



# GFOA

Government Finance Officers  
Association of New Jersey

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## **GFOA FALL CONFERENCE 2019** *Professional Development Workshops*

SEPTEMBER 25, 2019

**WELCOME & ANNUAL BUSINESS MEETING** 8:30 A.M. - 9:30 A.M.

**INVINCIBLE WITH VINCE PAPALE (A)** 9:30 A.M. – 10:20 A.M.

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects, CTC General/Secondary, CPWM Management, RMC Professional Development, QPA Office Administration/General Duties, CPA/RMA Professional Development

In 1976, a 30-year old school teacher, coach, part-time bartender, and die-hard Eagles fan acted on a dare and entered the public tryouts for his beloved Eagles. The rest is history and subject of one of Hollywood's most inspirational movies: "Invincible." You'll hear first-hand from Vince Papale on how he became an ordinary football fan to an NFL legend.

Speaker: *Vince Papale, Former Philadelphia Eagle*

**PUBLIC FINANCE BASICS (A)** 10:30 A.M. - 11:20 A.M.

APPROVED: CMFO/CCFO Financial/Dept Management, CPWM Management, RMC Finance, QPA Office Administration/General Duties, CPA/RMA Finance

This workshop will provide a general overview of the differences between a bond and a note. The session will also review how to adopt a bond ordinance and explain the variations in a general obligation bond, utility bond, and revenue bond. The workshop will conclude with a discussion on the credit review process, official statements, and insurance and guarantees on credit ratings.

Speaker: *Erin K. Law, McManimon, Scotland & Baumann, LLC*

**NEWLY CERTIFIED FINANCE OFFICER ROUNDTABLE (BREAKOUT SESSION)** 10:30 A.M. - 11:20 A.M.

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects, CPA/RMA Professional Development

This roundtable discussion is designed specifically for new CFO's and those that are new to working in the field. Veteran finance officers will provide subject matter expert advice on what to expect as a new CFO and much more.

Speakers: *Gerry Seneski, Cumberland County Finance Officer*  
*John Antonides, Chief Financial Officer, Colts Neck*  
*Sharon Smith, Chief Financial Officer Toms River*  
*Matthew Laracy, Chief Financial Officer, Verona*

**SOCIAL MEDIA IN LOCAL GOVERNMENT (A)** 11:30 A.M. - 12:20 P.M.

APPROVED: CMFO/CCFO, CTC CPWM, RMC, QPA - Ethics/Information Technology, CPA/RMA Computer Science

This seminar will examine how to manage your personal, work, and digital life in the age of social media mayhem, which will include a general overview of the various social media platforms and devices, ethical conduct, your life on social media, how to effectively promote local government, and growing security concerns.

Speaker: *Joe Adams, Owner/Operator of Kanda DMF & CEUnion Instructor*

**DLGS UPDATE AND FAST SYSTEM REVIEW Q&A (A)** 1:00 P.M. - 1:50 P.M.

APPROVED: CMFO/CCFO Accounting, RMC Finance, QPA Office Administration/General Duties, CPA/RMA Reporting on Financial Statements

This special session will provide an update of what's happening at the Division of Local Government Services (DLGS) followed by training on the Financial Automation Submission Tracking (FAST) System, which will provide users with helpful hints and a quick guide into the application process.

Speakers: *Cindy Lindsay, Assistant Director, DLGS*  
*Matt Gallelo, Research Analyst, DLGS*

**PAST DLGS DIRECTORS - UNCUT (A)** 2:00 P.M. - 2:50 P.M.

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects, CTC General/Secondary, CPWM Government, RMC Professional Development, QPA Office Administration/General Duties, CPA/RMA Personal Skills

Moderated by the current Director of the Division of Local Government Services (DLGS), you'll have the opportunity to hear from several former directors in an uncensored session designed to provide you with insight on how the Division oversees the daily operations of local governing bodies across the State.

Speakers: *Melanie Walters, Current DLGS Director & Panel Moderator*  
*Timothy Cunningham, Archer & Greiner*  
*Thomas Neff, City Manager, Moorestown*  
*Susan Jacobucci, Borough Administrator, Paulsboro*  
*Matthew Watkins, Township Administrator, Bloomfield*  
*Al Steinberg, Consultant*

**CONTRACT NEGOTIATIONS IN POST 2% CAP (A)** 3:00 P.M. - 3:50 P.M.

APPROVED: CMFO/CCFO Budget, RMC Finance, CPA/RMA Finance

This session will provide management with effective strategies and recommended best practices on how to navigate the unlevel playing field created by the failure of State leaders to permanently extend the 2% cap on binding interest arbitration awards in 2017.

Speakers: *Carmen Saginario, Esq., Capehardt & Scathard*

**COUNTY WELFARE FISCAL OFFICERS INDIRECT COST PLANS (BREAKOUT SESSION) 3:00 P.M. - 3:50 P.M.**

APPROVED: CMFO/CCFO Accounting, CPA/RMA Accounting

This breakout session will provide an overview of Cost Allocation Plans (CSCAP), commonly referred to as Indirect Cost Plans. The session will review the indirect costs of the plans, how the plans are prepared, the methodologies in place, and how data is captured and processed.

Speakers: *Alfred Pino, President, Pino Consulting Group*  
*Joe Costantino, Morris County Department of Human Services*

**HOW TO SPOT BAD DATA (A) 4:00 P.M. - 4:50 P.M.**

APPROVED: CMFO/CCFO Financial/Debt Management, RMC Finance, CPA/RMA Finance

This seminar will review the mathematical principle of “natural numbers” discovered in the 1920’s by Frank Benford, commonly known as “Benford’s Law,” and of which the Internal Revenue Service (IRS) uses extensively to identify fraudulent data.

Speakers: *Peter O’Reilly, Chief Financial Officer, Red Bank*

SEPTEMBER 26, 2019

**COUNTY TAX BOARD/TAX COURT APPEALS PROCESS & CALCULATION REVIEW (A) 8:30 A.M. - 9:20 A.M.**

APPROVED: CMFO/CCFO Accounting, CTC General/Secondary, CPA/RMA Accounting

This session will provide an overview of the county tax board and tax court appeals process, which will include examples of the calculations that finance officers should conduct when reviewing such appeals.

Speaker: *William M. Homa, Chief Financial Officer, Cedar Grove Township*

**FEDERAL LABOR STANDARDS ACT (A) 9:30 A.M. - 10:20 A.M.**

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects, CPA/RMC Management Advisory Services

This seminar will provide an overview of the obligations under the Federal Labor Standards Act (FLSA) and requirements for record keeping, defining the workweek, and general overtime. The seminar will also provide an overview of classifying employees as exempt or non-exempt and common traps and pitfalls relating to exempt status.

Speakers: *Jennifer Roselle, Counselor, Genova Burns*

**COST OF THE CONTRACT (A) 10:30 A.M. - 11:20 A.M.**

APPROVED: CMFO/CCFO Budget, RMC Finance, CPA/RMA Finance

This workshop will analyze the statutory criteria used in interest arbitration for police and firefighters, which will include a discussion on establishing an accurate personnel roster and scattergram, accounting for breakage, calculating the step guide, employee turnover, and recent arbitration decisions.

Speakers: *Robert Benecke, President, Benecke Economics*

**ESTABLISHING COUNTY AND MUNICIPAL STORMWATER UTILITIES (A)** 11:30 A.M. - 12:20 A.M.

APPROVED: CMFO Financial/Debt Management, CCFO Financial/Debt Management/County Fiscal Operations, RMC Finance, CPA/RMA Management Advisory Services

This panel will discuss legislation that Governor Murphy recently signed into law, which allows counties and municipalities to establish a new type of utility to address the issue of stormwater runoff and the associated problems of increased flooding and environmental contamination caused by ever decreasing pervious cover.

Speakers: *Honorable F. John McKeon D-27*  
*Anthony J. Dill, Vice President, Arcadis*  
*Catherine Mallon, Vice President, Arcadis*  
*Robert Laux, Bergen County Utilities Authority*  
*David J. Pascrell, Government Affairs, Gibbons, PC*

**DLGS UPDATE AND FAST SYSTEM REVIEW AND Q&A (A)** 1:00 P.M. - 1:50 P.M.

APPROVED: CMFO/CCFO Accounting, RMC Finance, QPA Office Administration/General Duties, CPA/RMA Accounting

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Speakers: *Cindy Lindsay, Assistant Director, DLGS*  
*Matt Gallelo, Research Analyst, DLGS*

**THE PRINCIPLES OF BEING YOUR BEST SELF (A)** 2:00 P.M. - 2:50 P.M.

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects, CTC General/Secondary, CPWM Management, RMC Professional Development, QPA Office Administration/General Duties, CPA/RMA Professional Development

This presentation will focus on using psychological principles to become the best possible version of yourself. Paul DePinto will present the material in an engaging, relevant, and humorous way. The audience will leave the presentation with a new and enlightened perspective, and increased motivation to pursue their goals, regardless of their age.

Speaker: *Paul DePinto, Strength for Change, LLC*

**PROACTIVE AUDITING (A)** 3:00 P.M. - 3:50 P.M.

APPROVED: CMFO/CCFO Accounting, RMC Finance, QPA Office Administration/General Duties, CPA/RMA Auditing

This workshop will cover the importance of understanding an auditor's mindset, internal controls, analytics, the internal audit, ongoing communication, and important periodic cross checks by using specific examples, such as reviewing subsidiary reports, performing bank reconciliations, and reviewing various fund and account balances.

Speakers: *Colleen Lapp, Chief Financial Officer, Middletown & Fair Haven*  
*John Swisher, Partner, Suplee, Clooney & Company*

**COUNTY WELFARE FISCAL OFFICERS ROUNDTABLE (BREAKOUT SESSION) 3:00PM - 3:50PM**

APPROVED: CMFO/CCFO Budget, RMC Finance, CPA/RMA Finance

This breakout session will discuss methods to improve the communication between a county's welfare agency and treasurer's office. This workshop will also analyze quarterly reporting shortcuts, Sharepoint, the State's initiative for file exchange, and the treatment of grants for CWA's that function as independent boards of social services.

Speakers: *Joe Costantino, Morris County Department of Human Services*  
*Brittany Smith, Cape May County Board of Social Services*

**WONDERING WHAT THE FED WILL DO NEXT (A) 4:10 P.M. – 5:00 P.M.**

APPROVED: CMFO Financial/Debt Management, CCFO Financial/Debt Management/County Fiscal Operations, RMC Finance, CPA/RMA Economics

Will we wind up with negative interest rates? Is the trade war really killing the golden goose? Will the economy go into recession next year? Or, is this all just fake news? This presentation will shed some light on the key economic trends that will affect public sector financial management over the next year.

Speakers: *Joel L. Naroff, President, Naroff Economic Advisors*

SEPTEMBER 27, 2019

**PLANNING FOR FISCAL STABILITY (A) 8:30 A.M. - 9:20 A.M.**

APPROVED: CMFO/CCFO Budget, RMC Finance, CPA/RMA Finance

This presentation will highlight the importance of planning for fiscal stability, which requires a CFO to effectively communicate financial trends, current positions, and future projections with elected officials, department heads, and members of the public. The session will also discuss how strategic planning will help the budget process.

Speakers: *David Miller, Mercer County Finance Officer and Deputy Administrator*  
*Thomas Merchel, Chief Financial Officer, Moorestown*

**TAX UPDATE AND CONTINUING DISCLOSURE (A) 9:30 A.M. - 10:20 A.M.**

APPROVED: CMFO Financial/Debt Management, CCFO Financial/Debt Management/County Fiscal Operations, RMC Finance, CPA/RMA SEC Practice

This seminar will discuss new disclosure requirements for governmental entities and provide examples of potential pitfalls associated with continuing and initial disclosure requirements associated with bond issues under recent amendments to SEC Rule 15c2-12. The seminar will also provide real-world examples and present consequences for non-compliance.

Speakers: *Anthony Inverso, Senior Managing Director, Phoenix Advisors*  
*John Cantalupo, Archer & Greiner*  
*Timothy Cunningham, Archer & Greiner*

**CYBER SECURITY (A)** 10:30 A.M. - 11:20 A.M.

APPROVED: CMFO/CCFO, CTC, RMC CPWM, QPA Information Technology, CPA/RMA Computer Science

This session will discuss the importance of using cybersecurity best practices necessary to keep individuals and their data safe when connected to the Internet, which will include a comprehensive review of email security, Ransomware, exploring the internet, and critical device security.

*Speakers: John Polkiewicz, MIS Coordinator, Moorestown*