

County Treasurers 2017 Spring Continuing Education Training Conference

Course Description Quick Guide

Course Name	Course Description
Maximizing Yield and Maintaining Liquidity	<p>A course to enable participants to gain working knowledge of how to maintain liquidity in a rising market. The course will concentrate on the objective of maintaining full investment in the bond market while structuring the portfolio to meet operating needs. Emphasis will be placed upon implementing an effective cash management program, without overly compromising income (yield). A review of market yields over the past five years will illustrate how a public entity's investment program should operate without undue risk [to the principal] and with adequate cash flow. Course Learning Objectives: - Calculating an adequate liquidity position without overly compromising portfolio income. Methods to consider when determining adequate cash flow and liquidity. - Understanding the interest rate environment and shape of the yield curve when structuring your investment portfolio. - Understanding the factors of both declining and rising interest rate markets, the portfolio's average duration (average maturity), and the effect upon market value and cash flow.</p>
Commercial Paper and Bankers Acceptances Jason Headings, Vice President Public Funds, Meeder Investment Management	<p>The course will focus on commercial paper and bankers acceptances as eligible short-term investment alternatives. Emphasis will be placed upon statutory and policy considerations, credit risk, price and yield comparisons relative to other short-term investments, and various methods of purchasing commercial paper direct from the issuers and through the secondary market. Commercial paper and bankers acceptances will be reviewed from an historical and current market perspectives. The Ohio Revised Code requires public officials to receive training prior to investing in this asset class. Such a course is also necessary to understand how commercial paper and bankers acceptances may be used in the public funds portfolio and what risks are associated with such an investment(s). <u>Course Learning Objectives:</u> - Understanding commercial paper and bankers acceptances as defined in the Ohio Revised Code and how such investments are considered in the marketplace. - Understanding and calculating liquidity and cash flow of the portfolio and how commercial paper may be used as a short-term investment. - Understanding credit risk and credit analysis. - Understanding issues regarding the suitability as an investment for your portfolio.</p>
Round Table Discussion Groups by population Group Discussion leaders see below.	<p>Course is designed to provide an open discussion and free exchange of information and ideals among counties of like sizes. Topics may include but are not limited the following: budget, staffing, unique practices during collection periods, foreclosures, delinquencies, board of revision, public record requests, record retention and land bank management.</p> <p>This courses content, material and topic discussion make it a favorite among conference attendees because of of the discussions and information shared. Attendees can always get answers to questions and help problems from fellow treasurers. "ALWAYS A FAVORITE"</p>
General Group Discussion See below	<p>A course designed to combine the round tables groups that were divided by population and to bring them into a large discussion group let by a panel of the group leaders. Each group will bring back the most interesting discussion topics of each smaller group.</p> <p>through our evaluation forms we have learned that there tends to be a topic or two discussed in each group that other groups did not discuss but would be beneficial to all counties. Topics include Tax Liens, investment policies and issues, pooled collateral.</p>
The Fed: What's Next? Jason Click, President Public Funds, Meeder Investment Management, Jason Headings, Vice President Public Funds, Meeder Investment Management	<p>As we enter the first cycle of rising interest rates in more than a decade, this presentation will examine the new tools available to the Fed. Utilizing real life examples we will explore how this cycle may be different, including new ways to manage inflation, unemployment and control interest rates.</p> <p>Additionally, the presentation will cover other factors the Fed may take into consideration in the future. The presentation will cover past examples of inflationary environments from around the globe and compare those to the current situation. We will also cover changes to how inflation is now evaluated, as well as potential headwinds going forward. With the greatly increased size of the balance sheet of the Federal Reserve, we will talk through the possible next steps for the Fed and how that may affect the economy going forward, including all of the new tools the Fed may use to control interest rates in the future. The presentation will also cover possible future headwinds and their possible effects on Fed policy. All of this will be tied together to help Treasurers decide how they should structure investments in the future</p>

<p>The Internet of Things - Local Government Richard Sturgis</p>	<p>This course has two parts: Part 1 (speaker - Richard Sturgis) Rick will cover research data on a variety of topics relevant to internet and mobile technology use in the local government space. Topics related to technology will include; demographics, PCI DSS compliance, search evolution, and other relevant internet trends impacting local government. Part 2 (speaker - Clam Lorenz) Clam will cover information security best practices. He will focus on the need for a strong cyber security initiative by agencies. The course will give the attendees an understanding of internet and cyber trends that impact agency operations and insights into consumer preferences and trends when interacting in the E-commerce space. The course will inform the attendees of best practices around how to keep agency data safe from cyber-attacks.</p>
<p>Markets: a View from Inside the Beltway Josh Wilsusen, Morgan Stanley Government Relations</p>	<p>The course will provide an update on the financial markets and the US economy, with a particular emphasis on the impact of Washington politics on both. We will take a look at current Fed policy and the role of central bank involvement in managing the US economy. The course will discuss the factors impacting the Fed's decision to raise interest rates and the likelihood of additional rate hikes in the coming months. The course will also address the current state of political affairs in the wake of the Nov Election with this new administration. Information although looks political it is of vital interest to those in the investment market. Market conditions and the forces that drive them are a must to stay abreast of. This course is probably the most interesting and useful of all being proposed. A must for attendees.</p>
<p>Designating Depositories and Developing Investment Policy Dawn Cragon, County Treasurer, Ashtabula County</p>	<p>This course is designed to give an overview of the investment process in county treasuries including depository agreements, and investment policy development. The course looks at the procedures administered by county Treasurers' as driven by the counties portfolio requirements.</p> <p>The overall objective is to give those attending a review of the background, procedures, process and requirements as outlined by Ohio Law of the investment process and its built-in safeguards. Samples of depository contracts and county investment policy will be used and reviewed. This course is a must as the time to review and renew the process is fast approaching.</p>