

# KSGFOA CONFERENCE

## 11TH ANNUAL FALL PROFESSIONAL

### “Taking a Different Approach: Meeting Today’s Challenges in Government Finance”

- 2 Pre-Conference Seminars  
(3 Continuing Education Credits each)
- 13 Informational Concurrent and General Sessions
- 12 Continuing Education Credits Available
- Keynote Address
- Vendor Exhibits and Technology Presentations

**OCTOBER 13-15, 2010**

**SHERATON OVERLAND PARK HOTEL  
OVERLAND PARK, KS**

**12 Hours Continuing Education Credit**

*Presented by:*

*Kansas Government Finance Officers Association in  
Cooperation With the Kansas Public Finance Center,  
Hugo Wall School of Urban and Public Affairs,  
Wichita State University*



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LIBERAL ARTS AND SCIENCES

Hugo Wall School of Urban  
and Public Affairs



Kansas Government  
Finance Officers  
Association

# KANSAS GOVERNMENT FINANCE OFFICERS ASSOCIATION

11TH ANNUAL FALL PROFESSIONAL CONFERENCE

**OCTOBER 13-15, 2010**

**SHERATON OVERLAND PARK HOTEL**

**6100 COLLEGE BOULEVARD, OVERLAND PARK, KS**

The KSGFOA is pleased to present a series of workshops for those involved in the financial affairs of municipalities, counties, schools/colleges, state agencies, utilities, and special authorities. The workshops offer participants a choice of subjects and the opportunity to meet together to discuss issues surrounding public finance.

## WEDNESDAY

1:00 p.m.  
*(Lower Lobby)*

1:30 – 4:30 p.m.  
*(Leatherwood II)*

1:30 – 4:30 p.m.  
*(Leatherwood III)*

## THURSDAY

7:30 a.m. – 5:00 p.m.  
*(Lower Lobby)*

7:30 – 9:00 a.m.  
*(Lower Lobby)*

8:30 – 10:00 a.m.  
*(Leatherwood I & II)*

10:00 – 10:15 a.m.  
*(Lower Lobby)*

## OCTOBER 13

### Pre-Conference Seminars

*3 Hours Continuing Education Credit Each*

#### Registration

#### SEMINAR I – GASB UPDATE & OMB CIRCULAR A-133 UPDATE FOR FINANCE OFFICERS

Practical implementation of updated and recently issued GASB standards and OMB Circular A-133.  
*Shelly Hammond*, Vice President, Allen, Gibbs, and Houlik, L.C.  
*Mike Lowry*, Manager, Allen, Gibbs, and Houlik, L.C.

#### SEMINAR II - Performance Management: Establishing Data-Driven Processes in Government

Learn how governments can use performance management to develop effective performance measures and drive better results.

*Mike Mucha*, Senior Consultant, GFOA

## OCTOBER 14

### Professional Conference

*12 Hours Continuing Education Credit*

#### Vendor exhibits

#### Registration

#### General Session – Health Reform: New Era for Governmental Employers and the Health Plans They Sponsor

Explore the three main components in the health reform bill: new benefit mandates, an employer's obligation to offer affordable coverage and the excise tax on high-value health coverage.

*Edward Fensholt*, J.D, Director of Compliance Services, Lockton Companies, LLC

#### Break

10:15 – 11:15 a.m.  
(Leatherwood I & II)

(Choose One)

**Workshop I - Strategic Monetization of Public Assets & Challenges of Maintaining Long-Term Value**

Candid strategic discussion of deriving value from the monetization of public assets. Benefits and risks will be examined from recent case studies.

*Jeff White*, SVP, Columbia Capital Management, LLC  
*Michael Johnston*, President/CEO, Kansas Turnpike Authority

(Leatherwood III)

**Workshop II - Organizational Development: Staffing & Succession Planning**

Discussion and interactive workshop to identify critical job competencies required for success that drive staffing and succession plans.  
*Skip Gast*, Vice President, Director of Human Resources, Black & Veatch

11:15 - 11:30 a.m.  
(Lower Lobby)

**Break**

11:30 a.m. - 1:30 p.m.  
(Cottonwood 1)

**KSGFOA Annual Luncheon and Business Meeting  
Presentation: Exploring Shakespeare: A Modern Day Economic Tragic Comedy**

The recent financial services crisis will be presented in three entertaining acts that will look at the players, the cause and the solution.

*Mike Hagedorn*, Vice Chairman, Chief Adm. Ofc. and CFO, UMB Financial Corp.

1:30 – 1:45 p.m.  
(Lower Lobby)

**Break**

1:45 – 2:45 p.m.  
(Leatherwood I & II)

(Choose One)

**WORKSHOP III - Reorganization: Strategies for Cost Saving**

Municipalities, facing challenges like decreased revenue, must rethink resource allocation to reduce costs while meeting citizens' needs.

*Jean Epperson*, Director of Finance, City of Derby, KS  
*Scott Neufeld*, Budget Director, Johnson County, KS

(Leatherwood III)

**Workshop IV - Using the Internet to Be More Efficient**

Identification of several Internet technologies available and examples of how the Internet has been used practically, economically and securely by governments.

*Jesse Manning*, Director of Sales Operations, CivicPlus

2:45 – 3:00 p.m.  
(Lower Lobby)

**Break**

3:00 – 3:45 p.m.  
(Leatherwood I & II)

(Choose One)

**Workshop V - Overview of Kansas Sales Tax Trends**

Impact of Kansas, regional and national economies on sales tax revenue will be discussed focusing on NE Kansas and Kansas City Area.

*Chris Lester*, Senior Vice President/Business Growth, KC COC  
*Dave Scott*, CFO, City of Overland Park, KS

(Leatherwood III)

**Workshop VI - Creating a Better Budget: How to Use Budgeting for Outcomes**

This session will explain the process used to implement Budgeting for Outcomes and highlight governments that have achieved success.

*Mike Mucha*, Senior Consultant, GFOA

3:45 – 4:00 p.m.  
(Lower Lobby)

**Break**

4:00 – 5:30 p.m.

*(Leatherwood I & II)*

5:30 – 7:00 p.m.

*(Leatherwood III)*

## FRIDAY

8:00 – 11:00 a.m.

*(Lower Lobby)*

8:30 – 9:30 p.m.

*(Leatherwood I & II)*

*(Leatherwood III)*

9:30 – 9:45 a.m.

*(Lower Lobby)*

9:45 – 10:45 a.m.

*(Leatherwood I & II)*

*(Leatherwood III)*

10:45 – 11:00 a.m.

*(Lower Lobby)*

11:00 a.m. – 12:00 p.m.

*(Leatherwood III)*

### General Session - Keynote

#### Prominence to Prison: Why Smart People Do Dumb Things

*Patrick Kushe*, International Speaker, Trainer & Consultant on Business Ethics

Patrick takes you on his own personal journey from successful CFP and entrepreneur to international fugitive, incarceration in two countries and back again. He is uniquely qualified to explore the critical thinking errors that underpin white-collar crime and unethical behavior. His personal experiences, observations and reflections about the causes and preventions of white-collar crime will entertain and provoke you to think more deeply about your own behaviors.

**Welcome Reception** - Sponsored by Eastern Kansas GFOA

## OCTOBER 15

### Vendor Exhibits

*(Choose One)*

#### Workshop VII - Communicating Messages in Difficult Times

How to communicate during challenging times and successfully craft messages for elected officials, employees and constituents. *Kristi Zukovich*, Dir. Communications and Community Initiatives, Sedgwick County

#### Workshop VIII - Forecasting in Uncertain Times

A practical approach to forecasting and how to improve the accuracy of the revenue forecast.

*David Miller*, Budget Director, Sedgwick County, KS

*David Poynter*, Public Affairs Associate, WSU, Hugo Wall School

### Break

#### Workshop IX - Transportation Utility Fees: The Mission Experience

City of Mission recently established the first Transportation Utility Fee in the State of Kansas. Learn about the approach Mission took in implementing its TUF system and revenue alternatives.

*Bruce Kimmel*, Senior Financial Advisor, Ehlers

*Michael Scanlon*, City Administrator, City of Mission, KS

#### Workshop X - Implementing a Reduction in Force

Learn the steps of implementing a Reduction in Force including pre-planning, day of notification, and follow-up.

*Dan Chojnacki*, SVP, Lee Hecht Harrison

*Mike Garcia*, Acting HR Director, City of Overland Park, KS

### Break

#### General Session - Taking a Different Approach: The Power of Change

A thoughtful and optimistic outlook on the power of change in your life. The fiscal challenges you face offer new opportunities and exciting potential for you and your organization.

*David Unmacht*, Senior Vice President, Springsted, Inc.

# CONFERENCE

## REGISTRATION

Register Online at [www.ksgfoa.com](http://www.ksgfoa.com)

### Fees for the 2010 KSGFOA Fall Professional Conference:

#### Pre-Conference Seminars – Wed., October 13

##### **Seminar I: GASB Update & OMB Circular A-133 Update**

Early registration \$75/person (*Discounted price until Wednesday, Sept. 29*)

Regular registration \$95/person

##### **Seminar II: Performance Management: Establishing Data-Driven Processes in Government**

Early registration \$75/person (*Discounted price until Wednesday, Sept. 29*)

Regular registration \$95/person

#### **KSGFOA Luncheon** – Thursday, October 14 - \$10/person

#### **Conference Registration**

Early registration \$185/person (*Discounted price until Wednesday, Sept. 29*)

Regular registration \$230/person

*Registration is for entire program excluding lunch and pre-conference seminars*

Registration fees will be refunded if cancellation is received by October 8, 2010.

Substitutions are welcome.

#### **HOTEL**

Sheraton Overland Park Hotel - Overland Park, 6100 College Boulevard, Overland Park, Kansas 66211

Room Reservations: 913-234-2100

Conference Rate is \$152.00 plus tax. Room availability cannot be guaranteed for reservations made after **September 23, 2010**.

#### **CANCELLATION POLICY**

All cancellations must be in writing, which can be mailed, faxed, or sent via e-mail. Cancellations five days prior to the event will receive a full refund. Cancellations less than 5 days prior will be subject to a 25% administrative fee. No refunds for cancellations 24 hours prior to the event. Substitutions are welcome.

#### **PAYMENT POLICY**

Payment or purchase orders in advance are requested. Payments not received within 30 days after the event are subject to a 25% late fee on the total amount due for the event. Payments received within 60 days or more are subject to an additional 25% late fee.

#### **Make check payable to Hugo Wall School and mail to:**

KSGFOA Fall Conference

Hugo Wall School of Urban and Public Affairs, Wichita State University

Campus Box 155 • 1845 Fairmount • Wichita, KS 67260-0155

FAX: 316-978-6533

#### **PROGRAM UPDATES AND MORE INFORMATION**

Contact the Hugo Wall School of Urban and Public Affairs, Wichita State University

Telephone: 316-978-6535, Fax 316-978-6533

E-mail: [Annette.Murach@wichita.edu](mailto:Annette.Murach@wichita.edu)

Website: [www.ksgfoa.com](http://www.ksgfoa.com)

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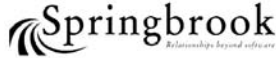
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# KSGFOA

### Mission



**Kansas Government Finance Officers Association**

The Kansas Government Finance Officers Association Promotes excellence in financial management through the professional development of public servants in the

State of Kansas, using education, networking, legislative interaction and technology.

Mark your Calendar!



### Midwest Regional Public Finance Conference

**February 17-18, 2011**

**Wichita Marriott Hotel**

### Visit:

**Kansas Government Finance Officers Association**

[www.ksgfoa.com](http://www.ksgfoa.com)

**Kansas Public Finance Center**

<http://hws.wichita.edu/publicfinancecenter.html>