





## Table of Contents

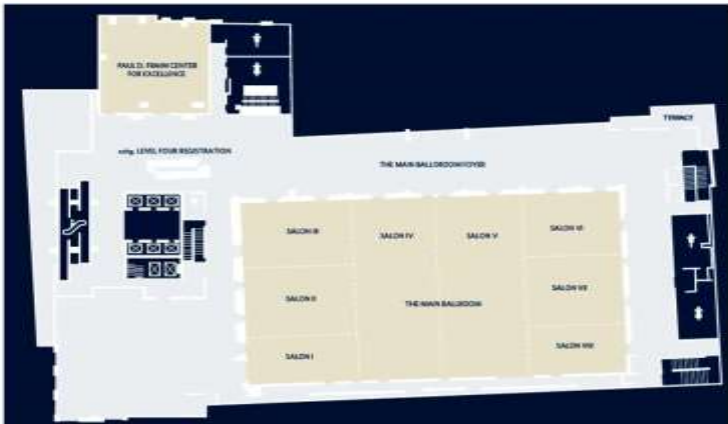
<b>The Hilton Norfolk the Main Hotel Floor Plan .....</b>	<b>2</b>
<b>Spring Conference Schedule .....</b>	<b>3</b>
<b>VGFOA Executive Board 2018-2019 .....</b>	<b>7</b>
<b>List of VGFOA Past Presidents .....</b>	<b>8</b>
<b>List of CPFO's .....</b>	<b>10</b>
<b>List of VGFOA and Radford University GNAC Certificate Recipients .....</b>	<b>11</b>
GASB Update .....	15
Virginia Economic Forecast .....	16
Speed Networking.....	17
Keynote Session - Embracing the Pressure When the Pressure is On .....	18
VRS Update.....	19
What Does Trust Look Like: Behaviors & Actions.....	20
Unclaimed Property, Cash Management & Investments.....	21
LIBOR Transition .....	23
Professional Development and Opportunities, VGFOA - Young Professionals Focus Group Discussion .....	24
GASB 87 Leases .....	25
Proposed New Reporting Model .....	26
Professional Development and Opportunities, VGFOA - Mid-career Focus Group Discussion.....	27
Fraud and Internal Controls .....	28
IBNR - Best Practices in Estimating and Forward Projections .....	29
Rating Agency Panel Discussion .....	30
Cherry Bekaert's Annual Benchmarking Survey Results .....	32
CSA Program Audits.....	33
Professional Development and Opportunities, VGFOA - Focus Group Succession Planning and Career Transition .....	34
Virginia CPA Ethics: 2019 Required Course (Separate fee of \$65) .....	35
Postal Issues; Return Mail, Mailing List and Revenue Impact.....	36
APA Update .....	37
SEC Rule 15c2-12 Changes and the EMMA System .....	38
<b>Spring Conference Sponsors.....</b>	<b>40</b>
<b>Spring Conference Exhibitors.....</b>	<b>47</b>

# Hilton Norfolk the Main Hotel

## Conference Center Layout

F

### FLOOR PLAN



13

# VGFOA 2019 Spring Conference Schedule

## Wednesday, May 8<sup>th</sup>

12:00pm – 4:00pm	<b>Registration Open</b>	Registration Counter
1:00pm – 1:05pm		Salons D, E
	<b>Welcome and Spring Conference Opening</b> - Curtis Doughtie, VGFOA President	
1:05pm – 2:55pm		Salons D, E
	<b>GASB Update</b> - David Bean, GASB	
2:55pm – 3:10pm		Salons A, B, C
	<b>Break</b>	
3:15pm – 4:05pm		Salons D, E
	<b>Virginia Economic Forecast</b> - Robert McNab, Old Dominion University	
4:15pm – 5:05pm		Salons D, E
	<b>Speed Networking</b> - Marion Serfass, Town of Vienna	
5:30pm – 6:30pm		Foyer, Salons A, B, C
	<b>Meet the Exhibitors Reception</b>	

## Thursday, May 9<sup>th</sup>

8:00am – 4:00pm	<b>Registration Open</b>	Registration Counter
7:00am – 8:00am		Granby
	<b>Breakfast Buffet</b>	
7:30am – 8:00am		Salons A, B, C
	<b>Continental Breakfast, Grab and Go</b>	
8:00am – 9:50am		Salons D, E
	<b>Presentation of Flag</b> - Honor Guard, Norfolk Sheriff's Office	
	<b>VGFOA Welcome Address</b> - Curtis Doughtie, VGFOA President	
	<b>Welcome Address from City of Norfolk</b> - Douglas L. Smith, City Manager	
	<b>Keynote Session: Embracing the Pressure When the Pressure is On</b> - Lynda McNutt Foster, Cortex Leadership Consulting	

## Thursday, May 9<sup>th</sup> Continued...

- 9:50am – 10:00am  
*Break* Salons A, B, C
- 10:00am – 10:50am  
*VRS Update* Salons D, E  
- Barry Faison, VRS
- 10:55am – 11:45am Salons D, E  
*What Does Trust Look Like: Behaviors & Actions*  
- Elizabeth Fu, GFOA
- 12:00pm – 1:15pm Granby  
*Lunch & Awards*

### Concurrent Sessions:

- 1:30pm – 2:20pm Salon D  
*Unclaimed Property, Cash Management & Investments*  
- Manju Ganeriwala, Judy Milliron, and Diana Shaban, VA  
Department of Treasury
- 1:30pm – 2:20pm Salon E  
*LIBOR Transition - A Discussion on Alternative Reference Rates*  
- Kristina Eng, Wells Fargo Bank, N. A.
- 1:30pm – 2:20pm Salons F, G, H  
*Professional Development and Opportunities, VGFOA - Young Professionals Focus Group Discussion - Peer Networking, Continuing Education*  
- Stephanie Davis, Virginia Tech and VGFOA Board

### Concurrent Sessions:

- 2:25pm – 3:15pm Salon D  
*GASB 87 Leases*  
- Megan Argenbright, Brown Edwards & Company, LLP
- 2:25pm – 3:15pm Salon E  
*Proposed New Reporting Model*  
- Bruce Chase, Radford University
- 2:25pm – 3:15pm Salons F, G, H  
*Professional Development and Opportunities, VGFOA - Mid-career Focus Group Discussion - Peer Networking, Continuing Education*  
- Stephanie Davis, Virginia Tech and VGFOA Board

- 3:15pm – 3:25pm Salons A, B, C  
*Break*

## Thursday, May 9<sup>th</sup> Continued...

### Concurrent Sessions:

- 3:25pm – 4:15pm Salon D  
***Fraud and Internal Controls***  
- Andrew Grossnickle and Scott Wickham, Robinson, Farmer, Cox Associates
- 3:25pm – 4:15pm Salon E  
***IBNR - Best Practices in Estimating and Forward Projections***  
- Kerry Smith and Jessica Purcell, USI
- 3:25pm – 4:15pm Salons F, G, H  
***Rating Agency Panel Discussion***  
- Joe Mason Moderator, Davenport and Company LLC; Evette Caze, Fitch Ratings; Tiphany Lee Allen, Moody's; Nora Wittstruck, S&P

### Concurrent Sessions:

- 4:20pm – 5:10pm Salon D  
***Cherry Bekaert's Annual Benchmarking Survey Results***  
- Rob Churchman, Cherry Bekaert, LLP
- 4:20pm – 5:10pm Salon E  
***CSA Program Audits***  
- Stephanie Bacote, CSA
- 4:20pm – 5:10pm Salons F, G, H  
***Professional Development and Opportunities, VGFOA - Focus Group Succession Planning and Career Transition***  
- Stephanie Davis, Virginia Tech and VGFOA Board

- 5:30pm – 6:30pm Foyer  
***Reception***

## Friday, May 10<sup>th</sup>

- 8:00am – 10:00am ***Registration Open*** Registration Counter
- 7:15am – 8:15am Granby  
***Breakfast Buffet***
- 7:45am – 8:15am Salons A, B, C  
***Continental Breakfast, Grab and Go***

## Friday, May 10<sup>th</sup> Continued...

### Concurrent Sessions:

- |  |                |
|--|----------------|
| <b>8:30am – 10:10am</b><br><b>Virginia CPA Ethics: 2019 Required Course</b><br><b>(Separate \$65 Fee)</b><br>- Krista Edoff, Cherry Bekaert, LLP | Salons F, G, H |
| <b>8:30am – 9:20am</b><br><b>Postal Issues; Return Mail, Mailing List and Revenue Impact</b><br>- Thomas Goddard, divcoData                      | Salons D, E    |
| <b>9:30am – 10:20am</b><br><b>APA Update</b><br>- Rachel Reamy, Auditor of Public Accounts   | Salons D, E    |

**10:20am – 10:30am** Foyer  
**Break (box lunches will not be served)**

**10:30am – 11:30am** Salons D, E  
**SEC Rule 15c2-12 Changes and the EMMA System**  
- Ritta McLaughlin, MSRB



## Join us at Future Conferences!

### Spring Conferences

Hilton Norfolk The Main – May 6 – 8, 2020

### Fall Conferences

Omni Richmond Hotel – October 9 – 11, 2019

Omni Richmond Hotel – October 14 – 16, 2020

Omni Richmond Hotel – September 15 – 17, 2021

# VGFOA Executive Board 2018-2019

## Officers

### **President – Curtis Doughtie**

Director of Finance, Virginia Resources Authority

*Term Expires: Oct. 2019*

### **Past President – Diane Bergeron**

Director of Finance, City of Manassas

*Term Expires: Oct. 2019*

### **President Elect – Jill Underwood**

Director of Finance, Bedford Regional Water Authority

*Term Expires: Oct. 2019*

### **Treasurer – Janet Romanchyk**

Director, Loudoun County

*Term Expires: Oct. 2019*

## Board Members

### **Andrea Trent, Spring Conference Chair**

Manager of Retirement Plans, City of Roanoke

*Term Expires: Oct. 2019*

### **Donna Witt, Fall Conference Chair**

Director of Financial Services, City of Lynchburg

*Term Expires: Oct. 2020*

### **Keli Reekes, Education Chair**

Director of Finance, Brunswick County

*Term Expires: Oct. 2019*

### **Aaron McCoy, Associate Member Relations Chair**

Finance Officer, Virginia Beach Sheriff's Office

*Term Expires: Oct. 2021*

### **Trish Davidson, Education Chair**

Director of Finance, Rockingham County

*Term Expires: Oct. 2019*

### **Stephanie Jones, Membership and Awards Chair**

Senior Program Manager / Compliance Officer, Virginia Resources Authority

*Term Expires: Oct. 2019*

### **Marion Serfass, Communications, Legislative & Standards Setting Chair**

Director of Finance/Treasurer, Town of Vienna

*Term Expires: Oct. 2021*

### **Beau Blevins, Executive Secretary**

Director of Government Consulting, VML/VACo Finance

*Virginia Government Finance Officers' Association's mission is "...to foster financial excellence in government by creating opportunities for professional development."*



## **VGFOA Past Presidents**

<b>Date</b>	<b>President</b>	<b>City/County</b>
1969-1970	J. Robert Thomas	Roanoke
1970-1971	Philip A. Curtis, Jr.	City of Newport News
1971-1972	Hubert H. Shiner, Jr.	City of Petersburg
1974-1975	Giles G. Dodd	City of Virginia Beach
1975-1976	A. N. (Hoot) Gibson	City of Roanoke
1976-1977	Bill M. Perrero	City of Winchester
1977-1978	Aubrey D. Dodson	City of Danville
1978-1979	H. Jack Lissenden	Richmond
1979-1980	Roy W. Cherry	City of Portsmouth
1980-1981	Michael W. Hill	City of Lynchburg
1981-1982	Frank P. Turk	City of Salem
1982-1983	Ray B. Jones	Albemarle County
1983-1984	Jimmy D. Clowers	City of Norfolk
1984-1985	John M. Chambliss	Roanoke
1985-1986	Dennis Kerns	Henrico County
1986-1987	Leon Hirsh	York County
1987-1988	Joseph N. Black	Hanover County
1988-1989	Joseph S. Paxton	Rockingham County
1989-1990	M. E. (Mickey) Poole	Loudoun County
1990-1991	John Mitchell	City of Colonial Heights
1991-1992	James Grisso	City of Roanoke
1992-1993	Jeffrey Lunsford	Montgomery County
1993-1994	James McReynolds	York County
1994-1995	Raoul James Kister	Albemarle County Service Authority
1995-1996	Cecil R. Harris, Jr.	Hanover County
1996-1997	Mary C. Kemp	Town of Herndon
1997-1998	John Tuohy	Fauquier County
1998-1999	Clarence Daniel	Henrico County

## **VGFOA Past Presidents (Cont'd.)**

<b>Date</b>	<b>President</b>	<b>City/County</b>
1999-2000	Jesse Hall	City of Roanoke
2000-2001	Shelley Carmichael	Stafford County
2001-2002	Bill Johnson	City of Colonial Heights
2002-2003	Joseph Casey	Hanover County
2003-2004	Larry Clark	Richmond (Henrico County)
2004-2005	Phillip Grant	Town of Vienna
2005-2006	Terry S. Stone	Hanover County
2006-2007	Rebecca Owens	Roanoke County
2007-2008	Steven A. Solomon	Fairfax County Housing
2008-2009	Marycarol C. White	York County
2009-2010	Ann Shawver	City of Roanoke
2010-2011	Vivian McGettigan	Prince William County Public Schools
2011-2012	Patricia Weiler	City of Manassas
2012-2013	Charles Ramsay	Henrico County
2013-2014	Barbara Dameron	City of Roanoke
2014-2015	Jon Munch	Fauquier County
2015-2016	Renee Hoover	Charlottesville City Schools
2016-2017	Kathy Seay	Hanover County
2017-2018	Diane Bergeron	City of Manassas

## **GFOA Certification Program**

*The Certified Public Finance Officers Program (Certification Program) of the Government Finance Officers Association of the United States and Canada (GFOA) is a broad educational self-study program designed to verify knowledge in the disciplines of government finance. The Certification Program is governed by the Council on Certification. Technical and administrative support for the program is provided by Radford University's Governmental and Nonprofit Assistance Center.*

### **Certified Public Finance Officers**

Lisa Anderson, *City of Lynchburg*  
Lisa Breeden, *Albemarle County*  
Jennifer Brody, *City of Fredericksburg*  
Patsy Brown, *Chesterfield County*  
Vivian Calkins-McGettigan, *York County*  
Carrie Curry, *Town of Leesburg*  
Patricia Davidson, *Rockingham County*  
Deirdre Finneran, *Fairfax County*  
Lisa Haley, *Town of Leesburg*  
Victoria Herrick, *City of Williamsburg*  
Mark Highfield, *Hanover County*  
Barbara Horlacher, *Goochland County*  
Dennis Jarrett, *York County School Division*  
Reid Lanham, *City of Lynchburg*  
Sheila Minor, *City of Colonial Heights*  
Laura Morrison, *MWAA*  
Jonathan Munch, *Fauquier County*  
Christopher Pietsch, *Fairfax County*  
Jerry Schulz, *Town of Herndon*  
Ann Shawver, *Ann Harrity Shawver, CPA, PLLC*  
Marta Smith, *University of Mary Washington*  
Gary Swink, *City of Lexington*  
Tammy Todd, *City of Salem*  
Lori Van Curen, *Roanoke Higher Education Authority*  
John Wallingford, *Prince William County Public Schools*  
Edgar Wertheimer  
Kendall Williams, *Washington County*  
Regina Williams, *Pulaski County*  
Donna Witt, *City of Lynchburg*  
Susan Worrell, *Albemarle County*

## VGFOA and Radford University GNAC Certificate Program

*The purpose of the VGFOA and Radford University GNAC Certificate Program is to:*

*- Provide training in the areas of accounting, budgeting, cash management, debt administration, internal controls, Virginia law and other topics pertinent to state and local governments.*

*- Provide instructional support for those wishing to pursue the Government Finance Officers Association (GFOA) Certified Public Finance Officer (CPFO) certification.*

### VGFOA and Radford University GNAC Certificate Recipients

**The following individuals have completed the requirements for the VGFOA and Radford University GNAC Certificate Program. Congratulations to our newest Certificate holders as of Spring 2019, designated in BOLD.**

Mary Altemus, New Kent County  
Jacqueline Althizer, Hanover County  
Tina Ammons, King and Queen County  
Ashley Anderson, Roanoke County  
Lisa Anderson, City of Lynchburg  
Dahlis Atkins, Isle of Wight County  
Elizabeth Atkinson, Roanoke County  
Margaret Bacon, Roanoke County  
Katie Bailey, Stafford County  
Pamela Barclay, City of Newport News  
Judy Barnes, Stafford County  
Monique Barnes, Williamsburg-James City County Public Schools  
Leslie Beasley, Hanover County  
Mandy Belyea, Town of Woodstock  
Natalie Berger, Prince William County  
Diane Bergeron, City of Manassas  
Christina Berta, Chesterfield County Public Schools  
Andrew Binks, James City County  
Mary Blowe, City of Winchester  
Helen Bogart, Prince William County

Tanya Burrell, Fairfax County  
Christina Brannan, Central Virginia Community College  
Lisa Breeden, Albemarle County  
Celeste Broadstreet, City of Winchester  
Jennifer Brody, City of Fredericksburg  
Jay Brown, Charles City County  
Tasha Burkett, City of Roanoke  
Esther Caesar, Prince William County Government  
Misty Caish, Virginia Beach City Public Schools  
**Jhany Cardozo, Fairfax County**  
Elizabeth Carpenter, Williamsburg-James City County Public Schools  
Brian Carter, Franklin County  
Tanya Catron, Roanoke County  
Maria Cavin, Prince William County Schools  
Nickie Champion, Gloucester County  
Ju-Ling Cheng, Fairfax County  
Lillian Cheng, Fairfax County  
Carol Clancy, Fairfax County Housing  
Lisa Cockrell, Loudoun County

# VGFOA and Radford University GNAC Certificate Recipients

Mary Collins, City of Lynchburg  
Jeanne Colvin, City of Staunton  
Andrea Cooper, Gloucester County  
Joseph Correa, Albemarle County  
Michael Cosby, City of Roanoke  
Karen Covert, Town of Vienna  
Kathy Cox, Stafford County  
Susan Crawford, Bedford County  
Carrie Curry, Town of Leesburg  
Sheila Cutrell, City of Emporia  
Kathaleen Cyckowski, Chesterfield County  
Patricia Davidson, Rockingham County  
Lillie DeLancy, Virginia Department of  
Emergency Management  
Paul Deming, Portsmouth City Public  
Schools  
Francis Deniega, City of Manassas  
Gerard Durkin, City of Richmond  
Teresa Eckhout, VML/VACo Finance  
Jami Engel, Chesterfield County  
Rene Ewing, Williamsburg-James City  
County Public Schools  
Jon Farmer, Virginia Resources Authority  
Joseph Feaser, Virginia Housing  
Development Authority  
Deirdre Finneran, Fairfax County  
Paul Fitzgerald, Prince William County  
Andre Fletcher, Warren County  
Katrina Flowers, Virginia Department of  
Transportation  
Amy Ford, Accomack County  
Pamela Foster, Portsmouth Public Schools  
Kathryn Fox, City of Salem  
Rene Gapasin, Prince William County  
Ruth Garcia, Loudoun County  
Christine Garczynski, City of Norfolk  
Keena Garsn, City of Virginia Beach  
Leesa Gayheart, Grayson County  
Laurie Gearheart, Roanoke County  
Cynthia Glascock, Loudoun Water  
Anand Goutam, Fairfax County  
Patricia Green, Tazewell County  
Stephan Greenagel, Town of Herndon  
Lisa Greer, Roanoke County  
Sue Gregory, Roanoke Higher Education  
Center  
Tracy Gregory, City of Chesapeake  
Vicki Hall, Fairfax County  
Janet Haney, York County  
Tealen Hansen, City of Suffolk  
Dawn Hardman, Hanover County  
Deanna Harris, Mathews County  
Gail Hassmer, City of Charlottesville  
Randy Helwig, Stafford County  
Victoria Herrick, City of Williamsburg  
Rebecca Hicks, Prince George County  
Schools  
Mark Highfield, Hanover County  
Beth Hindle, City of Winchester  
David Hockaday, Fairfax County  
Renee Hoover, Charlottesville City Schools  
Barbara Horlacher, Goochland County  
Anne Howerton, Dinwiddie County  
Wan Hu, City of Portsmouth  
Barbara Hudson, City of Lynchburg  
Sharon Hulehan, Virginia Beach City Public  
Schools  
Stephanie Jackson, Halifax County  
Tisha Jaudon, Albemarle County  
David Jeavons, Roanoke Regional Airport  
Commission  
Margaret Jefferson, New Kent County  
William Jennings, Fairfax County Public  
Schools  
**Dabeiba Johnson, City of Charlottesville**  
Lori Jones, Town of Hamilton  
Stephanie Jones, Virginia Resources  
Authority

# VGFOA and Radford University GNAC Certificate Recipients

Pamela Kamalakkannan, Commonwealth of VA – DPOR

Zainab Kamara, Arlington County

## **Howard Kartel, Prince William County Service Authority**

Julie Kaylor, Matthews County

Tamara Keesecker, Loudoun County

Teri Kent, Town of Herndon

Patricia Kephart, City of Virginia Beach

## **Donna Kimberlin, Alleghany County**

Alisa King, City of Waynesboro

Teresa Kirkdoffer, City of Charlottesville

Jana Kotalova, Arlington County

Rocio Lamb, Albemarle County

Reid Lanham, City of Lynchburg

Jody Lawson, City of Roanoke

Hansford Leake, Roanoke County

Eileen Leonard, Prince William County

Jian Lin, Albemarle County

Denise Lindquist, City of Manassas

Michael Longhi, Northern Virginia Transportation Authority

Rebecca Longnaker, Chesterfield County

Corrine Loudon, Virginia Department of Corrections

Kimberly Ludwig, Hanover County

Zoe Lumpkin, City of Newport News

Regina Magalong, Fairfax County

James Mahone, Virginia Department of Treasury

Robin Mamola, City of Lynchburg

Arlene Matney, Tazewell County

Teresa May, Loudoun County

Aaron McCoy, Virginia Beach Sheriff's Office

Vivian McGettigan, York County

Karen McMillan, Roanoke County

Jennifer Meeks, Western Virginia Water Authority

Sheila Minor, City of Colonial Heights

Kelly Moore, Sussex County

Judy Morin, City of Newport News

## **Amy Morris, City of Salem**

Deborah Morris, York County

Dawn Mullins, City of Roanoke

Jon Munch, Fauquier County

Eileen Nguyen, Loudoun County

Ngan Nguyen, Fairfax County

Debbie Noble, City of Roanoke

Kimberly Oates, Fairfax County Water Authority

Tonya O'Connell, City of Poquoson

Daniel Ogbon, Fairfax County Housing

Theresa Owens, York County

Vicky Pannell, Albemarle County

Lisa Parker, City of Lynchburg

Amy Pearson, Virginia Workers' Compensation Commission

## **Andrea Pearson, Virginia Resources Authority**

Caitlin Pelletier, Hanover County

Mark Pemberton, City of Lynchburg

Mary Penney, City of Salem

Jennifer Perkins, Dinwiddie County

Sally Perry, City of Manassas

Terrilyn Pete, Fauquier County

Susan Peterson, Roanoke County Schools

Lee Pfeiffer, Cumberland County

Meera Phaltankar, City of Portsmouth Schools

Diane Pham, Fairfax County

Mark Phelps, City of Portsmouth Schools

Heather Poulsen, James City County

Sabrina Quan, Loudoun County

Charles Ramsay, Henrico County

Gwen Riddle, Town of Vienna

Susan Riley, City of Virginia Beach

Theresa Robey, Fairfax County Water Authority

# VGFOA and Radford University GNAC Certificate Recipients

Elizabeth Roe, Prince William County

Laura Rudy, Stafford County

Lynn Ruths, Loudoun County

Melissa Ryman, City of Falls Church

Andy Scales, Middle Peninsula Regional Security Center

Jerry Schulz, Town of Herndon

Marion Serfass, Town of Vienna

Philip Serra, City of Williamsburg

Ann Shawver, Ann Harrity Shawver, CPA, PLLC

Delores Smith, Wise County

Rhonda Sommer, City of Chesapeake

Cindy Speck, City of Lynchburg

Kelly Spencer, Albemarle County Department of Social Services

Melody Sprague, Newport News Department of Human Services

Stuart Stallman, Fairfax County Housing

Marc Stein, City of Chesapeake

Randee Stenroos, Arlington County

Amy Stonebraker, New Kent County

Gary Swink, City of Lexington

Brian Stump, Norfolk State University

Lora Swortzel, Augusta County

Tewodros Tessema, City of Alexandria

Sara Teyema, Arlington County

Tara Thomas, Gloucester County

Lisa Thorne-Izes, Prince William County Public Schools

Lindsey Thornton, Chesterfield County

Tammy Todd, City of Salem

Patricia Townsend, Prince William County Public Schools

Andrea Trent, City of Roanoke

Jill Underwood, Bedford Regional Water Authority

Misty Upson, VDOT

Lori VanCuren, Roanoke Higher Education Authority

Sharon Verry, Commonwealth of VA – DPOR

Krisanee Vitoonkittikul, City of Falls Church

Kimberly Warren, Fairfax County Water Authority

Patricia Weiler, Powhatan County

Jennifer Whetzel, Augusta County

Deborah White, Goochland County Public Schools

Marycarol White, Minor and Associates, PLLC

Deborah Whitley, Fauquier Water and Sanitation Authority

Jennifer Wilkerson, Hanover County

Stacey Wilkes, Amherst County

Kendall Williams, Washington County

Regina Williams, Pulaski County Catherine Wilson, Chesterfield County

Consuela Wilson, Chesterfield County

Nora Wilson, Mathews County Social Services

Donna Witt, City of Lynchburg

Tara Woodruff, James City County

Karen Woodson, City of Virginia Beach Public Schools

Miryam Woodson, City of Virginia Beach

Linda Woody, Town of Rocky Mount

Susan Worrell, Henrico County

Penny Xu, Fairfax County Public Schools

Jovelyn Yambao, City of Manassas

Wendy Zhi, Fairfax County

# **Session Abstracts with Speaker Biographies**

## **GASB Update**

Back by popular demand. Who else, but David Bean, can make GASB fun and entertaining. He will provide an update and insight into GASB's most recent activities.

*David Bean*, Director of Research and Technical Activities  
GASB  
[dbean@gasb.org](mailto:dbean@gasb.org)

David Bean is the director of research and technical activities for the Governmental Accounting Standards Board. He assigns and provides oversight to the GASB's research, technical, and administrative activities. Prior to joining the GASB in 1990, Bean worked in public accounting and government. He also has served as Deputy Chairman of the International Public Sector Accounting Standards Board (IPSASB). He is a member of the Government Finance Officers Association, the Connecticut and Illinois Government Finance Officers Associations, the American Institute of Certified Public Accountants, the Illinois CPA Society, the Association of Government Accountants, the National Federation of Municipal Analysts, and the Municipal Analysts Group of New York.



## Virginia Economic Forecast

This session will discuss current economic conditions in the United States and Virginia and the challenges to growth in 2019 and beyond. It will examine the impact of Amazon's HQ2 on the Commonwealth and whether federal government spending will continue to rise into 2020. It will also touch on inflation, housing prices, and household debt and the implications of these factors on prospects for growth in the coming months.

*Robert McNab*, Professor  
ODU  
[drmcnab@odu.edu](mailto:drmcnab@odu.edu)

Robert McNab currently serves as the Director of the Dragas Center for Economic Analysis and Policy in the Strome College of Business at Old Dominion University. He has published over 50 articles and chapters and is an Associate Editor with *Journal of Economic Surveys* and a board member of *Public Finance and Management* and *Management and Organization Review*. Governor Ralph Northam recently appointed McNab the Joint Advisory Board of Economists for the Commonwealth of Virginia and he is a member of the Federal Reserve Bank of Philadelphia's Survey of Professional Forecasters.

McNab received his Bachelor of Arts from California State University, Stanislaus in 1991 and his Ph.D. in Economics in 2001 from Georgia State University in Atlanta, Georgia.

## Speed Networking

Back by popular demand, this speed networking session offers conference attendees the opportunity to network with fellow finance professionals. The session will bring a handful of hot topics to be discussed at the roundtables. This session is being offered on the first day of the conference to maximize the networking throughout the conference. You won't want to miss the opportunity to meet some new people and learn from what others are doing across the state.

*Marion Serfass*, Director of Finance/Treasurer  
Town of Vienna  
[mserfass@viennava.gov](mailto:mserfass@viennava.gov)

Marion Serfass has been with the Town of Vienna since 2000, first as Deputy Finance Director, and then was promoted to Finance Director / Treasurer in 2016, after serving as acting director in both Finance and Human Resources. Prior to working for the Town of Vienna, she worked as a regional controller for Marriott International in Bethesda, MD and began her career with Ernst and Young as an auditor. She has served as a member of the Virginia Government Finance Officers' Association membership and awards committee for many years, and was elected to the Executive Board in 2018.

Serfass received BS degree in Accounting and Finance from Miami University and is a VGFOA Certificate holder and a CPA in Virginia. She is also a graduate of the Weldon-Cooper Center's Senior Executive Institute.

## Keynote Session - Embracing the Pressure When the Pressure is On

Learning quick techniques to manage your stress and anxiety can lead to better outcomes and a higher level of thinking and problem-solving. In fact, reducing your stress and using effective coping methods for anxiety, can lead you to make better decisions, get a better night's sleep, have improved digestion, and increase the amount of joy, happiness, and peace you can experience daily.

Help has arrived! This stress-free discussion will show you some quick, easy to learn, and put into immediate practice techniques to make your work fun again or at least tolerable.

*Lynda McNutt Foster, CEO*  
Cortex Leadership Consulting  
[epeterson363@gmail.com](mailto:epeterson363@gmail.com)

Lynda McNutt Foster is the CEO of Cortex Leadership Consulting and has been a leadership coach and trainer for 10 years and speaker/trainer for more than 25. She is an expert commentator for the brand new Coffee with a Coach on WFXR news. She is the founder of an innovative texting communication tool called, goMonti that helps monitor measure and motivate executives through behavior change initiated by coaching. She has served local and international clients that have included Cleveland Clinic, Haskell, Orvis, inMotion, Steel Dynamics, Innovage, City and County of Roanoke, Excel Truck Group, Roanoke College, and Averett College.

## VRS Update

Join the Virginia Retirement System's Barry Faison, chief financial officer, for a look at Governmental Accounting Standards Board (GASB) requirements for pensions and OPEBs, and how you can access related financial reporting resources on the VRS employer website. After a legislative review, you'll learn how to help new employees maximize their benefits in the Hybrid Retirement Plan. Barry will highlight the award-winning myVRS Financial Wellness program that members can access in their secure online myVRS accounts. Finally, you'll learn what employers can expect as VRS launches online retirement. You'll walk away with a collection of tips and tools you can use!

*Barry Faison*, Chief Financial Officer  
VRS

[BFAISON@VARETIRE.ORG](mailto:BFAISON@VARETIRE.ORG)

Barry Faison serves as Chief Financial Officer for the Virginia Retirement System (VRS), a \$78 billion public employee retirement system. His division includes the departments of Finance, Budget and Performance Reporting, General Accounting, Employer Reporting and Investment Accounting. In addition, his division prepares and publishes the VRS Comprehensive Annual Financial Report (CAFR) and the VRS Popular Annual Financial Report (PAFR).

Faison holds a bachelor's degree in accounting and a master's degree in business from Virginia Commonwealth University. He is a Certified Public Accountant, a Chartered Global Management Accountant and a Certified Government Financial Manager. He currently serves as Chair of the Government Finance Officers Association's Committee on Retirement and Benefit Administration.

## What Does Trust Look Like: Behaviors & Actions

Governments are challenged to operate more efficiently, but as public finance officers we exercise caution over concerns of ethics and internal controls. How do we maintain stakeholders' trust when placed in these delicate situations? During this interactive session, we will ask participants to address this question and how we can contribute to a high performing finance organization that values trust.

*Elizabeth Fu, Manager*  
GFOA  
[efu@gfoa.org](mailto:efu@gfoa.org)

Elizabeth Fu is a Manager with the Research and Consulting Center. She focuses on risk-based reserve analysis and long-term financial planning and researches the area of recruitment and retention of public finance officers. She works with local governments on organizational assessments and system selection. Fu serves as a staff liaison to GFOA's Committee on Retirement and Benefits Administration and Women's Public Finance Network. Prior to joining to GFOA, she worked for a consulting firm specializing in economic feasibility of development projects and the Chicago Inspector General's Office. She holds a B.A. in political science from Wake Forest University and a Master's in urban planning and policy from the University of Illinois-Chicago.

## Unclaimed Property, Cash Management & Investments

Join the State Treasurer, Manju Ganeriwala, and her experienced team of Department of Treasury professionals as they provide information regarding state resources available to your local government. In this session, you will learn about investment options such as the Local Government Investment Pool. In addition, you will learn about the Unclaimed Property program and how your residents can search for missing money through [vamoneysearch.org](http://vamoneysearch.org). This session is sure to be informative and who knows, it might even pay if you learn you have missing money!

*Manju Ganeriwala, Treasurer*  
Department of Treasury  
[manju.ganeriwala@trs.virginia.gov](mailto:manju.ganeriwala@trs.virginia.gov)

Manju Ganeriwala has been serving as the Treasurer of Virginia since January 2009. As Treasurer, she oversees the investment of public funds; issuance of bonds and management of debt; provision of banking services and administration of State's insurance and unclaimed property programs. Prior to her appointment as Treasurer, she served as Deputy Secretary of Finance for three years. Ganeriwala's service to the Commonwealth includes her leadership roles as the Chief Financial Officer with the Virginia Department of Medical Assistance Services and Associate Director with the Virginia Department of Planning and Budget. Ganeriwala holds a Bachelor of Commerce degree from the University of Bombay and a Master's in Business Administration degree from the University of Texas at Austin.

*Judy Milliron, Senior Investment Analyst*  
Department of Treasury  
[judy.milliron@trs.virginia.gov](mailto:judy.milliron@trs.virginia.gov)

Judith P. Milliron is responsible for the management of the day-to-day relationship between Treasury and external vendors for investment related programs, reporting and compliance, and assisting the portfolio managers in the daily investment process. Milliron has been with the Department of Treasury since 1988 spending most of her time in the Investment Division. She earned a Bachelor of Arts degree in Political Science from Virginia Commonwealth University. She is a member of the Commonwealth Association for Financial Professionals and has completed the Commonwealth Management Institute at Virginia Commonwealth University.

## Unclaimed Property, Cash Management & Investments (Cont'd.)

*Diana Shaban*, Public Relations and Marketing Manager  
Department of Treasury  
[diana.shaban@trs.virginia.gov](mailto:diana.shaban@trs.virginia.gov)

Diana Shaban graduated from Virginia Commonwealth University majoring in Marketing and Business. She worked for Richmond Times Dispatch and went on to work for Virginia Press Association to run their advertising department and advocate on behalf of the Virginia newspapers. She is now the Public Relations and Marketing Manager for the Virginia Department of the Treasury Unclaimed Property Division. Her focus is promoting the Commonwealth's Unclaimed Property program. Since she started this position in July 2017, this program has increased event money found and claims paid out to citizens. Additional concentration on community events, partnerships with associations and local government as well as stronger initiatives to inform high dollar claimants about their unclaimed property has increased this division's message reach. Last year, in fiscal year 2018, the Commonwealth's Unclaimed Property program returned a record amount of \$79.6 MILLION to Virginians!

## LIBOR Transition - A Discussion on Alternative Reference Rates

LIBOR is a benchmark interest rate that underpins more than \$350 trillion of financial contracts including derivatives, home mortgages, corporate loans, student loans, and securitizations. While significant governance improvements have been made to LIBOR following the manipulation scandals, the Alternative Reference Rates Committee (ARRC) was convened by the Federal Reserve, in cooperation with the Treasury Department and the Commodity Futures Trading Commission, to work with market participants to identify options for replacing U.S. dollar LIBOR. Subsequently, last summer, the Financial Conduct Authority urged the industry to begin work in earnest on planning the transition to alternative reference rates that are based firmly on transactions as the publication of LIBOR cannot be guaranteed beyond 2021.

*Kristina Eng*, Director  
Wells Fargo Bank

[Kristina.eng@wellsfargo.com](mailto:Kristina.eng@wellsfargo.com)

Kristina Eng joined Wells Fargo as a Director in the firm's Capital Strategies Group within Public Finance. Prior to joining Wells Fargo, she managed the New York practice of a top ten nationally ranked financial advisory firm where her clients included some of the most active and complex issuers in the Northeast and Midwest. Prior to her advisory work, Eng spent over 10 years at JPMorgan where she developed proprietary derivative products, managed several of the firm's high-level client relationships and executed complex multi-product transactions for municipal and not-for-profit issuers. She received her Bachelor of Science from Cornell University.



## **Professional Development and Opportunities, VGFOA - Young Professionals Focus Group Discussion - Peer Networking, Continuing Education**

A discussion on Professional Development and opportunities expanded to include a focus group inquiry slant to investigate what our VGFOA membership is looking for in the organization. This first session is seeking feedback from young professionals entering the work force. A member of VGFOA's Board will accompany Dr. Davis as she provides and seeks information from attendees on items like what you would like to see included in our conference agendas and what is your preferred media for receiving information.

*Stephanie Davis*, Assistant Professor of Practice  
Virginia Tech  
[sddavis@vt.edu](mailto:sddavis@vt.edu)

Stephanie Davis is the Director of the Graduate Certificate in Local Government Management and the Graduate Certificate in Public and Nonprofit Financial Management with the Center for Public Administration and Policy at Virginia Tech. Prior to her position with Virginia Tech, she served as Vice President for Springsted, Inc. and worked with local governments in Virginia and North Carolina. In addition, Davis has served in local government for over 18 years as the Finance Director for Powhatan, VA, and Budget and Management Analyst for Chesterfield, VA. She has a Bachelor's of Science degree in Economics from Virginia Tech, a Masters of public administration from Virginia Commonwealth University and a PhD in Public Policy and Administration from Virginia Commonwealth University.

## **GASB 87 Leases**

Implementation of GASB 87 will require governments to account for leases differently. Finance staff need to start gathering information on all contracts that could be classified as leases, conduct analysis to determine how they should be reported, and perform required calculations. This session will present the basics on how to decode lease terms, calculate lease liabilities and get you thinking about leases!

*Megan Argenbright*, Director  
Brown Edwards & Company, LLP  
[margenbright@becpas.com](mailto:margenbright@becpas.com)

Megan Argenbright is an audit director based in the Harrisonburg office. She provides audit services to a wide range of entities including municipalities, governmental entities, non-profits, manufacturers, and healthcare entities. She performs compliance services for governmental entities including APA compliance and Single Audit compliance. A 2006 cum laude graduate of James Madison University, Argenbright has a B.B.A. Degree in Accounting and a Master of Accountancy degree. She is a member of the American Institute of Certified Public Accountants, Virginia Society of Certified Public Accountants, and the Virginia Government Finance Officers Association.

## Proposed New Reporting Model

GASB issued its Preliminary Views, Financial Reporting Model Improvements, on the September 28, 2018. The proposed improvements include a short-term recourse measurement focus for governmental funds. It also alters the format for governmental funds financial statements that distinguishes between current and long-term resource flows. It proposes changes to proprietary fund statements, budgetary comparison, and adds a schedule of government-wide expenses by natural classification. The session will cover the major changes propose in the Preliminary Views.

*Bruce Chase*, Professor and Director of GNAC  
Radford University  
[bchase@radford.edu](mailto:bchase@radford.edu)

Bruce Chase, professor of accounting, is in his twenty-fifth year of service at Radford University. He earned both his MBA and Ph.D. from Virginia Commonwealth University. He is also the Director of the University's Governmental and Nonprofit Assistance Center (GNAC). The GNAC provides support for the Government Finance Officers Association (GFOA) national Certified Public Finance Officer (CPFO) program.

He was awarded the Association of Government Accountants' (AGA) National Education and Training Award in 2002, outstanding service award from the VGFOA in 2000 and the VSCPA's Broadus Award in 1997.

## **Professional Development and Opportunities, VGFOA - Mid-career Focus Group Discussion - Peer Networking, Continuing Education**

A discussion on Professional Development and opportunities expanded to include a focus group inquiry slant to see what our VGFOA membership is looking for in the organization. This second session is seeking feedback from mid-career professional seeking professional development credits to stay abreast of current issues. A member of VGFOA's Board will accompany Dr. Davis as she provides and seeks information from attendees on items like career growth, what is the next step and how do I get there and what does success look like to me?

*Stephanie Davis*, Assistant Professor of Practice  
Virginia Tech  
[sddavis@vt.edu](mailto:sddavis@vt.edu)

Stephanie Davis is the Director of the Graduate Certificate in Local Government Management and the Graduate Certificate in Public and Nonprofit Financial Management with the Center for Public Administration and Policy at Virginia Tech. Prior to her position with Virginia Tech, she served as Vice President for Springsted, Inc. and worked with local governments in Virginia and North Carolina. In addition, Davis has served in local government for over 18 years as the Finance Director for Powhatan, VA, and Budget and Management Analyst for Chesterfield, VA. She has a Bachelor's of Science degree in Economics from Virginia Tech, a Masters of public administration from Virginia Commonwealth University and a PhD in Public Policy and Administration from Virginia Commonwealth University.

## Fraud and Internal Controls

An overview of fraud and internal controls to help attendees learn to mitigate risks associated with fraud. Will define and discuss the types of fraud, review warning signs and provide statistics to gain insight into the background of perpetrators of fraud. To help prevent and detect fraud, components of internal control will be discussed at varying levels within an organization. Actual cases of fraud will be discussed to help identify risks and failures within the internal control structure using real world examples.

*Andrew Grossnickle, Member*  
Robinson, Farmer, Cox Associates  
[swickham@rfca.com](mailto:swickham@rfca.com)

A Member of Robinson, Farmer, Cox Associates, Andrew P. Grossnickle received his Bachelor of Science in Business Administration (Accounting) from Bridgewater College and his Masters of Accounting (Forensic Accounting) from Florida Atlantic University. He is a Certified Public Accountant and a Certified Fraud Examiner. He has managed the audits of counties, cities, towns, school divisions, numerous public authorities, other governmental bodies and a wide variety of non-profit organizations. He has also performed numerous agreed upon procedures engagements. Grossnickle has extensive experience in the preparation of federal and state returns for a variety of clients including corporations, partnerships, individuals, trusts, and non-profits.

*Scott Wickham, Member*  
Robinson, Farmer, Cox Associates  
[swickham@rfca.com](mailto:swickham@rfca.com)

A Member of the Blacksburg Office, James "Scott" Wickham received a Bachelor of Science in Accounting from Virginia Polytechnic Institute and State University. He has assisted and managed the audits of counties, towns, school divisions, jails and public authorities throughout the Commonwealth of Virginia. In addition, Wickham has prepared comprehensive annual financial reports and audited financial statements for numerous engagements. He also has provided consulting services such as rate studies and cost allocation plans. He is a Certified Fraud Examiner furnishing services such as internal control reviews.

## IBNR - Best Practices in Estimating and Forward Projections

If you manage a self-insured health, dental or vision plan, you are probably familiar with Incurred But Not Reported (IBNR) estimates. IBNR is the estimation on the claims that have not been paid once you terminate a plan. We will discuss: what an IBNR report is, how these figures are developed, why it is needed and best practices. We will also touch on other “reserve” options.

*Jessica Purcell, Sales Underwriter*  
USI  
[jessica.purcell@usi.com](mailto:jessica.purcell@usi.com)

As a Sales Underwriter, Jessica Purcell adds risk and analytical expertise to the Employee Benefits team to optimize the clients' experience. She assists the Account and Sales Executives throughout the renewal cycle to understand the client's costs, trend, and potential cost drivers. Through understanding potential cost drivers, she seeks out potential new savings solutions to both present and implement to the client. She is responsible for setting proper rates and contributions, pricing potential new solutions, and performing relevant analysis to understand and mitigate potential financial risks. She earned her B.S. in Mathematics with a minor in Actuarial Science from Virginia Tech

*Kerry Smith, Richmond Practice Leader & Senior Vice President*  
USI  
[kerry.smith@usi.com](mailto:kerry.smith@usi.com)

Kerry Smith is the Employee Benefits Practice Leader for USI Insurance in Richmond, Virginia specializing in health and welfare consulting for mid-size employers. Over the past 25 years, she has worked with private employers but has predominantly focused on governmental employers including: counties, cities, school systems and authorities. She has tremendous experience with competitive marketing and analysis, renewal analysis, funding options and levels, cost analysis, strategic planning, program design, ancillary products, wellness programs, on site clinics, voluntary benefits, and executive benefits. Smith received her Bachelor of Science degree in Psychology from St. Andrews College and attended graduate school at VCU.

## Rating Agency Panel

Rating Analysts discuss the emerging risks facing local governments in Virginia and across the U.S. that could potentially affect credit quality. We discuss these risks to provide insight as to how to prepare when faced with these questions during a rating meeting or conference call.

*Evette Caze, Director*  
Fitch Ratings

[evette.caze@fitchratings.com](mailto:evette.caze@fitchratings.com)

Evette Caze's area of focus consists of credit ratings for tax-supported credits in the Southeastern and Mid-Atlantic regions including Florida, Delaware, Maryland, Virginia, and North Carolina. Prior to joining Fitch, she served as an Assistant Vice President at several bond insurers, as an underwriter and as an analyst in risk management providing credit analysis of municipal issuers requesting bond insurance. She spent 3 years as a tax-supported ratings analyst at Moody's Investors Service. Caze received her B.A. in Finance from New York University and her M.S. in Urban Policy at the New School.

*Tiphany Lee-Allen, Assistant Vice President/Analyst*  
Moody's

[Tiphany.Lee-Allen@moodys.com](mailto:Tiphany.Lee-Allen@moodys.com)

Tiphany Lee-Allen is an Assistant Vice President/Analyst for the New York Local Governments Ratings Team and is the state lead for local government credits in Virginia. She additionally covers Maryland, New York, and North Carolina credits. Prior to joining Moody's, she worked with the United Nations Capital Development Fund in Kampala, Uganda and for the Housing and Municipal Structured Products Group at Standard & Poor's. She holds a BA in English and Women's Studies from Spelman College and a MPA from New York University.

*Joe Mason, Senior Vice President*  
Davenport and Company LLC

[jmason@investdavenport.com](mailto:jmason@investdavenport.com)

Joe Mason joined Davenport in 2006. He is a public finance generalist who covers local governments in Maryland, Pennsylvania, and Virginia. He previously served as a senior director and credit analyst for Fitch Ratings in the mid-Atlantic. He earned his bachelor's from the University of Wisconsin-Madison and his MPA from the American University in Washington, D.C.

## Rating Agency Panel (Cont'd.)

*Nora Wittstruck*, Director  
S&P Global Ratings  
[nora.wittstruck@spglobal.com](mailto:nora.wittstruck@spglobal.com)

Nora Wittstruck joined S&P Global Ratings in January 2016 and is currently a Director within the Local Government East Region team covering local government credits from Maine to Virginia as well as serving on the analytical team covering New York City and the State of Texas. Prior to joining S&P Global, she worked for the State of Florida in the Division of Bond Finance as a Bond Development Specialist. Wittstruck received her Master's in Public Administration from the University of North Texas in Denton, Texas and her B.A. in Political Science from Truman State University in Kirksville, Missouri.



## Cherry Bekaert's Annual Benchmarking Survey Results

The presentation of Cherry Bekaert's eighth annual Government Benchmarking Survey results will provide an informative analysis of survey responses on a range of operational and regulatory matters. The respondents included counties, municipalities, schools, authorities and commissions in Maryland, District of Columbia, Virginia, North Carolina, South Carolina, Georgia, Florida and Texas.

*Rob Churchman, Partner*  
Cherry Beakaert LLP  
[RChurchman@cbh.com](mailto:RChurchman@cbh.com)

With more than 23 years of experience serving public sector federal, state and local governments and not-for-profits, Rob Churchman is an Audit Partner in the Richmond office of Cherry Bekaert. He serves as the Firm's Audit Leader in Virginia for the Government Services Group. Prior to joining Cherry Bekaert, he was the Public Sector Partner in Virginia for a Big Four accounting firm. Throughout his career, he has served various public sector organizations as a teacher and subject matter expert, while also serving as a member of several related teams, such as the Commonwealth of Virginia's Auditor of Public Accounts' GASB #34 and #45 task forces, the VSCPA government issues task force and the GFOA Certificate for Excellence in Financial Reporting program

## CSA Program Audits

The presentation provides an abbreviated summary of the CSA program audit function. Topics to be covered include audit objectives, audit planning, audit scope, audit tools and resources. The session will also highlight typical audit observations with potential fiscal implications, and areas of consideration that may warrant added focus by local finance officers in their efforts to enhance support of their respective local CSA programs.

*Stephanie Bacote*, Program Audit Manager  
CSA

[Stephanie.Bacote@csa.virginia.gov](mailto:Stephanie.Bacote@csa.virginia.gov)

Stephanie Bacote is currently the Program Audit Manager for the Office of Children's Services (OCS). She joined the OCS team in 2012. Prior to her tenure with OCS, she was employed by the Virginia Department of Corrections (VADOC). While employed with the VADOC, she served in the role of Accounting Supervisor before transitioning to Senior Internal Auditor. Bacote is a career public servant and is grateful for the opportunity to serve the citizens of Virginia.

## **Professional Development and Opportunities, VGFOA - Focus Group Succession Planning and Career Transition**

A discussion on Professional Development and opportunities expanded to include a focus group inquiry slant to see what our VGFOA membership is looking for in the organization. This third session is seeking feedback from those seeking a career transition and/or succession planning to ensure staff preparedness for the next step. A member of VGFOA's Board will accompany Dr. Davis as she provides and seeks information from attendees on items like what does committee engagement look like if you participate on a VGFOA Committee and how do I get staff involved in the next step?

*Stephanie Davis*, Assistant Professor of Practice  
Virginia Tech  
[sddavis@vt.edu](mailto:sddavis@vt.edu)

Stephanie Davis is the Director of the Graduate Certificate in Local Government Management and the Graduate Certificate in Public and Nonprofit Financial Management with the Center for Public Administration and Policy at Virginia Tech. Prior to her position with Virginia Tech, she served as Vice President for Springsted, Inc. and worked with local governments in Virginia and North Carolina. In addition, Davis has served in local government for over 18 years as the Finance Director for Powhatan, VA, and Budget and Management Analyst for Chesterfield, VA. She has a Bachelor's of Science degree in Economics from Virginia Tech, a Masters of public administration from Virginia Commonwealth University and a PhD in Public Policy and Administration from Virginia Commonwealth University.

## Virginia CPA Ethics: 2019 Required Course

Fulfill your annual, two-hour Virginia Board of Accountancy (VBOA) ethics requirement with a course that is trusted by more than 8,000 CPAs year after year. This course is based on the VBOA's required outline for 2019.

*Krista Edoff, Partner*  
Cherry Bekaert LLP  
[kedoff@cbh.com](mailto:kedoff@cbh.com)

Krista Edoff has more than fourteen years of experience providing audit and accounting services to public sector clients including financial and performance audits, agreed upon procedures, Single Audits and compliance audits. She is a member of the American Institute of Certified Public Accountants, the Virginia Society of Certified Public Accountants, the National and Virginia chapter of the Government Finance Officers Association, and the Affordance Housing Association of Certified Public Accountants. She is also a member of the AICPA's Peer Review program, where her focus is governmental audits. Edoff received her Bachelors of Science in Accounting and Masters of Accounting from Florida State University.

## Postal Issues; Return Mail, Mailing List and Revenue Impact

When choosing and working with a vendor charged with Processing, Printing, and Mailing any correspondence to your constituents, there are many details that you should trust that the vendor has well in hand. From the latest technology and programming for working with your data files, to the quality and production efficiency in printing and inserting your notices, invoices or bills, or any letter correspondence, the choice of a Print & Mail vendor can make or break this aspect of what your office or department is responsible for: Increasing Revenue through the Mail stream.

In this session, DivcoData will explore options for choosing the right vendor, details to keep in mind when making this selection, and ways to navigate the US Postal Service in order to reduce the largest single cost of the entire process: Postage.

*Thomas Goddard*, Account Executive  
divcoData  
[tgoddard@divcompanies.com](mailto:tgoddard@divcompanies.com)

Thomas Goddard serves as the US Postal Service Specialist for DivcoData, a Print, Process, & Mail company located in Chattanooga, Tennessee. He holds all civilian certifications with the US Postal Service, including Certified Direct Mail Professional, Mail Design Professional and Executive Mail Center Manager, MailPro Advanced Certification with Idealliance Inc, and Certified Mail and Distribution Systems Manager (CMDSM) certification through Mail Systems Management Association. He currently serves on the Civilian Advisory Board at US Postal Service Headquarters and participates in several priorities designed to advise the Postal Service improvement procedures and other programs. Through his research and educative outreach, DivcoData has provided their clients with a 50-60% decrease in returned mail, increased deliverability, higher capture rates for reported moves/address changes, and an overall increase in postage efficiency among other innovations.

## APA Update

This session will provide an update on various local government topics to include: reminders on important annual audit and reporting requirements, the Audit Specifications, and the comparative report transmittal process; changes from the 2019 legislative session that affect local governments; results of the APA's quality control reviews over CPA firms auditing Virginia's local governments; and the latest update on the APA's fiscal distress monitoring process.

*Rachel Reamy*, Audit Manager  
APA

[rachel.reamy@apa.virginia.gov](mailto:rachel.reamy@apa.virginia.gov)

Rachel Reamy is an audit manager with the Virginia Auditor of Public Accounts, and has been with the APA for over ten years. As the APA's Local Government Manager, she is responsible for compiling the annual Comparative Report of Local Government Revenues and Expenditures, along with various responsibilities related to oversight and monitoring of Virginia's local governments. Additionally, she performs other specialty tasks, including acting as project manager for state agency audits, providing internal technical assistance related to audit and accounting standards, assisting in the APA's strategic planning process, and developing and presenting internal trainings as well as external trainings for various local government focused groups (i.e.: VML, VACO, VGFOA, legislative committees).

Reamy received her B. S. in Accounting and Criminal Justice from Old Dominion University, and her Masters of Accountancy from Liberty University. She is a member of the Virginia Government Finance Officers' Association, the Virginia Society of CPAs, and the Association of Government Accountants, and holds a certification as a Certified Government Financial Manager.

## SEC Rule 15c2-12 Changes and the EMMA System

This session will discuss the recent amendments to the SEC Rule 15c2-12 on municipal securities disclosure and related changes to the Electronic Municipal Market Access (EMMA®) website. Amended SEC Rule 15c2-12 includes two additional required event disclosures related to financial obligations of municipal securities issuers.

*Ritta McLaughlin*, Chief Education Officer  
MSRB  
[rmclaughlin@msrb.org](mailto:rmclaughlin@msrb.org)

Ritta McLaughlin oversees the education and outreach activities of the MSRB, which seek to inform municipal market stakeholders and others about MSRB initiatives and municipal market issues. She also facilitates discussion and problem-solving among stakeholders to address challenges in the municipal market, advocate solutions where appropriate and influence positive market practices. She is responsible for the development and oversight of the operations of the MSRB's MuniEdPro®. Prior to joining the MSRB, McLaughlin was associate treasurer for the District of Columbia, where she handled the District's multi-billion dollar debt management program. She received a bachelor's degree in urban policy from Vassar College and a master's degree in urban policy and management from The New School for Social Research.



## Your success is our priority.

As your full-service provider, we offer flexible products and solutions to help drive you forward:

- Capital markets
- Investment management
- Custody
- Treasury management and ePayables
- Escrow solutions
- Trustee and paying agent
- Innovative financing

Contact our team to learn more:

Gregory Jordan, Global Corporate Trust  
804.402.5305 | [gregory.jordan@usbank.com](mailto:gregory.jordan@usbank.com)

Bobbi Michalowski, Government Banking  
757.345.3877 | [roberta.michalowski@usbank.com](mailto:roberta.michalowski@usbank.com)

[usbank.com/corporatetrust](https://usbank.com/corporatetrust)



Deposit products offered by U.S. Bank National Association. Member FDIC.

**Investment products and services are:**

**NOT A DEPOSIT • NOT FDIC INSURED • MAY LOSE VALUE • NOT BANK GUARANTEED • NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY**

U.S. Bank is not responsible for and does not guarantee the products, services, performance or obligations of its affiliates. ©2019 U.S. Bank 18-0120-S



# VGFOA Spring Conference 2019 Gold Sponsors



CLA has 600 people who are dedicated to serving more than 1,700 local, county, and state government agencies. It has been a primary focus for more than 40 years. We understand the legislative changes, funding challenges, compliance responsibilities, and risk management duties that impact you. From offices coast to coast, our professionals deliver audit, tax, consulting, and outsourcing capabilities best aligned with our clients' needs. For more information, visit [CLAconnect.com/Government/](http://CLAconnect.com/Government/).



OneDigital created the Virginia Local Disability Opt-Out program with VACORP and provide leave policy and disability coverage evaluation for public entities. We are also a comprehensive Health and Benefits Consulting firm.



Wells Fargo & Company is a diversified financial services company providing banking, insurance, investments, mortgage, and consumer and commercial finance. Wells Fargo Government and Institutional Banking is a specialized business with professionals who are experienced in understanding the unique challenges faced by state and local governments in a time of budgetary pressures and fiscal constraints. From raising capital and managing assets to increasing operational efficiencies, we can offer the right combination of services to help you achieve your goals. Let us put the knowledge gained from experience to work for you. To learn more, visit [wellsfargo.com/government](http://wellsfargo.com/government).

# VGFOA Spring Conference 2019 Silver Sponsors



Empower Retirement is a leading retirement services provider for governmental deferred compensation plans, serving as the record keeper for state, city, county and other government municipalities. Empower also offers innovative saving and investment solutions designed to help people replace 100% of their working income in retirement — for life.



The PFM Group of companies, including Public Financial Management, Inc. (PFM), PFM Asset Management LLC (PFMAM) and PFM Swap Advisors LLC (PFMSA) are national leaders in providing independent financial advice and investment advisory, management and consulting services to local, state, and regional government and non-profit clients. With locations across the U.S., including two in Virginia, we combine the stature and resources of a national firm with the clear understanding of the needs and preferences of Virginia clients. Over the past seven years, PFM has advised our Virginia clients on over \$9 billion of financings, making us the leading advisor in the Commonwealth during this period, according to Ipreo. In addition, PFMAM had more than \$5 billion in assets under management in Virginia at December 31, 2014, including almost \$3.7 billion in assets under management for the Virginia State Non-Arbitrage Program (SNAP). Additional services provided by the PFM Group ([www.pfm.com](http://www.pfm.com)) include Management and Budget Consulting, Strategic Forecasting Services, and Pension/Retirement Finance.



Robinson, Farmer, Cox Associates is a leading provider of financial analysis and expertise to clients in many sectors. The Firm's services include Audit and Advisory, Tax and Commercial Accounting, and Management and Technology Consulting. Our clients include businesses, local governments, non-profit entities, associations, other organizations and individuals. We invite you to browse our information, and to contact us to find out how we can start helping you today.

## VGFOA Spring Conference 2019 Silver Sponsors



The Virginia Resources Authority (VRA) was established in 1984 by the General Assembly to provide an additional source of funding for local infrastructure projects. Initially focusing on providing financing for public water and wastewater projects, projects eligible for VRA financing have expanded to 18 distinct areas, including public safety, transportation, broadband, parks & recreation, local government buildings, and energy. An eleven member Board of Directors, appointed by the Governor, oversees VRA operations and provides strategic guidance to the Executive Director. Since its inception, VRA has funded more than 1,800 critical projects across the Commonwealth for investments exceeding \$8.5 billion.

## VGFOA Spring Conference 2019 Bronze Sponsors



HCA Asset Management, LLC has assembled a team of valuation consultants with unparalleled experience providing fixed asset management and property appraisal services. With over 120 years of combined senior management experience, HCA has the knowledge and expertise to establish consistent, reliable, valuation conclusions.

## J.P.Morgan

J.P. Morgan Government Banking is a dedicated team of bankers, product, technology and service experts who deliver customizable financial solutions to clients in the public sector. Whatever the need, J.P. Morgan Government Banking will apply an intelligent review of your financial approach and long-term goals and provide solutions that help you to optimize cash flows, control costs and effectively modernize and simplify processes. Visit us at [jpmorgan.com/cb/government](http://jpmorgan.com/cb/government).



MAXIMUS is a national consulting firm that specializes in providing financial services to the public sector. Our dedicated professionals develop solutions that help governments track spending, manage funds more effectively, and better plan for the future. Through cost allocation plans, indirect cost rate calculations, user fees studies, and IT rate studies; we provide proven tools that have resulted in improved cost recoveries for hundreds of cities, counties, states and special districts.

## RAYMOND JAMES®

Raymond James provides solutions to debt capital needs for public, private and not-for-profit companies and municipal entities. Consistently ranked among the top ten municipal bond underwriters in the nation, our team of veteran Public Finance bankers provides innovative solutions to often complex financing needs through a powerful distribution network and premier underwriting desk. Through mutual confidence and trust, deep knowledge, and extensive experience, we give our clients access to success.

## VGFOA Spring Conference 2019 Bronze Sponsors



RSM's dedicated industry team helps public sector entities—including federal, state and local government units—across the country improve performance through a comprehensive understanding of their business models, internal processes, objectives and daily realities. RSM US LLP (formerly McGladrey LLP) is the leading provider of audit, tax and consulting services focused on the middle market, with more than 8,000 people in 80 offices nationwide. It is a licensed CPA firm and the U.S. member of RSM International, a global network of independent audit, tax and consulting firms. For more information, visit [www.rsmus.com](http://www.rsmus.com).



SunTrust Banks, Inc. is a purpose-driven company dedicated to Lighting the Way to Financial Well-Being for the people, businesses and communities it serves. Headquartered in Atlanta, the company has three business segments: Wholesale Banking, Consumer Banking and Private Wealth Management, and Mortgage. Its flagship subsidiary, SunTrust Bank, operates an extensive branch and ATM network throughout the high-growth Southeast and Mid-Atlantic states, along with 24-hour digital access. Certain business lines serve consumer, commercial, corporate and institutional clients nationally. As of December 31, 2015, SunTrust had total assets of \$191 billion and total deposits of \$150 billion. The company provides deposit, credit, trust, investment, mortgage, asset management, securities brokerage, and capital market services. SunTrust leads onUp, a national movement inspiring Americans to build financial confidence. Join the movement at [onUp.com](http://onUp.com).

# VGFOA Spring Conference 2019 Sponsors



Cherry Bekaert LLP has provided high quality assurance services to some of the largest state and local government entities in the Southeast. The Firm has established a leading reputation for providing quality service and value-added advice through our work on numerous audit, compliance and advisory projects. Cherry Bekaert offers strategic financial and management solutions to help state and local government entities meet the evolving demands of today's public sector. The Firm's Government Services Group provides traditional audit and compliance services, as well as specialized services such as risk management services and performance audits.



Davenport provides Financial Advisory and Underwriting services to public sector and not-for-profit issuers in the Mid-Atlantic region. In addition, our firm actively participates, through underwriting syndicates, in a wide variety of national issues. As financial advisor, Davenport handles the debt issuance process for the placement of tax-exempt and taxable municipal securities in both private placement and public offerings. As underwriter, we are able to serve as senior manager or co-manager in assisting our clients with all aspects of a financing transaction including structure, terms and conditions of the issue, market timing and distribution.



Divcodata is an award-winning full-service Printing, Data and Statement/Bill Processing firm headquartered in Chattanooga, Tennessee, since 1992. Starting as Diversified Printing we quickly expanded to include mailing services in 1995. A credentialed Major Mail Service Provider by the US Postal Service, DivCoData averages more than 60 million mail pieces annually. DivCoData currently serves more than 500 county & city governments & municipalities, as well as utility companies across 12 states ranging from Virginia to Missouri, and from Louisiana to Florida.

## VGFOA Spring Conference 2019 Sponsors



U.S. Bancorp (NYSE: USB), with \$364 billion in assets as of Dec. 31, 2013, is the parent company of U.S. Bank, the 5th largest commercial bank in the United States. The company operates 3,081 banking offices in 25 states and 4,906 ATMs and provides a comprehensive line of banking, brokerage, insurance, investment, mortgage, trust and payment service products to consumers, businesses and institutions. Visit U.S. Bancorp on the web at [www.usbank.com](http://www.usbank.com).



VML/VACo Finance was established in 2003 to address many of the financial needs of Cities, Counties, Towns, School Divisions, and Authorities in the Commonwealth of Virginia. Through our pooled offerings and economies of scale, we provide superior financial services at lower cost. VML/VACo Finance offers three financing programs for capital projects and equipment; the Pooled OPEB Trust Fund; Virginia Investment Pool; and Accounting Services. Each program is designed to benefit governmental entities of every size and financial strength.

## VGFOA Spring Conference 2019 Exhibitors



Accounting software for non-profits, municipalities and other government agencies is the specialty of AccuFund, Inc. The AccuFund Accounting Suite is powerful, flexible and affordable financial reporting and accounting software designed specifically for nonprofit organizations, as well as towns, cities, counties, municipalities and government organizations. The Accounting Suite includes all of the software modules most organizations require, tightly integrated in one solution.



Andrews Technology specializes in workforce management for Cities, Towns, Schools and Counties. Andrews Technology provides, installs, and supports the Novatime Time & Attendance system. In addition to helping governments move from manual time & attendance to an automated system, Novatime also allows for tracking FMLA, ACA, Public Safety Scheduling, Electronic Requests for Time off, and bi-directional integration with over 400 HR & Payroll systems. Novatime offers a wide range of data collection options including biometric, HID Proximity Swipe, and Mobile/Geo-tracking solutions. Support is available 24/7/365, Training is Unlimited, and all Software Updates are included.



Bingham Arbitrage Rebate Services, Inc., a woman-owned firm located in Richmond, Virginia — leading the way in expert tax-exempt bond compliance since 1988. Our unique focus includes Arbitrage Rebate, Verification and Schedule K Form 990 Services. Working closely with bond counsel, Bingham's highly experienced staff continually monitors changes in U.S. Treasury Regulations and tax laws, guiding clients through myriad compliance complexities, from Small Issuer to large volume issuances. We are ready to help your organization learn the in's and out's of bond compliance. Please visit our website at [www.bingham-ars.com](http://www.bingham-ars.com) or call us on our toll-free number (888) 900-5312. We welcome the opportunity to serve you.



## VGFOA Spring Conference 2019 Exhibitors



BondLink is the go-to resource for custom investor websites, investor roadshows and analytics. Across all sectors, from towns and school districts to large cities and states, issuers throughout the municipal market are relying on BondLink to drive demand for their bond sales. A Boston-based technology company co-founded by former GFOA Debt Committee co-chair Colin MacNaught, BondLink helps issuers engage directly with investors to power their investor outreach through a corporate-style platform that is affordable and easy-to-use. If you're a sophisticated issuer looking for an edge, stop by Booth 4 to see a free demo.



Whether large or small, local governments must continually be aware of complex compliance regulations and be able to provide accurate and timely financial information to everyone from government officials to citizens. With over 30 years of experience conducting municipal audits, Brown Edwards professionals understand your budgetary constraints and the regulatory environment within which you operate. We go beyond the required compliance audit by giving value-added service to our clients. For more information, visit our website: [www.BEcpas.com](http://www.BEcpas.com).



Capital One Bank is the largest commercial and consumer banking institution headquartered in the Mid-Atlantic Region. Our team of government banking experts provides treasury management, asset management and debt solutions to over 800 municipalities within and outside of the Capital One footprint.



Carahsoft Technology Corp. is The Trusted Government IT Solutions Provider®. As a top-performing GSA Schedule and SEWP contract holder, Carahsoft serves as the master government aggregator for many of its best-of-breed technology vendors, supporting an extensive ecosystem of manufacturers, value-added resellers, system integrators and consulting partners committed to helping government agencies select and implement the best solution at the best possible value.

# VGFOA Spring Conference 2019 Exhibitors



Formed by the merger of Superior, TriTech along with Zuercher, and the public sector and healthcare business of Aptean, CentralSquare Technologies is an industry leader in public safety and public administration software, serving over 7,500 organizations—from the largest metropolitan city to counties and towns of every size—and impacting the lives of 3 in 4 citizens across North America. Our rich history of partnership with public sector agencies has underscored an important, shared goal: to transform public service operations and help build safer, smarter communities.



Cherry Bekaert LLP has provided high quality assurance services to some of the largest state and local government entities in the Southeast. The Firm has established a leading reputation for providing quality service and value-added advice through our work on numerous audit, compliance and advisory projects. Cherry Bekaert offers strategic financial and management solutions to help state and local government entities meet the evolving demands of today's public sector. The Firm's Government Services Group provides traditional audit and compliance services, as well as specialized services such as risk management services and performance audits.



CLA has 600 people who are dedicated to serving more than 1,700 local, county, and state government agencies. It has been a primary focus for more than 40 years. We understand the legislative changes, funding challenges, compliance responsibilities, and risk management duties that impact you. From offices coast to coast, our professionals deliver audit, tax, consulting, and outsourcing capabilities best aligned with our clients' needs. For more information, visit [CLAconnect.com/Government/](http://CLAconnect.com/Government/).



Divcodata is an award-winning full-service Printing, Data and Statement/Bill Processing firm headquartered in Chattanooga, Tennessee, since 1992. Starting as Diversified Printing we quickly expanded to include mailing services in 1995. A credentialed Major Mail Service Provider by the US Postal Service, DivCoData averages more than 60 million mail pieces annually. DivCoData currently serves more than 500 county & city governments & municipalities, as well as utility companies across 12 states ranging from Virginia to Missouri, and from Louisiana to Florida.

# VGFOA Spring Conference 2019 Exhibitors



Edmunds & Associates provides our clients with cost effective financial software that assists them to better run their local government. We are a privately held and debt-free corporation that has been dedicated to servicing local governments since 1972. Edmunds began developing PC based financial and revenue collection software for our clients in 1984. We have over 670 government clients on the East Coast utilizing our application software products.



Empower Retirement is a leading retirement services provider for governmental deferred compensation plans, serving as the record keeper for state, city, county and other government municipalities. Empower also offers innovative saving and investment solutions designed to help people replace 100% of their working income in retirement — for life.



Enterprise Fleet Management is a privately-held, full-service fleet management business for companies, government agencies and organizations operating medium-sized fleets of 20 or more vehicles, as well as those seeking an alternative to employee reimbursement programs. Enterprise Fleet Management partners with hundreds of local government agencies to improve fleet performance while reducing costs. As a result, those cost savings can be used to better serve the people who matter most: taxpayers. Enterprise Fleet Management also helps government agencies improve fuel efficiency, increase productivity and reduce overall fleet size by identifying and minimizing fleet surpluses. With more than 50 fully staffed offices in the U.S. and Canada (including a local office in Virginia), the Enterprise Fleet Management team's expertise covers the full spectrum of a vehicle's lifecycle, including acquisition, registration, maintenance, use reporting, fuel card programs and remarketing, as well as fleet analysis and optimization. All budgets and fleet needs are different. Enterprise Fleet Management can provide a customized solution for your local Government's needs. You just might find that you have more control over your fleet costs than you thought – without sacrificing on quality or flexibility.

# VGFOA Spring Conference 2019 Exhibitors



FISCAL Technologies is a leading provider of forensic solutions that empower procure-to-pay (P2P) teams across the globe to protect organizational spend. Incorporating unique technology to reduce risk in the supply chain, FISCAL's AP Forensics® enterprise solutions are used on a continuous, preventative basis to protect vendor spend, defend against fraud, increase profitability and drive process improvement. Since 2003, FISCAL has safeguarded hundreds of millions of payments and is now relied on by over 250 leading organizations.

## FitchRatings

Fitch Ratings is a leading provider of credit ratings, commentary and research. Dedicated to providing value beyond the rating through independent and prospective credit opinions, Fitch Ratings offers global perspectives shaped by strong local market experience and credit market expertise. Fitch Group is a global leader in financial information services with operations in more than 30 countries. Fitch Group is comprised of: Fitch Ratings, Fitch Solutions, Fitch Learning, and BMI Research. With dual headquarters in London and New York, Fitch Group is majority owned by Hearst. For additional information, please visit [fitchratings.com](http://fitchratings.com).

## GOVOLUTION

Govolution is a leading provider of enterprise payment technology to the government market. Founded on providing secure payment technology in the strictest environment for the U.S. Federal Government, we provide our solutions across the U.S. with over \$50B processed and over 100 million customer payments facilitated. Our solution, the Velocity Payment System is trusted by government and banks where security and advanced technology is a necessity. Visit us to learn more about what we can do for your organization.



HCA Asset Management, LLC has assembled a team of valuation consultants with unparalleled experience providing fixed asset management and property appraisal services. With over 120 years of combined senior management experience, HCA has the knowledge and expertise to establish consistent, reliable, valuation conclusions.

## VGFOA Spring Conference 2019 Exhibitors



Keystone provides a fully integrated, Windows and web-based suite of software for the Financial, Payroll, HR, Property Tax, and other operations of county and municipal governments and public school divisions, with installations in Virginia and in five other states. Modules may be run independently or together, for enterprise-wide integration and work flow. We offer an exceptional value to the small to mid-sized localities, with capabilities and features comparable to much more expensive systems. Applications include Budgeting, General Ledger, Requisitions and Purchasing, Payables, Fixed Assets, Payroll, Human Resources, Real and Personal Property Tax Billing/Collections, Land Records and Real Estate Appraisal, Community Development/Inspection and Permits, State Estimated and Income Tax, Misc. Taxes and Fees, Utility Billing/Collections, Business Licensing, and Centralized Collections. Contact: Judd Van Dervort at [jvandervortjr@keyinfosys.com](mailto:jvandervortjr@keyinfosys.com) Tel. 800-735-4862



For over 60 years, Milliman has pioneered strategies, tools and solutions to meet each client's unique needs. One of the largest consulting and actuarial firms in the world, we are recognized leaders in the markets we serve. Milliman insight reaches across global boundaries, offering specialized consulting services in employee benefits, healthcare, life insurance and financial services, and property and casualty insurance. Within these, Milliman consultants serve the full spectrum of business, financial, government, union, education, and nonprofit organizations. Clients know they can depend on us as industry experts, trusted advisors, and creative problem-solvers.

# VGFOA Spring Conference 2019 Exhibitors



OneStream Software provides a revolutionary corporate performance management (CPM) solution that unifies and simplifies financial consolidation, planning, reporting, analytics, and financial data quality for sophisticated organizations. Delivered via the cloud or on-premise, OneStream is the first and only solution that delivers corporate standards and controls, with the flexibility for business units to report and plan at additional levels of detail without impacting corporate standards – all through a single application. The OneStream XF MarketPlace features downloadable solutions that allow customers to easily extend the value of their CPM platform to meet the changing needs of finance and operations.

## Paymentus

Paymentus is a leading provider of comprehensive billing and payment solutions that offer municipalities the ability to send bills via all electronic channels (web, mobile, IVR), receive payments of all types (credit, debit, e-check), manage outbound customer communications, reconcile payments in real-time and empower customers with an easy-to-use self-service portal.



Since 1980, RDA Systems has been serving small to medium size local governments and K12 school districts. RDA provides powerful ERP fund accounting software and services across the US. The close knit RDA Team provides very personalized humble service to the people using our software. Like our customers, we believe good stewardship of what is entrusted to us is very important.



Robnson, Farmer, Cox Associates is a leading provider of financial analysis and expertise to clients in many sectors. The Firm's services include Audit and Advisory, Tax and Commercial Accounting, and Management and Technology Consulting. Our clients include businesses, local governments, non-profit entities, associations, other organizations and individuals. We invite you to browse our information, and to contact us to find out how we can start helping you today.

# VGFOA Spring Conference 2019 Exhibitors



RSM's dedicated industry team helps public sector entities—including federal, state and local government units—across the country improve performance through a comprehensive understanding of their business models, internal processes, objectives and daily realities. RSM US LLP (formerly McGladrey LLP) is the leading provider of audit, tax and consulting services focused on the middle market, with more than 8,000 people in 80 offices nationwide. It is a licensed CPA firm and the U.S. member of RSM International, a global network of independent audit, tax and consulting firms. For more information, visit [www.rsmus.com](http://www.rsmus.com).

## SAP Concur

SAP Concur is the world's leading provider of integrated travel, expense and invoice management services and solutions. On the web, on a smartphone or on a tablet, our cloud-based solutions deliver an effortless experience for employees and total transparency into spending. Public sector agencies and organizations know and trust SAP Concur solutions to be secure, innovative, compliant, and ready to be integrated into any private or public sector environment - across all government and K-12 spend, from request to payment.

SAP Concur solutions help:

- Maximize efficiency, control and visibility across government spending
- Increase accuracy and compliance with automated tools that capture expenses and invoices into intuitive workflows
- Prevent intentional, or unintentional fraudulent expense on taxpayer dollars
- Provide a complete travel management solution from pre-trip authorization to final expense submission
- Safeguard your government employees no matter where they travel
- Assure you have the expertise and assistance you need at your fingertips with tailored recommendations

# VGFOA Spring Conference 2019 Exhibitors



**SOUTHERN SOFTWARE, INC.**  
an employee-owned company

We are a Provider of Financial Management Software (FMS). FMS offers modules for Accounts Payable, Accounts Receivable, Business License, Fixed Assets, General Ledger, Payment Central, Payroll, Property Taxes, Utility Billing and Vehicle Decals. FMS is fully integrated, allowing each module to stand alone or work in conjunction with the other modules. All modules have powerful reporting options with customer designed template capabilities. Our newest module is Alarm Billing!



America's Most Convenient Bank®

TD Bank, America's Most Convenient Bank®, is one of the 10 largest banks in the U.S. and is committed to delivering a banking experience that's smart and easy. Your needs are different and we understand that. That's why we offer a wide array of deposit, investment and loan products designed to meet your special needs. Our Government Banking team provides deposit, investment and loan products with unparalleled service to public entities from Maine to Florida.



**TROY & BANKS**  
SMART SOLUTIONS<sup>SM</sup>

Troy & Banks is a professional cost management and consulting firm specializing in solutions to reduce utility and telecommunication expenses. From forensic audits to rate analysis and optimizations, negotiation and procurement, as well as other related utility and telecommunication cost recovery, management and consulting services, Troy & Banks has you covered on all your energy and telecommunication needs. Our services have saved clients millions of dollars.



Empowering people who serve the public<sup>®</sup>

With more than 14,000 clients, Tyler Technologies is a leading provider of software and services for the public sector. Designed with an insider's understanding of the public sector market, Tyler Solutions improve the flow of information throughout an organization, empowering local/county governments, schools and other entities to better serve citizens.



## VGFOA Spring Conference 2019 Exhibitors



U.S. Bancorp (NYSE: USB), with \$364 billion in assets as of Dec. 31, 2013, is the parent company of U.S. Bank, the 5th largest commercial bank in the United States. The company operates 3,081 banking offices in 25 states and 4,906 ATMs and provides a comprehensive line of banking, brokerage, insurance, investment, mortgage, trust and payment service products to consumers, businesses and institutions. Visit U.S. Bancorp on the web at [www.usbank.com](http://www.usbank.com).



**VACORP**

VACORP is a member-owned risk pool that provides affordable, stable, and reliable, comprehensive self-insurance and risk management services to Virginia's local governments, school divisions, regional jails, other public entities and authorities. VACORP tailors coverages and services to meet its members' needs. The STRENGTH you need, the PARTNERSHIP you expect.



VML Insurance Programs partners with roughly 475 local political subdivisions across Virginia to provide risk management and insurance. We are the most financially secure pool in Virginia, providing our members the benefit of rate and financial stability and the peace of mind that we can cover their losses. We are committed to reducing our members' total cost of risk through expansive coverage, service, and resource capabilities.



Willdan Financial Services is one of the largest public sector financial consulting firms in the United States. Since the firm's inception, we have assisted over 800 public agencies successfully address a broad range of financial challenges, such as financing the costs of growth and generating revenues to fund desired services.

## VGFOA Spring Conference 2019 Exhibitors



Backed by more than a century of industry experience, Wilmington Trust provides the strength, resources, and credibility to meet the needs of sophisticated enterprises worldwide. We partner in our client's successes, by efficiently delivering trust, agency and fiduciary solutions, and by helping mitigate risk. We develop customized solutions, pairing technology and staff with local expertise. We're the partner that municipal clients seek to execute complex municipal transactions in Virginia and around the nation. Our local experience and team of professionals make it easy for you to execute a variety of transactions. Please contact Jim Deitrick at [jdietrick@wilmingtontrust.com](mailto:jdietrick@wilmingtontrust.com) or (717) 231-2613.

# More Ways To Serve You

**FINANCING** - Fixed Rate Loan Program,  
Equipment Leasing, Commercial Paper

**INVESTMENT** - Virginia Investment Pool,  
VACo/VML Pooled OPEB Trust

**ADVISORY** - Municipal Advisory Services,  
Accounting Services, OPEB Actuarial Services



VML  
VACo  
FINANCE   
valocalfinance.org

*VML/VACo Finance has been serving Virginia local government since 2003. MSRB-registered.*