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2010 Fall Conference Sponsors



2010 Fall Conference Exhibitors



VGFOA

Virginia Government Finance Officers' Association



2010 Fall Conference

October 6 - 8, 2010
Roanoke, VA.

Hotel Roanoke &
Conference Center



VGFOA 2010 Fall Conference • October 6 - 8, 2010 • Roanoke, VA.

Time	Event/Session	Location
Wednesday October 6, 2010		
8:00 - 5:00	CPFO Exams	Mill Mountain
12:00 - 5:15	Registration	Crystal Court
1:00 - 1:15	Welcome - Ann Shawver , President, VGFOA Presentation of Colors by Patrick Henry High School ROTC	Washington Lecture Hall
1:15 - 1:30	Welcome from City of Roanoke - The Honorable David Bowers , Mayor of the City of Roanoke	Washington Lecture Hall
1:30 - 2:45	Budgeting for Sustainability - Linda Davidson , President-Elect, GFOA	Washington Lecture Hall
2:45 - 3:00	Break - Co-Sponsored by: Bingham Arbitrage Rebate Services Incorporated, MAXIMUS and Hunton & Williams	LL Lounge
3:00 - 5:00	VSCPA Ethics - James Cole , Masonic Home of Virginia	Roanoke B
3:00 - 4:15	Building Public Trust and Confidence in Your Local Government - Frank Shafroth, Jr. , Municipal Securities Rulemaking Board, and Megan Kelly , Prince William County	Washington Lecture Hall
4:15 - 5:15	Economic Outlook: On Shaky Ground, but Still no Double Dip - Anika Khan , Wells Fargo Securities, LLC	Washington Lecture Hall
6:00 - 7:30	Reception - Sponsored by: SunTrust Bank Entertainment (Music by Jordan Harmen) - Sponsored by: Robert W. Baird & Co.	Shenandoah
Thursday October 7, 2010		
8:00 - 5:00	Registration	Crystal Court
7:30 - 8:30	Breakfast - Sponsored by: McGuire Woods	Crystal Ballroom
8:30 - 9:45	Changing Role of Government Finance Officers - Steven Solomon , Prince William County	Washington Lecture Hall
9:45 - 10:00	Break - Sponsored by: Regions Bank	Crystal Ballroom
Concurrent Sessions		
10:00 - 11:00	Budget Process Triage: What Worked, What Didn't Work, and What Needs Adjustment for FY11-12? - Brent Robertson , Roanoke County	Washington Lecture Hall
10:00 - 11:00	Can Virginia Afford Public Services? - Neal Menkes , Virginia Municipal League	Roanoke D
10:00 - 11:00	Utilizing Wireless Technologies to Increase Revenue, Reduce Operating Costs and Improve Quality of Service - Adam Corwin , NORESKO Technology Solutions	Roanoke B
11:00 - 12:00	Continuity of Operations (COOP) for Finance Departments - Patrick Collins , Prince William County	Washington Lecture Hall

Time	Event/Session	Location
Thursday October 7, 2010 (continued)		
11:00 - 12:00	The Health Care Tipping Point - Employer Financial Impact - Jim DeGrandis , BPS&M, LLC, A Wells Fargo Company	Roanoke B
11:00 - 12:00	Technology in Government Operations and Realizing Value in Technology - Christian Goodwin , Robinson, Farmer, Cox Associates	Roanoke D
12:00 - 1:30	Lunch, Awards & Business Meeting - Sponsored by: Wells Fargo/Wachovia	Roanoke CEF
Concurrent Sessions		
1:30 - 2:30	Budgets from the Perspective of the County Executive - Brenda Garton , Gloucester County and Joseph Casey , Hanover County	Washington Lecture Hall
1:30 - 2:30	OMB's New 2010 Compliance Supplement for Circular A-133, Audits and Other Developments with ARRA - Jack Reagan , KPMG	Roanoke B
1:30 - 2:30	Optimizing your Spend - An Introduction to Spend Analysis, Spend Management, and Identifying Savings Opportunities - Jonathan White , Spikes Cavell	Roanoke D
2:30 - 3:30	A Fresh Perspective on Finding Sustainable Budget Solutions - John Anzivino and Nicholas Dragisich , Springsted Incorporated	Washington Lecture Hall
3:30 - 3:45	Break - Sponsored by: Fidelity Capital Markets	Crystal
3:45 - 5:45	The Local Perspective on Long-Term Financial Planning and the Use of Multi-Year Budgeting - Panel Discussion: Moderator - Kevin Rotty , Morgan Keegan. Panel Members: Mary Blowe , City of Winchester; Terry Stone , Hanover County Schools; Catheryn Whitesell , City of Virginia Beach, and Lisa Schroeder , Standard and Poor.	Washington Lecture Hall
Friday October 8, 2010		
7:30 - 8:30	Past Presidents' Breakfast	Appalachian
8:00 - 12:00	Registration	Crystal Court
7:30 - 8:30	Breakfast - Sponsored by: PNC Bank	Crystal Ballroom
8:30 - 9:30	Why has Strategic Execution Remained a Problem for So Many Years? - Charles Brown , City of Norfolk	Washington Lecture Hall
9:30 - 10:30	Payroll Leakage - Do You Have an Adequate Cost Containment Program? - Lisa Disselkamp , Athena Enterprises	Washington Lecture Hall
10:30 - 10:45	Break - Co-Sponsored by: Davenport & Company and U.S. Bank	Crystal Ballroom
10:45 - 12:00	Budgeting for Outcomes - Chris Morrill , City of Roanoke	Washington Lecture Hall
12:00	Boxed Lunches - Co-Sponsored by: Brown, Edwards & Company, LLP, CGI, BB&T Capital Markets and The PFM Group	Crystal/Roanoke Foyer

Turn in your CPE and conference evaluation forms by noon Friday at the registration table!