

GFOAz 2024 October Budget Forum (5 CPEs)

AGENDA

8:00 AM | Registration Opens

9:00 AM | Performance Measures: A Deeper Look | 1 CPE

Taking an in-depth look at performance metrics. How does the magic happen? We will take a look at some specific metrics from Mesa and Tempe. How did they get there and what can we learn from the process.

Speakers:
Lisette Camacho, *Deputy City Manager/CFO, Tempe*
Brian Ritschel, *Management and Budget Director, Mesa*

10:00 AM | Long-term Strategic Planning | 1 CPE

In this presentation, Abdo Financial Solutions advisors Jean McGann and Victoria Holthaus discuss the importance of examining both revenue and expenditures for all funds when engaging in the long-term planning process. They'll delve into how a comprehensive analysis can transform a city's capital improvement plan into a robust long-term strategic plan, addressing critical aspects such as economic development, housing growth, and unique local factors. Learn how this holistic approach can ensure sustainable growth and increase financial stability for your community's future. Gain valuable insights and practical strategies for effective long-term planning.

Speakers:
Victoria Holthaus, *CPA, Partner, Abdo Financial Solutions*
Jean McGann, *CPA, President/Partner, Abdo Financial Solutions*



11:00 AM | The AZ Budget Process for New Councilmembers | 1 CPE

This session will cover the presentation of the AZ budget process for newly elected officials given by the AZ League of Cities & Towns every election cycle. In addition to going over the materials presented, it will highlight the issues that should be "take aways" for new Councilmembers. Those takeaways would include not only a high-level understanding of the steps involved in the budget process, but the ability to understand financial and budget reports that are presented by staff, what involvement or questions that should be asked during the budget process, the AZ statute deadlines that must be met, as well as the overall role of the council in adopting a balanced budget.

Speaker:
Lee Grafstrom, *Tax Policy Analyst, League of Arizona Cities and Towns*

12:00 PM | Lunch

1:00 PM | Budget Award Criteria Revisions | 1 CPE

The criteria for the Budget Awards Program will undergo some revisions effective for budgets beginning January 1, 2025. The revisions fall into one of two categories. The first group of changes are updates to the explanations to include links to relevant GFOA best practices. The second group of changes affect the criteria that include accounting terminology; these criteria have been updated to reflect the latest accounting terms.

Speaker:
John Fishbein, *Senior Program Manager, Technical Services Center, GFOA*

1:50 PM | Break

2:00 PM | Forecasting Revenues | 1 CPE

Discussion and tips on using receivables, payables and general cash management best practices to optimize receivables and payables to have more cash on hand to improve revenue budgeting. Also, developing working capital practices, such as liquidity as it relates to forecasting and increasing revenues and revenue projections.

Speakers:
Adrian Manriquez, *Director, Treasury Management Sales Consultant, Wells Fargo*
Douglas Airulla, *Senior Lead Business Growth Strategy Consultant, Wells Fargo*

3:00 PM | Concludes