

CTAO Winter Conference

Course Description Quick Guide

Course Name	Course Description
Investing in Today's Markets: Organizing Information Ryan K. Nelson, CFA, Co- Founder/ Portfolio Manager, RedTree Investment Group	<p>An update on the current economic and market environment and discussion on prudently investing County funds:</p> <ol style="list-style-type: none"> 1. Discussion on key economic indicators and how they will influence the Federal Reserve's decision on the direction of interest rates. 2. Understanding of how to prepare the County's investments for a changing market 3. Discussion on how to best utilize allowable investment options to maximize interest earnings while mitigating investment risks
Hot Topics in Investments Jason Click, President Public Funds, Meeder Investment Management, Jason Headings, Vice President Public Funds, Meeder Investment Management	<p>Participants will be provided with an in-depth exploration of the current economic environment, a discussion of implementing proper investment strategy, a description of the various investment service providers in the marketplace, and a detailed analysis of investment compliance issues.</p>
Tax Service Basics Martita Corley, Client Services Consultant, Wells Fargo Home Mortgage	<p>Tax Service Basics will cover the following subject matters for county treasurers: New Loan Funds/ Boards Setup Tax Lines - Identify parcel number - Determine tax amount for escrow - Next date to pay Escrow - Procure & Pay - Obtain amounts / Bill Request - Automated / Manual - Exception Items Non-Escrow Verification - Annual Search - Automated / Manual - Loan Modifications - Home Equity Loans & 2nd Liens Lender Placed Escrow - Loan Agreement - Current Taxes - Letter Cycle - 2nd Search and Verification - Tax Advance / Establish Escrow Account Tax Sales - Notice of tax sale - Website Information - Benefits of Tax Sale Listing</p>
Land Bank Basics Robin Darden Thomas, Land Bank Program Director, Western Reserve Land Conservancy	<p>This session is intended for counties that do not currently have a county land bank or those that have recently incorporated. The session will provide county treasurers with information concerning the history of land banking in Ohio, the need for county land banks and the steps required to create a county land reutilization corporation (land bank) in their county. Structuring a Board of Directors, approval of by-laws and entering into a plan with the county will be discussed in detail. Funding sources and creation of an initial budget will be explained and options for management of land banks will be provided. Participants will learn about the roles played by other county offices in property acquisition and be introduced to the development of policies for acquisition and disposition of properties. Examples of activities of current county land banks will also be presented.</p>
Land Bank Opportunities - Beyond the Basics Jim Rokakis, Vice President & Director of Thriving Communities Institute, Western Reserve Land Conservancy	<p>This session is designed for fully operating land banks that are ready to expand their work within the community. The session will discuss rehabilitation of residential and small commercial properties utilizing a deed-in-escrow, working with communities to transform properties from blight into community assets, aggregation of property and participation in economic development activities. It will stress the need for collaboration with local communities, non-profits and businesses to design and execute successful projects. Innovative projects from throughout the state will be highlighted. Participants will have ample time to share ideas and discuss solutions to common problem areas.</p>
Fundamentals/Basics of Investment Accounting Dennis Yacobozzi, President & CEO, United American Capital Corporation (UACC)	<p>The session will provide an overview of the components of an investment accounting system, including required reporting information as specified under certain sections of the Ohio Revised Code. The course will define and illustrate how the official records of a public entity should account for investments, the treatment of income, and other records reflecting investment activity.</p>
An Advanced Overview of the Investment Management Process	<p>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.</p>

<p>The Fed, The Bond Market and What's in Store for Investors</p> <p>Mike Fink, Managing Director, Investments, Raymond James and Associates</p>	<p>Topics explored include the Federal Reserve's role in the aftermath of the financial crisis, quantitative easing and the Fed's balance sheet, effects on the banking system and the bond market and how to position investment portfolios to address potential changes. Other issues explored will include outside influences related to the political environment and global economics. The goal of this course is to provide participants a better understanding of the dynamics affecting the level and direction of interest rates and how the changes can affect their investment portfolios.</p>
<p>The Ohio Pooled Collateral System</p> <p>Elizabeth Lewis, Director of Legislative and Policy Affairs, Ohio Treasurer of State</p>	<p>This discussion will provide an overview of the Ohio Pooled Collateral System. The discussion will include an update on the changes made to Ohio Revised Code and the benefits of the program.</p>