

KSGFOA Newsletter

Kansas Government Finance Officers Association



Quarterly Newsletter of the Kansas Government Finance Officers Association • 2007, No. 1

2007 Board of Directors

Officers

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Treasurer

Ben Hart (2007), Director of Strategic Financial Management • City of Olathe
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Other Board Members

Term expiration in parentheses

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President's Message

Maureen Rogers • Finance Director, City of Merriam

I hope all is well with each of you as you are in the midst of the busiest time of the year. I enjoyed seeing many of you in February at the Midwest Regional Finance Conference in Wichita.

Your KSGFOA Board is hard at work planning the Summer Seminar and the Fall Conference. We have some exciting news about the Fall Conference – this year it will be held at the Overland Park Sheraton. The Sheraton is a beautiful, newer property, and we expect the venue change to provide a significant upgrade for the conference. Be sure to mark your calendars in advance for October 17 – 19! Vice President Ron Ahsmuhs with the City of Newton is the primary contact point for conference planning this year. Please contact Ron (or any other Board member) with ideas you may have for topics and speakers. The Board meets again on May 4 in Merriam.

The Board discussed providing a basic session for finance and budgeting issues in late April or May in western Kansas. We are currently planning to wait until spring of 2008 to allow for more thorough planning.

I appreciate each of you so much for the mentoring and fellowship we share. Sometimes we as finance officers walk a lonely road in our organizations, but at the same time we know we are in a unique position to add value. All of us have to find sources of inspiration and proper perspective each day, and this is one of mine: “Whatever you do, work at it with all your heart, as working for the Lord, not for men, since you know that you will receive an inheritance from the Lord as a reward.” (Colossians 3: 23, 24)

Remember – what you're doing is important, and we're here for each other!

Maureen Rogers is the 2007 President for KSGFOA and is the Finance Director for the City of Merriam. Maureen can be contacted by phone at (913) 322-5509 or e-mail to maureenr@merriam.org.

KSGFOA Membership Committee Update

by Ben Hart, Director of Strategic Financial Management, City of Olathe

I hope everyone is having a good, wet spring! It's March 26th as I write this and 3 of my neighbors have already cut their grass. Personally I don't believe in cutting it until sometime in April. We'll see how that fairs.

When I had volunteered for the membership committee chair I had grand goals of increasing our membership through the good work the board has done by putting great speakers together at our conferences or by Robin Cook, Johnson County, getting this newsletter out to as many readers as possible. Well, after the final tally, we have the highest membership that I can find in our records.

To date we have 167 members. Of that total we have 129 full memberships, up 5 from last year. Associate memberships total 38 representing 14 firms. Last year there were 34 associate members representing 13 firms.

Recently we put together a survey of the membership to gather information regarding the direction the board is headed with the organization, training, and networking opportunities. We had a 20% response rate. Thank you to those who responded. The more information the board can get from the membership at large the better we are going to be able to serve your needs.

Remember, if you want to get involved in any way with the board please do not hesitate to contact me or any of the board members!

Ben Hart is the Director of Strategic Financial Management for the City of Olathe. Ben can be contacted by phone at (913) 971-6442 or e-mail to bhart@olatheks.org.

Risk Management Corner

by Mick McBride, Risk Manager, Sedgwick County

My office is beginning to work on our insurance budget for 2008, which includes estimates for next year's insurance renewal. Insurance is usually deemed a "service" so it isn't subject to the purchasing competitive bid rules. However, this often puts this purchase into the political arena. One or more of the local insurance agents suggest to the local politicians that this "pie should be shared" among the local business. I don't agree with this business practice.

There are many insurance companies in the United States, but very few of these are willing to issue insurance policies to a municipal entity. My non-scientific research reveals that Employers Mutual Insurance Company provides insurance for most of the public entities in Kansas. The reason for this may be that your local insurance agent doesn't have a contract to sell insurance for other insurance companies.

My preferred business model says that I should not initially worry about the insurance company. Instead I should establish a process to find a qualified insurance agent to provide necessary and required service for my entity. Insurance agents (agency) are paid on a commission basis. If they don't sell insurance, they don't

get paid. The typical commission ranges from 10% to 15%. Have you heard the GEICO commercial that promises to save you at least 15%? This is simply the commission that would normally be paid to an insurance agent!

You should know how much commission your insurance agent receives. Then you should determine what services you receive for that payment. If you see your insurance agent only once each year at renewal time you aren't receiving adequate value. This will become readily apparent if you issue an RFP (Request for Proposal) and ask each proposer to describe the service you will receive. Do you receive expert advice on an ideal Risk Plan for your entity? Do you receive assistance with property valuations? Do you receive quarterly loss reports? Do you receive an annual report that outlines needed loss prevention activity?

I have adopted the practice of asking insurance agents to outline the service to be provided and then quote a fee for the service. Insurance policies are to be issued net of commission. There are several problems with this practice, but I will save that for another day.

Mick McBride is a Risk Manager for Sedgwick County. Mick can be contacted by phone or e-mail to mmcbride@sedgwick.gov.

Join Us in Lake Ozark, MO (April 18-20)

MO/KS PRIMA's Annual Conference provides an excellent opportunity to sharpen professional skills and develop networking contacts. Other reasons to attend the conference include:

- Great networking events to get to know peers and affiliates;
- Excellent value in educational programming through partnership with sponsors;
- A wealth of ideas and resources to Public Entity Risk Managers;
- Reduced conference registration for chapter members and for advance paid registration
- Topics will include (subject to change):
 - Communications
 - Ethics in the 21st Century
 - Property Insurance for Public Entities
 - Contract Insurance Requirements
 - Strategic Planning
 - Disaster Recovery/Business Continuity

Consider making your hotel reservation now at Lodge of Four Seasons; the room block will fill fast and it expires on March 19th. You can make your reservations by calling (888) 265-5500. Be sure to mention that you are attending the MO/KS Public Risk Management Conference for our group rate of \$95.00 plus tax (if applicable). You can also make a reservation online using group code MKPRM. The full brochure will be available soon on our website <http://www.moprma.org/>.

Registration Information:

MO/KS members	\$ 99.00
Non-members	\$ 125.00
Additional late fee	\$ 25.00 (if not paid by April 12)

Please share this message with colleagues as appropriate. Inquiries about sponsorship opportunities or registration can be made to JoAnne Flowers at flowersj@umsystem.edu.

