GIOA CONFERENCE AGENDA 2018

Tuesday, March 20, 2018 4pm-6pm   Early Registration for Government Attendees - Egyptian Conference Area

Wednesday, March 21, 2018 (Government Attendees Only)

8:15 am	**Registration Begins - Breakfast Provided - Egyptian Conference Area - Exhibit Area Open**	
9:00: am	**Intermediate Session of Pre-Conference Workshop** **GIOA Best Practices** GIOA's goal over the next year is to publish Best Practices white papers relating to governmental investing. This session will be an interactive, hands-on discussion with feedback from session participants. **Rick Phillips, FTN Financial Main Street Advisors**	**Advanced Session of Pre-Conference Workshop** **Portfolio Construction and Strategies** The speaker will discuss the pros and cons of three primary strategies to construct municipal entity portfolios: cash flow matching, index matching, and relative value. Which is the right approach to optimize returns for your entity's portfolio? **Kevin Webb, Cantor Fitzgerald**
10:30 am	**Refreshment Break**	
10:45 am	**GIOA Best Practices Continued** Some of the many items to be discussed are: what is a loss, investing in private placement securities/QIB letter, calculating WAM/duration, treasury oversight committees, investment policies, portfolio structures/strategies, segregating bond proceeds, breakeven analysis, and benchmarking.	**Bloomberg Portfolio Functionality & Analytics** This presentation will focus on Bloomberg's tools to help government investment officers monitor and analyze the interest rate risk and credit risks of portfolios. Other valuable Bloomberg functions will be covered as well. **Ray Johnson, Bloomberg**
12:00 pm	**Lunch Provided - Tender Steakhouse - Sponsored by Wells Fargo Securities**	
1:30 pm	**Intermediate Session Continues:** **Corporate Bond Market Update & Covenants** Summary of important factors to consider when analyzing covenants in corporate bond indentures that underlies corporate securities. An update of the high-quality corporate bond market will be given. **Adam Cohen, Covenant Review** **Eli Lapp, Raymond James**	**Advanced Session Continues:** **Portfolio Performance Attribution** Book return and total return are the primary performance measurement metrics for portfolios. The speakers will drill down to discuss the attributions of return for these metrics. **Luther Yost, Clearwater Analytics** **Ron Hill, Blackrock**
2:45 pm	**Refreshment Break**	
3:00 pm	**Intermediate Session Continues:** **Broker/Dealer Relationship Panel** Government investment officers will conduct an interactive group discussion regarding managing broker/dealer relationships and trading. **Nicole Muegge, Thurston County WA** **Tom Juarez, City of Los Angeles** **Mark Bray, County of Fresno CA**	**Advanced Session Continues:** **MBS Single Security Initiative (SSI)** SSI is a joint initiative between FNMA and FHLMC under the direction of their regulator, FHFA, to develop a new uniform MBS. This initiative goes live in the second quarter of 2019. **Stephanie Milner, FNMA** **Jamie Miller, FHLMC**
4:00 pm	**Pre-Conference Workshop Concludes**	**3:00 pm - 4:00 pm Corporate Attendees Early Registration**
5:30-8:00 pm	**Welcome Reception (All Attendees Invited) - Luxor North Pool Patio - Sponsored by RBC Capital Markets** Mingle with other attendees for cocktails and hors d'oeuvres in a relaxed atmosphere.	

Thursday, March 22, 2018 (All Attendees Invited)

7:45 am	**Registration Begins (Full Buffet Breakfast) - Egyptian Conference Area**	
8:30 am	**Founder's Welcome** **Rick Phillips, President & Chief Investment Officer** **FTN Financial Main Street Advisors** **President's Welcome** **Shawn Nydegger, State of Idaho**	8:40 am **Economic and Market Update** With a new Fed Chair, volatile markets, the Fed's declining balance sheet, declining dollar, etc., we will discuss what is potentially ahead for rates, the Fed, and financial regulation. **Craig Dismuke, Vining Sparks**

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Thursday, March 22, 2018 (continued)

9:40 am	**Supranationals-Update & Approval Process** Many states' legislatures have approved Supranationals as permitted investments. The presenters will discuss how to get them approved for your state and provide a market update on spreads and issuance trends. **Garret Sloan, Wells Fargo-Moderator** **Laura Glenn, State of Georgia** **Emmanuel Labrinos, City of San Diego**
10:45 am	**Keynote Speaker** **Charlie Bilello, CMT** **Director of Research, Pension Partners** Charlie will present a unique perspective on the fixed income and other financial markets. He holds a J.D. and M.B.A. in Finance and Accounting from Fordham University and a B.A. in Economics from Binghamton University. He is a Chartered Market Technician (CMT) and a Member of the Market Technicians Association. Charlie also holds the Certified Public Accountant (CPA) certificate. If you want to see some great charts and research, follow him on Twitter @charliebilello.
12:00 pm	**Lunch Provided - Lotus Ballroom**
1:15 pm	**"Yankee" Securities & Asset-Backed CP** About two-thirds of the Fed's Primary Dealers are headquartered outside of the USA. These entities issue debt from their US subsidiaries. The speakers will discuss the legalities and trends of these securities. **Mark Hernandez RBC Capital Markets** **Michael Lazar, Morgan Stanley - and Panel**
2:10 pm	**Small Business Administration & Farmer Mac Updates** Are these issuers' bonds right for your entity's portfolio? The presenters will provide us an update regarding issuance and trends. **Robert Owens, Farmer Mac** **Ben Clark, FTN Financial**
3:00 pm	**Refreshment Break**
3:15 pm	**Socially Responsible Investing** Many governmental entities have incorporated Socially Responsible Investing guidelines in their investment policies, and many others are looking to add these parameters. The speakers will discuss the politics, resources, and challenges of Socially Responsible Investing. **Amy West, TD Securities - and Panel** **Dave Carr, City of Santa Monica**
4:10pm	**Attracting and Training the Next Generation** "Those darn kids!" The differences in attitudes are nothing new, but technology has amplified those differences. We will discuss how one attracts and trains the younger generation. **Susan Munson, Government Portfolio Advisors** **Rachel Wilson, Clark County WA**
5:00 pm	**Thursday Session Concludes**
5:30-8:00 pm	**NCAA Basketball Party (All Attendees)** **Sponsored by Vining Sparks - Velvet Room** Big screen basketball, food and fun! A great opportunity to get to know your peers.

Friday, March 23, 2018
(All Attendees Invited)

7:45 am	**Registration Begins - Full Buffet Breakfast**
8:00 am	**Certified Government Investment Professional (CGIP) awards and informational update.**
8:25 am	**Liquidity Instruments** Representatives from the firm that created CDARS will discuss new products and trends in this very important liquidity space. **Tom Frick, Promontory Interfinancial Network** **Erich Buckenmaier, Promontory**
9:15 am	**GASB/CAFR Reporting Update** GASB Statements 31, 40, 72, and 79 can sometimes be challenging in the minutiae. The speaker will provide insights regarding investment related GASB Statements **Wesley Galloway, GASB**
10:10 am	**RFPs-Perspectives from Both Sides** Whether it’s writing an RFP for an outside Investment Manager, Custodian, Securities Lending Agent or Investment Accounting system, a RFP maybe a necessary evil. The panel will discuss the RFPs from both the author and the responder perspective. Discover questions that will generate the useful information your entity needs to make an informed and useful decision as well as the questions that need to be eliminated and or replaced. A don’t miss session for any government attendee. **Thad Garrison, Citibank** **Pat Donohoe, State Street** **Peter Bakonyvari, SymPro** **Shawn Nydegger, State of Idaho** **Rick Phillips, FTN Main Street**
11:00 am	**Conference Concludes**