



California Municipal Treasurers Association

Board of Directors Meeting

Date: Thursday, January 26, 2017

Time: 3:00 p.m. – 4:00 p.m.

Dial-in: 888.394.8197

Passcode: 3537045#

Agenda

Call to Order

Approval of the Agenda

Roll Call

President	Margaret Moggia
President-Elect	Rudy Livingston, CCMT
Secretary	Alisa Cutchen
Treasurer	Tracey Angelo, CCMT
Past President	Pamela Arends-King
Division 1 – North	Tim McGallian
Division 2 – South	Gina Tharani, CCMT

Committee Chairs, Staff and Guests:

Legislative Chair	Michelle Durgy
Standing Rules & Bylaws Chair	Pamela Arends-King
Membership & Budget Committee	Israel Garza
Certification Chair	Ernestine Jones, CCMT
Technology Chair	Donald Patterson
Commercial Associate Liaison	Lily Ng
Newsletter & Public Relations Chair	Margaret Moggia
Investment Policy Certification Chair	Shaun Farrell, CCMT
Revenue and Taxation Policy Committee Representative	John Adams
Division 1 – North Committee	Deborah Yamamoto
Meetings and Membership Specialist	Yelena Martynovskaya
Meetings and Membership Assistant	Kristy Schrimsher

Consent Calendar

Minutes from the November 17 and December 15, 2016 Board of Directors Meeting
 Financial Report from November 30 and December 31, 2016

Action Items

1. 2017 Annual Conference
 - a. Program Agenda
 - b. Registrations
 - c. Sponsorships
 - d. 2017 Annual Conference Budget
2. 2019 Annual Conference Site Selection
3. CMTA Certification Program
4. CMTA Speaker Policy
5. Annual Election
6. 2016 Strategic Planning Session
 - a. Governance and Finance – Rudy, Pam, Tracey, John
 - b. Membership – Israel, Alisa, Tim, Gina
 - c. Certification and Education – Ernestine, Michelle, Shaun, Deborah
 - d. Marketing and Communications – Don, Margaret, Lily, Yelena, Kristy

Information and Activities Reports

Membership Report

New Business

Next Board Meeting
February 16, 2017

Adjourn



California Municipal Treasurers Association

Board of Directors Meeting

Date: Thursday, November 17, 2016

Time: 3:00 p.m. – 4:00 p.m.

Dial-in: 888.394.8197

Passcode: 3537045#

Minutes

Call to Order

Approval of the Agenda

Roll Call

X	President	Margaret Moggia
X	President-Elect	Rudy Livingston, CCMT
	Secretary	Alisa Cutchen
X	Treasurer	Tracey Angelo, CCMT
X	Past President	Pamela Arends-King
	Division 1 – North	Tim McGallian
X	Division 2 – South	Gina Tharani, CCMT

Committee Chairs, Staff and Guests:

	Legislative Chair	Michelle Durgy
X	Standing Rules & Bylaws Chair	Pamela Arends-King
	Membership & Budget Committee	Israel Garza
X	Certification Chair	Ernestine Jones, CCMT
X	Technology Chair	Donald Patterson
X	Commercial Associate Liaison	Lily Ng
X	Newsletter & Public Relations Chair	Margaret Moggia
X	Investment Policy Certification Chair	Shaun Farrell, CCMT
X	Revenue and Taxation Policy Committee Representative	John Adams
	Division 1 – North Committee	Deborah Yamamoto
X	Meetings and Membership Specialist	Yelena Martynovskaya
X	Meetings and Membership Assistant	Kristy Schrimsher

Consent Calendar

The board reviewed minutes from the October 20, 2016 Board Meeting as well as the Financial Report from October 31, 2016. Gina Tharani moved to approve the October minutes and financials. Margaret Moggia seconded the motion. The October minutes and financials were approved.

Action Items

1. Specialized Training for Certification Program

Margaret Moggia reported on the CMTA Specialized Training that will be offered at the 2017 Annual Conference in Newport Beach, CA. Margaret reported that she has been working with Michelle Durgy on developing a pre-conference program that covers needed hours to acquire the CTC or CCMT designation. Margaret also stated that there is a plan to possibly film the session to make it available, for a fee, for those that cannot attend the Annual Conference. The goal is to have some Specialized Training hours available throughout the conference as well. Margaret stated that CTC and CCMT certificates will be awarded at the Annual Conference during the Welcome Luncheon on Wednesday for those individuals that will complete all of the requirements.

2. 2017 Annual Conference

Margaret Moggia reported on the 2017 Annual Conference program development. The board reviewed the 2017 schedule and proposed sessions. Margaret stated that the 2017 Annual Conference Committee has been working to assign the sessions and speakers and that the majority of the sessions have been assigned.

3. 2018 Annual Conference

Margaret Moggia reported the the 2018 site tour is scheduled for December 3rd. Pamela Arends-King, Rudy Livingston and Yelena Martynovskaya will be in attendance along with Janet Salvetti to visit three properties: Oakland Marriott, Sir Francis drake Hotel San Francisco and Crowne Plaze San Francisco Airport.

4. 2016 Strategic Planning Session

The subcommittees below provided status reports:

- a. Governance and Finance – Rudy, Pam, Tracey, John
 - b. Membership – Israel, Alisa, Tim, Gina
 - c. Certification and Education – Ernestine, Michelle, Shaun, Deborah
 - d. Marketing and Communications – Don, Margaret, Lily, Yelena, Kristy
- MM asked each subcommittee on where they are in the progress.

The meeting was adjourned at 3:53 p.m.

Respectfully submitted,

Yelena Martynovskaya
Meeting & Membership Specialist



California Municipal Treasurers Association

Board of Directors Meeting

Date: Thursday, December 15, 2016

Time: 3:00 p.m. – 4:00 p.m.

Minutes

Call to Order

Approval of the Agenda

Roll Call

X	President	Margaret Moggia
X	President-Elect	Rudy Livingston, CCMT
	Secretary	Alisa Cutchen
	Treasurer	Tracey Angelo, CCMT
X	Past President	Pamela Arends-King
	Division 1 – North	Tim McGallian
	Division 2 – South	Gina Tharani, CCMT

Committee Chairs, Staff and Guests:

	Legislative Chair	Michelle Durgy
	Standing Rules & Bylaws Chair	Pamela Arends-King
X	Membership & Budget Committee	Israel Garza
X	Certification Chair	Ernestine Jones, CCMT
X	Technology Chair	Donald Patterson
	Commercial Associate Liaison	Lily Ng
	Newsletter & Public Relations Chair	Margaret Moggia
X	Investment Policy Certification Chair	Shaun Farrell, CCMT
X	Revenue and Taxation Policy Committee Representative	John Adams
	Division 1 – North Committee	Deborah Yamamoto
X	Meetings and Membership Specialist	Yelena Martynovskaya
	Meetings and Membership Assistant	Kristy Schrimsher

Consent Calendar

Quorum was not established, Minutes from the November 17, 2016 Board of Directors Meeting and the Financial Report from November 30, 2016 were tabled for the January, 2017 meeting.

Action Items

1. 2017 Annual Conference Update

President Margaret Moggia reported on the 2017 Annual Conference, the conference registration promotional email, and the latest registration numbers. Margaret reported that the next Annual Conference Committee meeting will be held within the next few weeks to discuss and finalize the conference agenda. Margaret mentioned that most of the conference sessions have been finalized and that the committee is on schedule.

2. 2018 Annual Conference

Margaret Moggia reported on the 2018 Annual Conference site visit in Oakland and San Francisco that Rudy Livingston, Yelena Martynovskaya and Janet Salvetti participated in. The board discussed the feedback provided by participants and agreed to make a decision on the site soon.

3. CMTA Specialized Training

Margaret Moggia reported that January 18-19, 2017 workshop in Riverside will offer a total of 3.5 hours of CMTA Specialized Training. Margaret shared that additional hours needed for the CTC and CCMT designations will be offered at the pre-conference sessions of the Annual Conference as well as at the general and breakout sessions throughout the conference. Margaret reported that individuals who would complete with their requirements at the conference will be recognized during the Welcome Luncheon on Wednesday. Margaret also reported that the plan is to record the pre-conference session as well as the investment accounting course that CMTA and CSMFO put on and to make it available to those who cannot attend them in person so that the Specialized Training can be obtained that way.

4. 2016 Strategic Planning Session

The subcommittees below provided status reports:

a. Governance and Finance – Rudy, Pam, Tracey, John

Rudy reported that the meeting with the subcommittee is being scheduled.

b. Membership – Israel, Alisa, Tim, Gina

Israel Garza reported that the subcommittee held a meeting and have begun brainstorming the steps outlined in the Strategic Plan workplan.

c. Certification and Education – Ernestine, Michelle, Shaun, Deborah

d. Marketing and Communications – Don, Margaret, Lily, Yelena, Kristy

Donald Patterson reported that the subcommittee is working on developing a membership survey that eventually will be sent out to the membership.

Margaret asked the board to focus on the Strategic Planning in January and share the progress at the Annual Conference in April.

New Business

Margaret Moggia brought up the issue that the next board meeting is during the January's Investment workshop. The board agreed to postpone the meeting to January 26th at 3 pm.

Margaret also reminded that elections for the four open positions on the board are coming up and the notice for nominations will go out shortly. Margaret reported the Nominating Committee will be recruiting people for the open positions.

The meeting was adjourned at 3:45 p.m.

Respectfully submitted,

Yelena Martynovskaya
Meeting & Membership Specialist

CMTA
Balance Sheet
As of November 30, 2016

	<u>Nov 30, 16</u>	<u>Nov 30, 15</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1010000 · Cash and cash equivalents			
1010400 · General - Chase-8076	63,258.85	78,737.75	-15,478.90
1010500 · Education - Chase	7,534.12	7,534.12	0.00
Total 1010000 · Cash and cash equivalents	<u>70,792.97</u>	<u>86,271.87</u>	<u>-15,478.90</u>
1020000 · Investments			
1020100 · LAIF	46,731.76	46,500.70	231.06
Total 1020000 · Investments	<u>46,731.76</u>	<u>46,500.70</u>	<u>231.06</u>
Total Checking/Savings	<u>117,524.73</u>	<u>132,772.57</u>	<u>-15,247.84</u>
Accounts Receivable			
1040000 · Quick Books Accounts receivable	0.00	-75.00	75.00
Total Accounts Receivable	<u>0.00</u>	<u>-75.00</u>	<u>75.00</u>
Other Current Assets			
1040100 · YourMembership AR	6,700.00	2,220.00	4,480.00
1049000 · Undeposited funds	100.00	1,750.00	-1,650.00
1070000 · Prepaid expenses	12,058.98	6,048.90	6,010.08
Total Other Current Assets	<u>18,858.98</u>	<u>10,018.90</u>	<u>8,840.08</u>
Total Current Assets	<u>136,383.71</u>	<u>142,716.47</u>	<u>-6,332.76</u>
TOTAL ASSETS	<u>136,383.71</u>	<u>142,716.47</u>	<u>-6,332.76</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2010000 · Accounts payable	2,601.44	0.00	2,601.44
Total Accounts Payable	<u>2,601.44</u>	<u>0.00</u>	<u>2,601.44</u>
Total Current Liabilities	<u>2,601.44</u>	<u>0.00</u>	<u>2,601.44</u>
Total Liabilities	<u>2,601.44</u>	<u>0.00</u>	<u>2,601.44</u>
Equity			
2700000 · Retained Earnings	0.00	1,953.03	-1,953.03
2720000 · Temp. Restricted Net Assets	36,973.90	0.00	36,973.90
2740000 · General fund	79,852.39	106,447.77	-26,595.38
2750000 · M Woodward Memorial Education	0.00	18,063.90	-18,063.90
Net Income	16,955.98	16,251.77	704.21
Total Equity	<u>133,782.27</u>	<u>142,716.47</u>	<u>-8,934.20</u>
TOTAL LIABILITIES & EQUITY	<u>136,383.71</u>	<u>142,716.47</u>	<u>-6,332.76</u>

CMTA
Profit & Loss
July through November 2016

	<u>Jul - Nov 16</u>	<u>Jul - Nov 15</u>	<u>\$ Change</u>
Income			
4010000 · Membership dues	52,860.00	57,402.50	-4,542.50
4500000 · Program services	28,020.00	7,203.00	20,817.00
4600000 · Division Income	0.00	4,125.00	-4,125.00
4980000 · Interest	134.29	70.23	64.06
Total Income	<u>81,014.29</u>	<u>68,800.73</u>	<u>12,213.56</u>
Gross Profit	81,014.29	68,800.73	12,213.56
Expense			
5010000 · Management and general	64,025.75	41,732.77	22,292.98
5050000 · Program services expenses	32.56	10,816.19	-10,783.63
Total Expense	<u>64,058.31</u>	<u>52,548.96</u>	<u>11,509.35</u>
Net Income	<u><u>16,955.98</u></u>	<u><u>16,251.77</u></u>	<u><u>704.21</u></u>

CMTA
Profit & Loss Prev Year Comparison
 July through November 2016

	<u>Jul - Nov 16</u>	<u>Jul - Nov 15</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
4010000 · Membership dues				
4010100 · Dues (Public)	45,400.00	51,102.50	-5,702.50	-11.16%
4010200 · Dues (commercial)	7,430.00	6,150.00	1,280.00	20.81%
4010400 · Dues (Alumni)	30.00	150.00	-120.00	-80.0%
4010000 · Membership dues - Other	0.00	0.00	0.00	0.0%
Total 4010000 · Membership dues	<u>52,860.00</u>	<u>57,402.50</u>	<u>-4,542.50</u>	<u>-7.91%</u>
4500000 · Program services				
4510000 · Certification				
4510100 · Investment Policy Application	1,050.00	405.00	645.00	159.26%
4510200 · CCMT- Certified CA Municipal T.	85.00	360.00	-275.00	-76.39%
4510000 · Certification - Other	750.00	0.00	750.00	100.0%
Total 4510000 · Certification	<u>1,885.00</u>	<u>765.00</u>	<u>1,120.00</u>	<u>146.41%</u>
4520000 · Education				
4520300 · Essentials Workshop	20,970.00	0.00	20,970.00	100.0%
4520400 · Advanced Workshop	0.00	4,750.00	-4,750.00	-100.0%
Total 4520000 · Education	<u>20,970.00</u>	<u>4,750.00</u>	<u>16,220.00</u>	<u>341.47%</u>
4530000 · Publications				
4530100 · Handbook	62.00	63.00	-1.00	-1.59%
4530300 · Job Ads	1,350.00	525.00	825.00	157.14%
4540000 · Newsletter	0.00	1,000.00	-1,000.00	-100.0%
Total 4530000 · Publications	<u>1,412.00</u>	<u>1,588.00</u>	<u>-176.00</u>	<u>-11.08%</u>
4560000 · Annual Conference				
4560100 · Registrations				
4560110 · Active Members	753.00	0.00	753.00	100.0%
4560120 · Commercial Associates	0.00	0.00	0.00	0.0%
4560100 · Registrations - Other	0.00	0.00	0.00	0.0%
Total 4560100 · Registrations	<u>753.00</u>	<u>0.00</u>	<u>753.00</u>	<u>100.0%</u>
4560200 · Sponsors				
4560210 · Exhibit Sponsor	3,000.00	0.00	3,000.00	100.0%
Total 4560200 · Sponsors	<u>3,000.00</u>	<u>0.00</u>	<u>3,000.00</u>	<u>100.0%</u>
4560000 · Annual Conference - Other	0.00	100.00	-100.00	-100.0%
Total 4560000 · Annual Conference	<u>3,753.00</u>	<u>100.00</u>	<u>3,653.00</u>	<u>3,653.0%</u>
Total 4500000 · Program services	<u>28,020.00</u>	<u>7,203.00</u>	<u>20,817.00</u>	<u>289.01%</u>
4600000 · Division Income	0.00	4,125.00	-4,125.00	-100.0%
4980000 · Interest	134.29	70.23	64.06	91.22%
Total Income	<u>81,014.29</u>	<u>68,800.73</u>	<u>12,213.56</u>	<u>17.75%</u>
Gross Profit	81,014.29	68,800.73	12,213.56	17.75%
Expense				
5010000 · Management and general				
5010100 · Audit	12,120.00	4,600.00	7,520.00	163.48%
5010200 · Board meetings	13,364.16	0.00	13,364.16	100.0%
5010300 · In House Printing	47.38	59.25	-11.87	-20.03%

CMTA
Profit & Loss Prev Year Comparison
 July through November 2016

	<u>Jul - Nov 16</u>	<u>Jul - Nov 15</u>	<u>\$ Change</u>	<u>% Change</u>
5010310 · Storage	93.22	58.04	35.18	60.61%
5010400 · Contract Services				
5010420 · Website update and maintenance	3,929.61	4,091.47	-161.86	-3.96%
5010430 · SMA - AMC	30,244.50	30,244.50	0.00	0.0%
Total 5010400 · Contract Services	<u>34,174.11</u>	<u>34,335.97</u>	<u>-161.86</u>	<u>-0.47%</u>
5010600 · Insurance	1,147.77	1,471.92	-324.15	-22.02%
5010800 · Taxes and Filings	287.00	30.00	257.00	856.67%
5010900 · Postage	609.51	246.51	363.00	147.26%
5011200 · Telecommunications				
5011210 · Internet services	47.85	0.00	47.85	100.0%
5011220 · Telephone	755.55	392.30	363.25	92.6%
5011200 · Telecommunications - Other	0.00	48.49	-48.49	-100.0%
Total 5011200 · Telecommunications	<u>803.40</u>	<u>440.79</u>	<u>362.61</u>	<u>82.26%</u>
5011300 · Supplies	0.00	-28.85	28.85	100.0%
5011500 · Bank and Merchant Fees				
5011510 · Bank Fees	1.00	17.65	-16.65	-94.33%
5011520 · Merchant Fees	1,378.20	501.49	876.71	174.82%
Total 5011500 · Bank and Merchant Fees	<u>1,379.20</u>	<u>519.14</u>	<u>860.06</u>	<u>165.67%</u>
Total 5010000 · Management and general	<u>64,025.75</u>	<u>41,732.77</u>	<u>22,292.98</u>	<u>53.42%</u>
5050000 · Program services expenses				
5051000 · Certification	32.56	816.19	-783.63	-96.01%
5053000 · Education				
5520400 · Advanced Workshop Expenses	0.00	0.00	0.00	0.0%
Total 5053000 · Education	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
5056000 · Annual Conference				
5056400 · Food and Beverage - Hotel	0.00	10,000.00	-10,000.00	-100.0%
Total 5056000 · Annual Conference	<u>0.00</u>	<u>10,000.00</u>	<u>-10,000.00</u>	<u>-100.0%</u>
Total 5050000 · Program services expenses	<u>32.56</u>	<u>10,816.19</u>	<u>-10,783.63</u>	<u>-99.7%</u>
Total Expense	<u>64,058.31</u>	<u>52,548.96</u>	<u>11,509.35</u>	<u>21.9%</u>
Net Income	<u><u>16,955.98</u></u>	<u><u>16,251.77</u></u>	<u><u>704.21</u></u>	<u><u>4.33%</u></u>

CMTA
Profit & Loss Budget Performance
November 2016

	Nov 16	Jul - Nov 16	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
Income						
4010000 · Membership dues						
4010100 · Dues (Public)	505.00	45,400.00	51,102.50	-5,702.50	55,000.00	82.55%
4010200 · Dues (commercial)	410.00	7,430.00	7,130.00	300.00	10,000.00	74.30%
4010400 · Dues (Alumni)	0.00	30.00	150.00	-120.00	180.00	16.67%
4010000 · Membership dues - Other	0.00	0.00	0.00	0.00	0.00	
Total 4010000 · Membership dues	915.00	52,860.00	58,382.50	-5,522.50	65,180.00	81.10%
4500000 · Program services						
4510000 · Certification						
4510100 · Investment Policy Application	175.00	1,050.00	625.00	425.00	1,500.00	70.00%
4510200 · CCMT- Certified CA Municipal T.	0.00	85.00	125.00	-40.00	300.00	28.33%
4510300 · CTC- Certified CA Treasury Crt	0.00	0.00	125.00	-125.00	300.00	0.00%
4510000 · Certification - Other	100.00	750.00	0.00	750.00	0.00	
Total 4510000 · Certification	275.00	1,885.00	875.00	1,010.00	2,100.00	89.76%
4520000 · Education						
4520200 · Educational support	0.00	0.00	1,666.65	-1,666.65	4,000.00	0.00%
4520300 · Essentials Workshop	5,775.00	20,970.00	8,333.35	12,636.65	20,000.00	104.85%
4520400 · Advanced Workshop	0.00	0.00	0.00	0.00	0.00	
Total 4520000 · Education	5,775.00	20,970.00	10,000.00	10,970.00	24,000.00	87.38%
4530000 · Publications						
4530100 · Handbook	0.00	62.00	208.35	-146.35	500.00	12.40%
4530300 · Job Ads	150.00	1,350.00	312.50	1,037.50	750.00	180.00%
4540000 · Newsletter	0.00	0.00	1,250.00	-1,250.00	3,000.00	0.00%
4540100 · Website	0.00	0.00	312.50	-312.50	750.00	0.00%
Total 4530000 · Publications	150.00	1,412.00	2,083.35	-671.35	5,000.00	28.24%
4550000 · Scholarship						
4550100 · Woodward Memorial Scholarship	0.00	0.00	0.00	0.00	500.00	0.00%
4550200 · Vincent Amado Scholarship	0.00	0.00	0.00	0.00	1,500.00	0.00%
Total 4550000 · Scholarship	0.00	0.00	0.00	0.00	2,000.00	0.00%
4560000 · Annual Conference						
4560100 · Registrations						
4560110 · Active Members	0.00	753.00	0.00	753.00	34,000.00	2.21%
4560120 · Commercial Associates	0.00	0.00	0.00	0.00	22,000.00	0.00%

CMTA
Profit & Loss Budget Performance
November 2016

	Nov 16	Jul - Nov 16	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
4560130 · Additional Meals	0.00	0.00			0.00	
4560100 · Registrations - Other	0.00	0.00	0.00	0.00	0.00	
Total 4560100 · Registrations	0.00	753.00	0.00	753.00	56,000.00	1.34%
4560200 · Sponsors						
4560210 · Exhibit Sponsor	-1,000.00	-1,000.00	0.00	-1,000.00	65,000.00	-1.54%
4560220 · Non-Exhibit Sponsor	0.00	0.00	0.00	0.00	9,000.00	0.00%
4560200 · Sponsors - Other	4,000.00	4,000.00			0.00	
Total 4560200 · Sponsors	3,000.00	3,000.00	0.00	3,000.00	74,000.00	4.05%
4560300 · Pre-Conference Seminar	0.00	0.00			0.00	
4560000 · Annual Conference - Other	0.00	0.00	0.00	0.00	0.00	
Total 4560000 · Annual Conference	3,000.00	3,753.00	0.00	3,753.00	130,000.00	2.89%
Total 4500000 · Program services	9,200.00	28,020.00	12,958.35	15,061.65	163,100.00	17.18%
4600000 · Division Income	0.00	0.00	0.00	0.00	0.00	
4980000 · Interest	0.00	134.29	54.15	80.14	130.00	103.30%
4999999 · Other	0.00	0.00	0.00	0.00	0.00	
Total Income	10,115.00	81,014.29	71,395.00	9,619.29	228,410.00	35.47%
Gross Profit	10,115.00	81,014.29	71,395.00	9,619.29	228,410.00	35.47%
Expense						
Prepaid expenses	0.00	0.00				
5010000 · Management and general						
5010100 · Audit	5,081.00	12,120.00	9,000.00	3,120.00	9,000.00	134.67%
5010200 · Board meetings	0.00	13,364.16	4,166.65	9,197.51	10,000.00	133.64%
5010300 · In House Printing	24.55	47.38	104.15	-56.77	250.00	18.95%
5010310 · Storage	28.58	93.22	104.19	-10.97	250.00	37.29%
5010400 · Contract Services						
5010420 · Website update and maintenance	0.00	3,929.61	3,450.00	479.61	4,600.00	85.43%
5010430 · SMA - AMC	6,048.90	30,244.50	30,244.58	-0.08	72,587.00	41.67%
Total 5010400 · Contract Services	6,048.90	34,174.11	33,694.58	479.53	77,187.00	44.27%
5010600 · Insurance	0.00	1,147.77	1,600.00	-452.23	2,400.00	47.82%
5010700 · Travel						
5010720 · Legislative	0.00	0.00	250.00	-250.00	600.00	0.00%
Total 5010700 · Travel	0.00	0.00	250.00	-250.00	600.00	0.00%
5010800 · Taxes and Filings	287.00	287.00	10.00	277.00	900.00	31.89%

CMTA
Profit & Loss Budget Performance
 November 2016

	Nov 16	Jul - Nov 16	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
5010900 · Postage	0.93	609.51	227.25	382.26	1,000.00	60.95%
5011200 · Telecommunications						
5011210 · Internet services	0.00	47.85	41.65	6.20	100.00	47.85%
5011220 · Telephone	47.38	755.55	583.35	172.20	1,400.00	53.97%
5011200 · Telecommunications - Other	0.00	0.00	0.00	0.00	0.00	
Total 5011200 · Telecommunications	47.38	803.40	625.00	178.40	1,500.00	53.56%
5011300 · Supplies	0.00	0.00	125.00	-125.00	300.00	0.00%
5011310 · Records Retention	0.00	0.00	0.00	0.00	0.00	
5011410 · President's fund	0.00	0.00	104.15	-104.15	250.00	0.00%
5011500 · Bank and Merchant Fees						
5011510 · Bank Fees	0.00	1.00	25.00	-24.00	100.00	1.00%
5011520 · Merchant Fees	295.80	1,378.20	701.49	676.71	4,800.00	28.71%
Total 5011500 · Bank and Merchant Fees	295.80	1,379.20	726.49	652.71	4,900.00	28.15%
Total 5010000 · Management and general	11,814.14	64,025.75	50,737.46	13,288.29	108,537.00	58.99%
5050000 · Program services expenses						
5051000 · Certification						
5051100 · Investment Policy Application	0.00	0.00	0.00	0.00	0.00	
5052100 · CCMT/CCTC Expenses	0.00	0.00	1,041.65	-1,041.65	2,500.00	0.00%
5051000 · Certification - Other	16.28	32.56	0.00	32.56	0.00	
Total 5051000 · Certification	16.28	32.56	1,041.65	-1,009.09	2,500.00	1.30%
5052000 · Division support	0.00	0.00	0.00	0.00	0.00	
5053000 · Education						
5520200 · Educational Support Expenses	0.00	0.00	0.00	0.00	0.00	
5520300 · Essential Workshop Expenses	0.00	0.00	7,500.00	-7,500.00	18,000.00	0.00%
5520400 · Advanced Workshop Expenses	0.00	0.00	0.00	0.00	0.00	
Total 5053000 · Education	0.00	0.00	7,500.00	-7,500.00	18,000.00	0.00%
5054000 · Publications						
5054200 · Newsletter	0.00	0.00	833.35	-833.35	2,000.00	0.00%
5054500 · League Advertising	0.00	0.00	416.65	-416.65	1,000.00	0.00%
Total 5054000 · Publications	0.00	0.00	1,250.00	-1,250.00	3,000.00	0.00%
5055000 · Woodward Memorial Scholarship						
5055100 · Woodward memorial	0.00	0.00	0.00	0.00	500.00	0.00%
Total 5055000 · Woodward Memorial Scholarship	0.00	0.00	0.00	0.00	500.00	0.00%

CMTA
Profit & Loss Budget Performance
November 2016

	Nov 16	Jul - Nov 16	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
5056000 · Annual Conference						
5056100 · Annual conference planning	0.00	0.00	0.00	0.00	230.00	0.00%
5056200 · Audio Video	0.00	0.00	0.00	0.00	16,000.00	0.00%
5056250 · Banquet - Entertainment, Decor.	0.00	0.00	0.00	0.00	10,500.00	0.00%
5056300 · Gifts & Mementos						
5056305 · Attendee	0.00	0.00	0.00	0.00	800.00	0.00%
5056310 · Speaker, Sponsor, Board	0.00	0.00	0.00	0.00	2,000.00	0.00%
5056300 · Gifts & Mementos - Other	0.00	0.00	0.00	0.00	0.00	
Total 5056300 · Gifts & Mementos	0.00	0.00	0.00	0.00	2,800.00	0.00%
5056400 · Food and Beverage - Hotel	0.00	0.00	10,000.00	-10,000.00	60,000.00	0.00%
5056525 · Lodging/Travel						
505626 · Board	0.00	0.00	0.00	0.00	3,000.00	0.00%
505627 · Staff	0.00	0.00	0.00	0.00	1,000.00	0.00%
5056525 · Lodging/Travel - Other	0.00	0.00			0.00	
Total 5056525 · Lodging/Travel	0.00	0.00	0.00	0.00	4,000.00	0.00%
5056650 · Postage	0.00	0.00	0.00	0.00	200.00	0.00%
5056700 · Printing	0.00	0.00	0.00	0.00	1,600.00	0.00%
5056750 · Speaker Expense	0.00	0.00	0.00	0.00	0.00	
5056800 · Supplies	0.00	0.00			0.00	
5056970 · Vince Amado Scholarship Expense	0.00	0.00	0.00	0.00	500.00	0.00%
5056000 · Annual Conference - Other	0.00	0.00			0.00	
Total 5056000 · Annual Conference	0.00	0.00	10,000.00	-10,000.00	95,830.00	0.00%
Total 5050000 · Program services expenses	16.28	32.56	19,791.65	-19,759.09	119,830.00	0.03%
5100000 · Division Expense	0.00	0.00	0.00	0.00	0.00	
Total Expense	11,830.42	64,058.31	70,529.11	-6,470.80	228,367.00	28.05%
Net Income	-1,715.42	16,955.98	865.89	16,090.09	43.00	39432.51%

CMTA November AR

Date	Invoice	Amount	GL Code/Item Name	Last Name	Organization
9/12/2016	200001022	250	4500000 Â· Program services:4520000 Â· Education:4520300 Â· Essentials Workshop	Rubio	City of Santa Ana
9/20/2016	200001030	250	4500000 Â· Program services:4520000 Â· Education:4520300 Â· Essentials Workshop	Jarvis	
9/27/2016	200001040	250	4500000 Â· Program services:4520000 Â· Education:4520300 Â· Essentials Workshop	Perez	City of Santa Ana
10/5/2016	200001047	250	4500000 Â· Program services:4520000 Â· Education:4520300 Â· Essentials Workshop	Licea	Riverside County Treasurer-Tax Collector
10/13/2016	200001058	250	4500000 Â· Program services:4520000 Â· Education:4520300 Â· Essentials Workshop	Driscoll	County of santa cruz
10/26/2016	200001076	250	4500000 Â· Program services:4520000 Â· Education:4520300 Â· Essentials Workshop	Brooks	City of Fontana
11/15/2016	200001087	250	4500000 Â· Program services:4520000 Â· Education:4520300 Â· Essentials Workshop	Esmeralda	CA State Treasurer's Office
11/15/2016	200001095	250	4500000 Â· Program services:4520000 Â· Education:4520300 Â· Essentials Workshop	Arends-King	Union Sanitary District
11/22/2016	200001106	250	4500000 Â· Program services:4520000 Â· Education:4520300 Â· Essentials Workshop	Madary	City of Camarillo
11/29/2016	200001115	250	4500000 Â· Program services:4520000 Â· Education:4520300 Â· Essentials Workshop	Bartels	City of Los Angeles - Office of Finance
		2500			
7/1/2016	200000966	25	4500000 Program services:4510000 Certification:4510200- CCMT Certification	Matusiewicz	City of Newport Beach
		25			
4/18/2016	200000956	75	4500000 Program services:4530000 Publications:4530300 Job Ads	Antos	City of Redondo Beach
		75			
1/15/2016	200000749	1000	4560100 Conference:4560120 Sponsorship:4560200 Exhibitor	Blackwill	Stifel Nicolaus
11/28/2016	200001111	3000	4560100 Conference:4560120 Sponsorship:4560200 Exhibitor	Ng	Bank of the West, Sacramento
		4000			
4/13/2016	200000954	100	Conference:Annual Conference - Active	Paulk	City of Benicia
		100			
		\$ 6,700.00	Total A/R 11-30-2016		

CMTA
Balance Sheet
As of December 31, 2016

	<u>Dec 31, 16</u>	<u>Dec 31, 15</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1010000 · Cash and cash equivalents			
1010400 · General - Chase-8076	70,311.53	82,823.51	-12,511.98
1010500 · Education - Chase	7,534.12	7,534.12	0.00
Total 1010000 · Cash and cash equivalents	<u>77,845.65</u>	<u>90,357.63</u>	<u>-12,511.98</u>
1020000 · Investments			
1020100 · LAIF	46,731.76	46,500.70	231.06
Total 1020000 · Investments	<u>46,731.76</u>	<u>46,500.70</u>	<u>231.06</u>
Total Checking/Savings	<u>124,577.41</u>	<u>136,858.33</u>	<u>-12,280.92</u>
Other Current Assets			
1040100 · YourMembership AR	13,486.00	2,245.00	11,241.00
1049000 · Undeposited funds	625.00	0.00	625.00
1070000 · Prepaid expenses	12,058.98	0.00	12,058.98
Total Other Current Assets	<u>26,169.98</u>	<u>2,245.00</u>	<u>23,924.98</u>
Total Current Assets	<u>150,747.39</u>	<u>139,103.33</u>	<u>11,644.06</u>
TOTAL ASSETS	<u>150,747.39</u>	<u>139,103.33</u>	<u>11,644.06</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2010000 · Accounts payable	2,500.00	14.63	2,485.37
Total Accounts Payable	<u>2,500.00</u>	<u>14.63</u>	<u>2,485.37</u>
Total Current Liabilities	<u>2,500.00</u>	<u>14.63</u>	<u>2,485.37</u>
Total Liabilities	<u>2,500.00</u>	<u>14.63</u>	<u>2,485.37</u>
Equity			
2700000 · Retained Earnings	0.00	1,953.03	-1,953.03
2720000 · Temp. Restricted Net Assets	36,973.90	0.00	36,973.90
2740000 · General fund	79,852.39	106,447.77	-26,595.38
2750000 · M Woodward Memorial Education	0.00	18,063.90	-18,063.90
Net Income	<u>31,421.10</u>	<u>12,624.00</u>	<u>18,797.10</u>
Total Equity	<u>148,247.39</u>	<u>139,088.70</u>	<u>9,158.69</u>
TOTAL LIABILITIES & EQUITY	<u>150,747.39</u>	<u>139,103.33</u>	<u>11,644.06</u>

CMTA
Profit & Loss
July through December 2016

	<u>Jul - Dec 16</u>	<u>Jul - Dec 15</u>	<u>\$ Change</u>
Income			
4010000 · Membership dues	55,855.00	59,667.50	-3,812.50
4500000 · Program services	46,597.00	15,508.00	31,089.00
4600000 · Division Income	0.00	7,575.00	-7,575.00
4980000 · Interest	134.29	70.23	64.06
4999999 · Other	0.00	0.00	0.00
Total Income	<u>102,586.29</u>	<u>82,820.73</u>	<u>19,765.56</u>
Gross Profit	102,586.29	82,820.73	19,765.56
Expense			
Prepaid expenseses	0.00	0.00	0.00
5010000 · Management and general	71,116.35	49,633.41	21,482.94
5050000 · Program services expenses	48.84	20,563.32	-20,514.48
Total Expense	<u>71,165.19</u>	<u>70,196.73</u>	<u>968.46</u>
Net Income	<u><u>31,421.10</u></u>	<u><u>12,624.00</u></u>	<u><u>18,797.10</u></u>

CMTA

Profit & Loss Prev Year Comparison

July through December 2016

	<u>Jul - Dec 16</u>	<u>Jul - Dec 15</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
4010000 · Membership dues				
4010100 · Dues (Public)	48,160.00	51,492.50	-3,332.50	-6.47%
4010200 · Dues (commercial)	7,635.00	7,995.00	-360.00	-4.5%
4010400 · Dues (Alumni)	60.00	180.00	-120.00	-66.67%
4010000 · Membership dues - Other	0.00	0.00	0.00	0.0%
Total 4010000 · Membership dues	<u>55,855.00</u>	<u>59,667.50</u>	<u>-3,812.50</u>	<u>-6.39%</u>
4500000 · Program services				
4510000 · Certification				
4510100 · Investment Policy Application	1,225.00	910.00	315.00	34.62%
4510200 · CCMT- Certified CA Municipal T.	85.00	360.00	-275.00	-76.39%
4510000 · Certification - Other	775.00	0.00	775.00	100.0%
Total 4510000 · Certification	<u>2,085.00</u>	<u>1,270.00</u>	<u>815.00</u>	<u>64.17%</u>
4520000 · Education				
4520300 · Essentials Workshop	26,470.00	0.00	26,470.00	100.0%
4520400 · Advanced Workshop	0.00	12,250.00	-12,250.00	-100.0%
Total 4520000 · Education	<u>26,470.00</u>	<u>12,250.00</u>	<u>14,220.00</u>	<u>116.08%</u>
4530000 · Publications				
4530100 · Handbook	133.00	63.00	70.00	111.11%
4530300 · Job Ads	1,500.00	825.00	675.00	81.82%
4540000 · Newsletter	0.00	1,000.00	-1,000.00	-100.0%
Total 4530000 · Publications	<u>1,633.00</u>	<u>1,888.00</u>	<u>-255.00</u>	<u>-13.51%</u>
4560000 · Annual Conference				
4560100 · Registrations				
4560110 · Active Members	6,204.00	0.00	6,204.00	100.0%
4560120 · Commercial Associates	1,205.00	0.00	1,205.00	100.0%
4560100 · Registrations - Other	0.00	0.00	0.00	0.0%
Total 4560100 · Registrations	<u>7,409.00</u>	<u>0.00</u>	<u>7,409.00</u>	<u>100.0%</u>
4560200 · Sponsors				
4560210 · Exhibit Sponsor	9,000.00	0.00	9,000.00	100.0%
Total 4560200 · Sponsors	<u>9,000.00</u>	<u>0.00</u>	<u>9,000.00</u>	<u>100.0%</u>
4560000 · Annual Conference - Other	0.00	100.00	-100.00	-100.0%
Total 4560000 · Annual Conference	<u>16,409.00</u>	<u>100.00</u>	<u>16,309.00</u>	<u>16,309.0%</u>
Total 4500000 · Program services	<u>46,597.00</u>	<u>15,508.00</u>	<u>31,089.00</u>	<u>200.47%</u>
4600000 · Division Income	0.00	7,575.00	-7,575.00	-100.0%
4980000 · Interest	134.29	70.23	64.06	91.22%
4999999 · Other	0.00	0.00	0.00	0.0%
Total Income	<u>102,586.29</u>	<u>82,820.73</u>	<u>19,765.56</u>	<u>23.87%</u>
Gross Profit	102,586.29	82,820.73	19,765.56	23.87%
Expense				
Prepaid expenses	0.00	0.00	0.00	0.0%
5010000 · Management and general				
5010100 · Audit	12,120.00	4,600.00	7,520.00	163.48%

CMTA
Profit & Loss Prev Year Comparison
July through December 2016

	<u>Jul - Dec 16</u>	<u>Jul - Dec 15</u>	<u>\$ Change</u>	<u>% Change</u>
5010200 · Board meetings	13,364.16	0.00	13,364.16	100.0%
5010300 · In House Printing	64.60	60.67	3.93	6.48%
5010310 · Storage	109.26	86.82	22.44	25.85%
5010400 · Contract Services				
5010420 · Website update and maintenance	3,929.61	4,091.47	-161.86	-3.96%
5010430 · SMA - AMC	36,293.40	36,293.40	0.00	0.0%
Total 5010400 · Contract Services	<u>40,223.01</u>	<u>40,384.87</u>	<u>-161.86</u>	<u>-0.4%</u>
5010600 · Insurance	1,147.77	1,471.92	-324.15	-22.02%
5010800 · Taxes and Filings	327.00	1,280.00	-953.00	-74.45%
5010900 · Postage	657.61	267.68	389.93	145.67%
5011200 · Telecommunications				
5011210 · Internet services	47.85	0.00	47.85	100.0%
5011220 · Telephone	1,182.51	660.28	522.23	79.09%
5011200 · Telecommunications - Other	0.00	48.49	-48.49	-100.0%
Total 5011200 · Telecommunications	<u>1,230.36</u>	<u>708.77</u>	<u>521.59</u>	<u>73.59%</u>
5011300 · Supplies	0.00	-28.85	28.85	100.0%
5011500 · Bank and Merchant Fees				
5011510 · Bank Fees	1.00	17.65	-16.65	-94.33%
5011520 · Merchant Fees	1,871.58	783.88	1,087.70	138.76%
Total 5011500 · Bank and Merchant Fees	<u>1,872.58</u>	<u>801.53</u>	<u>1,071.05</u>	<u>133.63%</u>
Total 5010000 · Management and general	<u>71,116.35</u>	<u>49,633.41</u>	<u>21,482.94</u>	<u>43.28%</u>
5050000 · Program services expenses				
5051000 · Certification				
5052100 · CCMT/CCTC Expenses	16.28	0.00	16.28	100.0%
5051000 · Certification - Other	32.56	816.19	-783.63	-96.01%
Total 5051000 · Certification	<u>48.84</u>	<u>816.19</u>	<u>-767.35</u>	<u>-94.02%</u>
5052000 · Division support	0.00	9,747.13	-9,747.13	-100.0%
5053000 · Education				
5520400 · Advanced Workshop Expenses	0.00	0.00	0.00	0.0%
Total 5053000 · Education	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
5056000 · Annual Conference				
5056400 · Food and Beverage - Hotel	0.00	10,000.00	-10,000.00	-100.0%
Total 5056000 · Annual Conference	<u>0.00</u>	<u>10,000.00</u>	<u>-10,000.00</u>	<u>-100.0%</u>
Total 5050000 · Program services expenses	<u>48.84</u>	<u>20,563.32</u>	<u>-20,514.48</u>	<u>-99.76%</u>
Total Expense	<u>71,165.19</u>	<u>70,196.73</u>	<u>968.46</u>	<u>1.38%</u>
Net Income	<u><u>31,421.10</u></u>	<u><u>12,624.00</u></u>	<u><u>18,797.10</u></u>	<u><u>148.9%</u></u>

CMTA
Profit & Loss Budget Performance
December 2016

	Dec 16	Jul - Dec 16	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
Income						
4010000 · Membership dues						
4010100 · Dues (Public)	2,760.00	48,160.00	51,492.50	-3,332.50	55,000.00	87.56%
4010200 · Dues (commercial)	205.00	7,635.00	8,975.00	-1,340.00	10,000.00	76.35%
4010400 · Dues (Alumni)	30.00	60.00	180.00	-120.00	180.00	33.33%
4010000 · Membership dues - Other	0.00	0.00	0.00	0.00	0.00	
Total 4010000 · Membership dues	2,995.00	55,855.00	60,647.50	-4,792.50	65,180.00	85.69%
4500000 · Program services						
4510000 · Certification						
4510100 · Investment Policy Application	175.00	1,225.00	750.00	475.00	1,500.00	81.67%
4510200 · CCMT- Certified CA Municipal T.	0.00	85.00	150.00	-65.00	300.00	28.33%
4510300 · CTC- Certified CA Treasury Crt	0.00	0.00	150.00	-150.00	300.00	0.00%
4510000 · Certification - Other	25.00	775.00	0.00	775.00	0.00	
Total 4510000 · Certification	200.00	2,085.00	1,050.00	1,035.00	2,100.00	99.29%
4520000 · Education						
4520200 · Educational support	0.00	0.00	1,999.98	-1,999.98	4,000.00	0.00%
4520300 · Essentials Workshop	5,500.00	26,470.00	10,000.02	16,469.98	20,000.00	132.35%
4520400 · Advanced Workshop	0.00	0.00	0.00	0.00	0.00	
Total 4520000 · Education	5,500.00	26,470.00	12,000.00	14,470.00	24,000.00	110.29%
4530000 · Publications						
4530100 · Handbook	71.00	133.00	250.02	-117.02	500.00	26.60%
4530300 · Job Ads	150.00	1,500.00	375.00	1,125.00	750.00	200.00%
4540000 · Newsletter	0.00	0.00	1,500.00	-1,500.00	3,000.00	0.00%
4540100 · Website	0.00	0.00	375.00	-375.00	750.00	0.00%
Total 4530000 · Publications	221.00	1,633.00	2,500.02	-867.02	5,000.00	32.66%
4550000 · Scholarship						
4550100 · Woodward Memorial Scholarship	0.00	0.00	0.00	0.00	500.00	0.00%
4550200 · Vincent Amado Scholarship	0.00	0.00	0.00	0.00	1,500.00	0.00%
Total 4550000 · Scholarship	0.00	0.00	0.00	0.00	2,000.00	0.00%
4560000 · Annual Conference						
4560100 · Registrations						
4560110 · Active Members	5,451.00	6,204.00	0.00	6,204.00	34,000.00	18.25%
4560120 · Commercial Associates	1,205.00	1,205.00	0.00	1,205.00	22,000.00	5.48%

CMTA
Profit & Loss Budget Performance
December 2016

	Dec 16	Jul - Dec 16	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
4560130 · Additional Meals	0.00	0.00			0.00	
4560100 · Registrations - Other	0.00	0.00	0.00	0.00	0.00	
Total 4560100 · Registrations	6,656.00	7,409.00	0.00	7,409.00	56,000.00	13.23%
4560200 · Sponsors						
4560210 · Exhibit Sponsor	6,000.00	9,000.00	0.00	9,000.00	65,000.00	13.85%
4560220 · Non-Exhibit Sponsor	0.00	0.00	0.00	0.00	9,000.00	0.00%
4560200 · Sponsors - Other	0.00	0.00			0.00	
Total 4560200 · Sponsors	6,000.00	9,000.00	0.00	9,000.00	74,000.00	12.16%
4560300 · Pre-Conference Seminar	0.00	0.00			0.00	
4560000 · Annual Conference - Other	0.00	0.00	0.00	0.00	0.00	
Total 4560000 · Annual Conference	12,656.00	16,409.00	0.00	16,409.00	130,000.00	12.62%
Total 4500000 · Program services	18,577.00	46,597.00	15,550.02	31,046.98	163,100.00	28.57%
4600000 · Division Income	0.00	0.00	0.00	0.00	0.00	
4980000 · Interest	0.00	134.29	64.98	69.31	130.00	103.30%
4999999 · Other	0.00	0.00	0.00	0.00	0.00	
Total Income	21,572.00	102,586.29	76,262.50	26,323.79	228,410.00	44.91%
Gross Profit	21,572.00	102,586.29	76,262.50	26,323.79	228,410.00	44.91%
Expense						
Prepaid expenses	0.00	0.00				
5010000 · Management and general						
5010100 · Audit	0.00	12,120.00	9,000.00	3,120.00	9,000.00	134.67%
5010200 · Board meetings	0.00	13,364.16	4,999.98	8,364.18	10,000.00	133.64%
5010300 · In House Printing	17.22	64.60	124.98	-60.38	250.00	25.84%
5010310 · Storage	16.04	109.26	125.02	-15.76	250.00	43.70%
5010400 · Contract Services						
5010420 · Website update and maintenance	0.00	3,929.61	3,450.00	479.61	4,600.00	85.43%
5010430 · SMA - AMC	6,048.90	36,293.40	36,293.50	-0.10	72,587.00	50.00%
Total 5010400 · Contract Services	6,048.90	40,223.01	39,743.50	479.51	77,187.00	52.11%
5010600 · Insurance	0.00	1,147.77	1,600.00	-452.23	2,400.00	47.82%
5010700 · Travel						
5010720 · Legislative	0.00	0.00	300.00	-300.00	600.00	0.00%
Total 5010700 · Travel	0.00	0.00	300.00	-300.00	600.00	0.00%
5010800 · Taxes and Filings	40.00	327.00	890.00	-563.00	900.00	36.33%

CMTA
Profit & Loss Budget Performance
December 2016

	Dec 16	Jul - Dec 16	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
5010900 - Postage	48.10	657.61	272.70	384.91	1,000.00	65.76%
5011200 - Telecommunications						
5011210 - Internet services	0.00	47.85	49.98	-2.13	100.00	47.85%
5011220 - Telephone	426.96	1,182.51	700.02	482.49	1,400.00	84.47%
5011200 - Telecommunications - Other	0.00	0.00	0.00	0.00	0.00	
Total 5011200 - Telecommunications	426.96	1,230.36	750.00	480.36	1,500.00	82.02%
5011300 - Supplies	0.00	0.00	150.00	-150.00	300.00	0.00%
5011310 - Records Retention	0.00	0.00	0.00	0.00	0.00	
5011410 - President's fund	0.00	0.00	124.98	-124.98	250.00	0.00%
5011500 - Bank and Merchant Fees						
5011510 - Bank Fees	0.00	1.00	50.00	-49.00	100.00	1.00%
5011520 - Merchant Fees	493.38	1,871.58	983.88	887.70	4,800.00	38.99%
Total 5011500 - Bank and Merchant Fees	493.38	1,872.58	1,033.88	838.70	4,900.00	38.22%
Total 5010000 - Management and general	7,090.60	71,116.35	59,115.04	12,001.31	108,537.00	65.52%
5050000 - Program services expenses						
5051000 - Certification						
5051100 - Investment Policy Application	0.00	0.00	0.00	0.00	0.00	
5052100 - CCMT/CCTC Expenses	16.28	16.28	1,249.98	-1,233.70	2,500.00	0.65%
5051000 - Certification - Other	0.00	32.56	0.00	32.56	0.00	
Total 5051000 - Certification	16.28	48.84	1,249.98	-1,201.14	2,500.00	1.95%
5052000 - Division support	0.00	0.00	0.00	0.00	0.00	
5053000 - Education						
5520200 - Educational Support Expenses	0.00	0.00	0.00	0.00	0.00	
5520300 - Essential Workshop Expenses	0.00	0.00	9,000.00	-9,000.00	18,000.00	0.00%
5520400 - Advanced Workshop Expenses	0.00	0.00	0.00	0.00	0.00	
Total 5053000 - Education	0.00	0.00	9,000.00	-9,000.00	18,000.00	0.00%
5054000 - Publications						
5054200 - Newsletter	0.00	0.00	1,000.02	-1,000.02	2,000.00	0.00%
5054500 - League Advertising	0.00	0.00	499.98	-499.98	1,000.00	0.00%
Total 5054000 - Publications	0.00	0.00	1,500.00	-1,500.00	3,000.00	0.00%
5055000 - Woodward Memorial Scholarship						
5055100 - Woodward memorial	0.00	0.00	0.00	0.00	500.00	0.00%
Total 5055000 - Woodward Memorial Scholarship	0.00	0.00	0.00	0.00	500.00	0.00%

CMTA
Profit & Loss Budget Performance
December 2016

	Dec 16	Jul - Dec 16	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
5056000 - Annual Conference						
5056100 - Annual conference planning	0.00	0.00	0.00	0.00	230.00	0.00%
5056200 - Audio Video	0.00	0.00	0.00	0.00	16,000.00	0.00%
5056250 - Banquet - Entertainment, Decor.	0.00	0.00	0.00	0.00	10,500.00	0.00%
5056300 - Gifts & Mementos						
5056305 - Attendee	0.00	0.00	0.00	0.00	800.00	0.00%
5056310 - Speaker, Sponsor, Board	0.00	0.00	0.00	0.00	2,000.00	0.00%
5056300 - Gifts & Mementos - Other	0.00	0.00	0.00	0.00	0.00	
Total 5056300 - Gifts & Mementos	0.00	0.00	0.00	0.00	2,800.00	0.00%
5056400 - Food and Beverage - Hotel	0.00	0.00	10,000.00	-10,000.00	60,000.00	0.00%
5056525 - Lodging/Travel						
505626 - Board	0.00	0.00	0.00	0.00	3,000.00	0.00%
505627 - Staff	0.00	0.00	0.00	0.00	1,000.00	0.00%
5056525 - Lodging/Travel - Other	0.00	0.00			0.00	
Total 5056525 - Lodging/Travel	0.00	0.00	0.00	0.00	4,000.00	0.00%
5056650 - Postage	0.00	0.00	0.00	0.00	200.00	0.00%
5056700 - Printing	0.00	0.00	0.00	0.00	1,600.00	0.00%
5056750 - Speaker Expense	0.00	0.00	0.00	0.00	0.00	
5056800 - Supplies	0.00	0.00			0.00	
5056970 - Vince Amado Scholarship Expense	0.00	0.00	0.00	0.00	500.00	0.00%
5056000 - Annual Conference - Other	0.00	0.00			0.00	
Total 5056000 - Annual Conference	0.00	0.00	10,000.00	-10,000.00	95,830.00	0.00%
Total 5050000 - Program services expenses	16.28	48.84	21,749.98	-21,701.14	119,830.00	0.04%
5100000 - Division Expense	0.00	0.00	0.00	0.00	0.00	
Total Expense	7,106.88	71,165.19	80,865.02	-9,699.83	228,367.00	31.16%
Net Income	14,465.12	31,421.10	-4,602.52	36,023.62	43.00	73072.33%



PRELIMINARY AGENDA

WEDNESDAY, APRIL 26, 2017

7:30 a.m. - 5:00 p.m. Registration is Open

Location: Grand Pacific Foyer

7:30 a.m. - 11:30 a.m. CMTA Board of Directors Meeting

Location: Laguna

7:30 a.m. - 11:00 a.m. Exhibit Set-Up

Location: Grand Pacific Ballroom

7:30 a.m. - 9:00 a.m. Continental breakfast for Pre-Conference Sessions

8:00 a.m. - 12:00 p.m. PRE-CONFERENCE SESSIONS

Pre-Conference Session 1: **Specialized CMTA Training**

For those currently enrolled in CMTA's Certification Program, this 4-hour class fulfills the hours needed to receive the CTC or CCMT designations.

Pre-Conference Session 2: **Public Funds Investing Made Easy**

by Paul Jarvis, Managing Director, Time Value Investments

Peter Becker, Vice President, Time Value Investments

Aaron Bonck, Institutional Investments, Time Value Investments

Public Funds Investing can be easy. Let's take the mystery out of it... This jargon free class begins at the "kindergarten" level. Slowly we'll progress from diagramming a typical bond to laying out the cash flows. By the time we're through, you'll be able to look at a portfolio of bonds and determine how likely each of them are to be called. This class is taught with no sales pitch...purely educational. A 4-hour session can bring a novice investor from start to finish.... starting with cash and turning it into a valued portfolio of government agency bonds in a ladder.

11:00 a.m. - 12:00 p.m. Exhibit Hall Opens

Location: Grand Pacific Ballroom

12:00 p.m. - 1:30 p.m. **Welcome Luncheon and Business Meeting**

Location: Grand Pacific Ballroom

Keynote Speaker: State Treasurer John Chiang

We are excited to share that California State Treasurer John Chiang will be featured as Wednesday's Welcome Luncheon Speaker. Chiang serves as California's 33rd State Treasurer. He will address California's overall fiscal outlook, financial trends and comment on his top priority which is to conduct the State's business in the most transparent manner possible.

Installation of the 2017-18 CMTA Board

Recognition of CTC and CCMT recipients

1:30 p.m. – 4:45 p.m. GENERAL SESSION

Location: Grand Pacific Ballroom

1:30 p.m. – 2:20 p.m. Economic Outlook

Jim DeMasi, Managing Director, Stifel

Jim Glassman, Managing Director & Head Economist, JP Morgan

The U.S. economy has largely rebounded from the 2008-09 recession, surprisingly about in line with other recoveries despite slow GDP growth. Interest rates are expected to rise gradually to more normal levels. Recoveries don't usually last longer than six to nine years but there are good reasons to believe that the U.S. and global economy will continue to expand. The discussion will focus on the key features of an economy that is in transition from recovery to steady expansion. This will include national, state-wide and regional views.

Speakers will discuss the outlook for economic growth, Federal Reserve monetary policy, interest rates, and bond portfolio strategies over the next two to three years.

2:20 p.m. - 3:10 p.m. Credit Analysis

3:10 p.m. - 3:30 p.m. Dessert in the Exhibit areas

Location: Grand Pacific Ballroom

3:30 p.m. - 4:45 p.m. Financing with a Purpose

How Select U.S. Agencies and Washington-Supranationals Fund and Serve their Missions

Moderator: Bill Blackwill, Managing Director, Stifel Fixed Income Capital Markets

Denise de Bombelles, VP, Global Investor Relations, FHLB Office of Finance

Robert Owens, Manager, Capital Markets Strategy and Fixed Income Investor Relations Director Farmer Mac

Urvi Mehta, Investor Relations, The World Bank Treasury

Laura Fan, Head of Funding, Inter-American Development Bank

Dan Krieter, CFA, Vice President, Fixed Income Strategy, BMO Capital Markets

Investment officers of public funds are increasingly seeking high-quality assets that offer diversification benefits and issuers that serve a social purpose. Representatives from the Federal Home Loan Banks, Farmer Mac, The World Bank and the Inter-American Development Bank will discuss their unique mandates and social impact on affordable housing, family-owned agriculture, and global poverty. Dan Krieter, a fixed income strategist from BMO Capital Markets, will round out the panel and share insights into trading characteristics of Agency and Supra debt securities and how to incorporate these assets into investment portfolios.

5:00 p.m. - 6:30 p.m. Icebreaker Reception

Location: Rose Garden

THURSDAY, APRIL 27, 2017

7:30 a.m. - 5:00 p.m. Registration Open

Location: Grand Pacific Foyer

8:00 a.m. – 8:25 a.m. Breakfast Buffet

Location: Grand Pacific Ballroom

8:00 a.m. - 4:30 p.m. Exhibit Hall Open

Location: Grand Pacific Ballroom

8:25 a.m. – 9:15 a.m. **Post Mortem Money Market and Other Options**

Location: Grand Pacific Ballroom

9:15 a.m. – 11:45 a.m. MORNING BREAKOUT SESSIONS

9:15 a.m. - 10:15 a.m. Breakout Session 1

Location: Cardiff

Managing Risks of Fixed Income Securities

Vera Lin, CFA, Chief Economist, Payden & Rygel

The session aim to familiarize students with factors to consider when constructing a bond portfolio for public funds. Students will learn the characteristics of different security types, and what are the specific risks of different security types. At the end of the session students can apply what they learned and design an investment portfolio in a mini workshop.

9:15 a.m. - 10:15 a.m. Breakout Session 2

Location: Baycliff

Taxable Municipal Securities - A Public Entity Perspective

10:15 a.m. - 10:45 a.m. Coffee Break in Exhibit Hall

Location: Grand Pacific Ballroom

10:45 a.m. - 11:45 a.m. Breakout Session 1

Location: Cardiff

Cybercrimes: Prevention and Detection

David Pollino, Deputy Chief Security Officer, SVP, Bank of the West

In this session, David Pollino will discuss solutions for preventing and detecting security incidents that often result in wire fraud, account takeover, card, and ACH fraud. David has experience responding to and managing a number of large financial fraud schemes and data breaches. David will highlight real life examples and discuss how organizations can mitigate risks. It is critical for organizations to be prepared to prevent, detect, and educate customers and team members of the risks and organizational impacts.

10:45 a.m. - 11:45 a.m. Breakout Session 2

Location: Baycliff

Top Ten Common Mistakes of Municipal Investment Programs

Rick Phillips, President and Chief Investment Officer, FTN Main Street Advisors

Session will cover the top ten common mistakes many municipal investment programs make and offer suggestions on correcting those mistakes and implementing best practices. Some areas to be discussed is cash flow, benchmarking, duration, and reporting.

Participants will be able to analyze their entity's investment program and implement improvements if needed. Areas that will be discussed are cash flow modeling, appropriate liquidity, duration management, amortizing, benchmarking, issuer exposure, reporting, broker/dealer mix, and number of investment positions.

12:00 p.m. -1:30 p.m. Conference Luncheon

Location: Grand Pacific Ballroom

Keynote Speaker: Poet Ali

Thursday's Keynote will feature speaker Poet Ali. Poet Ali has spoken to over 250,000 people in live settings, has been a keynote speaker for prestigious conferences, given a TED TALK at Segerstrom in Costa Mesa and helped shape the country of Bermuda's "Chain Reaction" program addressing issues of teen violence, bullying, safety in schools and teen suicide. Poet inspires people to fill their life with purpose and passion and leave feeling motivated and inspired. www.poetali.com.

1:30 p.m. - 2:30 p.m. GENERAL SESSION

Location: Grand Pacific Ballroom

Treasurers Panel, Elected and Appointed

2:30 p.m. - 3:00 p.m. Dessert in Exhibit Hall

Location: Grand Pacific Ballroom

3:00 p.m. – 5:15 p.m. AFTERNOON BREAKOUT SESSIONS

3:00 p.m. - 4:00 p.m. Breakout Session 1

Location: Cardiff

Shielding Your Agency's 457(b), 401(a), or 403(b) Retirement Plan from Fiduciary Lawsuits

Marcus Wu, Partner, Pillsbury Winthrop Shaw Pittman LLP

Nearly all of California public-agency employers sponsor deferred compensation/defined contribution plans for their employees, including 475(b), 401(a) and 403(b) plans. Many employers, however, are unaware of the fiduciary duties imposed by California laws on those plans. These laws require that employers maintain rigorous processes for overseeing the plan, including a prudent process for selecting and monitoring the plan's fees and investments. This session will discuss the fiduciary laws governing these plans; discuss numerous pending lawsuits afflicting private employers' plans; and provide step-by-step recommendations for complying with the California laws and protecting the agency from future lawsuits.

3:00 p.m. - 4:00 p.m. Breakout Session 2

Location: Baycliff

Investment Accounting and GASB 72

4:00 p.m. - 4:15 p.m. PM Break in the Exhibit Hall

Location: Grand Pacific Ballroom

4:15 p.m. - 5:15 p.m. Breakout Session 1

Location: Cardiff

Bond Arbitrage Fundamentals - The Basis for Post-issuance Rebate Calculations and Arbitrage Management

Rodrigo Bettini, Managing Director, First Allied Securities / Municipal Asset Management Group

A more in-depth view of a past presentation for CMTA, the information presents the audience with a fundamental understanding of what bond arbitrage is exactly, and how it correlates to a Municipal Finance officer's responsibilities upon issuance, including rebate calculation, bond proceeds investments, and most importantly, arbitrage management. We examine the language of an actual official statement, & highlight how to ask the right questions from underwriters and trustee partners, to make sure the issuer is maximizing their positions post-issuance. We also highlight the 'macro' landscape and examine the Statewide implications of colossal negative arbitrage accumulation...

4:15 p.m. - 5:15 p.m. Breakout Session 2

Location: Baycliff

Business Continuity

4:30 p.m. - 5:30 p.m. Exhibitor Teardown

Location: Grand Pacific Ballroom

6:30 p.m. Buses leave for Hornblower

7:00 p.m. to 9:00 p.m. President's Reception on the Hornblower Cruise

FRIDAY, APRIL 28, 2017

7:30 a.m. - 12:00 p.m. Registration Open

Location: Grand Pacific Foyer

8:00 a.m. - 9:15 a.m. Breakfast Buffet

Location: Grand Pacific Ballroom

9:00 a.m. - 12:00 p.m. GENERAL SESSION

Location: Grand Pacific Ballroom

9:15 a.m. - 10:15 a.m. Upcoming Federal Challenges

Craig Dismuke, Chief Economist, Vining Sparks

Global interest rate markets are being driven primarily by central bank monetary policies. At the end of 2016, the Bank of Japan, European Central Bank, and five other developed-nation central banks have negative target rates. The Federal Reserve is one of the few central banks actively considering tightening its policy stance. However, there are meaningful challenges to tightening monetary policy in the U.S. In this presentation, we will discuss the various challenges facing Fed officials including a new labor trend which could be a game-changer for the doves on the FOMC.

10:15 a.m. - 10:30 a.m. Morning Break

Location: Grand Pacific Ballroom

10:30 a.m. - 12:00 p.m. Roundtable Discussion Topics

12:00 p.m. Conference Adjourns and Box Lunch To Go

12:00 p.m. - 1:00 p.m. Board and Committee Chairs Meeting: Conference Wrap Up

Location: Copper Cove

2017 Annual Conference Registration Report

	First_Name	Last_Name	Organization	Professional Title	Reg. Price	Cruise Ticket	Guest Lunch	Pre-Con: TVI	Pre-Con: CMTA Trng	Total
1	John	Adams	City of Thousand Oaks	Finance Director/City Treasurer	\$299					\$299
2	Jane	Adelmann	City of Thousand Oaks	Debt and Investment Analyst	\$299					\$299
3	Carol	Augustine	City of Burlingame	Finance Director	\$299	\$50		\$75		\$424
4	Lori	Becker	Bank of the West	Senior Relationship Manager, Vice President	\$454					\$454
5	Wanda	Brown	City of Inglewood	City Treasurer	\$299					\$299
6	Daniel	Campbell	Bank of the West	Government Relationship Manager	\$500					\$500
7	Bhavna	Chaudhary	City of Livermore	Finance Manager	\$299				\$75	\$374
8	Monica	Cooper	City of Carson	City Treasurer	\$299				\$75	\$374
9	Norma	Cutter	City of Fremont	Treasury Analyst	\$299				\$75	\$374
10	Rhea	de Guzman	Orange County Sanitation District	Senior Accountant	\$299			\$75		\$374
11	Mary	Eckman	City of Ventura	Asst Finance Director	\$299				\$75	\$374
12	Cheryl	Frey	City of Irvine	Treasury Specialist	\$299					\$299
13	John	Fusco	Vallecitos Water District	Finance Manager	\$299			\$75		\$374
14	Michael	Galvin	City of San Carlos	City Treasurer	\$299					\$299
15	Willard	Holt	City of Santa Ana	Treasury & Customer Services Manager	\$299					\$299
16	Susanne	King	County of Monterey	Treasury Manager	\$454					\$454
17	Brad	Koehn	City of Elk Grove	Director of Finance and Administrative Services	\$299					\$299
18	Arvinda	Krishnan	City of Fairfield	City Treasurer	\$454					\$454
19	Mike	Less	City of Fairfield		\$299					\$299
20	Rudolf	Livingston	City of Ojai	Finance Director	\$299					\$299
21	Kim	McCorstin	California State Treasurer's Office	Operations Manager	\$299					\$299
22	Judith	Oltman	City of Hemet	Treasurer	\$299	\$50				\$349
23	Gregory	Paden	Nevada County	Assistant Treasurer-Tax Collector	\$299					\$299

	First_Name	Last_Name	Organization	Professional Title	Reg. Price	Cruise Ticket	Guest Lunch	Pre-Con: TVI	Pre-Con: CMTA Trng	Total
24	Laura	Parisi	City of Laguna Beach	City Treasurer	\$299				\$75	\$374
25	Rosie	Perez	City of Santa Ana	Treasury Specialist	\$299				\$75	\$374
26	Tranice	Rainey	California State Treasurer's Office		\$454					\$454
27	Elizabeth	Rubio	City of Santa Ana	Accounting Assistant	\$299					\$299
28	Neely	Shahbakhti	El Toro Water District	Accounting Manager	\$299				\$75	\$374
29	Stacey	Shokri	City of Anaheim	Financial Accounting Manager	\$454			\$75		\$529
30	Marilou	Tan	Ventura County Treasurer-Tax	Sr. Finance Analyst	\$454		\$45	\$75		\$574
31	Linda	Tang	City of San Gabriel	Financial Services Manager	\$299				\$75	\$374
32	Kelly	Telford	Community Development Commission of County of Los Angeles	Director of Finance	\$299			\$75		\$374
33	Francesca	Tucker-Schuyler	City of Montebello	City Manager	\$299				\$75	\$374
34	Lisa	Wesley	City of San Mateo	Treasury & Debt Manager	\$299			\$75		\$374
35	Mike	Whitehead	City of Rolling Hills Estates	Administrative Services Director & City Treasurer	\$299					\$299
36	Bobby	Young	HdL Companies	Principal	\$705					\$705
37	Joyce	Zacks	City of Huntington Beach	Deputy City Treasurer	\$299					\$299
						2		7	9	\$ 13,945

2017 Annual Conference Sponsorship Report

Company	Contact	Exhibitor Type	Amount
Bank of the West	Lily Ng	Silver	\$3,000
FTN Financial	Alexis Giannini	Platnum	\$6,000
Raymond James	Katie Devine	Silver	\$3,000
CGI Technologies	Jessica Krobot	Silver	\$3,000
Multi-Bank Securities, Inc.	Becky Scott	Silver	\$3,000

\$18,000

CMTA Speaker Policy Regarding Conference Attendance

A. Non-compensated public sector speakers: For those speakers, who are employed by the public sector and have paid out-of-pocket for their travel and hotel expenses, CMTA will provide complimentary attendance for the entire duration of the conference.

B. Non-compensated commercial speakers: For those speakers, who are not employed by a public sector agency and have paid out-of-pocket for their travel and hotel expenses, CMTA will provide complimentary attendance for the day of the speaking engagement of the conference.

C. Compensated speakers: All speakers, whose travel, hotel expenses or speaking fees have been paid by CMTA, shall receive complimentary attendance for the day of the speaking engagement of the conference.

Complimentary attendance shall be granted solely to the speaker and may not be assigned or transferred to other individuals. In the event that the speaker requires additional staff for set-up and on-site preparation, complimentary attendance may be extended to staff on a case-by-case basis by the CMTA President.

CMTA Call for Nominations:

President-Elect
Secretary
Treasurer
Director-South

President-Elect: 2017-2018

The President-Elect shall perform all of the duties of the President in the absence or disability of the President, and all duties assigned by the President. The President-Elect will move automatically to President at the expiration of President's term or when the position becomes vacant.

Secretary: 2017-2019

The Secretary shall record the minutes of the Annual Meeting, the meetings of the Board of Directors of the Association, all special meetings, and shall give notice of all meetings required in these Bylaws. The Secretary/Treasurer shall be responsible for all official correspondence.

Treasurer: 2017-2019

The Treasurer shall monitor the association's financial transactions to require compliance with previously established procedure for receipt, disbursement, and keeping of organization funds and all records and investment in connection therewith. The Treasurer shall recommend an annual operating budget to the Board of Directors of the Association for approval and presentation to the general membership for adoption at the Annual Meeting of the Association. The Treasurer shall supervise third party contracts involving financial transactions and chair the Membership and Budget Committees.

Director - South: 2017-2019

The Officers of each Division shall be a Director who shall serve as a voting member of the Board of Directors. In addition, the officers may include a Vice-Chair, a Secretary, and a Treasurer.

2017 Nominating Committee

SECTION 5. Nominating Committee.

The Board of Directors of the Association shall appoint a minimum of three (3) members at least one hundred twenty (120) days prior to the Annual Meeting to serve as the Nominating Committee. This committee membership shall consist of the Immediate Past President as Chair, and one member from the Board of Directors of the Association and one Government Associate member, not currently on the Board of Directors. This committee shall submit to the Association membership a slate of potential officers in accordance with Article VII, Section 1. Following the report of the Nominating Committee at the Annual Meeting of the Association, further nominations may be made from the floor.

CMTA Membership Report

January 26, 2017

Date	Agencies	Commercial Associates	+	Alumni	+	Government Associates	=	Grand Total
TARGET	392	101		10		680		791
7/18/2011	141	42		5				
10/4/2011	298	79		7		565		651
1/31/2012	333	86		8		562		656
4/12/2012	330	89		8		649		746
7/23/2012	190	50		5		375		430
10/11/2012	296	71		7		648		726
4/10/2013	323	108		8		634		750
6/30/2013	328	114		8		657		779
6/18/2013	30	39		2		67		108
9/27/2013	285	87		5		577		669
1/7/2014	308	92		5		632		729
2/25/2014	317	93		5		654		752
6/11/2014	321	107		5		659		771
9/3/2014	104	46		2		220		268
11/25/2014	297	79		6		616		701
3/27/2015	321	98		6		681		785
6/16/2015	327	109		6		689		804
8/4/2015	235	52		5		497		554
12/16/2015	311	63		5		665		733
1/4/2016	313	71		5		672		748
6/30/2016	327	81		6		709		796
7/13/2016	53	35		3		71		109
8/16/2016	232	41		3		361		405
10/18/2016	261	45		3		578		626
12/15/2016	275	50	+	3	+	594	=	647
1/25/2017	295	51	+	3	+	626	=	680