



MINNESOTA GOVERNMENT FINANCE OFFICERS ASSOCIATION

# MnGFOA NEWSLETTER

July 2008

*Excellence and Leadership in Government Finance*

[www.mngfoa.org](http://www.mngfoa.org)

## Message from the President

There is a popular country song out now titled “You find out who your friends are” and I have been thinking about it for the last couple weeks – at the National GFOA in Fort Lauderdale and upon my return.

The conference was wonderful. The opportunity to network with people “like us” from around the country always shows me that we have it pretty good here in Minnesota and I never fail to come away with a new idea or perspective. I know that budgets are so tight it is damn near impossible to get out of state travel to a national conference approved by the City Council, but it is so worth it! The conference had great speakers (Keynotes: Mary Matalin & Donna Shalala) and great sessions (I never miss Girard Miller’s take on economics and markets – he is amazing!) Most of all, the 85 members of the Minnesota contingent had great fun and camaraderie and represented our state admirably.

Two particular representatives leap to mind because of their membership on the National GFOA Executive Committee: Al Rolek (Lino Lakes) and Pat Born (Minneapolis). They speak for all of us on a national and international scale with incredible knowledge and poise. We are proud to call them colleagues and friends.

As I watch our organization (both in state and beyond) I am struck by our attitudes and the abilities of our membership to work together towards the overall benefit of MnGFOA. It’s never easy for competitors to put aside personal disagreements or professional rivalry to achieve a common goal, but our members do it every time. I’ve heard our associate members referred to as “friends for fees” – which I despise. They are our friends. Colleagues. Members of our larger team. Whether active or associate members, we never know who will be working where in the future.

It only benefits us to keep that in mind when we are dealing with one another.

July’s a busy month for us all with budget season beginning and summer vacations. But be sure to check out our quarterly training on July 16<sup>th</sup> at Cragun’s. The Education and Social committees have combined their efforts on this one and are counting on a BIG turnout. The Executive committee has been trying to encourage more “out metro” meetings over the last several years and this is the result. Obviously, if we don’t have the turn out, it’s not going to be something we do again soon. So give it a try.

Of course, with this newsletter are the registration materials for the Annual State conference at Arrowwood in September. Don’t miss that either!

Special thanks this month to Terri Heaton from Springsted and Shelly Eldridge from Ehlers for their hospitality and support. Thanks to Spiro Hountalas from Standard & Poors and Hedly Chang from Moodys for being such good sports. Thanks to Howard Koolick, Jon North and Bruce DeJong for the laughs and support. Finally, Nick – no, you are NOT on my ‘bucket list’

A few years back, Jessie Hart (then at Springsted, now at White Bear Township) said that many of us in this organization have bonded as friends and not just co-workers. We have been through highs and lows together; when we want to celebrate and when we want to cry. As I said earlier this year, we have each other’s back. I’m always finding out who my friends are – even when I least expect to.

Robin





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## July Quarterly Training and Networking – No Monthly Meeting

**DATE:** Wednesday, July 16, 2008  
**LOCATION:** Cragun's on Gull Lake  
**TOPIC:** Long-term Financial Planning  
**SPEAKER:** Johnathan North, Dave Callister, and Bruce Kimmel of Ehler & Associates

**TIME:** 8:00 a.m. – 12:00 pm session,  
12:15 – 1:00 Lunch  
1:30 – 3:30 Networking activities  
**LUNCH:** Will be provided  
**COST:** Training - \$80.00  
Networking lunch only - \$20.00

**Registration:** The registration deadline is **JULY 8, 2008**. You need to register through Government Training Services for this training or networking lunch. A brochure and on-line registration is available on the Government Training Services website [www.mngts.org](http://www.mngts.org), or at the Minnesota GFOA website, [www.mngfoa.org](http://www.mngfoa.org).

Please remember that you can not use the MnGFOA website Meeting Signup to register for this training.

## July Quarterly Training and Networking

The Education Committee is pleased to announce our July quarterly training to be held Wednesday July 16, 2008 at Cragun's on Gull Lake. Our speakers will be Jonathan North, Dave Callister and Bruce Kimmel of Ehlers & Associates, Inc. The topic will be on Long-term Financial Planning. This session will discuss how long-term financial planning for the general and utility funds can guide policy and make tough political decisions easier for your City Council. Specifically, we will explore hands-on how cities can consider all of their operating and capital needs as a whole and project their impact on future tax levies. We will walk through the necessary building blocks: from setting project objectives and information gathering, to data analysis and measuring outputs. Equally important, we will discuss how the Council interacts throughout this process and to ensure ownership of the process.

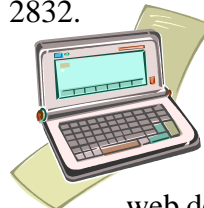
The session will be from 8:00 a.m. – 12:00 p.m., lunch will be from 12:15 – 1:00 p.m. The social committee has planned some fun activities for networking in the afternoon, pontoon rides on Gull Lake and for those who would rather stay on dry land, golf for \$79. Rooms are available for \$129 per night. Registration and additional information will be available from GTS at [www.mngts.org](http://www.mngts.org). If you have any questions, please call Sue Iverson, Education Committee chair at (651) 792-7816 or [sue.iverson@ci.arden-hills.mn.us](mailto:sue.iverson@ci.arden-hills.mn.us).

## COME ONE, COME ALL, TO SOME FUN AFTERNOON EVENTS AT CRAGUNS!!



There is room for up to 65 people to do some relaxing boating on Gull Lake. Bring a fishing pole if you like or just kick back and enjoy the scenery. Light refreshments will be available on the pontoons. The adventure will be from 1:30 to 3:30 p.m. However, you must reserve in advance with GTS. This event will be sponsored by the MN GFOA. You can call Lynn Cornwell at Wells Fargo with any questions at 612-667-9874.

If boating is not your thing, you can also head to the golf course. Cragun's is offering a really good deal at \$79. This will be at one of their two championship 9.5 star courses. Again, you must register in advance with GTS. Ron Hedberg at the City of Cottage Grove can help with any questions at 651-458-2832.



## Website News ~

The new website has gone live. The web designers are in the process of working on some minor tweaks to resolve some items and get the site running at 100%. When the known items are resolved and the site is ready for your full use a listserv will be sent out. Some of the new features will be added later, so check it out and let us know what you think. Many thanks go to Joel Merry for his hard work in getting the website set-up.

# Committee

## Executive Committee Update

The Executive Committee did not meet in June.

### **ANNUAL GOLF OUTING – Make up Date Due to Rain Thursday, August 14th, Noon Shotgun Start**

**Annual Golf Outing:** Thursday August 14th, Noon. The annual golf outing got rained out in May and has been rescheduled. If you signed up for the first event, you will be re-contacted to see if you want to “roll over” your registration to the new date. If you would like to register for the August event you have until July 31<sup>st</sup> to register. The event will be at Oak Marsh in Oakdale. The sign up information is on the attached flyer and located on the web site.

### **2009 MnGFOA Treasurer Selection**

The MNGFOA Treasurer Selection Committee is now seeking nominations/applications for the 2009 Treasurer. The Committee encourages all members to consider making a nomination. Members may also apply themselves.

Officers of the MNGFOA provide direction and ongoing support for the organization. They are key to keeping the MNGFOA a well-regarded and valuable association to its membership. Please help maintain the high quality of officers by nominating someone who is committed to the government finance profession and can provide leadership to the organization. The 2009 Treasurer will advance to the next Executive Board position each year and serve as MNGFOA's President in 2012. Treasurer candidates must be an active member in the association for at least three years.

Nominations/applications are due by August 15, 2008 and should include the individual's name and contact information, past involvement with MNGFOA and/or national GFOA, and any other information you feel makes the individual a strong candidate. Please send or e-mail nominations/applications to Tom Kelly at: [Tom.kelly@ci.monticello.mn.us](mailto:Tom.kelly@ci.monticello.mn.us) or City of Monticello Attn: Tom Kelly 505 Walnut Street, Suite 1 Monticello, MN 55362-8831

## **JOB POSTINGS**

### **CITY OF PRIOR LAKE SEEKS FINANCE DIRECTOR**

City of Prior Lake (pop. 23,000), a growing Minneapolis/St. Paul metro suburb located in Scott County, is seeking an energetic and experienced manager for the position of Finance Director. This is a highly responsible key administrative position responsible for long-term capital planning, investments and financial impact analysis, and all financial operations of the City. Qualified candidates will have a Bachelor's degree (masters preferred) in public finance, business administration, public administration or closely related field; 5 years financial experience including 3 years or more as a manager. Annual salary range is \$82,099 - \$100,532 DOQ plus excellent benefit package. A City application and a resume are required. Application deadline is July 14, 2008. For an application packet, visit our web site at [www.cityofpriorlake.com](http://www.cityofpriorlake.com) ; call Prior Lake City Hall at 952-447-9803 or email us at [cgreen@cityofpriorlake.com](mailto:cgreen@cityofpriorlake.com). Come be a part of our Prior Lake team!

Job posting are also made to the MnGFOA web site and you can check there on a continuing basis for new posting.

## **2008 Meeting Dates**

### **Monthly Meetings**

July 16 – Quarterly Training

August 20 – Boat Cruise – Lake Minnetonka

No September Meeting – Annual Conference

October 15

November 19 – Quarterly Training

December 10

### **Education Training Dates:**

October 22 – Beginning Gov. Accounting – St. Cloud

October 23 - Intermediate Gov. Accounting – Monticello

November 19 – Topic to be determined

### **Annual Conferences:**

MnGFOA – Alexandria, MN

Sept. 24-26, 2008

# 2008 MnGFOA Conference

## *TEAM ~ Together Everyone Achieves More*

The program for the 2008 Annual Conference at Arrowwood has been completed. From the keynote address by Dr. Alan Zimmerman on *The Relationship Recipe; Rapport, Respect and Recognition* to the closing by Chris Heater explaining *Personalities at Work; What Sled Dogs Know that We Don't*. The 2008 edition promises to be an educational, entertaining and enlightening experience. The ever popular Legislative Update with Gary Carlson and Jennifer O'Rourke is scheduled and four sessions with Paul Glick of the Glick Consulting Group are spread throughout the conference schedule. Casino Night makes its triumphant return on Wednesday evening. Registration information for both the Conference and for Lodging at the Arrowwood facility can be found at the MnGFOA website. Mark your calendars for Wednesday, September 24 through Friday, September 26 for this exciting opportunity to learn from and interact with some of the best in the business; the members of the Minnesota GFOA.

## Annual Conference Advertising

The 2008 Annual Conference will be at Arrowwood again this year, September 24 – 26, 2008. The theme this year is “**Together Everyone Achieves More.**” Associate members are invited to achieve maximum results by placing an advertisement in the annual conference book. Your ad will be seen by hundreds of finance officers and other finance professionals and will help to defray the costs of the conference for all members. The advertising opportunities and related costs (no increases) are as follows:

¼ Page	3 ¼” W x 4 ½” L	\$225
½ Page	7” x 4 ½” L	\$350
Full Page	7” W x 9” L	\$475

Please adhere to these sizes and orientations when submitting your ads. Email a “clean” black and white copy of your ad to George Eilertson at [geilertson@northlandsecurities.com](mailto:geilertson@northlandsecurities.com) by **August 15, 2008**.

If you placed an ad in the 2007 program, we have your ad on file. If you would like to re-run the same ad please indicate. The quality of your program ad will only be as good as what you send us. Acceptable ads will be the appropriate size and acceptable in Adobe (.pdf); MS

Word (.doc); MS Publisher or MS PowerPoint (.ppt).

Make checks payable to “**MnGFOA**” and forward to:  
 George Eilertson, Sr. Vice President  
 Northland Securities, Inc.  
 45 South Seventh Street - #2500  
 Minneapolis, Minnesota 55402

**NOTE** – If you would like to pay for your ad with a credit card please contact me directly at 612-851-5906.

This is a great way to keep your name in front of the general membership and support the Association at the same time. Thanks to all of you who purchased ads last year. We are looking forward to a great conference and hope to see you at Arrowwood this fall.

## Please Join Us For a Welcome Reception!

Minneapolis Marriott City Center  
 Wednesday, August 27th, 2008  
 5:15 pm to 7:15 pm

The National GFOA is hosting a training event the last week of August and the MNGFOA is having a welcome reception on Wednesday, August 27th to allow our members the opportunity to network with others from Minnesota and around the country.

Appetizers will be served and a cash bar will be provided. The gathering will take place in the Lobby bar. More details will follow in the August newsletter and will be provided on the website.

We would especially like to thank all the associate members who have generously donated to pay for the food for this event. Those sponsoring the event are listed below. If you have any questions regarding this social event please contact Greg Sticha at (952)-227-1149.

### Sponsors:

Abdo, Eick & Meyers	Best & Flanagan LLP
Dorsey & Whitney LLP	Ehlers & Associates
HLB Tautges Redpath	Larson Allen LLP
M & I Bank	MBIA Asset Management
Northland Securities	RBC Dain Rauscher
Springbrook Software	Springsted
Stern Agee	US Bank
Voyageur Asset Mgmt	Wells Fargo

**MINNESOTA GOVERNMENT FINANCE OFFICERS ASSOCIATION  
2008 ANNUAL CONFERENCE  
“TOGETHER EVERYONE ACHIEVES MORE”**

<b><u>WHEN:</u></b>	<b>September 24– 26, 2008</b>
<b><u>WHERE:</u></b>	<b>Arrowwood Resort Alexandria, Minnesota</b>

<b>CONFERENCE [9/24-26/08]</b>	<b>BY</b>	<b>AFTER</b>
<b><u>REGISTRATION FEE</u></b>	<b><u>August 28</u></b>	<b><u>August 28</u></b>
<b>Member</b>	<b>\$ 225.00</b>	<b>\$ 250.00</b>
<b>Non-Member</b>	<b>\$ 285.00</b>	<b>\$ 310.00</b>

**MAKE CHECKS PAYABLE TO:** Minnesota GFOA

**MAIL REGISTRATION/PAYMENT TO:** Liz Berger, Accounting Coordinator  
City of Minnetonka  
14600 Minnetonka Blvd  
Minnetonka, MN 55345  
Fax (952) 939-8244

**Note:** You must register on-line at [www.mngfoa.org](http://www.mngfoa.org) to pay by credit card (MC / Visa only).

**LODGING:** YOU MUST make separate arrangements by completing the attached lodging registration form for Arrowwood Resort by August 28, 2008. YOU MUST MAIL OR FAX YOUR RESERVATION FORM. Reservations are on a first-come first-served basis and overflow lodging reservations **WILL BE** made for you by Arrowwood. You are encouraged to make arrangements to share a room.

Townhome rooms are available at the standard room rate. Each bedroom in a townhome unit will be considered a standard room. Please direct any questions regarding townhome assignments to Arrowwood Resort.

Water Park passes will be made available to the conference attendees at a rate of \$5 per day.

**REFUND POLICY:** All cancellation requests regarding lodging must be directed through Arrowwood Resort and are subject to their policies. Conference cancellation requests received by September 19, 2008 will be refunded in full. All cancellation requests received after September 19, 2008 will be subject to a \$100 charge to cover expenses. Requests for refunds on the conference fee will only be considered up to September 26, 2008.

***THE ANNUAL CONFERENCE COMMITTEE INVITES ALL PARTICIPANTS TO DRESS CASUALLY AND ENJOY  
THIS YEAR'S CONFERENCE***

# **REGISTRATION FORM**

**[PLEASE RETURN WITH PAYMENT]**

**MINNESOTA GOVERNMENT FINANCE OFFICERS ASSOCIATION**

**2008 ANNUAL CONFERENCE**

**“TOGETHER EVERYONE ACHIEVES MORE”**

**YOUR NAME WILL APPEAR ON YOUR NAME TAG AS SUBMITTED BELOW!!!**

**LAST NAME** \_\_\_\_\_ **FIRST NAME** \_\_\_\_\_

**POSITION** \_\_\_\_\_

**EMPLOYER** \_\_\_\_\_

**ADDRESS** \_\_\_\_\_

**CITY** \_\_\_\_\_ **STATE** \_\_\_\_\_ **ZIP** \_\_\_\_\_

**PHONE** \_\_\_\_\_ **E-MAIL** \_\_\_\_\_

**CONFERENCE [9/24-26/08]**

**REGISTRATION FEE**

**Member**

**Non-Member**

**BY AUGUST 28<sup>TH</sup>**

**\$225.00**

**\$250.00**

\_\_\_\_\_

**AFTER AUGUST 28<sup>TH</sup>**

**\$285.00**

**\$310.00**

\_\_\_\_\_

**TOTAL PAID REGISTRATION**

=====

**IS THIS YOUR FIRST MGFOA CONFERENCE?**

**YES**

**NO**

**IDENTIFY SPECIAL DIETARY NEEDS:**

**[SOMEONE WILL CONTACT YOU BY PHONE OR EMAIL REGARDING YOUR NEEDS]**

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**MINNESOTA GOVERNMENT FINANCE OFFICERS ASSOCIATION  
2008 ANNUAL CONFERENCE  
“TOGETHER EVERYONE ACHIEVES MORE”  
Lodging Reservation Form  
September 24-26, 2008**

**REGISTRATION INFORMATION**

Company \_\_\_\_\_

Mr./Mrs./Ms. \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ St \_\_\_\_\_ Zip \_\_\_\_\_

Day Phone (\_\_\_\_) \_\_\_\_\_

**Special Requests:** (i.e. Room accessibility, dietary, etc.)  
Explain: \_\_\_\_\_  
\_\_\_\_\_

**All of our lodging is non-smoking.**

Method of Payment:  
\_\_\_\_\_ Check-Send with form  
\_\_\_\_\_ Credit Card - Card Charged Upon Receipt of Form  
    Visa, MasterCard, American Express, Discover accepted.

Card # \_\_\_\_\_ Exp. \_\_\_\_/\_\_\_\_

Cardholder's name: \_\_\_\_\_

Signature: \_\_\_\_\_

**CANCELLATION POLICY**

Cancellations requests received after September 19, 2008, will be subject to a charge for one-nights lodging plus tax.

MGFOA requests that all cancellations be made as soon as possible to make rooms available for other conference attendees.



**LODGING SELECTIONS**

\_\_\_\_\_ \$102.00 Standard accommodations/ Per night + tax

\_\_\_\_\_ I am willing to stay in a Townhome unit, if no standard rooms are available at Arrowwood.

\_\_\_\_\_ \$102.00 Townhome room accommodations/ Per night + tax

Please select Townhome preference:

\_\_\_\_\_ 3 BR Townhome Unit

\_\_\_\_\_ 4 BR Townhome Unit

\_\_\_\_\_ \$145.00 Suites Per night + tax (Suites are limited)

Arrival Date: \_\_\_\_\_ Departure Date: \_\_\_\_\_

Total Room Nights: \_\_\_\_\_

**ROOMMATES**

If you are sharing a room or townhome, each person must complete a separate reservation form.

List name(s) of the roommate(s) you've selected:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

If you are selecting roommates, reservation forms must be mailed or faxed together. If not received together, specific roommate requests cannot be guaranteed.

Overflow lodging reservations will be made for you by Arrowwood. Once Arrowwood Resort is full, attendees will be notified where their reservation has been made.

**MAIL OR FAX ENTIRE FORM TO:**

*Arrowwood Resort & Conference Center*

*2100 Arrowwood Lane NW*

*Alexandria, MN 56308*

*FAX: 320-762-0133*

*Phone: 320-762-1124*

**\*\*NO RESERVATIONS TAKEN WITHOUT FORM.\*\***

***HOTEL CHECK-IN TIME IS 4 P.M.  
HOTEL CHECK-OUT TIME IS 11 A.M.***



## MGFOA 2008 GOLF OUTING



Date: Thursday August 14, 2008

Cost: \$54 per person, includes:  
greens fees, golf cart, contests, and prizes.

GPS system including electronic tournament scoring will be used

Place: Oak Marsh Golf Course,  
526 Inwood Ave. No., Oakdale, MN 55128  
[www.wpgolf.com/oakmarsh](http://www.wpgolf.com/oakmarsh)

Time: Tee times @ **Noon**, - **A SHOTGUN START**,  
(a shotgun start is when all golfers start (and hopefully finish) at the same time with each foursome on a different hole.)

This tournament is for golfers of all skill levels. You do not have to be a good golfer to participate. This is a team event. Just come prepared to have a good time!! To promote the social aspect of this event, entries will be grouped in foursomes, mixing skill levels. After golfing, we will meet in the clubhouse area for the presentation of prizes. The registration deadline is Thursday, July 31, 2008.

We will be having a shotgun start, so all tee times at Noon. Please be at the course at least 30 minutes prior to the tee time. They have a grill available for lunch. If you have any questions, please contact Jim Eichten at Malloy, Montague, Karnowski, Radosevich at 952-545-0424 or Ron Hedberg at the City of Cottage Grove, 651-458-2832, or email, [rhedberg@cottage-grove.org](mailto:rhedberg@cottage-grove.org).

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### Golf Outing Registration Form

Name(s) \_\_\_\_\_

Email: \_\_\_\_\_

Organization \_\_\_\_\_

**Make checks payable to MGFOA and mail your registration form and payment to:**

Average score for 18 holes \_\_\_\_\_

MMKR  
Attn: Jim Eichten  
5353 Wayzata Blvd., Suite 410  
Minneapolis, MN 55416

Enclosed is a check for \$ \_\_\_\_\_ for \_\_\_\_\_ golfers

Larry Jacobson  
City of Robbinsdale  
4100 Lakeview Avenue N  
Robbinsdale, MN 55422-2280

# SUMMER

## Message from the Editor

If you wish to share any items of interest with the members I look forward to receiving them. Send your job openings, ads, career moves, or other items of note to me by the 20<sup>th</sup> of each month and they will go in the next newsletter. Thanks!

Larry Jacobson, City of Robbinsdale  
4100 Lakeview Avenue North  
Robbinsdale, MN 55422-2280  
Phone: 763-531-1215  
Email: [Ljacobson@ci.robbinsdale.mn.us](mailto:Ljacobson@ci.robbinsdale.mn.us)



## Membership Information

If you need to update your membership information, because you have changed jobs, or for some other reason, you can do it online at the MnGFOA website. You will need your username and password. If you have forgotten your username and password, please email [timesaver1@aol.com](mailto:timesaver1@aol.com) with your request.