



**New England States GFOA
75th Annual Fall Conference
Bretton Woods, New Hampshire
September 11-14, 2022**

Schedule of Sessions and Events

Sunday, September 11, 2022

- | | |
|--------------------|--|
| 12:00 pm – 5:30 pm | Registration – <i>Great Hall</i> |
| 12:30 pm | Hike Mt. Willard - <i>Registered participants only</i> –
Join us for an afternoon hike up Mt. Willard which the Appalachian Mountain Club guidebook describes as a moderate hike on an old carriage path leading to stunning panoramic views of Crawford Notch. Estimated time for this 3.2 mile round trip hike is 3 to 3 ½ hours. Sturdy footwear (boots or sneakers, not sandals) along with a small pack for water, snack and a jacket is recommended. Pre-registration is required as group size is limited per AMC recommendations. Meet at the grandfather clock in the hotel lobby.
<i>Sponsored by: Mascoma Bank</i> |
| 12:30 pm – 5:00 pm | Annual Golf Tournament – <i>Registered players only</i>
<i>Mount Washington Course</i>
<i>Sponsored by: CliftonLarsonAllen LLP</i> |
| 2:00 pm – 3:00 pm | North Woods Law Behind -the-Scenes
<i>Sponsored by: Google</i> |
| 1:30 pm – 5:30 pm | The Nose - Caricature
<i>Sponsored by: Mascoma Bank</i> |
| 6:30 pm – 8:30 pm | Opening Reception –
<i>Sponsored by: TD Bank</i> |
| | Jordan Tirrell-Wysocki and Sue Hunt
<i>Sponsored by: Community Bank, N.A.</i> |
| 8:30 - 10:00 pm | The 'Cave' is open for evening entertainment |

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Monday, September 12, 2022

6:00 am **Yoga or Walk/Run**

7:00 am – 9:00 am **Breakfast Buffet** – *Dining Room*
Sponsored by: J.P. Morgan Chase & Co.

8:00 am – 4:00 pm **Registration** – *Great Hall*

9:00 am – 9:15 am **NESGFOA President's Welcome** – *Tammy St. Gelais*
GFOA's President's Welcome – *Terri Velasquez*

9:15 am – 10:15am **Geopolitical Outlook: Navigating Risks and Opportunities Around the World**
Presented By: David Bridges, Fidelity Investments
Sponsored by: Bartholomew & Company

In this discussion David reviews the various geopolitical risks that the United States and Investors face around the world including the history, current landscape, and potential outcomes and implications.

10:15 am – 10:30 am **Morning Coffee Break** –
Sponsored by: BondLink

10:30 am – 11:30 am **Cybercrime/Cyber Security**
Presented By: Pete Begin, Mascoma Bank
Sponsored by: PFM Asset Management

Protecting NPPI Non-Public Personal Information, social engineering, information security and best practices.

11:30 am to 12:30 pm **CONCURRENT SESSIONS**

Knowledge Transfer and Succession Training
Presented By: Alicia Jipson, Town of Belmont
Sponsored by: Robert W. Baird & Co. Inc.

Most of us know that, in any organization, it is essential to ensure that no one person holds too much responsibility or information. Though essential employees who possess extensive knowledge of the day-to-day operations of the organization are key, imagine if that essential employee left to pursue a new challenge, became ill, or as is the recent trend in many municipalities in NH, chose to retire. If the departure of that employee happens with little or no notice, it leaves the organization in an untenable position. Without a way to retain and transfer that employee's knowledge, the organization will undoubtedly have difficulty training a new employee and providing an uninterrupted level of service to customers. To avoid this, organizations must have a reliable Knowledge Transfer Plan that defines specific processes, sharing of employee's institutional knowledge and best practices, and how best that knowledge is stored and shared.

Resiliency Through Digital Transformation and Payment Automation

Presented By: Thomas A. Gregory, SVP, Commercial & Govt. Product Sales

Michael S. Gordon, CM Sales District Manager II, CPS Sales SNE

Sponsored by: Federated Hermes/MMDT

In this session, government finance teams will learn how they can utilize Technology to help automate some of their finance functions. This session will also provide information on payment and fraud trends over the past few years, and how to best protect your organization from these threats.

12:30 pm – 1:45 pm

Annual Business Lunch & Election of Officers – Dining Room

Sponsored by: Devine, Millimet & Branch

1:45 pm – 4:30 pm

Business Communication – Class size limited to 20 –

Presented By: Don Winn, Winn-Consulting

Sponsored By: Roosevelt and Cross Incorporated

Workshop/seminar to help participants become more comfortable and confident when they are called upon to present to an audience in both informal and formal settings

1:45 pm – 2:45 pm

Mental Fitness – Building Powerful Habits for a Positive Mind

Presented By: Carl Weber, Primex

Sponsored by: PFM Financial Advisors LLC

Mental fitness is part of the breakthrough research of Positive Intelligence and the core factors of both performance and wellbeing. Either in the workplace or in our lives, there are patterns, thoughts, and actions that work against our success and peak performance. We have two functional regions of our brains – one is geared towards our survival, and the other helps us thrive.

Pressure from our lives and jobs, the past two years of a global pandemic, and world events can trigger this survival region of our brains. This survival focused region produces the stress, anxiety, self-doubt, anger, shame, guilt, frustration, and negative self-talk. When the survival brain is active, the thriving brain takes a back seat and we experience adrenal fatigue, exhaustion, and lack of mental clarity.

At the root-level these negative attributes in our minds are called Saboteurs – the automated patterns in our mind that dictate how we think, feel, and respond. When Saboteurs are left unattended, they work against your performance, wellbeing, and relationships.

This session will help each participant understand which Saboteurs are active and how they originate from an over-extension of strengths. Each participant will learn simple practical daily activities that lead to Mental Fitness and encourage neuroplasticity creating new and healthier habits when faced with stressful situations.

Each participant should take the complimentary self-assessment to identify which Saboteurs are active and working against their success and bring a copy of the results to the session.

<https://assessment.positiveintelligence.com/saboteur/overview>

2:45 pm – 3:00 pm

Afternoon Break

Sponsored by: Locke Lord, LLP

3:00 pm – 4:00 pm

CONCURRENT SESSIONS

Modernizing Receivables in Government

Presented By: Glenn Chernyak, J.P. Morgan Chase & Company

Sponsored by: Vachon Clukay & Company PC

The pace of payments modernization shows no signs of slowing. Governments today are under increasing pressure to be able to offer their constituents a variety of options to transact, increasingly digitally while also delivering value-added services. In this session, experts from J.P. Morgan present on digital receivables trends with a case study in partnership with AvalonBay Communities on decisioning innovative digital bill payment solutions that meet the increasing need for payment transformation. The session will cover best practices for expanding a customer engagement channel network to enhance the consumer experience by offering a greater variety of modern payment initiation methods. Presenters examine how features such as integrated payment reminders, auto-payment capabilities, broadcast/campaign messaging and real-time reconciliation reporting can speed up the payment process and help position the business for future innovations.

Investing in a Rising Interest Rate Environment

Presented By: Katia Frock, PFM Asset Management, LLC

Sponsored by: Robinson and Cole LLP

Depending on how you look at it, 2008 may seem like yesterday or a lifetime ago. From most investors' perspectives, it signaled the beginning of an extended period of near-zero interest rates, a result of the devastating credit crisis. Over the course of seven long years, public investors developed a fixed income playbook of sorts, like a coach memorializing plays that moved the ball forward yard-by-yard to the end zone (risk-adjusted returns) without injuring any players (principal). Many became adept at eking out investment income with various fixed income products and strategies.

Fast-forward to 2020 and COVID-19, another event that devastated markets, triggered Federal Reserve (Fed) action and, with it, reintroduced low interest rates. Now, in 2022, rates are rising again. Some of the players have changed, but the game feels familiar. What did we learn from last time that could help us presently? How are things different and where should we update the old playbook? This session will dust off strategies and lessons from the credit crisis, including a review of players like the Fed and its role in the interest rate environment.

4:00 pm – 5:00 pm

Internal Controls and Segregation of Duties

Presented By: Katherine Heck, NHMA

Sponsored by: Melanson CPA's

Local governments are required to establish and maintain adequate internal controls for purposes of financial reporting, managing operations, and legal compliance. Effective internal control is an integral part of a municipality's governance system and ability to manage risk. One of the primary goals of internal controls is to create a separation of accountability and duties among municipal officials or employees. Join Katherine Heck, from the New Hampshire Municipal Association to

discuss internal control standards and how to establish and maintain and improve internal controls and the segregation of duties within your organization.

6:00 pm – 7:00 pm

Cocktail Reception

Sponsored by: NH Government Finance Officers Association

7:00 pm – 8:30 pm

Dinner – Grand Ballroom

Sponsored by: Citizens

8:30 pm – 10:00 pm

Kelly MacFarland – Grand Ballroom

Sponsored by: Raymond James & Associates, Inc.

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Tuesday, September 13, 2022

6:00 am

Yoga

7:00 am – 9:00 am

Breakfast Buffet – Dining Room

Sponsored by: US Bank Trust Company, National Association

9:00 am – 10:15 am

Keynote Speaker – Joe Torrillo -

Sponsored by: Bank of America, N.A.

10:15 am – 10:30 am

Morning Coffee Break –

Sponsored by: Phoenix Advisors

10:30 am – 12:00 pm

Leading Multiple Generations in the Workforce

Presented By: Don DeAngelis, Chief, Epping NH Fire Department

Sponsored by: Rockland Trust Investment Management Group

Never before has there been five generations working shoulder to shoulder in the American workplace. Each generation has its own beliefs, behavior, problem solving styles, communications, and attitudes. Learn how to work with each seamlessly.

12:00 pm – 1:00 pm

Lunch – Dining Room

Sponsored by: People's United Bank (M&T)

1:00 pm – 4:00 pm

Business Communication – Class size limited to 20 –

Presented By: Don Winn

Sponsored By: Hinckley Allen

Workshop/seminar to help participants become more comfortable and confident when they are called upon to present to an audience in both informal and formal settings

1:00 pm – 2:30 pm

Ethics and Leadership

Presented By: Chris Morrill, CEO, GFOA

Sponsored by: MissionSquare Retirement

The GFOA values based Code of Ethics identifies “trust” as an asset more valuable than any on you will find on your balance sheet. Leaders will not be successful, especially in the rapidly changing environment our communities face today, without building a culture of trust. This session, using the Code of Ethics as a guide, will tap into the latest research about leadership to provide you resources and tools to survive and thrive in these volatile times.

2:30 pm – 2:45 pm

Afternoon Break –

Sponsored by: The Washington Trust Company

2:45 pm – 3:45 pm

Environment, Sustainability and Governance (ESG)

Presented By: Seth Goodall, Santander Bank

David Reeser, PFM Asset Management

Michelle Veasey, NH Business of Social Responsibility

Sponsored by: PKF O’Connor Davies, LLP

A growing number of public organizations are adopting sustainability measures to better align their organizational activities and investment practices with their mission and values. Organizations employ a variety of approaches for this purpose, including forming partnerships with sustainability focused businesses and non-profits and applying environmental, social, and governance (ESG) strategies into their debt and investment practices. In this session, the panel will discuss sustainability and ESG from the perspectives of business and community engagement as well as integration and adoption in the banking and investment sectors. The panel will focus on industry trends and developments, how ESG and Sustainable practices have been adopted and implemented, challenges to adopting such practices, common questions and misconceptions, regulatory actions, and what lies ahead. The session will also include approximately 10-15 minutes for questions.

3:45 pm – 5:00 pm

GASB Update

Presented By: Lisa Parker, GASB

Sponsored by: BNY Mellon

This session will give an overview of the GASB pronouncements that become effective in the coming fiscal years. The session also will explain some of the projects on GASB’s current technical agenda and research agenda.

6:00 pm – 7:00 pm

Cocktail Reception –

Sponsored by:

7:00 pm – 8:30 pm

Dinner – Grand Ballroom

Sponsored by: Energy Efficient Investments, Inc. and S&P Global Ratings

8:30 pm – 10:30 pm

Nick’s Other Band - Grand Ballroom

Sponsored by: Santander Bank, N.A.

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Wednesday, September 14, 2022

7:00 am – 9:00 am **Continental Breakfast –**
Sponsored by: NH Municipal Bond Bank

9:00 am – 10:15 am **Economic Update**
Presented By: Christopher Pelletier, Citizens Bank
Sponsored by: Webster Bank

This presentation will cover the U.S. and Global Interest Rate Markets and Catalysts for Change.

10:15 am – 11:45 am **Rethinking Budgeting**
Presented By: Shayne Kavanagh, GFOA
Sponsored by: Northeast Bank

Local governments have long relied on incremental, line-item budgeting where last year's budget becomes next year's budget with changes around the margin. Though this form of budgeting has its advantages and can be useful in times of stability, it also has important disadvantages.

The primary disadvantage is that it causes local governments to be slow to adapt to changing conditions. We live in volatile and uncertain times.

GFOA's Rethinking Budgeting initiative helps local governments adapt traditional budget practices to today's realities. At this session you will learn about the current progress of this initiative, key findings, and recommendations for how local governments can update their budgeting practices.

11:45 am **Conference Ends – Safe Travels Home**
See you next year in Rockport, ME!