

GOVERNMENT FINANCE OFFICERS OF NEW JERSEY

2017 FALL CONFERENCE

September 27, 2017 (Wednesday)

Welcome & Annual Business Meeting

Time: 9:00-9:30

Social Media Mayhem – Your Digital Shield

Time: 9:30 am – 10:20am

Speaker: Joe Adams

Description: Best practices in managing your work, personal, and digital life.

CEU's	CMFO-	Ethics
	CCFO-	Ethics
	CTC-	Ethics
	RMC	Ethics
	QPA	Ethics
	CPWM	Ethics
	CPA/RMA/PSA	Professional Ethics
	RPPO/RPPS	Ethics

How to Communicate with your Elected Officials

Time: 10:30 am – 11:20am

Speaker: James Maley

Description: Tips and Tactics for effectively communicating with your elected officials

CEU's	CMFO-	Office Mgt and Ancillary Subjects
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	CTC-	General/Secondary
	RMC	Professional Development
	QPA	Office Admin/General Duties
	CPWM	Government
	CPA/RMA/PSA	Management
	RPPO/RPPS	Management

Newly Certified Finance Officer Roundtable

Time: 10:30 am – 11:20am

Speaker: Tim Cunningham, Director DLGS, Sharon Smith, Natasha Turchen, Tom Merchel

Description: Round table specifically for new CFO's and those new to working in the field. Includes Q&A session with Director of Local Government Services Timothy Cunningham.

CEU's	CMFO-	Office Mgt and Ancillary Subjects
	CCFO-	Office Mgt and Ancillary Subjects
	CTC-	Not Applicable
	RMC	Not Applicable
	QPA	Not Applicable
	CPWM	Not Applicable
	CPA/RMA/PSA	Management
	RPPO/RPPS	Not Applicable

Microsoft Excel – Functions and Shortcuts for Beginners

Time: 11:30am – 12:20pm

Speaker: Ann Cucci

Description: An overview of basic Microsoft Excel functions and shortcuts that finance professionals will find useful in improving accuracy and efficiency.

CEU's	CMFO-	Information Technology
	CCFO-	Information Technology
	CTC-	Information Technology
	RMC	Information Technology
	QPA	Information Technology
	CPWM	Information Technology
	CPA/RMA/PSA	Specialized Knowledge
	RPPO/RPPS	Management and Supervision

Single Audit Update (County)

Time: 11:30am – 12:20pm

Speaker: The Mercadian Group

Description: Update on recent guidelines and initiatives related to finance officers accounting for federal and state grant awards and expenditures.

CEU's	CMFO-	Accounting
	CCFO-	Accounting
	CTC-	Not Applicable
	RMC	Finance
	QPA	Office Administrative/General Duties
	CPWM	Not Applicable
	CPA/RMA/PSA	Accounting/Auditing
	RPPO/RPPS	Not Applicable

Microsoft Excel – Pivot Tables and Manipulating Data

Time: 2:00pm-2:50pm

Speaker: Christopher Battaglia

Description: An advanced tutorial on the capabilities and uses of Microsoft Excel in presenting and manipulating data with pivot tables.

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	RPPO/RPPS	Management and Supervision

Making the Most of your Payroll Software

Time: 2:00pm-2:50pm

Speaker: PrimePoint Payroll, Casa Payroll

Description: How to get the most of your payroll software. Payroll Software vendors will run breakout sessions where they will cover the capabilities of their system. The focus will be for users to get the most out of their software and become more efficient with the payroll process.

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	RMC	Not Applicable
	QPA	Not Applicable
	CPWM	Not Applicable
	CPA/RMA/PSA	Specialized Knowledge
	RPPO/RPPS	Not Applicable

Local Government Rating Process – Preparation for Your Agency Review

Time: 3:00-3:50pm

Speaker: Representatives from Municipality, Audit Firm, Bond Counsel, and Financial Advisor

Description: A discussion on the various financial items that should be prepared and reviewed while preparing for your rating.

CEU's	CMFO-	Financial and Debt Management
	CCFO-	Financial and Debt Management or County Fiscal Operations
	CTC-	Not Applicable
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	QPA	Not Applicable
	CPWM	Not Applicable
	CPA/RMA/PSA	Management
	RPPO/RPPS	Not Applicable

Local Government Debt Rating Process – Rating Agency Point of View

Time: 4:00-4:50pm

Speaker: Standard and Poor's, Moody's, and Fitch

Description: A guided discussion with all three major rating agencies providing insight into their internal ratings process. A look at best practices and deficiencies from the committee process.

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	CCFO-	Financial and Debt Management
	CTC-	Not Applicable
	RMC	Finance
	QPA	Not Applicable
	CPWM	Not Applicable
	CPA/RMA/PSA	Management
	RPPO/RPPS	Not Applicable

September 28, 2017 (Thursday)

Non-Cash Transactions

Time: 8:30-9:20am

Speaker: Bill Homa

Description: A review of Non-cash accounting and the non-cash transactions that occur during the year.

CEU's	CMFO-	Accounting
	CCFO-	Accounting
	CTC-	General/Secondary
	RMC	Not Applicable
	QPA	Not Applicable
	CPWM	Not Applicable
	CPA/RMA/PSA	Accounting/Auditing
	RPPO/RPPS	Not Applicable

Ethics in an Era of Fractured Foundations

Time: 9:30-10:20am

Speaker: Bill Getman

Description: We live in a society filled with rules, but our own personal morals and ethical code is the driving force in dictating our actions as right vs wrong.

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	CCFO-	Ethics
	CTC-	Ethics
	RMC	Ethics
	QPA	Ethics
	CPWM	Ethics
	CPA/RMA/PSA	Professional Ethics
	RPPO/RPPS	Ethics

Budgeting for the Long Term

Time: 10:30-11:20am

Speaker: Kenneth DeRoberts

Description: A detailed look at the benefits of budgeting beyond the current year. Strategies and best practices for a successful strategic budgeting plan.

CEU's	CMFO-	Budget
	CCFO-	Budget
	CTC-	Not Applicable
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	QPA	Not Applicable
	CPWM	Not Applicable
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	RPPO/RPPS	Not Applicable

Coping with the New County Caps

Time: 10:30-11:20am

Speaker: Jorge Carmona

Description: A review of the statutory financial Caps imposed on Counties and strategies for managing finances in this new environment.

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	QPA	Not Applicable
	CPWM	Not Applicable
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	RPPO/RPPS	Not Applicable

Making your Bank Work for You

Time: 11:30-12:20am

Speaker: Provident, Investors, Valley National, TD Bank, Santander

Description: A breakout session on how to get the most of your bank. A review of the services, capabilities, and technology the bank provides and how to make the most of these products.

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	CTC-	Not Applicable
	RMC	Finance
	QPA	Procurement Procedures
	CPWM	Not Applicable
	CPA/RMA/PSA	Specialized Knowledge
	RPPO/RPPS	Not Applicable

Mixing Politics and Budgets

Time: 2:00pm-2:50pm

Speaker: Timothy Dougherty, Mayor of Morristown and Colleen Mahr, Mayor of Fanwood

Description: A discussion on how local politics makes an impact on budgeting and financial decisions.

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	CPWM	Not Applicable
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Long Term Strategic Planning for Capital Projects and Debt Service

Time: 3:00m-3:50pm

Speaker: Craig Binning

Description: A discussion on the benefits of taking a long-term approach in planning capital projects and the related debt service. Successful strategies and benchmarks will be examined.

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The Art of War – Tips for Effective Leadership and Management

Time: 4:10pm-5:00pm

Speaker: Sean Canning

Description: Lessons in leadership and management in the style of the renowned book “Art of War” by Sun Tzu.

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Making the Most of Your Boards & Social Services

Time: 4:10pm-5:00pm

Speaker: Gerry Seneski, Joe Constantino

Description: A discussion on budget strategies for dealing with boards and social services, and the importance of strong communication between the entities. Operational pitfalls and common areas of concern will also be discussed.

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	CTC-	Not Applicable
	RMC	Not Applicable
	QPA	Not Applicable
	CPWM	Not Applicable
	CPA/RMA/PSA	Management
	RPPO/RPPS	Not Applicable

September 29, 2017 (Friday)

How to Develop a Five Year Plan

Time: 9:30am-10:20am

Speaker: Rita Friedman

Description: Strategies and techniques to help you plan for the development of yourself and your staff.

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Calculations for Contract Negotiations

Time: 10:20-11:10

Speaker: Gabriela Dos Santos and Matthew Watkins

Description: Overview and examples of the calculations that a CFO will frequently be asked to perform during contract negotiations and arbitration.

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The Canary in the Coal Mine – What My General Ledger is Telling Me

Time: 11:10am-12:00pm

Speaker: Robert Marrone

Description: An overview on the importance of regularly reviewing your general ledger and what it can tell you about your financial status at any given time. Benchmarks, highlights, and warning signs to look for within your general ledger

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