, sponsored by D.A. Davidson/Davidson Fixed Income Management (DFIM)

Wednesday, April 13th

8:30am - 3:00pm Conference Registration Table Open
9:00am - 12:00pm Investment Strategy – What, Why, and How
Fraud and Internal Controls
10:30am Golf Tournament starts
12:00pm - 1:00pm Box Lunch
1:00pm - 4:00pm Bonds 101, Public Funds Investing
Presentation Tips and Tricks for Smarties
(And Dummies)
6:00pm Dinner at Campbell's Resort

Thursday, April 14th

6:30am Chelan Riverfront Park Walk/Run
7:30am - 3:00pm Conference Registration Table Open
7:30am - 8:30am Buffet Breakfast
8:30am - 11:40am Welcome and General Session
12:00pm - 1:15pm Lunch and Business Meeting
1:30pm - 2:50pm Roundtable Sessions
2:50pm - 3:10pm Break
3:10pm - 4:40pm Roundtable Sessions
5:30pm - 6:30pm Wine Tasting Reception, sponsored by Bank of New York Mellon
6:30pm - 7:15pm Banquet Dinner
7:15pm - 8:00pm Scholarship Auction and Raffle
8:15pm - 11:00pm Music Entertainment - The Salmon Dave Band

Friday, April 15th

7:30am - 8:45am Buffet Breakfast
9:00am - 10:20am Roundtable Sessions
10:20am - 10:50am Break and Scholarship Raffle Drawing
10:50am - 12:10pm Roundtable Sessions

Reaching
the Summit



How to
Keep Your Grip
During Uncertain Times

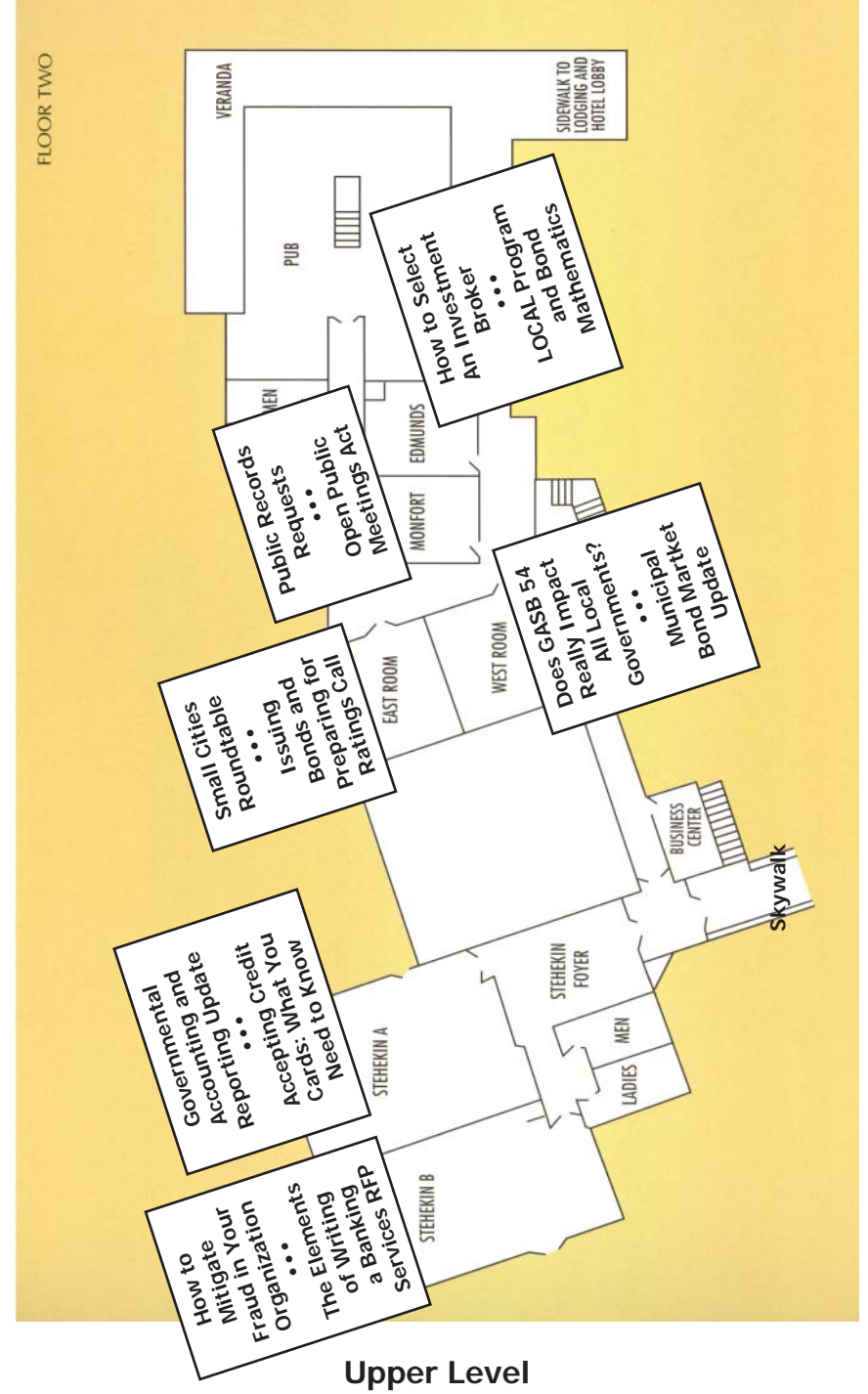
WMTA 28th Annual Conference
April 13-15, 2011
Campbell's Resort & Conference Center
Chelan, Washington

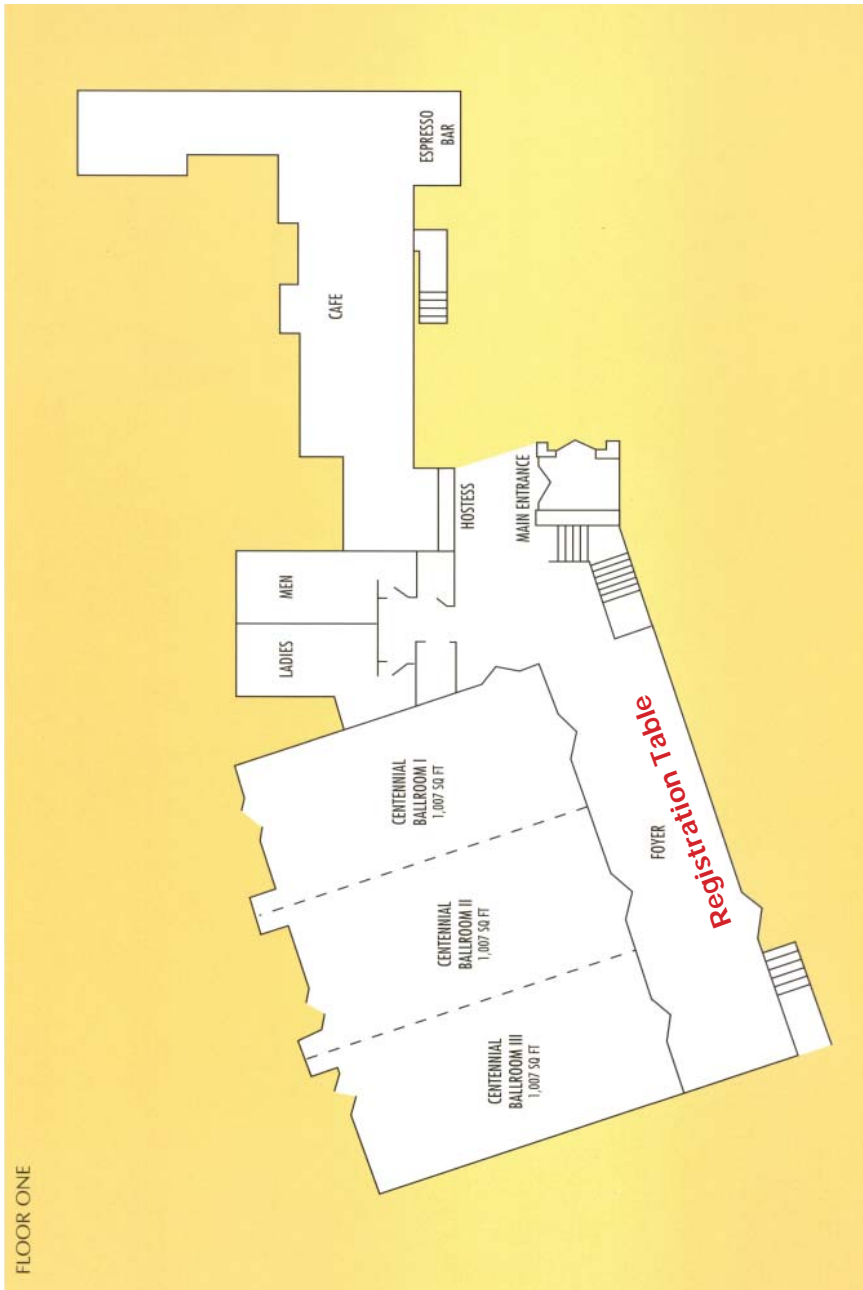
Conference Handbook

WMTA Mission Statement

To promote the profession of Municipal Treasurers in the state of Washington through education, mutual support, professional recognition, and legislative advocacy.

You can visit the WMTA website at
www.wmta-online.com





FLOOR ONE

Lower Level



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Conference Schedule At-A-Glance Back Cover



President's Welcome

On behalf of the Board of the Washington Municipal Treasurer's Association, I would like to welcome you to the 28th Annual WMTA Conference here in Chelan, Washington.

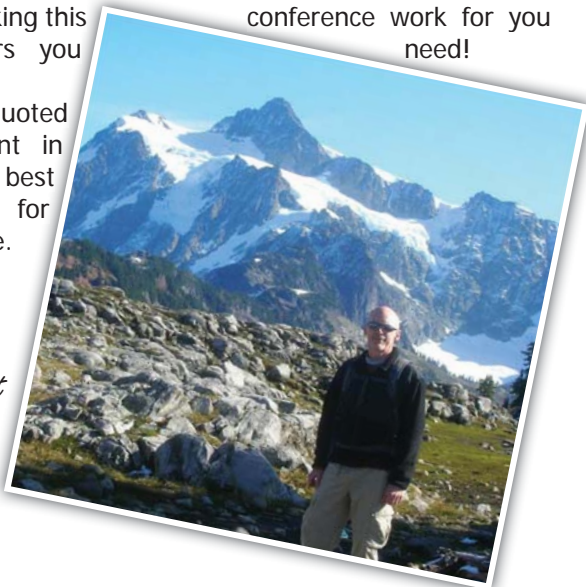
This year's theme, "Reaching the Summit: How to Keep Your Grip During Uncertain Times" reflects the unrelenting challenge faced by all of us as we strive to maintain high levels of professionalism and customer service – all during a time when declining revenue streams and shrinking budgets impact our respective organizations. While these challenges may appear "mountainous" at times, the summit of professional achievement is reachable with the right climbing tools, and a knowledgeable and motivated team.

As you are choosing your roundtables, or taking the opportunity to network with your peers this week, think of your conference experience as being analogous to a mountaineering summit attempt. Your classes – are a chance to obtain new tools or sharpen existing ones to make your climbing path easier. Your peers – are a group of dedicated and knowledgeable professionals who share the same goals and desire for reaching the summit as you. You may find the solution to that one unanswered internal control issue or that persistent investment question during a roundtable discussion, while walking with someone you've never met during the Chelan Riverfront Park Walk/Run, or even two months after the conference when you call the number on a business card you received during a lunchtime discussion. The key is making this conference work for you and finding the answers you need!

Benjamin Franklin is quoted as saying "An investment in knowledge pays the best interest". Thank you for investing in our conference.

Have a great week!

– Doug Merriman, President



Climber Humor

Signs you're not one of the better climbers in town:

- The exposure in your local gym terrifies you.
- The only thought you have before a big climb is "How am I gonna get Jim to go first?"
- You fall off the front steps of the gym.
- People ask if you're a park ranger.
- The best finger jam you've had was when you slammed your hand in the car door.
- Your team uses you to "test dummy" for avalanche practice.
- You've chopped the rope with your axe while ice climbing.
- Your leg is still recovering from being impaled with your ice axe while practicing "self arrest" on the bunny slope.
- You think "Hypothermia" and "Frostbite" are the up and coming rock groups.



"The lake and the mountains have become my landscape, my real world."

Georges Simenon



The Board's Message

As we wrap up on the final day of conference, it is our goal that your time here has been well spent. We would like to ask that you take a moment to consider the following questions about this week.

- Did you meet new friends?
- Did you collect new networking contacts?
- Did you obtain any new or updated information?
- Did you get a chance to relax, have fun, and feel refreshed?

Hopefully you can answer "yes" to one or several of these questions. We are very interested in your feedback. We encourage you to complete your WMTA 2011 Conference Surveys which will be sent to you via email. Your comments help us make plans and improvements for next year's conference.

We thank each of you for your attendance and participation this year. Don't forget, the WMTA Board is always looking for enthusiastic individuals to assist with next year's conference. If you are interested in helping out with any of the conference or board committees (audit, budget, conference, education, historian, investment policy certification, legislative, membership, newsletter, nomination, or scholarship), please call or email any board member. You can find our phone and email addresses on the WMTA website at www.wmta-online.com.

Just a reminder that WMTA will be emailing out a quick and user friendly survey next week. We would appreciate it if you would take the time to give us your conference feedback and comments. We think feedback is a gift!

Conference Sponsors

The WMTA Board and the Conference Chair would like to extend a very special **thank you** to all the sponsors who have helped make this 2011 conference a success. A Conference such as this requires significant financial resources. The generosity of the sponsors allows the WMTA to continue to provide quality educational programs at an affordable cost.

Sponsors provide financial assistance for events such as the President's Reception, meals, break refreshments, receptions, the Chelan Riverfront Park Walk/Run, tote bags, T-shirts, the golf tournament, and much more.

A complete listing of all Conference sponsors is also included in your registration packet. Throughout the Conference, please take a moment to welcome and thank the representatives of these businesses.

Bank of America Merrill Lynch
Bank of New York Mellon
BLX
Cantor Fitzgerald
Cashmere Valley Bank
Cutwater Asset Management
D.A. Davidson/Davidson Fixed Income Management (DFIM)
Foster Pepper
K&L Gates LLP
KeyBank
Martin Nelson & Company
Piper Jaffray
SDM Advisors
Seattle Northwest Securities
Sterling Savings Bank
Time Value Investments
UBS
Union Bank
U.S. Bank
Vining Sparks
Wells Fargo Bank



General Information

Badges

Please wear your Conference badges to all functions.

Conference Registration

The WMTA Conference Registration Table is located in the foyer of Campbell's Resort & Conference Center. All Conference attendees must register and obtain identification badges for themselves and guests who will be attending Conference activities. To receive your Conference materials and Conference badge, please check in at the Conference Registration Table.

Meals

Meals provided with conference registration include:

- Wednesday pre-conference box lunch
- Wednesday dinner at Campbell's
- Thursday buffet breakfast
- Thursday lunch
- Thursday wine tasting reception and banquet dinner
- Friday buffet breakfast
- Friday snack

Meal Tickets

Tickets for meals may be purchased during the conference at the Conference Registration Table.

Meal	Wednesday, April 13	Thursday, April 14	Friday, April 15
Box lunch	\$15	---	---
Breakfast	---	\$20	\$20
Lunch	---	\$20	---
Dinner at Campbell's	\$25	---	---
Banquet dinner	---	\$35	---

Nominations for 2011-12 Board

President

Ellen Dolan, CFA, Treasurer/
Investment Officer, City of Spokane

President-Elect

Dianne Nelson, Finance Director, City
of Monroe

Secretary

Robbi Stedman, LGIP Administrator,
Office of the State Treasurer

Treasurer

Michael Olson, Deputy Director,
Finance and Administration, City of
Kirkland

Board Members

Position No. 1 - 2009-11

Deborah Booher, Finance Director, City
of Poulsbo

Position No. 2 - 2010-12

Arif Kanji, Investment Officer,
Snohomish County

Position No. 3 - 2009-11

To be announced

Position No. 4 - 2010-12

Shelly Carter, Accountant, City of
Olympia

Position No. 5 - 2009-11

Laurie Hale, Treasury Manager, City of
Cheney

Position No. 6 - 2010-12

Karen Sweeney, Clerk-Treasurer, City
of Entiat

Position No. 7 - 2010-12

Stephanie McKenzie, Finance Director,
City of Enumclaw

Immediate Past President

Doug Merriman, Finance Director, City
of Oak Harbor

APT US&C Representative and Ex-Officio

Doug Extine, Deputy Treasurer, Office
of the State Treasurer



President's Award

Presented each year by the outgoing WMTA President, this award is given . . .

In recognition and appreciation for years of outstanding contributions to the membership of the Washington Municipal Treasurers Association.

<u>Year</u>	<u>Recipient</u>
1996	Kris Tompkins
1997	Not awarded
1998	Rosie Rumsey
1999	Ron Strabbing
2000	Not awarded
2001	Wendy Picinich
2002	Jim Hendrickson
2003	Steve Kimble
2004	Monica Haarstad
2005	Nanci Lien
2006	Kelly Devlin
2007	Nanci Lien
2008	Arif Kanji
2009	Rick Patrick Robbi Stedman
2010	Robbi Stedman

General Information

Dress

Casual or business attire is appropriate for all conference activities. In conjunction with our theme, attendees are encouraged to wear their festive and color attire at anytime during the conference – in particular, at Thursday's Wine Tasting Reception and banquet dinner and during the music entertainment time with the Salmon Dave Band.

Conference Facilities

With the exception of the Golf Tournament, all conference activities will be held at Campbell's Resort. For your convenience, a site map is included inside the back page of this handbook.

Business Center

Campbell's Conference Center provides a business center for guests needing a private office, equipped with computer, internet, fax, copier, etc. Wireless internet is also available. The Business Center is located on the second floor of the Conference Center (just above the WMTA Conference Registration Table).

Wireless Internet Access

Campbell's Resort offers wireless internet access to their guests. Wi-Fi login cards are available at the hotel registration desk.



Badges & Ribbons

We ask for all conference attendees to wear their name badges to gain admission to conference activities and meals.

To assist you in recognizing officers, board members, and other conference participants, ribbons have been color coded as follows:

- President** – Dark green
- President-Elect** – Dark blue
- Secretary** – Dark blue
- Treasurer** – Light yellow
- Board Member** – Burgundy
- Immediate Past President** – Red
- Past President** – Purple
- Committee Member** – Red
- First Time Attendee** – Turquoise
- Honorary Life Member** – Light yellow
- Honorary Guest** – White
- Sponsor** – Green
- Speaker** – Bright yellow
- Facilitator** – Black

2010-11 Officers & Board Members

Officers

President

Doug Merriman, Finance Director, City of Oak Harbor

President-Elect

Ellen Dolan, CFA, Treasurer/Investment Officer, City of Spokane

Secretary

Michael Olson, Deputy Director, Finance and Administration, City of Kirkland

Treasurer

Dianne Nelson, Finance Director, City of Monroe

Immediate Past President

Michael Legarsky, Finance Director, City of Port Townsend

Board Members

Board Position No. 1

Deborah Booher, Finance Director, City of Poulsbo*

Board Position No. 2

Arif Kanji, Investment Officer, Snohomish County

Board Position No. 3

Robbi Stedman, LGIP Administrator, Office of the State Treasurer

Board Position No. 4

Shelly Carter, Accountant, City of Olympia

Board Position No. 5

Laurie Hale, Treasury Manager, City of Cheney

Board Position No. 6

Karen Sweeney, Clerk-Treasurer, City of Entiat

Board Position No. 7

Stephanie McKenzie, Finance Director, City of Enumclaw

APT US&C Representative

Doug Extine, Deputy Treasurer, Office of the State Treasurer

*Conference Chair



Past Conference Themes

Year	Theme	President
1984		George Khatian
1985		Lloyd Hara
1986		Paul Kasakabe
1987		Betty Nahoopii
1988		Harry Wong
1989		Lillian Luark
1990	Country Western - "Visit Treasurers' Country"	Ann Berger
1991	50s and 60s - "Remember When"	Paul Gudgerisson
1992	Cruise - "Keeping Afloat in the 90s"	Kristine Miller
1993	Hawaiian Luau/South Seas - "Treasure Island"	Dale Sciuchetti
1994	Country Western - "A Fist Full of Dollar\$"	Wendy Picinich
1995	Star Trek - "Trekking Toward Tomorrow"	Rob Hendrickson
1996	Irish - "Green Grow the Dollar\$"	Mike Murphy
1997	Jungle - "A Financial Safari"	Connie Leonard
1998	Sports - "Financial All-Stars"	Rosie Rumsey/ Randy Krumm
1999	South of the Border - "Viva La Finance"	Ron Hupp
2000	Handyman - "Tooltime for Treasurers"	Jim Hendrickson
2001	Circus - "Under the Treasury Big Top"	Monica Haarstad
2002	Train - "All Aboard the Treasurers Express"	Paulette Alvarado
2003	Cameras - "Focus on Finance"	Ron Strabbing
2004	Money Makes the World Go 'Round	Yvonne Ziomkowski
2005	Financial "Ports of Call"	Craig Kerr
2006	Financial "Roundup"	Allan Martin
2007	Mardi Gras - "Ooh La La \$\$ Moo La La"	Doug Extine
2008	Fishing for Silver - 25th Anniversary	Doug Extine
2009	Follow the Financial Brick Road	Nanci Lien
2010	Diving for Treasure	Michael Legarsky



*"Climb the mountains and get their good tidings."
John Muir*



*"Great things are done when men and
mountains meet."*

William Blake



CPE/CPFA Credits & Feedback

CPE/CPFA/ACPFA Credits

CPE, CPFA, and ACPFA credits for continuing professional standards are available for each of the sessions. Attendees should sign the attendance sheet at each session. The center of this Conference Handbook includes a "Record of Attendance" sheet to be completed and retained by attendees to verify attendance. WMTA will provide copies of the sign-in sheets online for CPE credits purposes only. For others certifications, attendees should be sure to retain your handbook "Record of Attendance."

Feedback and Comments

In our continuing effort to utilize technology to conserve resources, WMTA will be gathering your conference feedback through a quick and user friendly survey. The survey will be emailed to all conference attendees next week. When you receive the email, we would appreciate you taking a couple of minutes to share your thoughts about this year's conference. Your comments will help us to plan future conferences.

To ensure that you received the survey, MRSC needs to have your current email address. If you need to update your email information, just stop by the Conference Registration Table. You can also update your information online on the WMTA's website (wmta-online.com) by clicking on the **Membership** button and accessing your membership record.

APT US&C

Certified Public Finance Administrator (CPFA) recognizes public treasury and finance officials who have demonstrated a high level of professional competency through continuing education and professional experience. Successful applicants must have earned sufficient education and experience points and been a member of APT for two consecutive years. Members who already have the CPFA designation are required to maintain the certification every five years. Educational programs are offered at CPFA approved university programs; APT state association conference and annual APT conferences. See the APT US&C website for the new Advanced Certified Public Finance Administrator credential.

Investment Policy Certification allows public treasury officials to submit their government's investment policies to APT for peer review. The association's Investment Policy Program provides public investors with guidance and technical assistance in developing a comprehensive written investment policy. APT's model investment policy includes those elements that are essential to a good policy and includes an outline to help develop policies suited to your entity.

Cash Handling Certification provides treasury officials the opportunity to submit their government's cash handling program for review and certification. APT's model cash handling manual is an excellent resource that includes training modules, glossary of terms, a cash handling training seminar syllabus, sample cash handling legislation, and an application for the certification program. The association's cash handling training seminars are open to public treasury officials throughout the year.

Debt Policy Review and Certification program provides treasury and financial officials with the Debt Policy Handbook to be used as a guide for preparing their own unique policy. This handbook provides practitioners with the information necessary for preparing a comprehensive capital financing policy. It includes chapters on: assessment and funding alternatives; issuance of obligations; administration of obligations; and using pertinent internet sites. The handbook includes instructions and an application to have your policy certified.

For more information on these and other certification opportunities, visit the APT US&C website at www.aptusc.org.



APT US&C

The Association of Public Treasurers of the United States and Canada (APT US&C) is a non-profit corporation established in 1965 with the express purpose of serving public treasury officials.

The Association provides educational seminars and conferences, publications, policy and legislative information, and technical assistance to members.

APT's key areas:

- Cash Management
- Bank Services
- Investment Policies & Practices
- Debt Management
- Internal Controls
- Pension & Benefits Administration
- Technology
- Cash Handling
- Revenue Collections
- New Revenue Sources

Join us for our 46th annual conference:

July 24-27, 2011

Renaissance Hotel & Cox Convention Center, Oklahoma City, Oklahoma

"The Will to Survive, the Skill to Succeed"

WMTA scholarships may be available. Visit wmta-online.com.

For information about APT US&C and its programs see their website or contact their office at:

APT US&C
962 Wayne Avenue, Suite 910
Silversprings, MD 20910
(301) 495-5560 • (301) 495-5561 Fax
www.apтусc.org
info@apтусc.org



Conference Program – Wednesday

Conference Registration Table Hours **8:30am - 3:00pm**

Golf Tournament **10:30am - 5:30pm**

Sponsors: Seattle Northwest Securities, Bank of New York Mellon, Piper Jaffray, Vining Sparks, and KeyBank

Investment Strategy – What, Why, and How **9:00am - 12:00pm**

Location: Stehekin B (upper level)

Instructor: Deanne Woodring, Portfolio Manager and Advisor, Davidson Fixed Income Management

The continued low-rate environment has heightened attention on the investment strategies of public fund investors. Oversight committees are demanding additional accountability and questioning decreased earnings and their impact on constrained municipal budgets. Is it time to adjust your investment strategy or do you hold the course? These are challenging times for investors. It is very important to have a well thought out strategy and a carefully constructed portfolio as we move forward.

This session will analyze the current fixed-income market outlook, review which asset classes have performed well, and which have not, discuss investment strategies going forward, and provide ideas for how to communicate with and keep your oversight committees informed along the way.

Fraud and Internal Controls **9:00am - 12:00pm**

Location: Stehekin A (upper level)

Instructor: Sarah Walker, CFE, Fraud Manager, State Auditors Office

This preconference session will focus on current fraud trends, internal controls and detection methods. We will also review and discuss lessons learned from closed cases.

Box Lunch **12:00pm - 1:00pm**

Location: Stehekin Foyer (upper level)

Sponsors: Cantor Fitzgerald and Time Value Investments



Conference Program – Wednesday

Bonds 101, Public Funds Investing

1:00am - 4:00pm

Location: Stehekin B (upper level)

Instructor: Paul Jarvis, Managing Director, Time Value Investments, Inc.

This unique public funds investment class begins at the beginner level. We will diagram a typical bond and lay out the cash flows. We will resolve questions regarding bonds purchased at a discount and a premium. And without resorting to bond speak or jargon, we will answer that all important question: “how likely is a specific callable bond to be called?”

Presentation Tips and Tricks for Smarties (And Dummies)

1:00pm - 4:00pm

Location: Stehekin A (upper level)

Instructor: Malcolm Kushner, Malcolm Kushner and Associates

In today’s information-driven economy, the ability to make presentations effectively is essential – especially for municipal treasurers. Whether you’re speaking to city council members, colleagues or the community at large, you need to get your ideas across persuasively. You also need to make people pay attention to information that’s very dry even though it’s very important. That means knowing how to use humor even if you can’t tell a joke.

In an entertaining and informative program, you will learn how to:

- Prepare a message in a way that overcomes stage fright
- Avoid common delivery mistakes
- Develop humorous anecdotes that make a point
- Use simple rhetorical tricks to sound like a great orator
- Set audience expectations
- Use humor to defuse tough questions
- Review some basic rules of persuasion
- And lots more

No kidding!



Track 4 - Roundtable

LOCAL Program and Bond Mathematics

Location: Edmunds Room (upper level)

Instructor: Noah Crocker, Lease Purchase Specialist, Washington State Treasurers Office

Local governments authorized to make a general obligation pledge and levy taxes can finance equipment and real estate (construction or acquisition) through the Local Option Capital Asset Lending (LOCAL) program offered by the Office of the State Treasurer. LOCAL pools the financing needs of local governments with those of state agencies to gain economies of scale in an effort to reduce borrowing costs and achieve lower interest rates.

The LOCAL Program has been re-organized to gain even greater pricing efficiencies in the market place. The LOCAL Programs repayment schedule has been changed to mirror the sizing and structure of bonds. This change will be discussed, as well as the important Bond Mathematics that we all should know.

The Bond Math presentation will explore the various inputs and outputs (e.g., Original Issue Premium/Discount, Coupon, Yields, AIC, TIC) that result in a bond debt service schedule. Bring your calculators as we walk through the basics of calculating a bond amortization schedule.



Track 4 - Roundtable

Issuing Bonds and Preparing for Ratings Call

Location: East Room (upper level)

Instructors: Lindsay Sovde, Senior Vice President - Public Finance, Seattle-Northwest Securities Corp.; Scott Bauer, Financial Advisor, A. Dashen and Associates

This course will involve a discussion on issuing the different types of debt utilized by Washington municipalities, the proper steps and players involved in issuing debt, tax-exempt debt, and issues to be aware of for outstanding debt. Come learn how to put your best foot forward when preparing for a ratings call!

• • • • •

Open Public Meetings Act

Location: Monfort Room (upper level)

Instructor: Pat Mason, Senior Legal Consultant, Municipal Research and Services Center

One of the primary legal doctrines that elected and appointed officials must be familiar with is the Open Public Meetings Act. This session will provide an overview of the requirements of the Open Meetings Act, including an overview of the reasons for which a governing body may meet in closed or executive session. The session will highlight inadvertent ways the Act can be violated, such as e-mail meetings, serial meetings or use of social media. A focus of the session will be on staff responsibilities for complying with the Act, such as required notice, proper procedures to go into executive session, and what must be reflected in the minutes so as to avoid issues with the Office of the State Auditor.

Conference Program – Wednesday

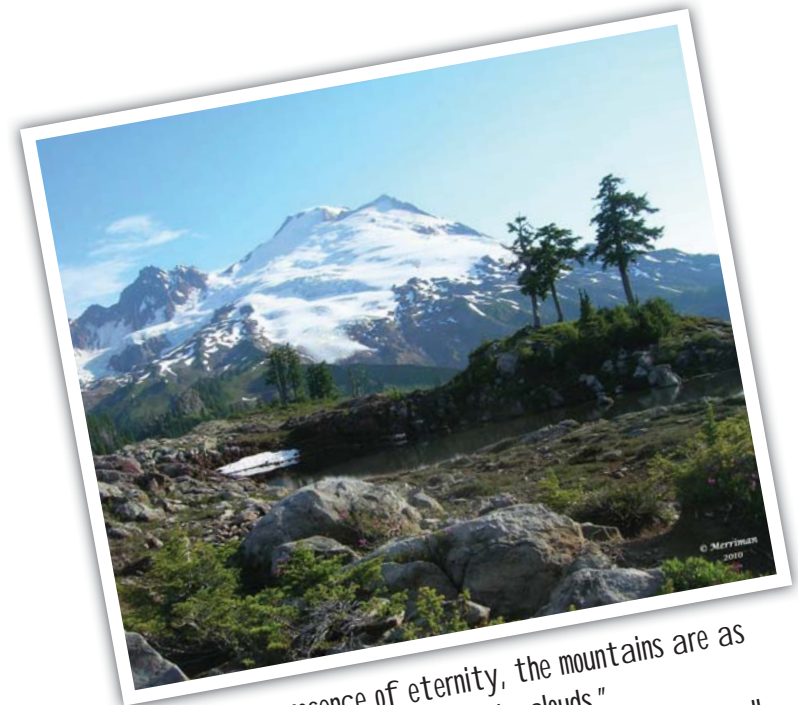
Dinner at Campbell's Resort

6:00pm

Location: Terrace Tent

Sponsor: Bank of America Merrill Lynch

This is a casual affair and a chance to meet new friends and catch up with old ones. No need to drive anywhere. Join us right here at the Campbell's Resort, in the tent just above the hotel check-in desk.



*"In the presence of eternity, the mountains are as transient as the clouds."
Robert Green Ingersoll*

Conference Program – Thursday

Chelan Riverfront Park Walk/Run

6:30am

Location: Check in at the hotel lobby
Sponsor: Wells Fargo Bank

On Thursday morning, grab your gear and meet up with your team at the Campbell's lobby to begin your morning trek around the beautiful Chelan Riverfront Park. This peaceful route along the Chelan River is a perfectly calm start to a busy conference day. Enjoy the views, the chance to get your system charged for the day, and don't forget your 2011 Walk Run T-shirt at the finish!

Conference Registration Table Hours

7:30am - 3:00pm

Buffet Breakfast

7:30am - 8:30am

Location: Ballroom I, II, III
Sponsors: Bank of New York Mellon and Union Bank

General Session

Sponsor: UBS - Jon Highum

Welcome

8:30am

Location: Stehekin A & B (upper level)

- National Anthem: Susie Sun, 9th grader at Chelan Middle School
- Doug Merriman, WMTA President

Leading With Laughter: How U.S. Presidents Use Humor to Relate, Motivate, and Communicate

8:45am - 10:15am

Location: Stehekin A & B (upper level)
Instructor: Malcolm Kushner, Malcolm Kushner and Associates

Public speaking is one of the most important skills for succeeding in today's competitive world. In our "Information Age," getting your ideas across with conviction and credibility is absolutely essential. It can make the difference between success and failure – on the job, at home and in life.



Track 3 - Roundtable

Municipal Bond Market Update

Location: West Room (upper level)

Instructors: Doug Extine, Deputy Treasurer, Washington State Treasurer's Office; Mark Rodgers, Senior Vice-President - Government Sales, Seattle Northwest Securities; Jon Highum, First Vice President - Investments, UBS Financial Services, Inc.

The last couple of years have been a challenging time for public fund investment managers and the next couple of years are shaping up to be challenging, as well, although possibly for different reasons. In this roundtable discussion we will look at the current market, possible paths going forward, and the risks and potential strategies for managing your investment portfolios. We will also discuss the potential impact to public fund investors of the proposed changes to FNMA and FHLMC.



Track 3 - Roundtable

The Elements of Writing a Banking Services RFP

Location: Stehekin B (upper level)

Instructors: Ellen Dolan, CFA, Treasurer/Investment Officer, City of Spokane and Susan Kietjes, Government and Nonprofits Relationship Manager and VP, U.S. Bank

With the ever changing economic environment and new banking regulations, it may be a good time to issue a Request for Proposal (RFP) for banking services. Hear from a city that recently went through a Banking RFP process including interviews, demonstrations and the analysis of changing banks.

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Accepting Credit Cards: What You Need to Know

Location: Stehekin A (upper level)

Instructors: Jeff Vandeventer, AVP, Merchant Services, Sterling Savings Bank and Michael Hodge, Government Sales Executive, U.S. BANK Payment Solutions

Once you have decided to offer this service to your customers what are the costs involved? Processing costs are something you can control. Join us for a discussion on the components of the payment processing model, as well as defining additional costs that need to be considered.

Conference Program – Thursday

Whether you're dealing with one person or one thousand, you need to have impact. You're not a modern day Cicero? Don't worry. You can learn to give a great speech – even if you suffer from stage-fright.

Just avoid some common mistakes, fascinate your audience and make your message mesmerizing. Malcolm will show you how. Lots of tips and tricks you won't hear from anyone else. Go ahead, learn how to change your next speech from remarks to remarkable.

Break **10:15am - 10:30am**

Washington State's Economic and Revenue Outlook **10:30am - 11:40am**

Location: Stehekin A & B (upper level)

Instructor: Brett Bertolin, Senior Economist, Economic and Revenue Forecast Council, State of Washington

Mr. Bertolin will touch on the highlights of the current national economic outlook. His presentation will compare Washington State's forecast with what is happening at the national level and will explain the economic and trend differences between the two perspectives.

Lunch and Business Meeting **12:00pm - 1:15pm**

Location: Ballroom I, II, III

Sponsor: Sterling Savings Bank

Business Meeting

- Special Recognition
- Approval of Minutes for 2010 Business Meeting
- Awards
 - Investment Policy Certifications
 - Debt Policy Certifications
 - President's Award
- Nominations for 2011-12 WMTA Officers and Board Members (information on page 33 in your conference handbook)



Conference Program – Thursday

Roundtable Sessions (see pages 20-27 for Roundtable descriptions)	1:30pm - 2:50pm
Break	2:50pm - 3:10pm
Roundtable Sessions (see pages 20-27 for Roundtable descriptions)	3:10pm - 4:40pm
Wine Tasting Reception Location: Terrace Tent Sponsor: Bank of New York Mellon	5:30pm - 6:30pm
Banquet Dinner Location: Ballroom I, II, III Sponsor: KeyBank	6:30pm - 7:15pm
Auction and Raffle Location: Ballroom I, II, III	7:15pm - 8:00pm

One of the highlights of the WMTA Conference is the live auction. On Thursday evening, the atmosphere in the Main Ballroom comes alive as conference attendees wave paddles and attempt to out-bid each other on everything from T-shirts to sparkling crystal to sporting event tickets. Also, a very big THANK YOU to our very own **Ron Hupp** for lending his auctioneering talents to this fun event!

You'll also notice WMTA board members selling raffle tickets throughout the conference. The raffle takes place at lunch on Friday and always ends with the ultimate prize, the combo HD TV/DVD player (thanks for sponsoring, Vining Sparks). Proceeds from these two fund-raisers provide scholarships to the WMTA State Conference and the APT National Conference. Since 1985, WMTA has awarded over **\$61,000** in scholarships to assist local governments in staying connected to these organizations that provide invaluable educational and networking opportunities. Please come and participate by supporting these worthy and fun events!



Track 2 - Roundtable

How to Select An Investment Broker

Location: Edmunds Room (upper level)

Instructor: Ellen Dolan, CFA, Treasurer/Investment Officer,
City of Spokane

This course will examine the process of selecting an investment broker for assistance with a municipal investment portfolio. Discussion will focus on reviewing the needs of the municipality and the appropriate type of brokers to fit those needs. We will review broker/dealer questionnaires to determine qualifications and suitability of brokers/dealers.



Track 2 - Roundtable

Small Cities Roundtable

Location: East Room (upper level)

Instructor: Toni Nelson, Director of Professional Services,
Vision Municipal Solutions

“Small Cities – Big Issues”: Small cities have unique challenges simply because they are “small”. Multiple hats worn by one or two key individuals can lead to hurdles that our larger neighbors don’t have to clear. Attend this session to receive insight on ways to manage the challenge and clear the hurdles as well as share your ideas with others your size.

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Public Records Requests

Location: Monfort Room (upper level)

Instructor: Pat Mason, Senior Legal Consultant, Municipal
Research and Services Center

The roundtable will primarily be an overview of the requirements and rules surrounding the disclosure of public records. It will cover the procedures that are required for compliance with the law. It will also cover electronic records, including e-mail, as part of the public records law. The primary exemptions from disclosure will be reviewed. The discussion will highlight – best practices recommendations from the newly adopted Model Rules for Public Records.



Conference Program – Thursday

Music Entertainment

8:15pm - 11:00pm

Location: Ballroom I, II, III

And don’t let the evening end just yet . . . help us celebrate our 28th Anniversary in style at the Base Camp featuring the music of the ever popular “The Salmon Dave Band”.



*“There are two kinds of climbers,
those who climb because their heart sings when
they're in the mountains, and all the rest”.*
Alex Lowe



Conference Program – Friday

Buffet Breakfast 7:30am - 8:45am

Location: Ballroom I, II, III

Sponsors: Cutwater Asset Management and Foster Pepper

Roundtable Sessions 9:00am - 10:20am

(see pages 20-27 for Roundtable descriptions)

Break and Scholarship Raffle Drawing 10:20am - 10:50am

Location: Ballroom I, II, III

Sponsors: Vining Sparks, BLX, and Seattle Northwest Securities

Roundtable Sessions 10:50am - 12:10pm

(see pages 20-27 for Roundtable descriptions)

Thank You for Attending!

We hope that your time at our conference gave you a few new tools in your gear bag to help you successfully “Keep Your Grip” during these tough economic times. One of the key advantages of our conference is the “round table discussion” format, which allows you time to make key connections with your peers! Don’t be afraid to keep in touch, as we are all in this together. Have a successful year, and remember us in your education planning for 2012 - here at Campbell’s Lodge.

The WMTA Board



Track 1 - Roundtable

Does GASB 54 Really Impact All Local Governments?

Location: West Room (upper level)

Instructor: Christy Raske, CPA, Local Government Support Manager, State Auditors Office

This roundtable will discuss the impacts of GASB 54 for reporting for all local governments. Emphasis will be placed on how you should evaluate all of your funds for reporting for 2011.



Track 1 - Roundtable

How to Mitigate Fraud in Your Organization

Location: Stehekin B (upper level)
 Instructor: Sarah Walker, CFE, Fraud Manager, State Auditors Office

This roundtable will focus on preventative internal controls, best practices and red flags. We will also brainstorm how to apply these technical concepts learned to your environment.

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Governmental Accounting and Reporting Update

Location: Stehekin A (upper level)
 Instructor: Alexandra Johnson, CPA, Assistant Audit Manager, State Auditors Office

This roundtable will discuss accounting and reporting issues in the latest and future BARS updates. The roundtable will include new GASB standards and the new online reporting option for all local governments. There will also be an update on the BARS chart of accounts revision. Please bring your accounting and reporting questions to the Local Government Support Team.



Suggested Roundtable Times

		Roundtable Times	
		Thursday	Friday
Track 1			
How to Mitigate Fraud in Your Organization (Stehekin B)		1:30-2:50	-
Governmental Accounting and Reporting Update (Stehekin A)		1:30-2:50	-
Does GASB 54 Really Impact All Local Government? (West Room)		1:30-2:50	-
Track 2			
Small Cities Roundtable Funds (East Room)		1:30-2:50	-
Public Records Requests (Monfort Room)		1:30-2:50	-
How to Select an Investment Broker (Edmunds Room)		1:30-2:50	-
Track 3			
The Elements of Writing a Banking Services RFP (Stehekin B)		-	3:10-4:40
Accepting Credit Cards: What You Need to Know (Stehekin A)		-	3:10-4:40
Municipal Bond Market Update (West Room)		-	3:10-4:40
Track 4			
Issuing Bonds and Preparing for Ratings Call (East Room)		-	3:10-4:40
Open Public Meetings Act (Monfort Room)		-	3:10-4:40
LOCAL Program and Bond Mathematics (Edmunds Room)		-	3:10-4:40
			10:50-12:10
			10:50-12:10
			10:50-12:10
			-

Note that these are suggested times only. Feel free to attend any class that works for you.



Continuing Professional Standards – Record of Attendance*

WMTA 28th Annual Conference • April 13-15, 2011 • Campbell's Resort & Conference Center, Chelan, Washington

Class	CPE Credits Available	CPE Credits Earned	CPFA Credits Available	CPFA Credits Earned	APFA Credits Available	APFA Credits Earned
Investment Strategy - What, Why, and How – Wednesday AM	3.30		1.38		0.00	
Fraud and Internal Controls – Wednesday AM	3.30		1.38		0.00	
Bonds 101, Public Funds Investing – Wednesday PM	3.30		1.38		3.00	
Presentation Tips and Tricks for Smarties (And Dummies) – Wednesday PM	3.30		1.38		0.00	
General Session – Leading with Laughter – Thursday AM	1.80		.75		0.00	
General Session – Washington State's Economic and Revenue Outlook – Thursday AM	1.50		.63		0.00	
Track 1 - Roundtable						
How to Mitigate Fraud in Your Organization	1.60		.67		0.00	
Governmental Accounting and Reporting Update	1.60		.67		0.00	
Does GASB 54 Really Impact All Local Government?	1.60		.67		0.00	
Track 2 - Roundtable						
Small Cities Roundtable	1.60		.67		0.00	
Public Records Requests	1.60		.67		0.00	
How to Select an Investment Broker	1.60		.67		1.33	
Track 3 - Roundtable						
The Elements of Writing a Banking Services RFP	1.60		.67		0.00	
Accepting Credit Cards: What You Need to Know	1.60		.67		0.00	
Municipal Bond Market Update	1.60		.67		1.33	
Track 4 - Roundtable						
Issuing Bonds and Preparing for Ratings Call	1.60		.67		1.33	
Open Public Meetings Act	1.60		.67		0.00	
LOCAL Program and Bond Mathematics	1.60		.67		1.33	
TOTAL (with maximum of four roundtables)	16.30		6.82		6.99	

*This is your official record of attendance, keep this copy for your records.