

## 2007 CONFERENCE AT-A-GLANCE

### Tuesday, April 10, 2004

8:30 – 11:00 President's Reception – Room #3451  
Sponsored by D.A. Davidson

### Wednesday, April 11, 2007

10:30 – 3:30 Conference Registration  
11:30 Golf Tournament Registration  
12:30 – 5:30 Golf Tournament  
1:30 – 3:00 How to Bring the Best Out in Anyone  
Investment Boot Camp  
3:00 – 3:15 Break  
3:15 – 4:30 How to Bring the Best Out in Anyone  
Investment Boot Camp  
6:00 Dinner at Golf Course

### Thursday, April 12, 2007

6:30 Mardi Gras Parade Fun Walk/Run  
7:30 – 3:00 Registration  
7:30 – 8:45 Buffet Breakfast  
8:45 Welcome & Guest Speaker  
9:30 – 11:45 General Session  
Noon – 1:15 Business Meeting & Lunch  
1:30 – 2:50 Roundtable Workshops  
2:50 – 3:00 Break  
3:00 – 4:20 Roundtable Workshops  
5:30 – 6:30 Wine Tasting Reception  
6:30 – 7:15 Dinner & Masquerade Ball  
7:15 – 8:00 Live Auction  
8:15 – 12:00 County/Rock & Roll Band

### Friday, April 13, 2007

7:30 – 8:45 Buffet Breakfast  
9:00 – 10:20 Roundtable Workshops  
10:20 – 10:30 Break  
10:30 – 11:50 Roundtable Workshops  
Noon – 1:00 Scholarship Raffle Drawing & Farewell Lunch

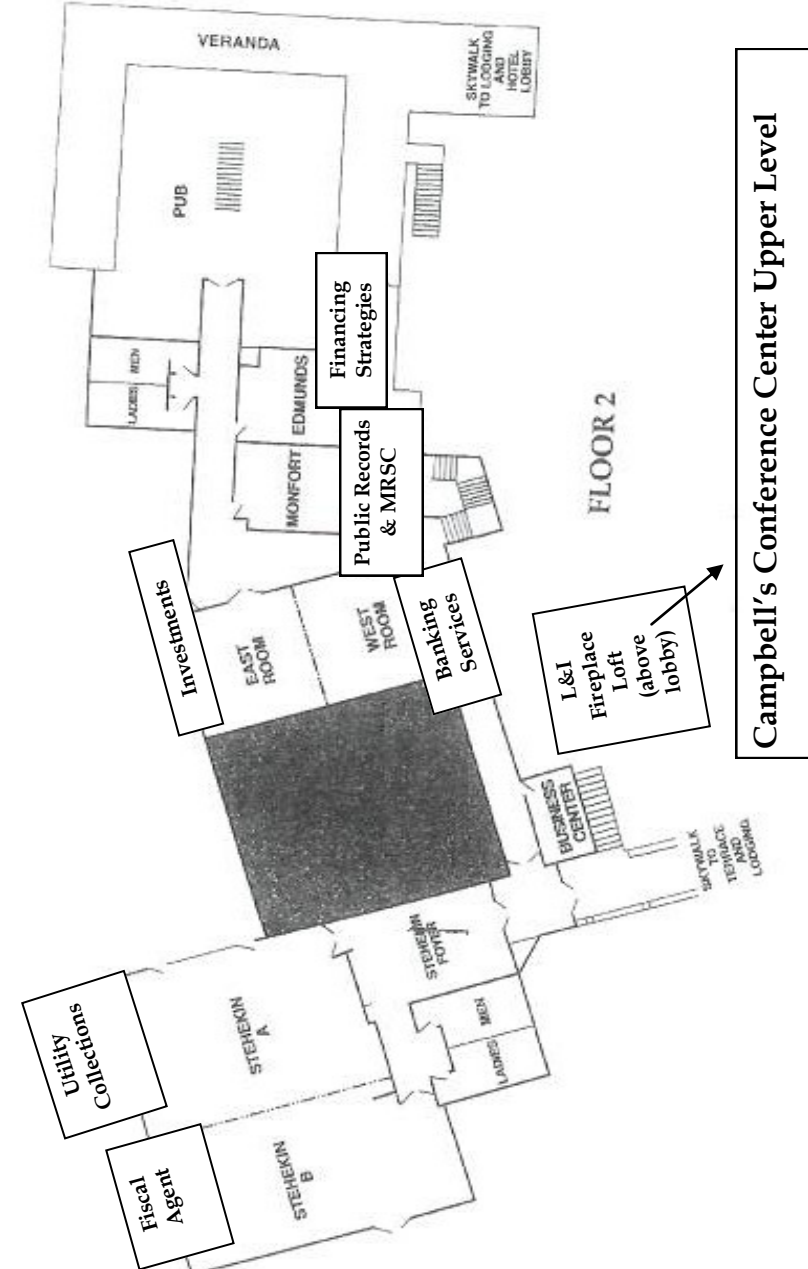


# Conference Handbook

*“To promote the profession of the  
Municipal Treasurers  
in the State of Washington  
through education, mutual support,  
professional recognition,  
and legislative advocacy.”*

*WMTA Mission Statement*

*You can visit the WMTA website at  
[www.wmta-online.com](http://www.wmta-online.com)*



## PRESIDENT'S WELCOME

It is my pleasure to welcome you to the 24th Annual Conference of the Washington Municipal Treasurers Association. Founded in 1983, the WMTA holds its conference each year at Campbell's Resort on the beautiful shores of Lake Chelan.

The world of treasury and finance can sometimes be viewed as merely black or white. This year's theme, "Ooh La La \$\$ Moo La La," helps to remind us that amid the billings, investments, reconciliations, budgets, and annual reports, we can still find time to put color and fun into our everyday jobs. The theme, however, also acknowledges the southeast area of our country that was hit so hard by Hurricane Katrina in August 2005. Despite being down and out, just six months after their disaster, the people of New Orleans were still able to pause for a moment and have a little fun. We are fortunate on Thursday morning to have Tom Dickhaus speak to us about how Katrina changed the lives of his family members. Tom's mother lived in New Orleans and he traveled there post-Katrina to assist her recovery efforts.

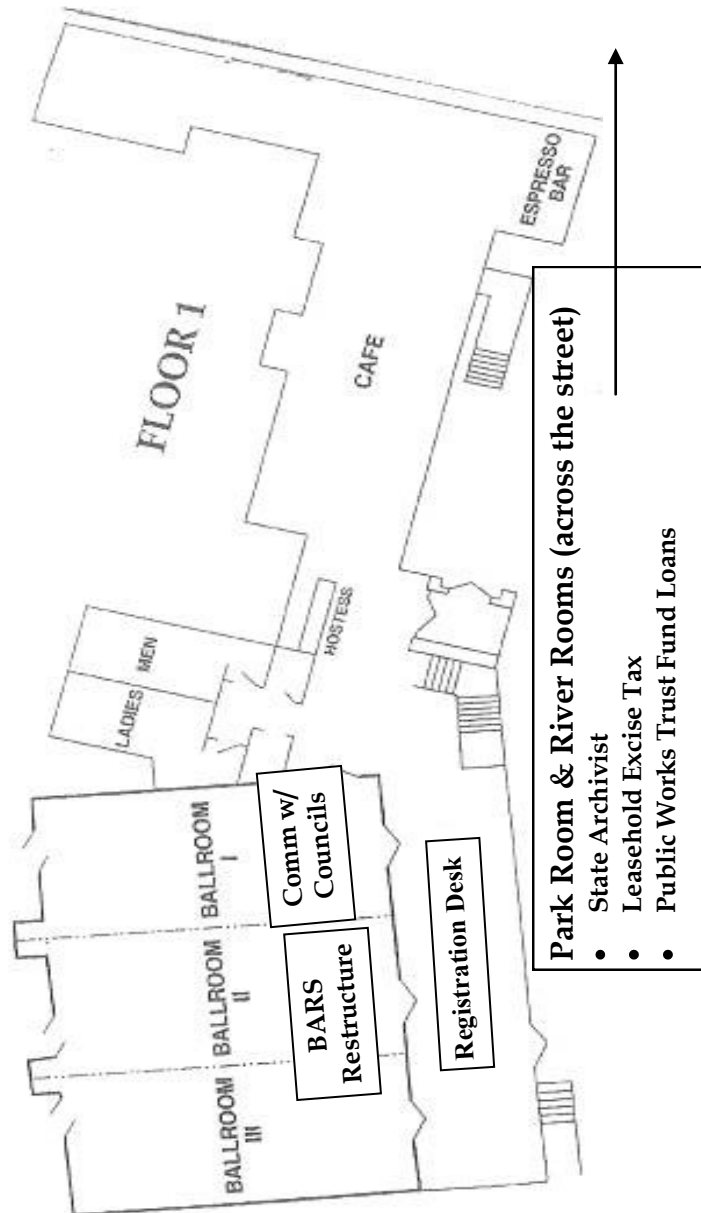
We all experience minor disasters in our everyday lives. Many of them are unavoidable and not under our control. How we choose to respond to these situations plays a big part in how our organizations resolve the various issues or survive the events. Perhaps we can all learn a lesson from our neighbors down south - don't forget to celebrate and have fun along the way. We hope your time this week is spent in this manner - having fun meeting new colleagues, getting reacquainted with old friends, learning new skills, and celebrating your successes.

Besides the fun, there are unique educational opportunities. Cynthia Tobias will provide skills in working with others. Bill Morton, of Second Half Strategies, will speak to us about the Age Avalanche - the changing demographics have important implications for both our personal and professional lives and you won't want to miss what Bill has to say. The conference offers four educational tracks and 12 roundtables. You'll have a chance to network and problem-solve with your counterparts from other entities as you learn about emerging issues and trends.

On behalf of the WMTA Officers, Board, and Conference Chair, I welcome you to Lake Chelan 2007! Bienvenue! If you need any assistance during the conference, please feel free to contact any officer or board member. *Laissez les bon temps roulez! (Let the good times roll!)*

~Doug Extine, President-Elect

Campbell's Conference Center - Lower Level



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## THE BOARD’S MESSAGE

As we wrap up on the final day of conference, it is our goal that your time here has been well spent. We’d like to ask that you take a moment to consider the following questions about this week?

- *Did you meet new friends?*
- *Did you collect new networking contacts?*
- *Did you obtain new or updated information?*
- *Did you get a chance to relax, have fun, and feel refreshed?*

Hopefully, you can answer yes to one or several of these questions. We’re very interested in your feedback. We encourage you to complete your Roundtable and Conference Feedback forms and leave them at the Roundtable sessions or drop them off at the Conference registration table before you leave. Your comments help us to make plans and improvements for next year’s conference.

We thank each of you for your attendance and participation this year. Don’t forget, the WMTA Board is always looking for enthusiastic individuals to assist with next year’s conference. If you are interested in helping out with any of the conference or board committees (conference, registration, sponsors, auction, decorations, program, golf tournament, fun walk/run, membership, education, investment policy, newsletter or legislation), please email any board member. You can find our email addresses on the WMTA website at:

*www.wmta-online.com*

## 2006-2007 WMTA BOARD MEMBERS

|                     |                                    |                     |
|---------------------|------------------------------------|---------------------|
| Doug Extine         | St Treasurer's Office              | President-Elect     |
| Nanci Lien          | City of Poulsbo                    | Secretary           |
| Stacey Sitko        | Liquor Control Board               | Treasurer           |
| Allan Martin        | St Treasurer's Office              | Imm Past President  |
| Ellen Dolan         | City of Spokane                    | Board Member        |
| Paula Florence      | Kitsap County<br>Housing Authority | Board Member        |
| <i>Arif Kanji**</i> | <i>Snohomish County</i>            | <i>Board Member</i> |
| Michael Legarsky    | City of Port<br>Townsend           | Board Member        |
| Vickie Storey       | City of Clarkston                  | Board Member        |
| Bob Wrigley         | Spokane County                     | Board Member        |
| Robbi Stedman       | St Treasurer's Office              | Ex- Officio         |
| Kris Tompkins       | City of Port Orchard               | APT & US&C Rep      |

*\*\*Designates Conference Chair*

## REGISTRATION & MEALS

### Conference Registration

The WMTA Conference registration table is located in the foyer of Campbell's Resort Conference Center (next to the restaurant). All conference attendees must register and obtain identification badges for themselves and guests who will be attending conference activities. To receive your conference materials and ID badge, please check in at the registration table.

### Meals – "The Cuisine"

Attendees are asked to wear their ID badges at all conference activities, including meals. Meals provided with conference registration include:

- Wednesday's reception & dinner (golf course)
- Thursday's buffet breakfast
- Thursday's lunch
- Thursday's reception & dinner
- Friday's buffet breakfast
- Friday's lunch

Extra meal tickets are available for purchase at the registration table:

- Golf course dinner      \$15
- Breakfast                      \$10 each
- Lunch                              \$13 each
- Thursday dinner              \$25

## CONFERENCE FACILITIES & DRESS

### Conference Facilities

With the exception of the golf tournament and Wednesday evening's reception, all conference activities will be held at Campbell's Resort. For your convenience, a site map is included inside the back page of this booklet.

### Business Office

Campbell's Conference Center provides a business center for guests needing a complete and private office, equipped with PC, internet, fax, copier, etc. The Business Center is located on the second floor of the Conference Center (just above the WMTA Conference registration table).

### Message & Employment Opportunity Board

A board will be available near the registration table for posting messages and any employment notices.

### Dress

Casual or business attire is appropriate for all conference activities. In conjunction with our theme, attendees are encouraged to wear their "colors" and beads at anytime during the conference—in particular, at Thursday's wine tasting reception and banquet/masquerade ball. Don't forget your masks and party favors.

## A POEM

~ Gabriel ~

You will grow up to be remembered  
with a hurricane.

You will always remind the ones who  
remember

how the strong ones survived.

You will always remind us of the outrage  
that came from  
a country long slumbering.

May you always have dry land to dance on.

May you always be embraced in this life  
by those you love.

May you grow to shimmy some day to the  
music of Bourbon Street  
on a faraway  
New Orleans night.

~Dan Vera

*This poem was written for a friend's baby who was born  
around the time Hurricane Katrina devastated New Orleans.  
Gabriel's mother was born and raised in New Orleans.*

## NOMINATIONS FOR 2007-2008 BOARD

|                  |                                      |                             |
|------------------|--------------------------------------|-----------------------------|
| Doug Extine      | Office of State Treasurer            | President                   |
| Nanci Lien       | City of Olympia                      | President-Elect             |
| Michael Legarsky | City of Port Townsend                | Secretary                   |
| Vickie Storey    | City of Clarkston                    | Treasurer                   |
| Bob Wrigley      | Spokane County<br>Treasurer's Office | Board Member-2009           |
| Paula Florence   | Kitsap County<br>Housing Authority   | Board Member-2009           |
| Debbie Booher    | City of Poulsbo                      | Board Member-2009           |
| Arif Kanji       | Snohomish County                     | Board Member-2008           |
| Ellen Dolan      | City of Spokane                      | Board Member-2008           |
| Michael Legarsky | City of Port Townsend                | Board Member-2008*          |
| Vickie Storey    | City of Clarkston                    | Board Member-2008*          |
| Allan Martin     | State Treasurer's Office             | Immediate Past<br>President |
| Kris Tompkins    | City of Port Orchard                 | APT & US&C Rep              |
| Robbi Stedman    | State Treasurer's Office             | Ex-Officio                  |

\*Upon election to an officer position, these board positions will be vacant.

## SPONSOR INFORMATION

### Conference Sponsors

The WMTA Board and the Conference Chair would like to extend a very special *thank you* to *all* the sponsors who have helped to make this 2007 Conference successful. A conference such as this requires significant financial resources. The generosity of the sponsors allows the WMTA to continue to providing quality educational programs at an affordable cost.

Sponsors provide financial assistance for events such as: President's Receptions, meals, breaks, receptions, the Mardi Gras Parade~Fun/Run Walk, tote bags, T-shirts, golf tournament, and much more.

A complete listing of all conference sponsors is included in your registration packet. Throughout the conference, please take a moment to welcome and thank the representatives of these businesses.

Hint: They're the ones with the **GREEN** colored ribbons!

**Mardi Gras Trivia #1**  
Mardi Gras is French for "*Fat Tuesday*"

## ID BADGES & RIBBONS

### Identification Badges and Ribbons

We ask for all conference attendees to wear their ID badges to gain admission to conference activities and meals.

To assist you in recognizing officers, board members, and other conference participants, ribbons have been color coded as follows:

|                          |               |
|--------------------------|---------------|
| President                | Dark Green    |
| President Elect          | Dark Blue     |
| Secretary                | Dark Blue     |
| Treasurer                | Light Yellow  |
| Board Member             | Burgundy      |
| Immediate Past President | Red           |
| Past President           | Purple        |
| First Time Attendee      | Turquoise     |
| Honorary Guest           | White         |
| Sponsor                  | Green         |
| Speaker                  | Bright Yellow |
| Facilitator              | Black         |

### Badge Graphics

And what do those little graphics on our name badges signify, anyway? The graphics indicate the population size of each attendee's jurisdiction. Attendees can look for these graphics at the various Roundtable sessions to help in networking with jurisdictions of similar size. See page 17 for suggested Roundtable times by size of entity. Remember this are only suggested times. You are welcome to attend any Roundtables that work for you.

## WHAT EXACTLY IS MARDI GRAS?

"Mardi Gras, pronounced MAHR dee GRAH, is a lively, colorful celebration held on Shrove Tuesday, the day before Lent begins. The date of Mardi Gras depends on the date of Easter. Mardi Gras takes place at the end of a long carnival season that begins on January 6, or Twelfth Night. It is celebrated in many Roman Catholic countries and other communities. Mardi Gras means fat Tuesday in French. The term may have arisen in part from the custom of parading a fat ox through French towns and villages on Shrove Tuesday.

French colonists introduced Mardi Gras into America in the early 1700's. The custom became popular in New Orleans, Louisiana, and spread through several Southern States. Mardi Gras is a legal holiday in Alabama and Florida and in eight parishes (counties) of Louisiana. The New Orleans celebration is the most famous. But Biloxi, Mississippi, and Mobile, Alabama, also celebrate Mardi Gras.

Mardi Gras in New Orleans attracts tourists from around the world. Parades begin the week before Mardi Gras. Societies called krewes organize and pay for the parades and other festivities. During the carnival season, the krewes give balls and parties. They parade in masks and fancy dress. A parade of floats and marching bands climaxes the carnival on Mardi Gras. Riders on the floats throw necklaces, toys, and coins called doubloons to the onlookers. As there is no official Mardi Gras ruling organization, there is no official theme. In the New Orleans area, each parading organization sets its own theme - sometimes kept secret until the parade - and non-parading krewes set themes for their balls.

*Source – World Book Encyclopedia*

## PAST CONFERENCE THEMES

| <u>Year</u> | <u>Theme</u>                         | <u>President</u>             |
|-------------|--------------------------------------|------------------------------|
| 2006        | Financial Round-Up                   | Allan Martin                 |
| 2005        | Financial Ports of Call              | Craig Kerr                   |
| 2004        | Money Makes the World Go 'Round      | Yvonne Ziomkowski            |
| 2003        | Focus on Finance                     | Ron Strabbing                |
| 2002        | All Aboard the Treasurer's Express   | Paulette Alvarado            |
| 2001        | Under the Treasury Big Top           | Monica Haarstad              |
| 2000        | Tool Time for Treasurers             | Jim Hendrickson              |
| 1999        | South of the Border -Viva La Finance | Ron Hupp                     |
| 1998        | Financial All Stars (Sports)         | Rosie Rumsey/<br>Randy Krumm |
| 1997        | A Financial Safari (Jungle)          | Connie Leonard               |
| 1996        | Green Grows the Dollars (Irish)      | Mike Murphy                  |
| 1995        | Trekking Toward Tomorrow (Star Trek) | Rob Hendrickson              |
| 1994        | A Fist Full of Dollars (Western)     | Wendy Picinich               |
| 1993        | Treasure Island (Hawaiian Luau)      | Dale Sciuchetti              |
| 1992        | Keeping Afloat in the 90's (Cruise)  | Kristine Miller              |
| 1991        | Remember When (50's & 60's)          | Paul Gudgerisson             |
| 1990        | Visit Treasurer's Country (Western)  | Ann Berger                   |
| 1989        |                                      | Lillian Luark                |
| 1988        |                                      | Harry Wong                   |
| 1987        |                                      | Betty Nahoopii               |
| 1986        |                                      | Paul Kasakabe                |
| 1985        |                                      | Lloyd Hara                   |
| 1984        |                                      | George Khatian               |

## BADGE GRAPHICS

### GRAPHIC

### POPULATION

Dancers

5,000 and under



Saxophones



5,001 – 15,000

Masks



15,001 – 100,000

Gators



100,001 – and up &  
Counties & Special Districts

Jokers



Speakers

Crowns



Sponsors

## CREDITS AND FEEDBACK FORMS

### CPE & CPFA Credits

CPE and CPFA credits for continuing professional standards are available for each of the sessions. Attendees should sign the attendance sheet at each session. The center of this conference handbook includes a “record of attendance” sheet to be completed and retained by attendees to verify attendance. WMTA will provide copies of the sign-in sheets on-line for CPE credits purposes only. For others certifications, attendees should be sure to retain your handbook “record of attendance.”

### Feedback

We need your help. Feedback forms will be available at each session and roundtable. We would sincerely appreciate you taking the time to provide your comments on the various sessions you attend at this year’s conference. Your feedback helps us to make improvements for future conferences. Please leave feedback forms at the session or drop them off at the Conference Registration table.

There is also an overall conference feedback form in your registration packet.

### **Mardi Gras Trivia #2**

*The first Mardi Gras parade was held in  
New Orleans on February 24, 1857*

In addition, APT has several certification programs:

**Certified Public Finance Administrator (CPFA)** recognizes public treasury and finance officials who have demonstrated a high level of professional competency through continuing education and professional experience. Successful applicants must have earned sufficient education and experience points and been a member of APT for two consecutive years. Members who already have the CPFA designation are required to maintain the certification every five years. Educational programs are offered at CPFA approved University Programs; APT State Association Conferences, and Annual APT conferences.

**Model Investment Policy Certification** allows public treasury officials to submit their government’s investment policies to APT for peer review. The Association’s Investment Policy Program provides public investors with guidance and technical assistance in developing a comprehensive written investment policy. APT’s model investment policy includes those elements that are essential to a good policy and includes an outline to help develop policies suited to your entity.

**Cash Handling Certification** provides treasury officials the opportunity to submit their government’s cash handling program for review and certification. APT’s model cash handling manual is an excellent resource that includes training modules, glossary of terms, a cash handling training seminar syllabus, sample cash handling legislation, and an application for the certification program. The Association’s cash handling training seminars are open to public treasury officials throughout the year.

**Debt Policy Review & Certification** program provides treasury and financial officials with the Debt Policy Handbook to be used as a guide for preparing their own unique policy. This Handbook provides practitioners with the information necessary for preparing a comprehensive capital financing policy. It includes chapters on: formulating a policy; legal and regulatory requirements; needs assessment and funding alternatives; issuance of obligations; administration of obligations; and using pertinent Internet sites. The Handbook includes instructions and an application to have your policy certified.

## ASSOCIATION OF PUBLIC TREASURERS OF THE UNITED STATES & CANADA

The Association of Public Treasurers of the United States and Canada is a non-profit corporation established in 1965 with the express purpose of serving public treasury officials. The Association provides educational seminars and conferences, publications, policy and legislative information, and technical assistance to members.

### APT's Key Areas:

- Cash Management
- Bank Services
- Investment Policies & Practices
- Debt Management
- Internal Controls
- Technology
- Cash Handling
- Revenue Collections
- Disaster Preparedness

Please join us for our 42nd Annual Conference  
San Diego, California  
August 11-15, 2007

For more information about APT US&C and its programs see  
the Association's website [www.aptusc.org](http://www.aptusc.org)

or contact APT headquarters at:

Association of Public Treasurers of US & Canada  
962 Wayne Avenue, Suite 910  
Silver Springs, MD 20910

Phone: (301) 495-5560 Fax: (301) 495-05561

Email: [info@aptusc.org](mailto:info@aptusc.org)

[www.aptusc.org](http://www.aptusc.org)

## CONFERENCE PROGRAM – WEDNESDAY

REGISTRATION DESK OPEN

10:30am – 3:30pm

GOLF TOURNAMENT

11:30am – 5:30pm

Location: Lake Chelan Golf Course

Sponsors: Martin Nelson Co., Piper Jaffray, Tim Patrick Photography, Bank of New York, Bank of America, Seattle NW Securities, Union Bank of Cal, and McDonald Investments

So, how do golfers celebrate Mardi Gras? Well, one of the themes of the 2007 Mardi Gras parades was “Cities of the USA,” and there was approximately 30 elaborately decorated golf carts! See, even golfers can get into the spirit of the celebration—not like they really need any assistance! Come out and join the fun at the *WMTA Annual Golf Tournament*.

“HOW TO BRING OUT THE BEST  
IN ALMOST ANYBODY”

1:30pm – 4:30pm

Location: Ball Room II & III (Downstairs)

Speaker: Cynthia Ulrich Tobias, Applied Learning Styles

This fundamental and revolutionary approach to communicating is simply a basic understanding of Learning Styles, natural inborn strengths and preferences “pre-wired” into each person from the very beginning. By learning to identify and appreciate these differences, you and your staff can see a profound difference in the effectiveness of your communication and the quality of your staff teamwork and morale. The session will provide you with some of the most

## CONFERENCE PROGRAM – WEDNESDAY

### “BEST IN ALMOST ANYONE” CONT

valuable information you will ever need by helping you understand *The Way We Work!*

The presenter, Cynthia Ulrich Tobias is Founder, Manager and CEO of AppLe St. (Applied Learning Styles). She is internationally recognized as a best-selling author popular presenter and featured guest in radio and television appearances. Her successful background includes business ownership, teaching, and law enforcement.

### INVESTMENT BOOT CAMP

1:30pm-4:30pm

**Speaker:** Jon Highum, USB Financial Services

**Location:** Ballroom I (Downstairs)

The pre-conference session is designed to provide a comprehensive framework for sound public fund investing. Intended for those with limited investment experience or limited resources, this session can also be a useful “refresher course” for experienced public fund investors. Topics include: The market – what the heck are interest rates and what drives them? • A brief look at a typical Investment Policy. • The products – what can you invest in? • Basic portfolio structure – simple methods to better meet your objectives • Wall Street relationships – building and controlling an effective coverage team • Investment resources available to public bodies

### DINNER AT GOLF COURSE

6:00pm

**Location:** Lake Chelan Golf Course

On *Wednesday evening*, join us for some good ol’ Cajun & Creole (disguised as hamburgers & hot dogs) and a down south good time at the *Lake Chelan Golf Course*. This is a casual affair and a chance to meet new and old friends. Directions are available at the Conference registration table.

## TRACK 4 - BEHIND THE MASKS

### Public Records Act & What is MRSC? - continued

Also, a brief description of the role of the Municipal Research and Services Center of Washington (MRSC), will be included with a focus on how that organization can be of assistance to local governments and what information on the MRSC web page would be most helpful to municipal treasurers.

Thursday-1:30

Masks

Thursday-3:00

Gators

Friday-9:00

Dancers

Friday-10:30

Saxophones

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### State Archivist Requirements

**Location:** Park Room North (across street)

**Speakers:** Jerry Handfield, State Archivist, Scott Sackett, Assistant Regional Archivist, Office of the Secretary of State

**Description:** The State Records Collections provide a vital account of public government in Washington State, beginning with the establishment of Washington Territory in 1853 and continuing to the present. Included among the collection are the papers of each governor, legislative records, as well as records from state and local agencies. Come learn the how, what, and why’s of this service and how it may be able to benefit your entity.

Thursday-1:30

Gators

Thursday-3:00

Dancers

Friday-9:00

Saxophones

Friday-10:30

Masks

## TRACK 4 - BEHIND THE MASKS

### Communicating with Councils and Board

**Location:** Ballroom I (lower level)

**Speakers:** Ron Bartels, Municipal Research and Services Center

**Description:** Communication and trust are the two bedrocks of existing in the local government world. And the first (communication) can lead to the last (trust). But the Mayor's mad at you, and one of the Council members won't speak to you. One of the department heads can't figure out why he/she doesn't seem to have enough money to operate with, and thinks it's your fault. What's to be done? We'll talk about how and what *to do*, and how and what *not to do*. We'll also share what all of us have found worked, and also things to avoid (or things we don't want to talk about). There will be a handout.

|               |            |
|---------------|------------|
| Thursday-1:30 | Saxophones |
| Thursday-3:00 | Masks      |
| Friday-9:00   | Gators     |
| Friday-10:30  | Dancers    |

### Public Records Act & What is Municipal Research and Services Center (MRSC)?

**Location:** Monfort (upper level)

**Speaker:** Pat Mason, MRSC

**Description:** The roundtable will primarily be an overview of the requirements and rules surrounding the disclosure of public records. It will cover the procedures that are required for compliance with the law. It will also cover electronic records, including e-mail, as part of the public records law. The primary exemptions from disclosure will be reviewed. The discussion will highlight "best practices" recommendations from the newly adopted Model Rules for Public Records.

## CONFERENCE PROGRAM – THURSDAY

### MARDI GRAS PARADE-FUN WALK/RUN

6:30am

**Check in at the River Room (across street)**

On *Thursday morning*, pull on your beads and comfortable shoes and march on over to the River Room to join your fellow conference attendees for the *Mardi Gras Fun Walk/Run*. This is a "no competition" event, but those wanting to bring their floats, may be eligible for an extra prize or two. The event starts at 6:30am. We hope you will feel refreshed after strutting your stuff around the beautiful Chelan River on the "River Walk." Thanks to our sponsor, Wells Fargo, for providing T-shirts for those finishing!

### REGISTRATION DESK OPEN

7:30am-3:00pm

### BUFFET BREAKFAST

7:30am-8:45am

**Location:** Main Ballroom

**Sponsor:** Bank of America

### WELCOME & GUEST SPEAKER

8:45am

**Location:** Main Ballroom

**Presentation of Colors:** Boy Scout Cub Pack #34

**Doug Extine**, WMTA President-Elect

**Guest Speaker:** Tom Dickhaus— After the Hurricane and Lessons Learned—Tom's mother lived in a 100-year old house in New Orleans. After Katrina hit, Tom went to New Orleans to assist his mother in the recovery efforts. The hurricane permanently changed the lives of his family members. Tom will relate to us his first-hand experience - complete with pictures, as well as lessons learned about being prepared for potential disasters.

## CONFERENCE PROGRAM – THURSDAY

### GENERAL SESSION

10:00am-11:45am

#### **“The Age Avalanche”**

**Location:** Main Ballroom

**Speaker:** Bill Morton

Bill worked in corporate business for over 25 years. He has been in the consulting business for years, where he is the president of Second Half Strategies, LLC, a consulting firm he founded that assists organizations and associations in addressing the opportunities presented by the coming Age Avalanche. Bill describes himself as “a futurist with a special focus on the aging demographic.” Did you know a girl born in the year 2000 in Western Europe, the US, Canada, Japan, Australia, or New Zealand has a 50-50 chance of seeing the 22nd Century – of living 100 years? The world is undergoing a historic longevity revolution and shift in demographics that many historians predict will have impacts as large as the Agricultural and Industrial Revolutions on human activity. Every citizen, every person, and every public sector worker needs to fully understand the implications of this Age Wave. Aging will never be the same. When a society has more people over 80 than under 20, what are the implications? For schools? For police and fire? For parks and recreation? For tax revenues? For hospitals and healthcare systems?

In 2008, the US labor force will begin a 25-year constriction. In that period, some 70 million workers will leave the workforce to be replaced by only 40 million. Ask yourself - How will necessary work get done? What are the best practices by organizations that are already anticipating this

## TRACK 3 - FRENCH QUARTER FAT TUESDAY

funds based on your own entities policy and practice: A) Review objectives B) Develop strategy C) Determine appropriate liquidity requirements D) Evaluate benchmarks E) Utilization of an investment advisor

Thursday-1:30

Gators

Thursday-3:00

Dancers

Friday-9:00

Saxophones

Friday-10:30

Masks

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### BARS Restructuring

**Location:** Ballroom 2 (lower level)

**Speakers:** Christy Yost & Alexandra Johnson, Washington State Auditor’s Office

**Description:** Should BARS be restructured? This roundtable will provide 1) Brief history of BARS; 2) Recent changes in BARS; 3) Results of the 2007 BARS User Survey; and 4) Open discussion regarding next steps. The open discussion will provide you an opportunity to discuss with SAO staff your concerns regarding the current chart of accounts as well as hear how your peers responded to the BARS survey.

Thursday-1:30

Dancers

Thursday-3:00

Saxophones

Friday-9:00

Masks

Friday-10:30

Gators

## TRACK 3 - FRENCH QUARTER FAT TUESDAY

### Banking Services

**Location:** West Room (upper level)

**Speaker:** Gail Heinselman, US Bank; Paul Wentink, US Bank; Debbie Rivetts, Key Bank; Philip Olsen, Key Bank

**Description:** This roundtable will cover topics such as:  
• Understanding The Bank Analysis • How Do I Know That I Am Getting A Good Deal On Banking Services? • Methods Of Compensation • What Is A Target Balance? • Using The Analysis As A Tool For Cash Management.

Thursday-1:30

Masks

Thursday-3:00

Gators

Friday-9:00

Dancers

Friday-10:30

Saxophones

### Investments

**Location:** East Room (upper level)

**Speaker:** Charles Sprinkle, MBS Securities;

Deanne Woodring, CFA -Davidson Fixed Income Management/  
D.A. Davidson

**Description:** Roundtable will cover: **Basic Principals:** What is a yield curve; Interest Rate Cycle; Yield Conventions, e.g. 30/360 vs. actual /actual. **Basic Strategies:** Strategy of Investing in Various yield environments; Developing a process to manage decision making. **Product Discussion:** Knowing the difference between the following government sponsored enterprises (GSE): A) Federal Home Loan Bank; (FHLB); B) Federal Home Loan Mortgage Corporation (FHLMC); C) Federal National Mortgage Corporation (FNMA); D) Federal Farm Credit System or Bank (FFCB/FFC). **Structures:** A) Non-Callable (Bullet); B) Callable (One-Time, Semi-Annually, Quarterly, Continuous) **Strategy Discussions:** Developing a cash management strategy to invest

## CONFERENCE PROGRAM – THURSDAY

need and have strategies in place? What is the new vocabulary of aging? What are the implications for each of us as we enter the second half of our own lives? What opportunities lay ahead for local governments which want to take advantage of the **Age Avalanche**? What do we need to know professionally and personally to make this demographic earthquake work for us and not against us? Spend two hours with business gerontologist Bill Morton as he describes the coming Age Avalanche.

### LUNCH & BUSINESS MEETING

Noon – 1:15pm

**Location:** Main Ballroom

**Sponsor:** Key Bank

- Draft minutes for 4/13/06 business meeting are in your packet
- Nomination Committee's recommendations can be found on page 32 of this handbook
- Honored Guest – Shelly Enderud, Finance Director of Post Falls, Idaho & President-Elect for APT US&C

### **Mardi Gras Trivia #3**

*Mardi Gras was canceled during World War I and World War II, but not during prohibition.*

## CONFERENCE PROGRAM – THURSDAY

**ROUNDTABLES – 1st SESSION** 1:30pm – 2:50pm  
Various room locations (see map in back)

**BREAK** 2:50pm – 3:00pm  
Conference Center Foyer

**ROUNDTABLES - 2nd SESSION** 3:00pm – 4:20pm  
Various room locations (see map in back)

**RECEPTION – WINE TASTING** 5:30pm – 6:30pm  
**Location:** Terrace (above Hotel Registration Desk)  
**Sponsor:** A.G. Edwards & Sons

**BANQUET & MASQUERADE BALL** 6:30pm – 7:15pm  
**Location:** Main Ballroom  
**Sponsor:** Bank of New York  
Don't miss the great Mardi Gras menu that has been prepared for you and get ready for a great evening of fun and celebration.

**AUCTION & RAFFLE** 7:15pm – 8:00pm  
**Location:** Main Ballroom  
One of the highlights of the WMTA Annual Conference is the live auction. On *Thursday evening*, the atmosphere in the Main Ballroom comes alive as conference attendees wave paddles and attempt to out-bid each other on everything from T-shirts to sparkling crystal to sporting event tickets. And, as we all know, without the auctioneer, none of this would be possible, so we extend a big thank you to *George Honey* and *Northwest Auction Services* for helping us out!

## TRACK 2 – BOURBON STREET PAGEANT

### Public Work Trust Fund Loans – cont'd

|               |            |
|---------------|------------|
| Thursday-1:30 | Dancers    |
| Thursday-3:00 | Saxophones |
| Friday-9:00   | Masks      |
| Friday-10:30  | Gators     |

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### Fiscal Agent – Bank of New York

**Location:** Stehekin B (upper level)

**Speakers:** Michael J. Hieb, Vice President, The Bank of New York; Rebecca Horton, Accountant, City of Port Angeles; Allan J. Martin, Deputy State Treasurer

**Description:** This is your chance to see the latest innovations from BoNY and how to sign up for access to their web-based services (if you haven't already). You'll learn how information on your maturity bills, cash activity and debt service schedules is available to you electronically. The bank now notifies registered users when reports are updated and posted to the site. Following the recommendation from an advisory working group that included representatives from local entities, Treasurer Michael J. Murphy renewed an agreement with The Bank of New York for fiscal agency services to the state and its local governments. The Bank of New York has served as state fiscal agent since 1993.

|               |            |
|---------------|------------|
| Thursday-1:30 | Saxophones |
| Thursday-3:00 | Masks      |
| Friday-9:00   | Gators     |
| Friday-10:30  | Dancers    |

## TRACK 2 – BOURBON STREET PAGEANT

### Financing Strategies (with Tax Increment Financing)

**Location:** Edmunds (upper level)

**Speaker:** Jim Nelson, Martin Nelson Company; Bob Wrigley, Spokane County; Noah Crocker & Wendy Kancianich, both of State Treasurer's Office; Nancy Neraas & Stacey Crawshaw-Lewis, both of K&L Gates (Preston, Gate & Ellis)

**Description:** This roundtable discussion will address "hot topics" for municipalities issuing bonds as well as traditional methods for financing capital needs. Panelists will provide a brief legislative update, noting bills that may affect financing, such as bills amending the tax increment financing statutes. Panelists will address topics such as current trends in the bond market, levy lid lifts, tax increment financing, bond ratings, official statements and trends/hot topics in disclosure, and recent IRS and SEC pronouncements. There will also be discussion on the state's LOCAL program, which provides low cost, tax exempt financing for real estate and equipment for local municipalities.

|               |            |
|---------------|------------|
| Thursday-1:30 | Gators     |
| Thursday-3:00 | Dancers    |
| Friday-9:00   | Saxophones |
| Friday-10:30  | Masks      |

### Public Work Trust Fund Loans

**Location:** River Room (across street)

**Speakers:** Isaac Huang, Public Works Trust Fund Board

**Description:** Come learn about the Public Works Trust Fund programs - a funding source for a variety of planning, pre-construction activities, emergency projects and construction projects for local governments. Program staff will review changes in the program, eligibility requirements, time frames, and hints for successful application and projects.

## CONFERENCE PROGRAM – THURSDAY

### AUCTION & RAFFLE CONT'D 7:15pm – 8:00pm

You'll also notice WMTA board members selling raffle tickets throughout the conference. The raffle takes place *at lunch on Friday* always ending with the ultimate prize, the combo TV/DVD player. Proceeds from these two fund-raisers provide scholarships to the WMTA State Conference and the APT National Conference. Since 1985, WMTA has awarded over \$39,544 in scholarships to assist local governments in staying connected to these organizations that provide invaluable educational and networking opportunities. Please come and support these worthy and fun events!

### ENTERTAINMENT 8:15pm – Midnight

**Location:** Main Ballroom

**Band - "Peggy Sue & the Wrecking Crew"**

Last year, Peggy Sue and her Wrecking Crew brought the house down. We all had such a good time listening and dancing to their tunes, we asked them to return for an encore performance this year. So, grab those boas and masks off the table and let's kick up our heels and do a little can-can to the sounds of this lively country and rock & roll band. Their lead singer, *Beth Waltz*, works for the City of North Bend's Finance Department. If you have not yet heard *Mademoiselle Waltz* sing, you're in for a real treat. As our President-Elect said in his welcome . . .

*. . . laissez les bon temps roulez!*

## CONFERENCE PROGRAM – FRIDAY

**BUFFET BREAKFAST** 7:30am – 8:45am

**Location:** Main Ballroom

**Sponsor:** Orrick

**ROUNDTABLES – 3rd SESSION** 9:00am – 10:20am

Various room locations (see map in back)

**BREAK** 10:20am – 10:30am

**Location:** Conference Center Foyer

**ROUNDTABLES – 4th SESSION** 10:30am – 11:50am

Various room locations (see map in back)

**FAREWELL LUNCH &** Noon – 1:00pm

**SCHOLARSHIP RAFFLE DRAWING**

**Location:** Main Ballroom

Thank you for coming

Have a safe drive or flight home and  
remember to always wear your  
seatbelts and beads proudly!

Hope to see you again next year!  
Mark your calendars ~ April 9-11, 2008

## TRACK 1 – THROW TRINKETS & BEADS

**Labor & Industries (L&I) Retro Programs**

**Location:** Fireplace Loft (above resort registration lobby)

**Speakers:** Paul Chasco, & Linda Triplet, AWC

**Description:** L&I Retro or, Workers' Compensation Retrospective Rating Program, provides cities/towns the opportunity to receive refunds of their state L&I premiums in proportion to the programs total claims experience. Paul will review elements necessary for successfully managing as well as avoiding costly worker comp claims including, Return to Work, Kept On Salary, and Safety/Loss Control. Come learn about how this program that may be able to benefit your entity.

Thursday-1:30

Masks

Thursday-3:00

Gators

Friday-9:00

Dancers

Friday-10:30

Saxophones

### **Mardi Gras Trivia #4**

*People are allowed to drink on the streets in New Orleans. However, you must use a "geaux cup." (A "go cup" is a plastic cup.) Glass and cans are not allowed on the streets for safety reasons.*

**SUGGESTED ROUNDTABLE TIMES**

|   | Suggested Times for Roundtables Based on Size and Types of Entities* |            |            |             |
|---|--|------------|------------|-------------|
|   | Thursday   | Friday     | Friday     | Friday      |
| <i>Track 1 – Throw Beads &amp; Trinkets</i>                 | 1:30-2:50  | 3:00-4:20  | 9:00-10:20 | 10:30-11:50 |
| Utility Payment Collections and Liens (Stehekin A)          | Dancers  | Saxophones | Masks      | Gators      |
| Leasehold Excise Tax (Park Room South)                      | Saxophones   | Masks      | Gators     | Dancers     |
| Labor & Industries Retro Programs (Fireplace Loft)          | Masks  | Gators     | Dancers    | Saxophones  |
| <i>Track 2 – Bourbon Street Pageant</i>                     |  |            |            |             |
| Financing Strategies (w/ Tax Increment Financing) (Edmunds) | Gators   | Dancers    | Saxophones | Masks       |
| Public Works Trust Fund Loans (River Room)                  | Dancers  | Saxophones | Masks      | Gators      |
| Fiscal Agent (Bank of New York) (Stehekin B)                | Saxophones   | Masks      | Gators     | Dancers     |
| <i>Track 3 – French Quarter Fat Tuesday</i>                 |  |            |            |             |
| Banking Services (West Room)                                | Masks  | Gators     | Dancers    | Saxophones  |
| Investments (East)  | Gators   | Dancers    | Saxophones | Masks       |
| BARs Restructuring (Ballroom II)                            | Dancers  | Saxophones | Masks      | Gators      |
| <i>Track 4 – Behind the Masks</i>                           |  |            |            |             |
| Communicating with Councils and Boards (Ballroom I)         | Saxophones   | Masks      | Gators     | Dancers     |
| Public Records Act & What is MRSC? (Monfort)                | Masks  | Gators     | Dancers    | Saxophones  |
| State Archivist Requirements (Park Room North)              | Gators   | Dancers    | Saxophones | Masks       |

\*Note: These are suggested times only. Please feel free to attend any class that works for you.  
Please see pages 20 - 27 for more detailed descriptions on each roundtable

**TRACK 1 – THROW TRINKETS & BEADS**

Utility Payment Collections

**Location:** Stehekin A (upper level)

**Speakers:** Deborah Crabbe, Foster Pepper

**Description:** This roundtable will cover: Statutory Rights & Duties in Billing and Collecting • FDCPA (Fair Debt Collection Practices Act) • Liens, Foreclosure and Collection Actions • Due Process - Who Should Receive Notice? • Landlord/Tenant Issues • Bankruptcy and Section 366

|               |            |
|---------------|------------|
| Thursday-1:30 | Dancers    |
| Thursday-3:00 | Saxophones |
| Friday-9:00   | Masks      |
| Friday-10:30  | Gators     |

Leasehold Excise Tax

**Location:** Park Room South (across street)

**Speakers:** Margaret J. Partlow & Denise Kennedy, both from Department of Revenue

**Description:** This roundtable will provide an overview of the leasehold excise tax (laws & policies), highlights of new or "hot" issues, legislative update, and recent interpretations and/or changes in how the department administers the tax. It will also address administration regarding distributions, collections, etc.

|               |            |
|---------------|------------|
| Thursday-1:30 | Saxophones |
| Thursday-3:00 | Masks      |
| Friday-9:00   | Gators     |
| Friday-10:30  | Dancers    |

## CONTINUING PROFESSIONAL STANDARDS – RECORD OF ATTENDANCE

**WMTA 24th Annual Conference**  
**April 11 – 13, 2007 - Chelan, Washington**  
**THIS WILL BE YOUR OFFICIAL RECORD – PLEASE KEEP THIS COPY FOR YOUR RECORDS**

| CLASS/ROUNDTABLE                                    | CPE Credits Available | CPE Credits Earned | CPFA Credits Available | CPFA Credits Earned |
|---|-----------------------|--------------------|------------------------|---------------------|
| "How to Bring the Best Out in Anyone" (Wednesday)   | 3.3                   |                    | .69                    |                     |
| "Investment Boot Camp" (Wednesday)                  | 3.3                   |                    | 1.37                   |                     |
| General Session (Thursday) – Bill Morton (Futurist) | 3.3                   |                    | .69                    |                     |
| <i>Track 1 – Throw Beads &amp; Trinkets</i>         |                       |                    |                        |                     |
| Utility Payment Collections and Liens               | 1.6                   |                    | .67                    |                     |
| Leasehold Excise Tax                                | 1.6                   |                    | .67                    |                     |
| Labor & Industries (L&I) - Retro Programs           | 1.6                   |                    | .67                    |                     |
| <i>Track 2 – Bourbon Street Pageant</i>             |                       |                    |                        |                     |
| Financing Strategies (with Tax Increment Financing) | 1.6                   |                    | .67                    |                     |
| Public Works Trust Fund Loans                       | 1.6                   |                    | .67                    |                     |
| Fiscal Agent (Bank of New York)                     | 1.6                   |                    | .67                    |                     |
| <i>Track 3 – French Quarter Fat Tuesday</i>         |                       |                    |                        |                     |
| Banking Services                                    | 1.6                   |                    | .67                    |                     |
| Investments   | 1.6                   |                    | .67                    |                     |
| BARS Restructuring                                  | 1.6                   |                    | .67                    |                     |
| <i>Track 4 – Behind the Masks</i>                   |                       |                    |                        |                     |
| Communicating with Councils and Boards              | 1.6                   |                    | .67                    |                     |
| Public Records Act & What is MRSC?                  | 1.6                   |                    | .67                    |                     |
| State Archivist Requirements                        | 1.6                   |                    | .67                    |                     |
| <b>TOTAL (with maximum of 4 Roundtables)</b>        | <b>13.0</b>           |                    | <b>4.74</b>            |                     |