# GIOA CONFERENCE AGENDA 2017

## Wednesday, March 22, 2017 (Government Attendees Only)

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| 8:15 am | **Registration Begins - Breakfast Provided - Conference Area** | |
| 9:00: am | **Intermediate Session of Pre-Conference Workshop**<br>**Top 10 Common Mistakes of Municipal Investment Programs**<br>A checkup on how your investment program is doing and suggestions on how to improve many aspects of your treasury area.<br>**Rick Phillips, FTN Financial Main Street Advisors** | **Advanced Session of Pre-Conference Workshop**<br>**Advanced Bloomberg Analytics**<br>This presentation will review how to determine and quantify essential risk criteria including: Interest Rate Risk, Call and Extension Risk, Reinvestment Risk, Credit Spread Risk, Execution and Liquidity Risks using your Bloomberg system.<br>**Ray Johnson, Bloomberg** |
| **10:30 am** | **Refreshment Break** | |
| 10:45 am | **A Strategic Approach to Public Funds Investing**<br>After discussing top mistakes made with investment programs, this session will provide hands-on tools and strategies to enhance your portfolio management.<br>**Chris Daniel, CFA, City of Albuquerque**<br>**Luke Schneider, CFA, PFM Asset Management** | **Investment Strategies and Credit Analysis for the New Paradigm**<br>The world of cash management has changed. As investors navigate the ramifications of MMF reform, it's now necessary to take a fresh look at short-term investment policies, sectors to consider, and the credit risks associated with reform actions, coupled with rate hikes. This session will focus on where to find value, utilizing lessons from the past to preserve capital in the future and strategies that may maximize your cash investments.<br>**John Donohue & Mark Hernandez, RBC** |
| **12:00 pm** | **Lunch Provided - Nove** | |
| 1:30 pm | **Intermediate Session Continues:**<br>**Trends in Technology**<br>This session will discuss systems and best practices of: investment accounting, analytics, banking, custody, cash flow modeling, economic and market data capture, electronic trading, and CD placement programs.<br>**John Cravenho, Saxon Securities**<br>**Rick Phillips, FTN Financial Main Street Advisors** | **Advanced Session Continues:**<br>**Marching Into the Future: Top 5 Factors Impacting Market Yields**<br>A new administration, shifting demographics, and slowing productivity are some of the factors which may influence future yields. Let's take a step back and identify key factors which may give us signals for the future.<br>**Margaret Kerins, CFA, BMO Capital Markets**<br>**Rob Zambarano, Guggenheim Securities** |
| **2:45 am** | **Refreshment Break** | |
| 3:00 pm | **Intermediate and Advanced Session Combined:**<br>Peer-to-Peer Best Practices Discussion, including a broker/dealer panel. | |
| 4:00 pm | **Pre-Conference Workshop Concludes** | |
| 5:30-8:00 pm | **Welcome Reception (All Attendees Invited) - Moon**<br>Mingle with other attendees for cocktails and hors d'oeuvres in a relaxed atmosphere. | |

## Thursday, March 23, 2016 (All Attendees Invited)

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| **7:45 am** | **Registration Begins (Full Buffet Breakfast) - Conference Area** | | |
| 8:15 am | **Founder's Welcome**<br>Rick Phillips, President & Chief Investment Officer<br>FTN Financial Main Street Advisors<br><br>**President's Welcome**<br>**Shawn Nydegger**<br>**State of Idaho** | 8:25 am | **Economic and Market Update**<br>With a new team in Washington D.C., we will discuss what is potentially ahead for the markets, the Fed, and financial regulation.<br>**Lindsey Piegza, Ph.D. Stifel Nicolaus** |

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## Thursday, March 23, 2017 (continued)

9:15 am **GSE Update**

Federal Agency securities usually comprise a large portion of most municipal portfolios. Representatives from the "big four" agencies will give us an update regarding issuance and trends.

**Claude Seide, Incapital (moderator)**
**Denise de Bombelles, FHLB**
**Dan Spencer, FFCB**
**Sean Forde, FHLMC**
**James Zucco, FNMA**

**10:30 am** **Refreshment Break**

10:45 am **Keynote Speaker**

Tom Sosnoff was a market maker on the Chicago Board Options Exchange for over 20 years. He is a recognized online brokerage innovator and sought-after financial educator. Tom is a true visionary and serial entrepreneur who co-founded the ThinkorSwim trading platform and brokerage firm in 1999, which was sold to TD Ameritrade for over $600 million in 2009. In 2011, Tom and his team launched Tastytrade, which is one of the most-watched financial networks on the internet. One of his missions is to disrupt the individual investor financial services market and empower investors to manage their own monies. To help accomplish this, Tom and his team recently launched a new brokerage firm, Tastyworks. Tom will provide a unique insight to GIOA attendees on how to better manage your personal investments.

**12:00 pm** **Lunch Provided - Rain**

1:15 pm **Supranational Panel**

Supranational and government-related debt outside the U.S. market offer government portfolio managers high quality investments. The panel will discuss trends and developments.

**Laura Fan, Inter American Development Bank**
**Ferdie Pascual, Asian Development Bank**
**George Richardson, World Bank**
**John Johnson, County of San Bernardino**
**Jamie Stirling, BNP Paribas**

2:15 pm **Presenting to the Boardroom**

Does presenting to your City Council, etc. make your knees quake? Gary will provide us with important tips to give quality presentations.

**Gary DeMoss, Invesco**

**3:00 pm** **Refreshment Break**

3:15 pm **Callable Bonds: Friend and Foe**

Callable bonds come in multiple flavors and are purchased by many municipalities. This session will evaluate callables from book and total return perspectives and when they are a portfolio friend or foe.

**Billy Quinn, FTN Financial**
**George Barbar, Mesirow Financial**

4:10 pm **ABS--A Fit For Your Portfolio?**

More municipalities are investing in ABS. We will discuss how you can better evaluate ABS and if they are right for your portfolio.

**John McElravey, Wells Fargo**

5:00 pm **Thursday Session Concludes**

5:30-8:00 pm **NCAA Basketball Party (All Attendees) - Rain**

Big screen basketball, food and fun! A great opportunity to get to know your peers.

## Friday, March 24, 2017
## (All Attendees Invited)

**8:00 am** **Registration Begins - Full Buffet Breakfast**

8:25 am **Life Without Central Banks**

We will discuss how central bankers have been the biggest arbiters of asset values since the financial crisis and have driven extreme cross border flows. This has started to change as the effectiveness of monetary policy may have reached its limits. The addition of populist developments globally have made the current investment environment even more challenging.

**Marvin Loh, BNY Mellon**

9:15 am **Investing in LGIPs and MMFs After Last Year's MMF Reform**

The panel will discuss important changes to the LGIP and MMF arenas after last fall's Money Market Reform.

**Tom Cameron, UBS**
**Kerry Pope, Fidelity Investments**
**Shawn Nydegger, State of Idaho**

**10:05 am** **Refreshment Break**

10:20 am **Building a Quality Treasury Team**

Do you ever wonder what keeps your peers up at night? How they are tackling new regulatory requirements: by adding personnel, increasing work hours at period-end, leveraging new vendors? The panel will discuss best practices on how to form a quality team.

**Laura Glenn, State of Georgia**
**Mary Christine Jackman, State of Maryland**
**Dan Matusiewicz, City of Newport Beach**
**Logan Brown, Clearwater Analytics (moderator)**

### 11:10 am Conference Concludes