

GIOA CONFERENCE PRELIMINARY AGENDA 2017

Wednesday, March 22, 2017 (Government Attendees Only)

8:15 am	Registration Begins - Breakfast Provided - Conference Area	
9:00: am	Intermediate Session of Pre-Conference Workshop Top 10 Common Mistakes of Municipal Investment Programs A checkup on how your investment program is doing and suggestions on how to improve many aspects of your treasury area. Rick Phillips, FTN Financial Main Street Advisors	Advanced Session of Pre-Conference Workshop Advanced Bloomberg Analytics This session will help you get more from your Bloomberg system. New fixed-income and other functions will be discussed in this interactive format. Ray Johnson, Bloomberg
10:30 am	Refreshment Break	
10:45 am	A Strategic Approach to Public Funds Investing After discussing top mistakes made with investment programs, this session will provide hands-on tools and strategies to enhance your portfolio management. Chris Daniels, City of Albuquerque Luke Schneider, PFM Assets Management	Investment Strategies and Credit Analysis for the New Paradigm President Trump and the Republican controlled Congress have plans to embark on financial regulatory reform. How might this impact your credit analysis. Also a discussion of strategies to maximize your cash investments. John Donohue & Mark Hernandez, RBC
12:00 pm	Lunch Provided - Nove	
1:30 pm	Intermediate Session Continues: Trends in Technology 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.	Advanced Session Continues: Marching Into the Future: Top 5 Factors Impacting Market Yields 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. Margaret Kerins, BMO Capital Markets Rob Zambarano, Guggenheim Securities
2:45 am	Refreshment Break	
3:00 pm	Intermediate and Advanced Session Combined: 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 Mingle with other attendees for cocktails and hors d'oeuvres in a relaxed atmosphere.	

Thursday, March 23, 2016 (All Attendees Invited)

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

Continued on Reverse

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.
FHLB
Regina Gill, FFCB
FHLMC
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 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
William Thomas, BNP Paribas

2:15 pm **Presenting to the Boardroom**
Does presenting to your City Council, etc. make your knees quake? Jim will provide us with important tips to give quality presentations.
Jim Morel, 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, Mesirov

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.
Barclays
HSBC

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**
