



# California Municipal Treasurers Association

## Board of Directors Meeting

Date: Thursday, March 16, 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

<b>President</b>	Margaret Moggia
<b>President-Elect</b>	Rudy Livingston, CCMT
<b>Secretary</b>	Alisa Cutchen
<b>Treasurer</b>	Tracey Angelo, CCMT
<b>Past President</b>	Pamela Arends-King
<b>Division 1 – North</b>	Vacant
<b>Division 2 – South</b>	Gina Tharani, CCMT

#### Committee Chairs, Staff and Guests:

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

#### Consent Calendar

Minutes from the January 27, 2017 and February 16, 2017 Board of Directors Meeting  
 Financial Report from January 31, 2017 and February 28, 2017

Action Items

1. 2017 Annual Conference
  - a. Program Agenda
  - b. Registrations
  - c. Sponsorships
2. CCMT and CTC Recognition
3. 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
4. Items for Board Meeting at Annual Conference

Information and Activities Reports

Membership Report

New Business

Next Board Meeting

April 26, 2017

Adjourn



# 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#

### MINUTES

#### Call to Order

#### Approval of the Agenda

#### Roll Call

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

#### Committee Chairs, Staff and Guests:

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

#### Consent Calendar

The board reviewed minutes from the November 17 and December 15, 2016 Board of Directors Meeting as well as the Financial Report from November 30 and December 31, 2016. Gina Tharani moved to approve the November and December minutes and financials. Tracey Angelo seconded the motion. The November and December minutes and financials were approved.

## Action Items

### **1. 2017 Annual Conference**

Margaret Moggia reported on the Annual Conference Committee conference call and the slight changes that were incorporated into the 2017 Annual Conference agenda. The updated preliminary agenda has been updated on the website and sent in a promotional email to the membership. Margaret reported that January's workshop attendees will also be receiving a separate email notifying them of the additional education and CMTA Specialized Training that will be available at the conference. Margaret further reported that Michelle Durgy is working on identifying the speakers for the sessions that don't have speakers finalized and that overall the committee is in a good place with the development of the program. Margaret reported that the committee is also focused on developing the CMTA Specialized Training. Margaret reported to the board that the conference email blasts will be sent more frequently announcing the early bird registration deadline of February 17<sup>th</sup>. Margaret discussed with the board on sponsorship outreach and asked Lily to work on recruiting additional sponsors.

Margaret reviewed the 2017 Annual Conference Budget. Rudy Livingston moved to approve the budget. Gina Tharani seconded the motion. The 2017 Annual Conference Budget was approved.

### **2. 2019 Annual Conference Site Selection**

Margaret Moggia confirmed with the board that the 2018 Annual Conference selection was finalized and that the board needs to start looking ahead at the 2019 potential locations in southern California. The board discussed several options in Riverside, Palm Springs and San Diego

### **3. CMTA Speaker Policy**

Margaret reported to the board on a new speaker policy for the Annual Conference. The board discussed the policy and that the final vote on the policy will be taken at the next board meeting in February.

### **4. Annual Election**

Margaret Moggia reported on the elections for the vacant Board of Directors positions and that there is an upcoming conference call for the Nominating Committee.

### **5. 2016 Strategic Planning Session**

The subcommittees below provided status reports:

- a. Governance and Finance – Rudy, Pam, Tracey, John  
No updates at this time, working on scheduling the meeting.
- b. Membership – Israel, Alisa, Tim, Gina –

No updates since the last meeting with the subcommittee. Group is meeting again in the near future.

- c. Certification and Education – Ernestine, Michelle, Shaun, Deborah  
Margaret mentioned that Shaun did a presentation on Investment Policy during the CMTA & CDIAC January workshop on the new 2017 edition of the Investment Policy application. Ernestine Jones reported that she had been reaching out to expiring

CCMTs and is getting valuable feedback about the new certification program curriculum and cost.

d. Marketing and Communications – Don, Margaret, Lily, Yelena, Kristy  
Don reported on the new membership survey that will be going out to the membership shortly.

#### Old Business

Margaret Moggia reviewed her attendance at the session where Poet Ali presented. Gina Tharani reported that she will contact Poet Ali about which topics he should cover in his keynote speech at CMTA's 2017 Annual Conference on Thursday.

#### Information and Activities Reports

Israel reviewed the membership report and let the board know that the Membership Committee is working on ways to increase the membership.

#### New Business

John Adams attended the League of California Cities meeting and will provide a summary for the next board meeting on the proposed governor's budget.

Margaret notified the board that CMTA will have an exhibit booth at CSMFO's conference, the conference is attended by over 1,000 people and that Yelena Martynovskaya will be at the exhibit booth with promotional materials for the certification program and the CMTA Annual Conference.

The meeting was adjourned at 4:01 p.m.

Respectfully submitted,

Yelena Martynovskaya  
Meeting & Membership Specialist



# California Municipal Treasurers Association

## Board of Directors Meeting

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### MINUTES DRAFT

#### Call to Order

#### Approval of the Agenda

#### Roll Call

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

#### Committee Chairs, Staff and Guests:

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

#### Consent Calendar

The quorum was not established, minutes from the January 26, 2017 Board of Directors Meeting as well as the Financial Report from January 31, 2017 were tabled for the next Board Meeting.

## Action Items

### **1. 2017 Annual Conference**

Margaret Moggia reported on the Annual Conference Committee conference call and the the development of the conference program. Margaret reported that we are very close to finalizing the agenda. Margaret also reported on the current registration list and sponsorships. Lily Ng reported to the board that she has been reaching out, together with Yelena Martynovskaya, to the past Annual Conference sponsors and exhibitors. Yelena reported that the registration number is at 125 attendees.

### **2. CCMT and CTC Recognition**

Margaret Moggia reviewed the updated Conference Speaker Policy. The Doodle Poll was approved electronically on March 2, 2017 due to the quorum not being present at the February Board Meeting.

### **3. CMTA Speaker Policy**

Margaret reported to the board on a new speaker policy for the Annual Conference. The board discussed the policy and that the final vote on the policy will be taken at the next board meeting in February.

### **4. Annual Election**

Margaret Moggia reported on the elections for the vacant Board of Directors positions and that there is an upcoming conference call for the Nominating Committee.

### **5. 2016 Strategic Planning Session**

The subcommittees below provided status reports:

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

Rudy presented the report and mentioned that the committee will be looking at all core documents, Bylaws and other documents, and seeing which revisions need to be made. Later this month, the committee will be reconvening and will have a draft by the next board meeting.

#### **b. Membership – Israel, Alisa, Tim, Gina**

Israel reported that Gina and Yelena have held a meeting and discussed ways to increase the membership especially on the commercial side. Israel reported that between now and June 30<sup>th</sup> the committee will have a goal in place to hit a target based on June of 2014 numbers, then look into increasing the goal in the following year. Israel reported that the committee will be analyzing membership reports more closely.

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

Ernestine reported that she held discussions with expiring CCMTs regarding the new program and reported about the concerns individuals had regarding the costs.

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

Don reported that a membership survey had gone out to the CMTA membership.

## New Business

Margaret discussed revitalizing of the CMTA Newsletter Dollars & Sense and the availability of CMTA membership directory online. Margaret also reported that Division – North Chair Tim McGallian had stepped down, creating a vacancy

The meeting was adjourned at 3:50 p.m.

Respectfully submitted,

Yelena Martynovskaya  
Meeting & Membership Specialist



**CMTA**  
**Balance Sheet**  
As of January 31, 2017

	<u>Jan 31, 17</u>	<u>Jan 31, 16</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
1010000 · Cash and cash equivalents			
1010400 · General - Chase-8076	68,938.56	100,816.70	-31,878.14
1010500 · Education - Chase	7,534.12	7,534.12	0.00
<b>Total 1010000 · Cash and cash equivalents</b>	<u>76,472.68</u>	<u>108,350.82</u>	<u>-31,878.14</u>
1020000 · Investments			
1020100 · LAIF	46,811.36	46,543.74	267.62
<b>Total 1020000 · Investments</b>	<u>46,811.36</u>	<u>46,543.74</u>	<u>267.62</u>
<b>Total Checking/Savings</b>	<u>123,284.04</u>	<u>154,894.56</u>	<u>-31,610.52</u>
<b>Other Current Assets</b>			
1040100 · YourMembership AR	14,570.00	2,510.00	12,060.00
1070000 · Prepaid expenses	5,000.00	6,048.90	-1,048.90
<b>Total Other Current Assets</b>	<u>19,570.00</u>	<u>8,558.90</u>	<u>11,011.10</u>
<b>Total Current Assets</b>	<u>142,854.04</u>	<u>163,453.46</u>	<u>-20,599.42</u>
<b>TOTAL ASSETS</b>	<u><b>142,854.04</b></u>	<u><b>163,453.46</b></u>	<u><b>-20,599.42</b></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
2010000 · Accounts payable	2,515.00	21,364.88	-18,849.88
<b>Total Accounts Payable</b>	<u>2,515.00</u>	<u>21,364.88</u>	<u>-18,849.88</u>
<b>Total Current Liabilities</b>	<u>2,515.00</u>	<u>21,364.88</u>	<u>-18,849.88</u>
<b>Total Liabilities</b>	<u>2,515.00</u>	<u>21,364.88</u>	<u>-18,849.88</u>
<b>Equity</b>			
2700000 · Retained Earnings	0.00	1,953.03	-1,953.03
2740000 · General fund	97,916.29	106,447.77	-8,531.48
2750000 · M Woodward Memorial Education	18,910.00	18,063.90	846.10
Net Income	23,512.75	15,623.88	7,888.87
<b>Total Equity</b>	<u>140,339.04</u>	<u>142,088.58</u>	<u>-1,749.54</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>142,854.04</b></u>	<u><b>163,453.46</b></u>	<u><b>-20,599.42</b></u>

**CMTA**  
**Profit & Loss**  
July 2016 through January 2017

	<b>Jul '16 - Jan 17</b>	<b>Jul '15 - Jan 16</b>	<b>\$ Change</b>
<b>Income</b>			
<b>4010000 · Membership dues</b>	57,655.00	61,167.50	-3,512.50
<b>4500000 · Program services</b>	72,499.00	45,038.00	27,461.00
<b>4600000 · Division Income</b>	0.00	7,575.00	-7,575.00
<b>4980000 · Interest</b>	213.89	113.27	100.62
<b>4999999 · Other</b>	0.00	0.00	0.00
<b>Total Income</b>	<b>130,367.89</b>	<b>113,893.77</b>	<b>16,474.12</b>
<b>Gross Profit</b>	<b>130,367.89</b>	<b>113,893.77</b>	<b>16,474.12</b>
<b>Expense</b>			
<b>Prepaid expenses</b>	0.00	0.00	0.00
<b>5010000 · Management and general</b>	78,070.27	56,375.81	21,694.46
<b>5050000 · Program services expenses</b>	28,784.87	41,894.08	-13,109.21
<b>Total Expense</b>	<b>106,855.14</b>	<b>98,269.89</b>	<b>8,585.25</b>
<b>Net Income</b>	<b>23,512.75</b>	<b>15,623.88</b>	<b>7,888.87</b>

## CMTA

### Profit & Loss Prev Year Comparison

July 2016 through January 2017

	Jul '16 - Jan 17	Jul '15 - Jan 16	\$ Change	% Change
<b>Income</b>				
<b>4010000 · Membership dues</b>				
4010100 · Dues (Public)	49,755.00	52,582.50	-2,827.50	-5.38%
4010200 · Dues (commercial)	7,840.00	8,405.00	-565.00	-6.72%
4010400 · Dues (Alumni)	60.00	180.00	-120.00	-66.67%
4010000 · Membership dues - Other	0.00	0.00	0.00	0.0%
<b>Total 4010000 · Membership dues</b>	<b>57,655.00</b>	<b>61,167.50</b>	<b>-3,512.50</b>	<b>-5.74%</b>
<b>4500000 · Program services</b>				
<b>4510000 · Certification</b>				
4510400 · Certification program app. fee	830.00	0.00	830.00	100.0%
4510100 · Investment Policy Application	1,225.00	1,240.00	-15.00	-1.21%
4510200 · CCMT- Certified CA Municipal T.	155.00	360.00	-205.00	-56.94%
4510000 · Certification - Other	0.00	0.00	0.00	0.0%
<b>Total 4510000 · Certification</b>	<b>2,210.00</b>	<b>1,600.00</b>	<b>610.00</b>	<b>38.13%</b>
<b>4520000 · Education</b>				
4520300 · Essentials Workshop	30,195.00	0.00	30,195.00	100.0%
4520400 · Advanced Workshop	0.00	20,750.00	-20,750.00	-100.0%
<b>Total 4520000 · Education</b>	<b>30,195.00</b>	<b>20,750.00</b>	<b>9,445.00</b>	<b>45.52%</b>
<b>4530000 · Publications</b>				
4530100 · Handbook	295.00	63.00	232.00	368.25%
4530300 · Job Ads	1,875.00	900.00	975.00	108.33%
4540000 · Newsletter	0.00	1,000.00	-1,000.00	-100.0%
<b>Total 4530000 · Publications</b>	<b>2,170.00</b>	<b>1,963.00</b>	<b>207.00</b>	<b>10.55%</b>
<b>4560000 · Annual Conference</b>				
<b>4560100 · Registrations</b>				
4560110 · Active Members	15,014.00	4,710.00	10,304.00	218.77%
4560120 · Commercial Associates	1,910.00	1,415.00	495.00	34.98%
4560100 · Registrations - Other	0.00	0.00	0.00	0.0%
<b>Total 4560100 · Registrations</b>	<b>16,924.00</b>	<b>6,125.00</b>	<b>10,799.00</b>	<b>176.31%</b>
<b>4560200 · Sponsors</b>				
4560210 · Exhibit Sponsor	21,000.00	14,000.00	7,000.00	50.0%
4560220 · Non-Exhibit Sponsor	0.00	500.00	-500.00	-100.0%
<b>Total 4560200 · Sponsors</b>	<b>21,000.00</b>	<b>14,500.00</b>	<b>6,500.00</b>	<b>44.83%</b>
4560000 · Annual Conference - Other	0.00	100.00	-100.00	-100.0%
<b>Total 4560000 · Annual Conference</b>	<b>37,924.00</b>	<b>20,725.00</b>	<b>17,199.00</b>	<b>82.99%</b>
<b>Total 4500000 · Program services</b>	<b>72,499.00</b>	<b>45,038.00</b>	<b>27,461.00</b>	<b>60.97%</b>
4600000 · Division Income	0.00	7,575.00	-7,575.00	-100.0%
4980000 · Interest	213.89	113.27	100.62	88.83%
4999999 · Other	0.00	0.00	0.00	0.0%
<b>Total Income</b>	<b>130,367.89</b>	<b>113,893.77</b>	<b>16,474.12</b>	<b>14.46%</b>
<b>Gross Profit</b>	<b>130,367.89</b>	<b>113,893.77</b>	<b>16,474.12</b>	<b>14.46%</b>
<b>Expense</b>				
Prepaid expenses	0.00	0.00	0.00	0.0%

**CMTA**  
**Profit & Loss Prev Year Comparison**  
July 2016 through January 2017

	Jul '16 - Jan 17	Jul '15 - Jan 16	\$ Change	% Change
<b>5010000 - Management and general</b>				
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	67.24	65.62	1.62	2.47%
5010310 - Storage	125.84	86.82	39.02	44.94%
<b>5010400 - Contract Services</b>				
5010420 - Website update and maintenance	3,929.61	4,091.47	-161.86	-3.96%
5010430 - SMA - AMC	42,342.30	42,342.30	0.00	0.0%
<b>Total 5010400 - Contract Services</b>	<b>46,271.91</b>	<b>46,433.77</b>	<b>-161.86</b>	<b>-0.35%</b>
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	683.62	273.38	410.24	150.06%
<b>5011200 - Telecommunications</b>				
5011210 - Internet services	73.85	0.00	73.85	100.0%
5011220 - Telephone	1,230.09	710.96	519.13	73.02%
5011200 - Telecommunications - Other	0.00	48.49	-48.49	-100.0%
<b>Total 5011200 - Telecommunications</b>	<b>1,303.94</b>	<b>759.45</b>	<b>544.49</b>	<b>71.7%</b>
5011300 - Supplies	0.00	11.93	-11.93	-100.0%
<b>5011500 - Bank and Merchant Fees</b>				
5011510 - Bank Fees	1.00	17.65	-16.65	-94.33%
5011520 - Merchant Fees	2,657.79	1,375.27	1,282.52	93.26%
<b>Total 5011500 - Bank and Merchant Fees</b>	<b>2,658.79</b>	<b>1,392.92</b>	<b>1,265.87</b>	<b>90.88%</b>
<b>Total 5010000 - Management and general</b>	<b>78,070.27</b>	<b>56,375.81</b>	<b>21,694.46</b>	<b>38.48%</b>
<b>5050000 - Program services expenses</b>				
<b>5051000 - Certification</b>				
5052100 - CCMT/CCTC Expenses	366.28	0.00	366.28	100.0%
5051000 - Certification - Other	54.24	816.19	-761.95	-93.35%
<b>Total 5051000 - Certification</b>	<b>420.52</b>	<b>816.19</b>	<b>-395.67</b>	<b>-48.48%</b>
5052000 - Division support	0.00	9,747.13	-9,747.13	-100.0%
<b>5053000 - Education</b>				
5520300 - Essential Workshop Expenses	23,315.32	0.00	23,315.32	100.0%
5520400 - Advanced Workshop Expenses	0.00	21,262.77	-21,262.77	-100.0%
<b>Total 5053000 - Education</b>	<b>23,315.32</b>	<b>21,262.77</b>	<b>2,052.55</b>	<b>9.65%</b>
<b>5056000 - Annual Conference</b>				
5056250 - Banquet - Entertainment, Decor.	5,000.00	0.00	5,000.00	100.0%
5056400 - Food and Beverage - Hotel	0.00	10,000.00	-10,000.00	-100.0%
5056525 - Lodging/Travel	38.95	0.00	38.95	100.0%
5056800 - Supplies	10.08	67.99	-57.91	-85.17%
<b>Total 5056000 - Annual Conference</b>	<b>5,049.03</b>	<b>10,067.99</b>	<b>-5,018.96</b>	<b>-49.85%</b>
<b>Total 5050000 - Program services expenses</b>	<b>28,784.87</b>	<b>41,894.08</b>	<b>-13,109.21</b>	<b>-31.29%</b>
<b>Total Expense</b>	<b>106,855.14</b>	<b>98,269.89</b>	<b>8,585.25</b>	<b>8.74%</b>
<b>Net Income</b>	<b>23,512.75</b>	<b>15,623.88</b>	<b>7,888.87</b>	<b>50.49%</b>

**CMTA**  
**Profit & Loss Budget Performance**  
January 2017

	Jan 17	Jul '16 - Jan 17	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
<b>Income</b>						
<b>4010000 · Membership dues</b>						
4010100 · Dues (Public)	1,595.00	49,755.00	52,582.50	-2,827.50	55,000.00	90.46%
4010200 · Dues (commercial)	205.00	7,840.00	9,385.00	-1,545.00	10,000.00	78.40%
4010400 · Dues (Alumni)	0.00	60.00	180.00	-120.00	180.00	33.33%
4010000 · Membership dues - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4010000 · Membership dues</b>	<b>1,800.00</b>	<b>57,655.00</b>	<b>62,147.50</b>	<b>-4,492.50</b>	<b>65,180.00</b>	<b>88.46%</b>
<b>4500000 · Program services</b>						
<b>4510000 · Certification</b>						
4510400 · Certification program app. fee	5.00	830.00				
4510100 · Investment Policy Application	0.00	1,225.00	875.00	350.00	1,500.00	81.67%
4510200 · CCMT- Certified CA Municipal T.	120.00	155.00	175.00	-20.00	300.00	51.67%
4510300 · CTC- Certified CA Treasury Crt	0.00	0.00	175.00	-175.00	300.00	0.00%
4510000 · Certification - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4510000 · Certification</b>	<b>125.00</b>	<b>2,210.00</b>	<b>1,225.00</b>	<b>985.00</b>	<b>2,100.00</b>	<b>105.24%</b>
<b>4520000 · Education</b>						
4520200 · Educational support	0.00	0.00	2,333.31	-2,333.31	4,000.00	0.00%
4520300 · Essentials Workshop	3,725.00	30,195.00	11,666.69	18,528.31	20,000.00	150.98%
4520400 · Advanced Workshop	0.00	0.00	0.00	0.00	0.00	
<b>Total 4520000 · Education</b>	<b>3,725.00</b>	<b>30,195.00</b>	<b>14,000.00</b>	<b>16,195.00</b>	<b>24,000.00</b>	<b>125.81%</b>
<b>4530000 · Publications</b>						
4530100 · Handbook	162.00	295.00	291.69	3.31	500.00	59.00%
4530300 · Job Ads	375.00	1,875.00	437.50	1,437.50	750.00	250.00%
4540000 · Newsletter	0.00	0.00	1,750.00	-1,750.00	3,000.00	0.00%
4540100 · Website	0.00	0.00	437.50	-437.50	750.00	0.00%
<b>Total 4530000 · Publications</b>	<b>537.00</b>	<b>2,170.00</b>	<b>2,916.69</b>	<b>-746.69</b>	<b>5,000.00</b>	<b>43.40%</b>
<b>4550000 · Scholarship</b>						
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%
<b>Total 4550000 · Scholarship</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,000.00</b>	<b>0.00%</b>
<b>4560000 · Annual Conference</b>						
<b>4560100 · Registrations</b>						
4560110 · Active Members	8,436.00	15,014.00	4,765.00	10,249.00	34,000.00	44.16%

**CMTA**  
**Profit & Loss Budget Performance**  
January 2017

	Jan 17	Jul '16 - Jan 17	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
4560120 · Commercial Associates	705.00	1,910.00	1,415.00	495.00	22,000.00	8.68%
4560130 · Additional Meals	0.00	0.00	0.00	0.00	0.00	
4560100 · Registrations - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4560100 · Registrations</b>	<b>9,141.00</b>	<b>16,924.00</b>	<b>6,180.00</b>	<b>10,744.00</b>	<b>56,000.00</b>	<b>30.22%</b>
4560200 · Sponsors						
4560210 · Exhibit Sponsor	12,000.00	21,000.00	24,000.00	-3,000.00	65,000.00	32.31%
4560220 · Non-Exhibit Sponsor	0.00	0.00	500.00	-500.00	9,000.00	0.00%
4560200 · Sponsors - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4560200 · Sponsors</b>	<b>12,000.00</b>	<b>21,000.00</b>	<b>24,500.00</b>	<b>-3,500.00</b>	<b>74,000.00</b>	<b>28.38%</b>
4560300 · Pre-Conference Seminar	0.00	0.00	0.00	0.00	0.00	
4560000 · Annual Conference - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4560000 · Annual Conference</b>	<b>21,141.00</b>	<b>37,924.00</b>	<b>30,680.00</b>	<b>7,244.00</b>	<b>130,000.00</b>	<b>29.17%</b>
<b>Total 4500000 · Program services</b>	<b>25,528.00</b>	<b>72,499.00</b>	<b>48,821.69</b>	<b>23,677.31</b>	<b>163,100.00</b>	<b>44.45%</b>
4600000 · Division Income	0.00	0.00	0.00	0.00	0.00	
4980000 · Interest	79.60	213.89	75.81	138.08	130.00	164.53%
4999999 · Other	0.00	0.00	0.00	0.00	0.00	
<b>Total Income</b>	<b>27,407.60</b>	<b>130,367.89</b>	<b>111,045.00</b>	<b>19,322.89</b>	<b>228,410.00</b>	<b>57.08%</b>
<b>Gross Profit</b>	<b>27,407.60</b>	<b>130,367.89</b>	<b>111,045.00</b>	<b>19,322.89</b>	<b>228,410.00</b>	<b>57.08%</b>
<b>Expense</b>						
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	5,833.31	7,530.85	10,000.00	133.64%
5010300 · In House Printing	2.64	67.24	145.81	-78.57	250.00	26.90%
5010310 · Storage	16.58	125.84	145.85	-20.01	250.00	50.34%
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	42,342.30	42,342.42	-0.12	72,587.00	58.33%
<b>Total 5010400 · Contract Services</b>	<b>6,048.90</b>	<b>46,271.91</b>	<b>45,792.42</b>	<b>479.49</b>	<b>77,187.00</b>	<b>59.95%</b>
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	350.00	-350.00	600.00	0.00%
<b>Total 5010700 · Travel</b>	<b>0.00</b>	<b>0.00</b>	<b>350.00</b>	<b>-350.00</b>	<b>600.00</b>	<b>0.00%</b>

**CMTA**  
**Balance Sheet**  
As of February 28, 2017

	<u>Feb 28, 17</u>	<u>Feb 29, 16</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
1010000 · Cash and cash equivalents			
1010400 · General - Chase-8076	95,633.32	85,240.88	10,392.44
1010500 · Education - Chase	7,534.12	7,534.12	0.00
<b>Total 1010000 · Cash and cash equivalents</b>	<u>103,167.44</u>	<u>92,775.00</u>	<u>10,392.44</u>
<b>1020000 · Investments</b>			
1020100 · LAIF	46,811.36	46,543.74	267.62
<b>Total 1020000 · Investments</b>	<u>46,811.36</u>	<u>46,543.74</u>	<u>267.62</u>
<b>Total Checking/Savings</b>	<u>149,978.80</u>	<u>139,318.74</u>	<u>10,660.06</u>
<b>Accounts Receivable</b>			
1040000 · Quick Books Accounts receivable	50.00	250.00	-200.00
<b>Total Accounts Receivable</b>	<u>50.00</u>	<u>250.00</u>	<u>-200.00</u>
<b>Other Current Assets</b>			
1040100 · YourMembership AR	23,361.00	13,870.00	9,491.00
1049000 · Undeposited funds	922.00	0.00	922.00
1070000 · Prepaid expenses	9,273.60	6,048.90	3,224.70
<b>Total Other Current Assets</b>	<u>33,556.60</u>	<u>19,918.90</u>	<u>13,637.70</u>
<b>Total Current Assets</b>	<u>183,585.40</u>	<u>159,487.64</u>	<u>24,097.76</u>
<b>TOTAL ASSETS</b>	<u><b>183,585.40</b></u>	<u><b>159,487.64</b></u>	<u><b>24,097.76</b></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
2010000 · Accounts payable	8,846.71	0.00	8,846.71
<b>Total Accounts Payable</b>	<u>8,846.71</u>	<u>0.00</u>	<u>8,846.71</u>
<b>Total Current Liabilities</b>	<u>8,846.71</u>	<u>0.00</u>	<u>8,846.71</u>
<b>Total Liabilities</b>	<u>8,846.71</u>	<u>0.00</u>	<u>8,846.71</u>
<b>Equity</b>			
2700000 · Retained Earnings	0.00	1,953.03	-1,953.03
2740000 · General fund	97,916.29	106,447.77	-8,531.48
2750000 · M Woodward Memorial Education	18,910.00	18,063.90	846.10
Net Income	57,912.40	33,022.94	24,889.46
<b>Total Equity</b>	<u>174,738.69</u>	<u>159,487.64</u>	<u>15,251.05</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>183,585.40</b></u>	<u><b>159,487.64</b></u>	<u><b>24,097.76</b></u>

**CMTA**  
**Profit & Loss**  
July 2016 through February 2017

	<u>Jul '16 - Feb 17</u>	<u>Jul '15 - Feb 16</u>	<u>\$ Change</u>
<b>Income</b>			
<b>4010000 · Membership dues</b>	59,005.00	61,347.50	-2,342.50
<b>4500000 · Program services</b>	117,383.00	78,003.00	39,380.00
<b>4600000 · Division Income</b>	0.00	8,623.55	-8,623.55
<b>4980000 · Interest</b>	213.89	113.27	100.62
<b>4999999 · Other</b>	0.00	0.00	0.00
<b>Total Income</b>	<u>176,601.89</u>	<u>148,087.32</u>	<u>28,514.57</u>
<b>Gross Profit</b>	176,601.89	148,087.32	28,514.57
<b>Expense</b>			
<b>Prepaid expenses</b>	0.00	0.00	0.00
<b>5010000 · Management and general</b>	87,321.66	63,170.30	24,151.36
<b>5050000 · Program services expenses</b>	31,367.83	51,894.08	-20,526.25
<b>Total Expense</b>	<u>118,689.49</u>	<u>115,064.38</u>	<u>3,625.11</u>
<b>Net Income</b>	<u><u>57,912.40</u></u>	<u><u>33,022.94</u></u>	<u><u>24,889.46</u></u>



## CMTA

### Profit & Loss Prev Year Comparison

July 2016 through February 2017

	Jul '16 - Feb 17	Jul '15 - Feb 16	\$ Change	% Change
<b>Income</b>				
<b>4010000 · Membership dues</b>				
4010100 · Dues (Public)	50,610.00	52,352.50	-1,742.50	-3.33%
4010200 · Dues (commercial)	8,335.00	8,815.00	-480.00	-5.45%
4010400 · Dues (Alumni)	60.00	180.00	-120.00	-66.67%
4010000 · Membership dues - Other	0.00	0.00	0.00	0.0%
<b>Total 4010000 · Membership dues</b>	<b>59,005.00</b>	<b>61,347.50</b>	<b>-2,342.50</b>	<b>-3.82%</b>
<b>4500000 · Program services</b>	117,383.00	78,003.00	39,380.00	50.49%
<b>4600000 · Division Income</b>	0.00	8,623.55	-8,623.55	-100.0%
<b>4980000 · Interest</b>	213.89	113.27	100.62	88.83%
<b>4999999 · Other</b>	0.00	0.00	0.00	0.0%
<b>Total Income</b>	<b>176,601.89</b>	<b>148,087.32</b>	<b>28,514.57</b>	<b>19.26%</b>
<b>Gross Profit</b>	<b>176,601.89</b>	<b>148,087.32</b>	<b>28,514.57</b>	<b>19.26%</b>
<b>Expense</b>				
<b>Prepaid expenseses</b>	0.00	0.00	0.00	0.0%
<b>5010000 · Management and general</b>				
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	86.39	65.62	20.77	31.65%
5010310 · Storage	142.42	101.45	40.97	40.38%
<b>5010400 · Contract Services</b>				
5010420 · Website update and maintenance	5,763.44	4,091.47	1,671.97	40.87%
5010430 · SMA - AMC	48,391.20	48,391.20	0.00	0.0%
<b>Total 5010400 · Contract Services</b>	<b>54,154.64</b>	<b>52,482.67</b>	<b>1,671.97</b>	<b>3.19%</b>
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	688.71	273.38	415.33	151.92%
<b>5011200 · Telecommunications</b>				
5011210 · Internet services	99.85	0.00	99.85	100.0%
5011220 · Telephone	1,469.01	710.96	758.05	106.62%
5011200 · Telecommunications - Other	0.00	48.49	-48.49	-100.0%
<b>Total 5011200 · Telecommunications</b>	<b>1,568.86</b>	<b>759.45</b>	<b>809.41</b>	<b>106.58%</b>
5011300 · Supplies	0.00	11.93	-11.93	-100.0%
<b>5011500 · Bank and Merchant Fees</b>				
5011510 · Bank Fees	1.00	17.65	-16.65	-94.33%
5011520 · Merchant Fees	3,720.71	2,106.23	1,614.48	76.65%
<b>Total 5011500 · Bank and Merchant Fees</b>	<b>3,721.71</b>	<b>2,123.88</b>	<b>1,597.83</b>	<b>75.23%</b>
<b>Total 5010000 · Management and general</b>	<b>87,321.66</b>	<b>63,170.30</b>	<b>24,151.36</b>	<b>38.23%</b>
<b>5050000 · Program services expenses</b>				
<b>5051000 · Certification</b>				
5051100 · Investment Policy Application	436.20	0.00	436.20	100.0%
5052100 · CCMT/CCTC Expenses	366.28	0.00	366.28	100.0%
5051000 · Certification - Other	54.24	816.19	-761.95	-93.35%
<b>Total 5051000 · Certification</b>	<b>856.72</b>	<b>816.19</b>	<b>40.53</b>	<b>4.97%</b>

**CMTA**  
**Profit & Loss Prev Year Comparison**  
 July 2016 through February 2017

	<u>Jul '16 - Feb 17</u>	<u>Jul '15 - Feb 16</u>	<u>\$ Change</u>	<u>% Change</u>
5052000 - Division support	0.00	9,747.13	-9,747.13	-100.0%
5053000 - Education				
5520300 - Essential Workshop Expenses	25,462.08	0.00	25,462.08	100.0%
5520400 - Advanced Workshop Expenses	0.00	21,262.77	-21,262.77	-100.0%
<b>Total 5053000 - Education</b>	<b>25,462.08</b>	<b>21,262.77</b>	<b>4,199.31</b>	<b>19.75%</b>
5056000 - Annual Conference				
5056250 - Banquet - Entertainment, Decor.	5,000.00	0.00	5,000.00	100.0%
5056400 - Food and Beverage - Hotel	0.00	20,000.00	-20,000.00	-100.0%
5056525 - Lodging/Travel	38.95	0.00	38.95	100.0%
5056800 - Supplies	10.08	67.99	-57.91	-85.17%
<b>Total 5056000 - Annual Conference</b>	<b>5,049.03</b>	<b>20,067.99</b>	<b>-15,018.96</b>	<b>-74.84%</b>
<b>Total 5050000 - Program services expenses</b>	<b>31,367.83</b>	<b>51,894.08</b>	<b>-20,526.25</b>	<b>-39.55%</b>
<b>Total Expense</b>	<b>118,689.49</b>	<b>115,064.38</b>	<b>3,625.11</b>	<b>3.15%</b>
<b>Net Income</b>	<b>57,912.40</b>	<b>33,022.94</b>	<b>24,889.46</b>	<b>75.37%</b>

**CMTA**  
**Profit & Loss Budget Performance**  
February 2017

	Feb 17	Jul '16 - Feb 17	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
<b>Income</b>						
<b>4010000 · Membership dues</b>						
4010100 · Dues (Public)	855.00	50,610.00	53,950.00	-3,340.00	55,000.00	92.02%
4010200 · Dues (commercial)	290.00	8,335.00	9,795.00	-1,460.00	10,000.00	83.35%
4010400 · Dues (Alumni)	0.00	60.00	180.00	-120.00	180.00	33.33%
4010000 · Membership dues - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4010000 · Membership dues</b>	<b>1,145.00</b>	<b>59,005.00</b>	<b>63,925.00</b>	<b>-4,920.00</b>	<b>65,180.00</b>	<b>90.53%</b>
<b>4500000 · Program services</b>						
<b>4510000 · Certification</b>						
4510400 · Certification program app. fee	-50.00	780.00				
4510100 · Investment Policy Application	0.00	1,225.00	1,000.00	225.00	1,500.00	81.67%
4510200 · CCMT- Certified CA Municipal T.	0.00	155.00	200.00	-45.00	300.00	51.67%
4510300 · CTC- Certified CA Treasury Crt	0.00	0.00	200.00	-200.00	300.00	0.00%
4510000 · Certification - Other	75.00	75.00	0.00	75.00	0.00	
<b>Total 4510000 · Certification</b>	<b>25.00</b>	<b>2,235.00</b>	<b>1,400.00</b>	<b>835.00</b>	<b>2,100.00</b>	<b>106.43%</b>
<b>4520000 · Education</b>						
4520200 · Educational support	0.00	0.00	2,666.64	-2,666.64	4,000.00	0.00%
4520300 · Essentials Workshop	-250.00	29,945.00	13,333.36	16,611.64	20,000.00	149.73%
4520400 · Advanced Workshop	0.00	0.00	0.00	0.00	0.00	
<b>Total 4520000 · Education</b>	<b>-250.00</b>	<b>29,945.00</b>	<b>16,000.00</b>	<b>13,945.00</b>	<b>24,000.00</b>	<b>124.77%</b>
<b>4530000 · Publications</b>						
4530100 · Handbook	0.00	295.00	333.36	-38.36	500.00	59.00%
4530300 · Job Ads	300.00	2,175.00	500.00	1,675.00	750.00	290.00%
4540000 · Newsletter	0.00	0.00	2,000.00	-2,000.00	3,000.00	0.00%
4540100 · Website	0.00	0.00	500.00	-500.00	750.00	0.00%
<b>Total 4530000 · Publications</b>	<b>300.00</b>	<b>2,470.00</b>	<b>3,333.36</b>	<b>-863.36</b>	<b>5,000.00</b>	<b>49.40%</b>
<b>4550000 · Scholarship</b>						
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%
<b>Total 4550000 · Scholarship</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,000.00</b>	<b>0.00%</b>
<b>4560000 · Annual Conference</b>						
<b>4560100 · Registrations</b>						
4560110 · Active Members	26,837.00	42,150.00	12,795.00	29,355.00	34,000.00	123.97%

**CMTA**  
**Profit & Loss Budget Performance**  
February 2017

	Feb 17	Jul '16 - Feb 17	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
4560120 · Commercial Associates	2,410.00	4,320.00	6,275.00	-1,955.00	22,000.00	19.64%
4560130 · Additional Meals	0.00	0.00	0.00	0.00	0.00	
4560100 · Registrations - Other	-1,437.00	-1,437.00	0.00	-1,437.00	0.00	
<b>Total 4560100 · Registrations</b>	<b>27,810.00</b>	<b>45,033.00</b>	<b>19,070.00</b>	<b>25,963.00</b>	<b>56,000.00</b>	<b>80.42%</b>
<b>4560200 · Sponsors</b>						
4560210 · Exhibit Sponsor	16,700.00	37,700.00	48,000.00	-10,300.00	65,000.00	58.00%
4560220 · Non-Exhibit Sponsor	0.00	0.00	7,500.00	-7,500.00	9,000.00	0.00%
4560200 · Sponsors - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4560200 · Sponsors</b>	<b>16,700.00</b>	<b>37,700.00</b>	<b>55,500.00</b>	<b>-17,800.00</b>	<b>74,000.00</b>	<b>50.95%</b>
4560300 · Pre-Conference Seminar	0.00	0.00	0.00	0.00	0.00	
4560000 · Annual Conference - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4560000 · Annual Conference</b>	<b>44,510.00</b>	<b>82,733.00</b>	<b>74,570.00</b>	<b>8,163.00</b>	<b>130,000.00</b>	<b>63.64%</b>
<b>Total 4500000 · Program services</b>	<b>44,585.00</b>	<b>117,383.00</b>	<b>95,303.36</b>	<b>22,079.64</b>	<b>163,100.00</b>	<b>71.97%</b>
4600000 · Division Income	0.00	0.00	0.00	0.00	0.00	
4980000 · Interest	0.00	213.89	86.64	127.25	130.00	164.53%
4999999 · Other	0.00	0.00	0.00	0.00	0.00	
<b>Total Income</b>	<b>45,730.00</b>	<b>176,601.89</b>	<b>159,315.00</b>	<b>17,286.89</b>	<b>228,410.00</b>	<b>77.32%</b>
<b>Gross Profit</b>	<b>45,730.00</b>	<b>176,601.89</b>	<b>159,315.00</b>	<b>17,286.89</b>	<b>228,410.00</b>	<b>77.32%</b>
<b>Expense</b>						
Prepaid expenses	0.00	0.00				
<b>5010000 · Management and general</b>						
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	6,666.64	6,697.52	10,000.00	133.64%
5010300 · In House Printing	19.15	86.39	166.64	-80.25	250.00	34.56%
5010310 · Storage	16.58	142.42	166.68	-24.26	250.00	56.97%
<b>5010400 · Contract Services</b>						
5010420 · Website update and maintenance	1,833.83	5,763.44	3,450.00	2,313.44	4,600.00	125.29%
5010430 · SMA - AMC	6,048.90	48,391.20	48,391.34	-0.14	72,587.00	66.67%
<b>Total 5010400 · Contract Services</b>	<b>7,882.73</b>	<b>54,154.64</b>	<b>51,841.34</b>	<b>2,313.30</b>	<b>77,187.00</b>	<b>70.16%</b>
5010600 · Insurance	0.00	1,147.77	1,600.00	-452.23	2,400.00	47.82%
<b>5010700 · Travel</b>						
5010720 · Legislative	0.00	0.00	400.00	-400.00	600.00	0.00%
<b>Total 5010700 · Travel</b>	<b>0.00</b>	<b>0.00</b>	<b>400.00</b>	<b>-400.00</b>	<b>600.00</b>	<b>0.00%</b>

**CMTA**  
**Profit & Loss Budget Performance**  
February 2017

	Feb 17	Jul '16 - Feb 17	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
<b>5010800 - Taxes and Filings</b>	0.00	327.00	890.00	-563.00	900.00	36.33%
<b>5010900 - Postage</b>	5.09	688.71	363.60	325.11	1,000.00	68.87%
<b>5011200 - Telecommunications</b>						
<b>5011210 - Internet services</b>	26.00	99.85	66.64	33.21	100.00	99.85%
<b>5011220 - Telephone</b>	238.92	1,469.01	933.36	535.65	1,400.00	104.93%
<b>5011200 - Telecommunications - Other</b>	0.00	0.00	0.00	0.00	0.00	
<b>Total 5011200 - Telecommunications</b>	264.92	1,568.86	1,000.00	568.86	1,500.00	104.59%
<b>5011300 - Supplies</b>	0.00	0.00	200.00	-200.00	300.00	0.00%
<b>5011310 - Records Retention</b>	0.00	0.00	0.00	0.00	0.00	
<b>5011410 - President's fund</b>	0.00	0.00	166.64	-166.64	250.00	0.00%
<b>5011500 - Bank and Merchant Fees</b>						
<b>5011510 - Bank Fees</b>	0.00	1.00	50.00	-49.00	100.00	1.00%
<b>5011520 - Merchant Fees</b>	1,062.92	3,720.71	2,506.23	1,214.48	4,800.00	77.51%
<b>Total 5011500 - Bank and Merchant Fees</b>	1,062.92	3,721.71	2,556.23	1,165.48	4,900.00	75.95%
<b>Total 5010000 - Management and general</b>	9,251.39	87,321.66	75,017.77	12,303.89	108,537.00	80.45%
<b>5050000 - Program services expenses</b>						
<b>5051000 - Certification</b>						
<b>5051100 - Investment Policy Application</b>	436.20	436.20	0.00	436.20	0.00	
<b>5052100 - CCMT/CCTC Expenses</b>	0.00	366.28	1,666.64	-1,300.36	2,500.00	14.65%
<b>5051000 - Certification - Other</b>	0.00	54.24	0.00	54.24	0.00	
<b>Total 5051000 - Certification</b>	436.20	856.72	1,666.64	-809.92	2,500.00	34.27%
<b>5052000 - Division support</b>	0.00	0.00	0.00	0.00	0.00	
<b>5053000 - Education</b>						
<b>5520200 - Educational Support Expenses</b>	0.00	0.00	0.00	0.00	0.00	
<b>5520300 - Essential Workshop Expenses</b>	2,146.76	25,462.08	12,000.00	13,462.08	18,000.00	141.46%
<b>5520400 - Advanced Workshop Expenses</b>	0.00	0.00	0.00	0.00	0.00	
<b>Total 5053000 - Education</b>	2,146.76	25,462.08	12,000.00	13,462.08	18,000.00	141.46%
<b>5054000 - Publications</b>						
<b>5054200 - Newsletter</b>	0.00	0.00	1,333.36	-1,333.36	2,000.00	0.00%
<b>5054500 - League Advertising</b>	0.00	0.00	666.64	-666.64	1,000.00	0.00%
<b>Total 5054000 - Publications</b>	0.00	0.00	2,000.00	-2,000.00	3,000.00	0.00%
<b>5055000 - Woodward Memorial Scholarship</b>						
<b>5055100 - Woodward memorial</b>	0.00	0.00	0.00	0.00	500.00	0.00%

**CMTA**  
**Profit & Loss Budget Performance**  
February 2017

	Feb 17	Jul '16 - Feb 17	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
Total 5055000 - Woodward Memorial Scholarship	0.00	0.00	0.00	0.00	500.00	0.00%
<b>5056000 - Annual Conference</b>						
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	5,000.00	0.00	5,000.00	10,500.00	47.62%
<b>5056300 - Gifts &amp; Mementos</b>						
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	
<b>Total 5056300 - Gifts &amp; Mementos</b>	0.00	0.00	0.00	0.00	2,800.00	0.00%
5056400 - Food and Beverage - Hotel	0.00	0.00	20,000.00	-20,000.00	60,000.00	0.00%
<b>5056525 - Lodging/Travel</b>						
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	38.95	0.00	38.95	0.00	
<b>Total 5056525 - Lodging/Travel</b>	0.00	38.95	0.00	38.95	4,000.00	0.97%
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	10.08	0.00	10.08	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	0.00	0.00	
<b>Total 5056000 - Annual Conference</b>	0.00	5,049.03	20,000.00	-14,950.97	95,830.00	5.27%
<b>Total 5050000 - Program services expenses</b>	2,582.96	31,367.83	35,666.64	-4,298.81	119,830.00	26.18%
<b>5100000 - Division Expense</b>	0.00	0.00	0.00	0.00	0.00	
<b>Total Expense</b>	11,834.35	118,689.49	110,684.41	8,005.08	228,367.00	51.97%
<b>Net Income</b>	<b>33,895.65</b>	<b>57,912.40</b>	<b>48,630.59</b>	<b>9,281.81</b>	<b>43.00</b>	<b>134680.00%</b>

**CMTA Feburary 2017 AR**

<b>Date</b>	<b>Invoice Number</b>	<b>Amount</b>	<b>GL Code</b>	<b>Organization</b>	<b>Last Name</b>
12/12/2016	200001122	40	4010000 Membership dues:4010100 Dues (active)	City of Rocklin	Rocklin
		40			
11/15/2016	200001095	250	4500000 · Program services:4520000 · Education:4520300 · Essentials Workshop	Union Sanitary District	Arends-King
		250			
7/1/2016	200000966	25	4500000 Program services:4510000Certification	City of Newport Beach	Matusiewicz
		25			
1/17/2017	200001194	54	4500000 Program services:4530000 Publications:4530100 Handbook	City of Oxnard	Molina
		54			
4/18/2016	200000956	75	4500000 Program services:4530000 Publications:4530300 Job Ads	City of Redondo Beach	Antos
		75			
12/28/2016	200001164	374	4560100Conference:4560110 Annual Conf. - Active	City of San Gabriel	Tang
1/5/2017	200001176	299	4560100Conference:4560110 Annual Conf. - Active	City of Inglewood	Brown
1/9/2017	200001181	50	4560100Conference:4560110 Annual Conf. - Active	City of Ojai	Livingston
1/26/2017	200001216	374	4560100Conference:4560110 Annual Conf. - Active		
2/2/2017	200001232	299	4560100Conference:4560110 Annual Conf. - Active	City of Camarillo	Madary
2/6/2017	200001247	299	4560100Conference:4560110 Annual Conf. - Active	Costa Mesa Sanitary District	Davis
2/7/2017	200001259	299	4560100Conference:4560110 Annual Conf. - Active	County of Fresno	Bray
2/7/2017	200001254	299	4560100Conference:4560110 Annual Conf. - Active	Costa Mesa Sanitary District	Tran
2/7/2017	200001250	374	4560100Conference:4560110 Annual Conf. - Active	City of Pomona	Houn
2/15/2017	200001304	374	4560100Conference:4560110 Annual Conf. - Active	City of Newport Beach	Matusiewicz
2/15/2017	200001309	374	4560100Conference:4560110 Annual Conf. - Active	City of Pomona	Jones
2/16/2017	200001325	299	4560100Conference:4560110 Annual Conf. - Active	City of Arcadia	Huang
2/16/2017	200001329	454	4560100Conference:4560110 Annual Conf. - Active	CITY OF DALY CITY	HALVORSON
2/17/2017	200001334	299	4560100Conference:4560110 Annual Conf. - Active	County of Fresno	Gomez
2/18/2017	200001343	425	4560100Conference:4560110 Annual Conf. - Active	City of El Monte	Jones
2/23/2017	200001347	225	4560100Conference:4560110 Annual Conf. - Active	City of Glendale	Khodabakhshi
4/13/2016	200000954	100	4560100Conference:4560110 Annual Conf. - Active	City of Benicia	Paulk
		5217			
1/15/2016	200000749	1000	4560100Conference:4560120 Sponsorship:4560200 Exhibitor	Stifel Nicolaus	Blackwill
12/13/2016	200001126	6000	4560100Conference:4560120 Sponsorship:4560200 Exhibitor	FTN Financial Capital	Giannini
1/4/2017	200001169	3000	4560100Conference:4560120 Sponsorship:4560200 Exhibitor	CGI Technologies and Solutions Inc.	Krobot
2/10/2017	200001294	3000	4560100Conference:4560120 Sponsorship:4560200 Exhibitor	CalPERS	Org
2/10/2017	200001291	3000	4560100Conference:4560120 Sponsorship:4560200 Exhibitor	Promontory Interfinancial Network, LLC	Boyce
2/28/2017	200001350	1700	4560100Conference:4560120 Sponsorship:4560200 Exhibitor	Time Value Investments	McCann
		17700			

**\$ 23,361.00 Total CMTA A/R February**

**CMTA**  
**Expense Detail**  
February 2017

	Type	Date	Num	Name	Memo	Debit	Credit
<b>Expense</b>							
<b>5010000 - Management and general</b>							
<b>5010300 - In House Printing</b>							
	Bill	02/01/2017	201728	Smith Moore & Associates, Inc.	Printing charges	19.15	
Total 5010300 - In House Printing						19.15	0.00
<b>5010310 - Storage</b>							
	Bill	02/01/2017	4147367	Pacific Storage	Standard Records Containers Monthly Fee	16.58	
Total 5010310 - Storage						16.58	0.00
<b>5010400 - Contract Services</b>							
<b>5010420 - Website update and maintenance</b>							
	Bill	02/15/2017	23397	yourmembership.com	April to June 2017	1,833.83	
Total 5010420 - Website update and maintenance						1,833.83	0.00
<b>5010430 - SMA - AMC</b>							
	Bill	02/01/2017	2016864	Smith Moore & Associates, Inc.	Smith Moore & Associates, Inc.-Admin and conference services	6,048.90	
Total 5010430 - SMA - AMC						6,048.90	0.00
Total 5010400 - Contract Services						7,882.73	0.00
<b>5010900 - Postage</b>							
	Bill	02/01/2017	201728	Smith Moore & Associates, Inc.	Monthly postage paid by Smith Moore	5.09	
Total 5010900 - Postage						5.09	0.00
<b>5011200 - Telecommunications</b>							
<b>5011210 - Internet services</b>							
	Check	02/21/2017	eft	Survey Monkey		26.00	
Total 5011210 - Internet services						26.00	0.00
<b>5011220 - Telephone</b>							
	Check	02/01/2017	eft	Premiere Global Services		191.35	
	Bill	02/01/2017	201728	Smith Moore & Associates, Inc.	Monthly telephone charge	47.57	
Total 5011220 - Telephone						238.92	0.00
Total 5011200 - Telecommunications						264.92	0.00
<b>5011500 - Bank and Merchant Fees</b>							
<b>5011520 - Merchant Fees</b>							
	Check	02/01/2017	Eft	American Express		86.85	
	Check	02/02/2017	Eft	Merchant Services		341.75	
	Check	02/09/2017	Eft	American Express		41.05	
	Check	02/13/2017	Eft	American Express		13.31	
	Check	02/15/2017	Eft	Merchant Services		15.46	
	Check	02/16/2017	Eft	American Express		14.60	
	Check	02/21/2017	Eft	American Express		11.11	
	Check	02/21/2017	Eft	American Express		8.79	
	Check	02/27/2017	Eft	Merchant Services		530.00	



**CMTA**  
**Expense Detail**  
February 2017

	Type	Date	Num	Name	Memo	Debit	Credit
Total 5011520 · Merchant Fees						1,062.92	0.00
Total 5011500 · Bank and Merchant Fees						1,062.92	0.00
Total 5010000 · Management and general						9,251.39	0.00
<b>5050000 · Program services expenses</b>							
<b>5051000 · Certification</b>							
<b>5051100 · Investment Policy Application</b>							
Bill	02/01/2017	3126601-0	Sierra Office Supply & Printing	250 CMTA invest policy cert booklet		436.20	
Total 5051100 · Investment Policy Application						436.20	0.00
Total 5051000 · Certification						436.20	0.00
<b>5053000 · Education</b>							
<b>5520300 · Essential Workshop Expenses</b>							
Bill	02/01/2017	201728	Smith Moore & Associates, Inc.	Taxi fare for Yelena Jan 17 workshop		45.50	
Bill	02/01/2017	201728	Smith Moore & Associates, Inc.	FedEx shipment-Riverside convention center		98.64	
Bill	02/01/2017	201728	Smith Moore & Associates, Inc.	Travel reimbursement for Jan workshop		60.70	
Bill	02/10/2017	021017	Riverside Convention Center	2017 CMTA & CDIAC workshop remaining balance		1,941.92	
Total 5520300 · Essential Workshop Expenses						2,146.76	0.00
Total 5053000 · Education						2,146.76	0.00
Total 5050000 · Program services expenses						2,582.96	0.00
Total Expense						11,834.35	0.00
<b>Net Income</b>						<b>11,834.35</b>	<b>0.00</b>

**CMTA**  
**Profit & Loss Budget Performance**  
January 2017

	Jan 17	Jul '16 - Jan 17	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
<b>5010800 - Taxes and Filings</b>	0.00	327.00	890.00	-563.00	900.00	36.33%
<b>5010900 - Postage</b>	26.01	683.62	318.15	365.47	1,000.00	68.36%
<b>5011200 - Telecommunications</b>						
<b>5011210 - Internet services</b>	26.00	73.85	58.31	15.54	100.00	73.85%
<b>5011220 - Telephone</b>	47.58	1,230.09	816.69	413.40	1,400.00	87.86%
<b>5011200 - Telecommunications - Other</b>	0.00	0.00	0.00	0.00	0.00	
<b>Total 5011200 - Telecommunications</b>	73.58	1,303.94	875.00	428.94	1,500.00	86.93%
<b>5011300 - Supplies</b>	0.00	0.00	175.00	-175.00	300.00	0.00%
<b>5011310 - Records Retention</b>	0.00	0.00	0.00	0.00	0.00	
<b>5011410 - President's fund</b>	0.00	0.00	145.81	-145.81	250.00	0.00%
<b>5011500 - Bank and Merchant Fees</b>						
<b>5011510 - Bank Fees</b>	0.00	1.00	50.00	-49.00	100.00	1.00%
<b>5011520 - Merchant Fees</b>	786.21	2,657.79	1,675.27	982.52	4,800.00	55.37%
<b>Total 5011500 - Bank and Merchant Fees</b>	786.21	2,658.79	1,725.27	933.52	4,900.00	54.26%
<b>Total 5010000 - Management and general</b>	6,953.92	78,070.27	66,996.62	11,073.65	108,537.00	71.93%
<b>5050000 - Program services expenses</b>						
<b>5051000 - Certification</b>						
<b>5051100 - Investment Policy Application</b>	0.00	0.00	0.00	0.00	0.00	
<b>5052100 - CCMT/CCTC Expenses</b>	350.00	366.28	1,458.31	-1,092.03	2,500.00	14.65%
<b>5051000 - Certification - Other</b>	21.68	54.24	0.00	54.24	0.00	
<b>Total 5051000 - Certification</b>	371.68	420.52	1,458.31	-1,037.79	2,500.00	16.82%
<b>5052000 - Division support</b>	0.00	0.00	0.00	0.00	0.00	
<b>5053000 - Education</b>						
<b>5520200 - Educational Support Expenses</b>	0.00	0.00	0.00	0.00	0.00	
<b>5520300 - Essential Workshop Expenses</b>	23,315.32	23,315.32	10,500.00	12,815.32	18,000.00	129.53%
<b>5520400 - Advanced Workshop Expenses</b>	0.00	0.00	0.00	0.00	0.00	
<b>Total 5053000 - Education</b>	23,315.32	23,315.32	10,500.00	12,815.32	18,000.00	129.53%
<b>5054000 - Publications</b>						
<b>5054200 - Newsletter</b>	0.00	0.00	1,166.69	-1,166.69	2,000.00	0.00%
<b>5054500 - League Advertising</b>	0.00	0.00	583.31	-583.31	1,000.00	0.00%
<b>Total 5054000 - Publications</b>	0.00	0.00	1,750.00	-1,750.00	3,000.00	0.00%
<b>5055000 - Woodward Memorial Scholarship</b>						
<b>5055100 - Woodward memorial</b>	0.00	0.00	0.00	0.00	500.00	0.00%

**CMTA**  
**Profit & Loss Budget Performance**  
January 2017

	Jan 17	Jul '16 - Jan 17	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
Total 5055000 - Woodward Memorial Scholarship	0.00	0.00	0.00	0.00	500.00	0.00%
<b>5056000 - Annual Conference</b>						
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.	5,000.00	5,000.00	0.00	5,000.00	10,500.00	47.62%
<b>5056300 - Gifts &amp; Mementos</b>						
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	
<b>Total 5056300 - Gifts &amp; Mementos</b>	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%
<b>5056525 - Lodging/Travel</b>						
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	38.95	38.95	0.00	38.95	0.00	
<b>Total 5056525 - Lodging/Travel</b>	38.95	38.95	0.00	38.95	4,000.00	0.97%
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	10.08	0.00	10.08	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	0.00	0.00	
<b>Total 5056000 - Annual Conference</b>	5,038.95	5,049.03	10,000.00	-4,950.97	95,830.00	5.27%
<b>Total 5050000 - Program services expenses</b>	28,725.95	28,784.87	23,708.31	5,076.56	119,830.00	24.02%
<b>5100000 - Division Expense</b>	0.00	0.00	0.00	0.00	0.00	
<b>Total Expense</b>	35,679.87	106,855.14	90,704.93	16,150.21	228,367.00	46.79%
<b>Net Income</b>	<b>-8,272.27</b>	<b>23,512.75</b>	<b>20,340.07</b>	<b>3,172.68</b>	<b>43.00</b>	<b>54680.81%</b>

**CMTA January 2017 AR**

<b>Date</b>	<b>Invoice</b>	<b>Amount</b>	<b>GL Code/Item Name</b>	<b>Last Name</b>
12/12/16	200001122	40	4010000 Membership dues:4010100 Dues (active)	Rocklin, City of
		<b>40</b>		
1/11/17	200001185	250	4500000 · Program services:4520000 · Education:4520300 · Essentials Workshop	Sorsabal, Shelley
1/4/17	200001170	250	4500000 · Program services:4520000 · Education:4520300 · Essentials Workshop	Howell, Forest
11/15/16	200001095	250	4500000 · Program services:4520000 · Education:4520300 · Essentials Workshop	Arends-King, Pamela
10/26/16	200001076	250	4500000 · Program services:4520000 · Education:4520300 · Essentials Workshop	Brooks, Dawn
10/5/16	200001047	250	4500000 · Program services:4520000 · Education:4520300 · Essentials Workshop	Licea, Isela
9/20/16	200001030	250	4500000 · Program services:4520000 · Education:4520300 · Essentials Workshop	Jarvis, Kerry
		<b>1500</b>		
1/18/17	200001195	25	4500000 · Program services:4510000 · Certification:4510400 · Certification program app. fee	Marx, Pauline
7/1/16	200000966	25	4500000 · Program services:4510000 · Certification:4510400 · Certification program app. fee	Matusiewicz, Dan
		<b>50</b>		
1/18/17	200001197	54	4500000 Program services:4530000 Publications:4530100 Handbook	Shahbakhti, Neely
1/17/17	200001194	54	4500000 Program services:4530000 Publications:4530100 Handbook	Molina, Phillip
		<b>108</b>		
4/18/16	200000956	75	4500000 Program services:4530000 Publications:4530300 Job Ads	Antos, Caitlin
		<b>75</b>		
1/26/17	200001216	374	4560100Conference:4560110 Annual Conf. - Active	
1/25/17	200001211	299	4560100Conference:4560110 Annual Conf. - Active	Koehn, Brad
1/25/17	200001209	299	4560100Conference:4560110 Annual Conf. - Active	Whitehead, Mike
1/24/17	200001207	454	4560100Conference:4560110 Annual Conf. - Active	Rainey, Tranice
1/24/17	200001206	299	4560100Conference:4560110 Annual Conf. - Active	McCorstin, Kim
1/10/17	200001183	299	4560100Conference:4560110 Annual Conf. - Active	Galvin, Michael
1/5/17	200001176	299	4560100Conference:4560110 Annual Conf. - Active	Brown, Wanda
4/13/16	200000954	100	4560100Conference:4560110 Annual Conf. - Active	Paulk, Ken
12/28/16	200001164	374	4560100Conference:4560110 Annual Conf. - Active	Tang, Linda
		<b>2797</b>		
1/4/17	200001169	3000	4560100Conference:4560120 Sponsorship:4560210 Exhibitor	Krobot, Jessica
12/13/16	200001126	6000	4560100Conference:4560120 Sponsorship:4560210 Exhibitor	Giannini, Alexis
1/15/16	200000749	1000	4560100Conference:4560120 Sponsorship:4560210 Exhibitor	Blackwill, William
		<b>10000</b>		

**\$ 14,570 Total CMTA A/R January**

**CMTA**  
**Expense Detail**  
January 2017

Expense	Type	Date	Num	Name	Memo	Debit	Credit
<b>5010000 - Management and general</b>							
<b>5010300 - In House Printing</b>							
	Bill	01/01/2017	2016841	Smith Moore & Associates, Inc.	Printing charges	2.64	
Total 5010300 - In House Printing						2.64	0.00
<b>5010310 - Storage</b>							
	Bill	01/01/2017	4146234	Pacific Storage	Standard Records Containers Monthly Fee	16.58	
Total 5010310 - Storage						16.58	0.00
<b>5010400 - Contract Services</b>							
<b>5010430 - SMA - AMC</b>							
	General Journal	01/01/2017	2017-0101		Smith Moore & Associates, Inc.-Admin and conference services	6,048.90	
Total 5010430 - SMA - AMC						6,048.90	0.00
Total 5010400 - Contract Services						6,048.90	0.00
<b>5010900 - Postage</b>							
	Bill	01/01/2017	2016841	Smith Moore & Associates, Inc.	Monthly postage & FedEx charges	26.01	
Total 5010900 - Postage						26.01	0.00
<b>5011200 - Telecommunications</b>							
<b>5011210 - Internet services</b>							
	Check	01/18/2017	eft	Survey Monkey		26.00	
Total 5011210 - Internet services						26.00	0.00
<b>5011220 - Telephone</b>							
	Bill	01/01/2017	2016841	Smith Moore & Associates, Inc.	TelePacific monthly charge	47.58	
Total 5011220 - Telephone						47.58	0.00
Total 5011200 - Telecommunications						73.58	0.00
<b>5011500 - Bank and Merchant Fees</b>							
<b>5011520 - Merchant Fees</b>							
	Check	01/04/2017	eft	Merchant Services		429.11	
	Check	01/05/2017	eft	American Express		21.98	
	Check	01/12/2017	eft	American Express		7.38	
	Check	01/13/2017	eft	Merchant Services		225.00	
	Check	01/13/2017	eft	American Express		7.38	
	Check	01/18/2017	eft	Merchant Services		75.00	
	Check	01/19/2017	eft	American Express		1.02	
	Check	01/26/2017	eft	American Express		6.07	
	Check	01/30/2017	eft	American Express		13.27	
Total 5011520 - Merchant Fees						786.21	0.00
Total 5011500 - Bank and Merchant Fees						786.21	0.00
Total 5010000 - Management and general						6,953.92	0.00
<b>5050000 - Program services expenses</b>							

**CMTA**  
**Expense Detail**  
 January 2017

Type	Date	Num	Name	Memo	Debit	Credit
<b>5051000 - Certification</b>						
Bill	01/01/2017	2016841	Smith Moore & Associates, Inc.	Office depot. Policy certification materials	21.68	
Total 5051000 - Certification					21.68	0.00
<b>5053000 - Education</b>						
<b>5520300 - Essential Workshop Expenses</b>						
General Journal	01/01/2017	1011-4116		Riverside Convention Center-Deposit for CMTA/CDIAC 2017 January Workshop - GL 5520300	1,000.00	
Bill	01/01/2017	2016841	Smith Moore & Associates, Inc.	Southwest - CDIAC workshop travel	151.68	
Bill	01/18/2017	01-18-17	Riverside Convention Center	Riverside Convention Center Final Payment	22,163.64	
Total 5520300 - Essential Workshop Expenses					23,315.32	0.00
Total 5053000 - Education					23,315.32	0.00
<b>5056000 - Annual Conference</b>						
<b>5056250 - Banquet - Entertainment, Decor.</b>						
Bill	01/01/2017	2016841	Smith Moore & Associates, Inc.	Hornblower Cruises - Deposit	5,000.00	
Total 5056250 - Banquet - Entertainment, Decor.					5,000.00	0.00
<b>5056525 - Lodging/Travel</b>						
Bill	01/01/2017	2016841	Smith Moore & Associates, Inc.	Pacific Coast Brewing - Meal	38.95	
Total 5056525 - Lodging/Travel					38.95	0.00
Total 5056000 - Annual Conference					5,038.95	0.00
Total 5050000 - Program services expenses					28,375.95	0.00
Total Expense					35,329.87	0.00
<b>Net Income</b>					<b>35,329.87</b>	<b>0.00</b>

**CMTA**  
**Balance Sheet**  
As of February 28, 2017

	<u>Feb 28, 17</u>	<u>Feb 29, 16</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
1010000 · Cash and cash equivalents			
1010400 · General - Chase-8076	95,633.32	85,240.88	10,392.44
1010500 · Education - Chase	7,534.12	7,534.12	0.00
<b>Total 1010000 · Cash and cash equivalents</b>	<u>103,167.44</u>	<u>92,775.00</u>	<u>10,392.44</u>
<b>1020000 · Investments</b>			
1020100 · LAIF	46,811.36	46,543.74	267.62
<b>Total 1020000 · Investments</b>	<u>46,811.36</u>	<u>46,543.74</u>	<u>267.62</u>
<b>Total Checking/Savings</b>	<u>149,978.80</u>	<u>139,318.74</u>	<u>10,660.06</u>
<b>Accounts Receivable</b>			
1040000 · Quick Books Accounts receivable	50.00	250.00	-200.00
<b>Total Accounts Receivable</b>	<u>50.00</u>	<u>250.00</u>	<u>-200.00</u>
<b>Other Current Assets</b>			
1040100 · YourMembership AR	23,361.00	13,870.00	9,491.00
1049000 · Undeposited funds	922.00	0.00	922.00
1070000 · Prepaid expenses	9,273.60	6,048.90	3,224.70
<b>Total Other Current Assets</b>	<u>33,556.60</u>	<u>19,918.90</u>	<u>13,637.70</u>
<b>Total Current Assets</b>	<u>183,585.40</u>	<u>159,487.64</u>	<u>24,097.76</u>
<b>TOTAL ASSETS</b>	<u><b>183,585.40</b></u>	<u><b>159,487.64</b></u>	<u><b>24,097.76</b></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
2010000 · Accounts payable	8,846.71	0.00	8,846.71
<b>Total Accounts Payable</b>	<u>8,846.71</u>	<u>0.00</u>	<u>8,846.71</u>
<b>Total Current Liabilities</b>	<u>8,846.71</u>	<u>0.00</u>	<u>8,846.71</u>
<b>Total Liabilities</b>	<u>8,846.71</u>	<u>0.00</u>	<u>8,846.71</u>
<b>Equity</b>			
2700000 · Retained Earnings	0.00	1,953.03	-1,953.03
2740000 · General fund	97,916.29	106,447.77	-8,531.48
2750000 · M Woodward Memorial Education	18,910.00	18,063.90	846.10
Net Income	57,912.40	33,022.94	24,889.46
<b>Total Equity</b>	<u>174,738.69</u>	<u>159,487.64</u>	<u>15,251.05</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>183,585.40</b></u>	<u><b>159,487.64</b></u>	<u><b>24,097.76</b></u>

**CMTA**  
**Profit & Loss**  
July 2016 through February 2017

	<u>Jul '16 - Feb 17</u>	<u>Jul '15 - Feb 16</u>	<u>\$ Change</u>
<b>Income</b>			
<b>4010000 · Membership dues</b>	59,005.00	61,347.50	-2,342.50
<b>4500000 · Program services</b>	117,383.00	78,003.00	39,380.00
<b>4600000 · Division Income</b>	0.00	8,623.55	-8,623.55
<b>4980000 · Interest</b>	213.89	113.27	100.62
<b>4999999 · Other</b>	0.00	0.00	0.00
<b>Total Income</b>	<u>176,601.89</u>	<u>148,087.32</u>	<u>28,514.57</u>
<b>Gross Profit</b>	176,601.89	148,087.32	28,514.57
<b>Expense</b>			
<b>Prepaid expenses</b>	0.00	0.00	0.00
<b>5010000 · Management and general</b>	87,321.66	63,170.30	24,151.36
<b>5050000 · Program services expenses</b>	31,367.83	51,894.08	-20,526.25
<b>Total Expense</b>	<u>118,689.49</u>	<u>115,064.38</u>	<u>3,625.11</u>
<b>Net Income</b>	<u><u>57,912.40</u></u>	<u><u>33,022.94</u></u>	<u><u>24,889.46</u></u>



## CMTA

### Profit & Loss Prev Year Comparison

July 2016 through February 2017

	<u>Jul '16 - Feb 17</u>	<u>Jul '15 - Feb 16</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Income</b>				
<b>4010000 · Membership dues</b>				
4010100 · Dues (Public)	50,610.00	52,352.50	-1,742.50	-3.33%
4010200 · Dues (commercial)	8,335.00	8,815.00	-480.00	-5.45%
4010400 · Dues (Alumni)	60.00	180.00	-120.00	-66.67%
4010000 · Membership dues - Other	0.00	0.00	0.00	0.0%
<b>Total 4010000 · Membership dues</b>	<u>59,005.00</u>	<u>61,347.50</u>	<u>-2,342.50</u>	<u>-3.82%</u>
<b>4500000 · Program services</b>	117,383.00	78,003.00	39,380.00	50.49%
<b>4600000 · Division Income</b>	0.00	8,623.55	-8,623.55	-100.0%
<b>4980000 · Interest</b>	213.89	113.27	100.62	88.83%
<b>4999999 · Other</b>	0.00	0.00	0.00	0.0%
<b>Total Income</b>	<u>176,601.89</u>	<u>148,087.32</u>	<u>28,514.57</u>	<u>19.26%</u>
<b>Gross Profit</b>	176,601.89	148,087.32	28,514.57	19.26%
<b>Expense</b>				
<b>Prepaid expenseses</b>	0.00	0.00	0.00	0.0%
<b>5010000 · Management and general</b>				
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	86.39	65.62	20.77	31.65%
5010310 · Storage	142.42	101.45	40.97	40.38%
<b>5010400 · Contract Services</b>				
5010420 · Website update and maintenance	5,763.44	4,091.47	1,671.97	40.87%
5010430 · SMA - AMC	48,391.20	48,391.20	0.00	0.0%
<b>Total 5010400 · Contract Services</b>	<u>54,154.64</u>	<u>52,482.67</u>	<u>1,671.97</u>	<u>3.19%</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	688.71	273.38	415.33	151.92%
<b>5011200 · Telecommunications</b>				
5011210 · Internet services	99.85	0.00	99.85	100.0%
5011220 · Telephone	1,469.01	710.96	758.05	106.62%
5011200 · Telecommunications - Other	0.00	48.49	-48.49	-100.0%
<b>Total 5011200 · Telecommunications</b>	<u>1,568.86</u>	<u>759.45</u>	<u>809.41</u>	<u>106.58%</u>
5011300 · Supplies	0.00	11.93	-11.93	-100.0%
<b>5011500 · Bank and Merchant Fees</b>				
5011510 · Bank Fees	1.00	17.65	-16.65	-94.33%
5011520 · Merchant Fees	3,720.71	2,106.23	1,614.48	76.65%
<b>Total 5011500 · Bank and Merchant Fees</b>	<u>3,721.71</u>	<u>2,123.88</u>	<u>1,597.83</u>	<u>75.23%</u>
<b>Total 5010000 · Management and general</b>	<u>87,321.66</u>	<u>63,170.30</u>	<u>24,151.36</u>	<u>38.23%</u>
<b>5050000 · Program services expenses</b>				
<b>5051000 · Certification</b>				
5051100 · Investment Policy Application	436.20	0.00	436.20	100.0%
5052100 · CCMT/CCTC Expenses	366.28	0.00	366.28	100.0%
5051000 · Certification - Other	54.24	816.19	-761.95	-93.35%
<b>Total 5051000 · Certification</b>	<u>856.72</u>	<u>816.19</u>	<u>40.53</u>	<u>4.97%</u>

**CMTA**  
**Profit & Loss Prev Year Comparison**  
 July 2016 through February 2017

	<u>Jul '16 - Feb 17</u>	<u>Jul '15 - Feb 16</u>	<u>\$ Change</u>	<u>% Change</u>
5052000 - Division support	0.00	9,747.13	-9,747.13	-100.0%
5053000 - Education				
5520300 - Essential Workshop Expenses	25,462.08	0.00	25,462.08	100.0%
5520400 - Advanced Workshop Expenses	0.00	21,262.77	-21,262.77	-100.0%
<b>Total 5053000 - Education</b>	<b>25,462.08</b>	<b>21,262.77</b>	<b>4,199.31</b>	<b>19.75%</b>
5056000 - Annual Conference				
5056250 - Banquet - Entertainment, Decor.	5,000.00	0.00	5,000.00	100.0%
5056400 - Food and Beverage - Hotel	0.00	20,000.00	-20,000.00	-100.0%
5056525 - Lodging/Travel	38.95	0.00	38.95	100.0%
5056800 - Supplies	10.08	67.99	-57.91	-85.17%
<b>Total 5056000 - Annual Conference</b>	<b>5,049.03</b>	<b>20,067.99</b>	<b>-15,018.96</b>	<b>-74.84%</b>
<b>Total 5050000 - Program services expenses</b>	<b>31,367.83</b>	<b>51,894.08</b>	<b>-20,526.25</b>	<b>-39.55%</b>
<b>Total Expense</b>	<b>118,689.49</b>	<b>115,064.38</b>	<b>3,625.11</b>	<b>3.15%</b>
<b>Net Income</b>	<b>57,912.40</b>	<b>33,022.94</b>	<b>24,889.46</b>	<b>75.37%</b>

**CMTA**  
**Profit & Loss Budget Performance**  
February 2017

	Feb 17	Jul '16 - Feb 17	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
<b>Income</b>						
<b>4010000 · Membership dues</b>						
4010100 · Dues (Public)	855.00	50,610.00	53,950.00	-3,340.00	55,000.00	92.02%
4010200 · Dues (commercial)	290.00	8,335.00	9,795.00	-1,460.00	10,000.00	83.35%
4010400 · Dues (Alumni)	0.00	60.00	180.00	-120.00	180.00	33.33%
4010000 · Membership dues - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4010000 · Membership dues</b>	<b>1,145.00</b>	<b>59,005.00</b>	<b>63,925.00</b>	<b>-4,920.00</b>	<b>65,180.00</b>	<b>90.53%</b>
<b>4500000 · Program services</b>						
<b>4510000 · Certification</b>						
4510400 · Certification program app. fee	-50.00	780.00				
4510100 · Investment Policy Application	0.00	1,225.00	1,000.00	225.00	1,500.00	81.67%
4510200 · CCMT- Certified CA Municipal T.	0.00	155.00	200.00	-45.00	300.00	51.67%
4510300 · CTC- Certified CA Treasury Crt	0.00	0.00	200.00	-200.00	300.00	0.00%
4510000 · Certification - Other	75.00	75.00	0.00	75.00	0.00	
<b>Total 4510000 · Certification</b>	<b>25.00</b>	<b>2,235.00</b>	<b>1,400.00</b>	<b>835.00</b>	<b>2,100.00</b>	<b>106.43%</b>
<b>4520000 · Education</b>						
4520200 · Educational support	0.00	0.00	2,666.64	-2,666.64	4,000.00	0.00%
4520300 · Essentials Workshop	-250.00	29,945.00	13,333.36	16,611.64	20,000.00	149.73%
4520400 · Advanced Workshop	0.00	0.00	0.00	0.00	0.00	
<b>Total 4520000 · Education</b>	<b>-250.00</b>	<b>29,945.00</b>	<b>16,000.00</b>	<b>13,945.00</b>	<b>24,000.00</b>	<b>124.77%</b>
<b>4530000 · Publications</b>						
4530100 · Handbook	0.00	295.00	333.36	-38.36	500.00	59.00%
4530300 · Job Ads	300.00	2,175.00	500.00	1,675.00	750.00	290.00%
4540000 · Newsletter	0.00	0.00	2,000.00	-2,000.00	3,000.00	0.00%
4540100 · Website	0.00	0.00	500.00	-500.00	750.00	0.00%
<b>Total 4530000 · Publications</b>	<b>300.00</b>	<b>2,470.00</b>	<b>3,333.36</b>	<b>-863.36</b>	<b>5,000.00</b>	<b>49.40%</b>
<b>4550000 · Scholarship</b>						
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%
<b>Total 4550000 · Scholarship</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,000.00</b>	<b>0.00%</b>
<b>4560000 · Annual Conference</b>						
<b>4560100 · Registrations</b>						
4560110 · Active Members	26,837.00	42,150.00	12,795.00	29,355.00	34,000.00	123.97%

**CMTA**  
**Profit & Loss Budget Performance**  
February 2017

	Feb 17	Jul '16 - Feb 17	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
4560120 · Commercial Associates	2,410.00	4,320.00	6,275.00	-1,955.00	22,000.00	19.64%
4560130 · Additional Meals	0.00	0.00	0.00	0.00	0.00	
4560100 · Registrations - Other	-1,437.00	-1,437.00	0.00	-1,437.00	0.00	
<b>Total 4560100 · Registrations</b>	<b>27,810.00</b>	<b>45,033.00</b>	<b>19,070.00</b>	<b>25,963.00</b>	<b>56,000.00</b>	<b>80.42%</b>
<b>4560200 · Sponsors</b>						
4560210 · Exhibit Sponsor	16,700.00	37,700.00	48,000.00	-10,300.00	65,000.00	58.00%
4560220 · Non-Exhibit Sponsor	0.00	0.00	7,500.00	-7,500.00	9,000.00	0.00%
4560200 · Sponsors - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4560200 · Sponsors</b>	<b>16,700.00</b>	<b>37,700.00</b>	<b>55,500.00</b>	<b>-17,800.00</b>	<b>74,000.00</b>	<b>50.95%</b>
4560300 · Pre-Conference Seminar	0.00	0.00	0.00	0.00	0.00	
4560000 · Annual Conference - Other	0.00	0.00	0.00	0.00	0.00	
<b>Total 4560000 · Annual Conference</b>	<b>44,510.00</b>	<b>82,733.00</b>	<b>74,570.00</b>	<b>8,163.00</b>	<b>130,000.00</b>	<b>63.64%</b>
<b>Total 4500000 · Program services</b>	<b>44,585.00</b>	<b>117,383.00</b>	<b>95,303.36</b>	<b>22,079.64</b>	<b>163,100.00</b>	<b>71.97%</b>
4600000 · Division Income	0.00	0.00	0.00	0.00	0.00	
4980000 · Interest	0.00	213.89	86.64	127.25	130.00	164.53%
4999999 · Other	0.00	0.00	0.00	0.00	0.00	
<b>Total Income</b>	<b>45,730.00</b>	<b>176,601.89</b>	<b>159,315.00</b>	<b>17,286.89</b>	<b>228,410.00</b>	<b>77.32%</b>
<b>Gross Profit</b>	<b>45,730.00</b>	<b>176,601.89</b>	<b>159,315.00</b>	<b>17,286.89</b>	<b>228,410.00</b>	<b>77.32%</b>
<b>Expense</b>						
Prepaid expenses	0.00	0.00				
<b>5010000 · Management and general</b>						
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	6,666.64	6,697.52	10,000.00	133.64%
5010300 · In House Printing	19.15	86.39	166.64	-80.25	250.00	34.56%
5010310 · Storage	16.58	142.42	166.68	-24.26	250.00	56.97%
<b>5010400 · Contract Services</b>						
5010420 · Website update and maintenance	1,833.83	5,763.44	3,450.00	2,313.44	4,600.00	125.29%
5010430 · SMA - AMC	6,048.90	48,391.20	48,391.34	-0.14	72,587.00	66.67%
<b>Total 5010400 · Contract Services</b>	<b>7,882.73</b>	<b>54,154.64</b>	<b>51,841.34</b>	<b>2,313.30</b>	<b>77,187.00</b>	<b>70.16%</b>
5010600 · Insurance	0.00	1,147.77	1,600.00	-452.23	2,400.00	47.82%
<b>5010700 · Travel</b>						
5010720 · Legislative	0.00	0.00	400.00	-400.00	600.00	0.00%
<b>Total 5010700 · Travel</b>	<b>0.00</b>	<b>0.00</b>	<b>400.00</b>	<b>-400.00</b>	<b>600.00</b>	<b>0.00%</b>

**CMTA**  
**Profit & Loss Budget Performance**  
February 2017

	Feb 17	Jul '16 - Feb 17	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
<b>5010800 - Taxes and Filings</b>	0.00	327.00	890.00	-563.00	900.00	36.33%
<b>5010900 - Postage</b>	5.09	688.71	363.60	325.11	1,000.00	68.87%
<b>5011200 - Telecommunications</b>						
<b>5011210 - Internet services</b>	26.00	99.85	66.64	33.21	100.00	99.85%
<b>5011220 - Telephone</b>	238.92	1,469.01	933.36	535.65	1,400.00	104.93%
<b>5011200 - Telecommunications - Other</b>	0.00	0.00	0.00	0.00	0.00	
<b>Total 5011200 - Telecommunications</b>	264.92	1,568.86	1,000.00	568.86	1,500.00	104.59%
<b>5011300 - Supplies</b>	0.00	0.00	200.00	-200.00	300.00	0.00%
<b>5011310 - Records Retention</b>	0.00	0.00	0.00	0.00	0.00	
<b>5011410 - President's fund</b>	0.00	0.00	166.64	-166.64	250.00	0.00%
<b>5011500 - Bank and Merchant Fees</b>						
<b>5011510 - Bank Fees</b>	0.00	1.00	50.00	-49.00	100.00	1.00%
<b>5011520 - Merchant Fees</b>	1,062.92	3,720.71	2,506.23	1,214.48	4,800.00	77.51%
<b>Total 5011500 - Bank and Merchant Fees</b>	1,062.92	3,721.71	2,556.23	1,165.48	4,900.00	75.95%
<b>Total 5010000 - Management and general</b>	9,251.39	87,321.66	75,017.77	12,303.89	108,537.00	80.45%
<b>5050000 - Program services expenses</b>						
<b>5051000 - Certification</b>						
<b>5051100 - Investment Policy Application</b>	436.20	436.20	0.00	436.20	0.00	
<b>5052100 - CCMT/CCTC Expenses</b>	0.00	366.28	1,666.64	-1,300.36	2,500.00	14.65%
<b>5051000 - Certification - Other</b>	0.00	54.24	0.00	54.24	0.00	
<b>Total 5051000 - Certification</b>	436.20	856.72	1,666.64	-809.92	2,500.00	34.27%
<b>5052000 - Division support</b>	0.00	0.00	0.00	0.00	0.00	
<b>5053000 - Education</b>						
<b>5520200 - Educational Support Expenses</b>	0.00	0.00	0.00	0.00	0.00	
<b>5520300 - Essential Workshop Expenses</b>	2,146.76	25,462.08	12,000.00	13,462.08	18,000.00	141.46%
<b>5520400 - Advanced Workshop Expenses</b>	0.00	0.00	0.00	0.00	0.00	
<b>Total 5053000 - Education</b>	2,146.76	25,462.08	12,000.00	13,462.08	18,000.00	141.46%
<b>5054000 - Publications</b>						
<b>5054200 - Newsletter</b>	0.00	0.00	1,333.36	-1,333.36	2,000.00	0.00%
<b>5054500 - League Advertising</b>	0.00	0.00	666.64	-666.64	1,000.00	0.00%
<b>Total 5054000 - Publications</b>	0.00	0.00	2,000.00	-2,000.00	3,000.00	0.00%
<b>5055000 - Woodward Memorial Scholarship</b>						
<b>5055100 - Woodward memorial</b>	0.00	0.00	0.00	0.00	500.00	0.00%

**CMTA**  
**Profit & Loss Budget Performance**  
February 2017

	Feb 17	Jul '16 - Feb 17	YTD Budget	\$ Over Budget	Annual Budget	% of Budget
Total 5055000 - Woodward Memorial Scholarship	0.00	0.00	0.00	0.00	500.00	0.00%
<b>5056000 - Annual Conference</b>						
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	5,000.00	0.00	5,000.00	10,500.00	47.62%
<b>5056300 - Gifts &amp; Mementos</b>						
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	
<b>Total 5056300 - Gifts &amp; Mementos</b>	0.00	0.00	0.00	0.00	2,800.00	0.00%
5056400 - Food and Beverage - Hotel	0.00	0.00	20,000.00	-20,000.00	60,000.00	0.00%
<b>5056525 - Lodging/Travel</b>						
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	38.95	0.00	38.95	0.00	
<b>Total 5056525 - Lodging/Travel</b>	0.00	38.95	0.00	38.95	4,000.00	0.97%
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	10.08	0.00	10.08	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	0.00	0.00	
<b>Total 5056000 - Annual Conference</b>	0.00	5,049.03	20,000.00	-14,950.97	95,830.00	5.27%
<b>Total 5050000 - Program services expenses</b>	2,582.96	31,367.83	35,666.64	-4,298.81	119,830.00	26.18%
<b>5100000 - Division Expense</b>	0.00	0.00	0.00	0.00	0.00	
<b>Total Expense</b>	11,834.35	118,689.49	110,684.41	8,005.08	228,367.00	51.97%
<b>Net Income</b>	<b>33,895.65</b>	<b>57,912.40</b>	<b>48,630.59</b>	<b>9,281.81</b>	<b>43.00</b>	<b>134680.00%</b>

**CMTA Feburary 2017 AR**

<b>Date</b>	<b>Invoice Number</b>	<b>Amount</b>	<b>GL Code</b>	<b>Organization</b>	<b>Last Name</b>
12/12/2016	200001122	40	4010000 Membership dues:4010100 Dues (active)	City of Rocklin	Rocklin
		40			
11/15/2016	200001095	250	4500000 · Program services:4520000 · Education:4520300 · Essentials Workshop	Union Sanitary District	Arends-King
		250			
7/1/2016	200000966	25	4500000 Program services:4510000Certification	City of Newport Beach	Matusiewicz
		25			
1/17/2017	200001194	54	4500000 Program services:4530000 Publications:4530100 Handbook	City of Oxnard	Molina
		54			
4/18/2016	200000956	75	4500000 Program services:4530000 Publications:4530300 Job Ads	City of Redondo Beach	Antos
		75			
12/28/2016	200001164	374	4560100Conference:4560110 Annual Conf. - Active	City of San Gabriel	Tang
1/5/2017	200001176	299	4560100Conference:4560110 Annual Conf. - Active	City of Inglewood	Brown
1/9/2017	200001181	50	4560100Conference:4560110 Annual Conf. - Active	City of Ojai	Livingston
1/26/2017	200001216	374	4560100Conference:4560110 Annual Conf. - Active		
2/2/2017	200001232	299	4560100Conference:4560110 Annual Conf. - Active	City of Camarillo	Madary
2/6/2017	200001247	299	4560100Conference:4560110 Annual Conf. - Active	Costa Mesa Sanitary District	Davis
2/7/2017	200001259	299	4560100Conference:4560110 Annual Conf. - Active	County of Fresno	Bray
2/7/2017	200001254	299	4560100Conference:4560110 Annual Conf. - Active	Costa Mesa Sanitary District	Tran
2/7/2017	200001250	374	4560100Conference:4560110 Annual Conf. - Active	City of Pomona	Houn
2/15/2017	200001304	374	4560100Conference:4560110 Annual Conf. - Active	City of Newport Beach	Matusiewicz
2/15/2017	200001309	374	4560100Conference:4560110 Annual Conf. - Active	City of Pomona	Jones
2/16/2017	200001325	299	4560100Conference:4560110 Annual Conf. - Active	City of Arcadia	Huang
2/16/2017	200001329	454	4560100Conference:4560110 Annual Conf. - Active	CITY OF DALY CITY	HALVORSON
2/17/2017	200001334	299	4560100Conference:4560110 Annual Conf. - Active	County of Fresno	Gomez
2/18/2017	200001343	425	4560100Conference:4560110 Annual Conf. - Active	City of El Monte	Jones
2/23/2017	200001347	225	4560100Conference:4560110 Annual Conf. - Active	City of Glendale	Khodabakhshi
4/13/2016	200000954	100	4560100Conference:4560110 Annual Conf. - Active	City of Benicia	Paulk
		5217			
1/15/2016	200000749	1000	4560100Conference:4560120 Sponsorship:4560200 Exhibitor	Stifel Nicolaus	Blackwill
12/13/2016	200001126	6000	4560100Conference:4560120 Sponsorship:4560200 Exhibitor	FTN Financial Capital	Giannini
1/4/2017	200001169	3000	4560100Conference:4560120 Sponsorship:4560200 Exhibitor	CGI Technologies and Solutions Inc.	Krobot
2/10/2017	200001294	3000	4560100Conference:4560120 Sponsorship:4560200 Exhibitor	CalPERS	Org
2/10/2017	200001291	3000	4560100Conference:4560120 Sponsorship:4560200 Exhibitor	Promontory Interfinancial Network, LLC	Boyce
2/28/2017	200001350	1700	4560100Conference:4560120 Sponsorship:4560200 Exhibitor	Time Value Investments	McCann
		17700			

**\$ 23,361.00 Total CMTA A/R February**

**CMTA**  
**Expense Detail**  
February 2017

	Type	Date	Num	Name	Memo	Debit	Credit
<b>Expense</b>							
<b>5010000 - Management and general</b>							
<b>5010300 - In House Printing</b>							
	Bill	02/01/2017	201728	Smith Moore & Associates, Inc.	Printing charges	19.15	
Total 5010300 - In House Printing						19.15	0.00
<b>5010310 - Storage</b>							
	Bill	02/01/2017	4147367	Pacific Storage	Standard Records Containers Monthly Fee	16.58	
Total 5010310 - Storage						16.58	0.00
<b>5010400 - Contract Services</b>							
<b>5010420 - Website update and maintenance</b>							
	Bill	02/15/2017	23397	yourmembership.com	April to June 2017	1,833.83	
Total 5010420 - Website update and maintenance						1,833.83	0.00
<b>5010430 - SMA - AMC</b>							
	Bill	02/01/2017	2016864	Smith Moore & Associates, Inc.	Smith Moore & Associates, Inc.-Admin and conference services	6,048.90	
Total 5010430 - SMA - AMC						6,048.90	0.00
Total 5010400 - Contract Services						7,882.73	0.00
<b>5010900 - Postage</b>							
	Bill	02/01/2017	201728	Smith Moore & Associates, Inc.	Monthly postage paid by Smith Moore	5.09	
Total 5010900 - Postage						5.09	0.00
<b>5011200 - Telecommunications</b>							
<b>5011210 - Internet services</b>							
	Check	02/21/2017	eft	Survey Monkey		26.00	
Total 5011210 - Internet services						26.00	0.00
<b>5011220 - Telephone</b>							
	Check	02/01/2017	eft	Premiere Global Services		191.35	
	Bill	02/01/2017	201728	Smith Moore & Associates, Inc.	Monthly telephone charge	47.57	
Total 5011220 - Telephone						238.92	0.00
Total 5011200 - Telecommunications						264.92	0.00
<b>5011500 - Bank and Merchant Fees</b>							
<b>5011520 - Merchant Fees</b>							
	Check	02/01/2017	Eft	American Express		86.85	
	Check	02/02/2017	Eft	Merchant Services		341.75	
	Check	02/09/2017	Eft	American Express		41.05	
	Check	02/13/2017	Eft	American Express		13.31	
	Check	02/15/2017	Eft	Merchant Services		15.46	
	Check	02/16/2017	Eft	American Express		14.60	
	Check	02/21/2017	Eft	American Express		11.11	
	Check	02/21/2017	Eft	American Express		8.79	
	Check	02/27/2017	Eft	Merchant Services		530.00	



**CMTA**  
**Expense Detail**  
February 2017

	Type	Date	Num	Name	Memo	Debit	Credit
Total 5011520 · Merchant Fees						1,062.92	0.00
Total 5011500 · Bank and Merchant Fees						1,062.92	0.00
Total 5010000 · Management and general						9,251.39	0.00
<b>5050000 · Program services expenses</b>							
<b>5051000 · Certification</b>							
<b>5051100 · Investment Policy Application</b>							
Bill	02/01/2017	3126601-0	Sierra Office Supply & Printing	250 CMTA invest policy cert booklet		436.20	
Total 5051100 · Investment Policy Application						436.20	0.00
Total 5051000 · Certification						436.20	0.00
<b>5053000 · Education</b>							
<b>5520300 · Essential Workshop Expenses</b>							
Bill	02/01/2017	201728	Smith Moore & Associates, Inc.	Taxi fare for Yelena Jan 17 workshop		45.50	
Bill	02/01/2017	201728	Smith Moore & Associates, Inc.	FedEx shipment-Riverside convention center		98.64	
Bill	02/01/2017	201728	Smith Moore & Associates, Inc.	Travel reimbursement for Jan workshop		60.70	
Bill	02/10/2017	021017	Riverside Convention Center	2017 CMTA & CDIAC workshop remaining balance		1,941.92	
Total 5520300 · Essential Workshop Expenses						2,146.76	0.00
Total 5053000 · Education						2,146.76	0.00
Total 5050000 · Program services expenses						2,582.96	0.00
Total Expense						11,834.35	0.00
<b>Net Income</b>						<b>11,834.35</b>	<b>0.00</b>



## 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**

*Marin Cassell, Chandler Asset Management*

*Eileen Roberts, J.P. Morgan*

*Jennifer Farr, CPA, MBA, Davis Farr LLP*

*David Polino, Deputy Chief Security Officer, SVP, Bank of the West*

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

*by Peter Becker, Vice President, Time Value Investments*

*Aaron Bonck, Institutional Investments, Time Value Investments*

*Jonathan McVety, Time Value Investments*

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*

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

*Investment Officer, San Diego County*

*Martin Cassell, Chandler Asset Management*

*Cameron Urquhart, CFA, Investment Officer, San Diego County Treasurer – Tax Collector's Office*

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*

8:30 a.m. – 9:15 a.m.

*Location: Grand Pacific Ballroom*

**Post Mortem Money Market and Other Options**

*Debbie Cunningham, CIO, Federated Investors*

## 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**

*Jeffrey Cleveland, Chief Economist, Payden & Rygel*

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

*Location: Baycliff*

### **Exploring Taxable Municipal Bonds**

*Eric McKean, Vice President, Stifel, Public Finance*

Taxable municipal bonds are a subset of the \$4 trillion municipal bond market. At times municipalities issue federally taxable debt with comparable taxable yields as other US fixed income debt. This session will provide an overview of the taxable municipal bond market with general background information and statistics of this unique sector. The primary market and secondary market for high-grade taxable municipal bonds will also be discussed in the context of being able to buy and sell this fixed income investment.

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*

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](http://www.poetali.com).

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

*Location: Grand Pacific Ballroom*

### **Treasurers Panel, Elected and Appointed**

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

*Panelists:*

*Kent Morris, MBA, CTP, Chief Investment Officer, City of San Diego, Office of the City Treasurer*

*Gregory Paden, CCMT, Assistant Treasurer-Tax Collector, Nevada County*  
*Don Patterson, Director of Finance & Administrative Services, Las Virgenes Municipal Water District*

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**

*Jennifer Farr, CPA, MBA, Davis Farr LLP*

This session focuses on the accounting concepts and practices used by investment staff under Government Accounting Standards Board (GASB) Statement No. 31. The session will also include important information on determining which investments are reported at fair value and subject to the GASB 72 as well as cover new guidance from GASB on investment accounting and disclosures.

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*

The information provides 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 and Succession Planning**

*Moderator: Michelle Durgy, KCM*

*Jonathan Millard, Bank of America*

*Eileen Roberts, JP Morgan*

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**  
*Moderator: Israel Garza, Manager, Treasury Accounting, San Diego County Treasurer-Tax Collecto*

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**  
**March 2017**

Commercial: **32**

Government: **116**

Daily: **10**

Total: **158**

Pre-Conference 1: Specialized CMTA Training: **26**

Pre-Conference 2: Public Funds Investing Made Easy: **22**

First_Name	Last Name	Registration Type	Organization	Professional Title
Aaron	Bonck	Commercial Registration	Time Value Investments	Institutional Investments
Ana	Vigil	Government Registration	Modesto Irrigation District	Assistant Treasurer
Angela	Saccareccia	Government Registration	Las Virgenes Municipal Water District	
Anil	Gandhy	Government Registration	City of Downey	Finance Director
Ann	Bui	Government Registration	City of Orange	Senior Accountant
Annie	Yaung	Government Registration	City of Monterey Park	Controller
Araz	Khodabakhshi	Daily Registration	City of Glendale	Treasury & Investment Services Operations Tech.
Arvinda	Krishnan	Government Registration	City of Fairfield	City Treasurer
Becky	Le	Government Registration	City of Escondido	Treasury Manager
Ben	Blackmon	Commercial Registration	FTN Financial	Senior Vice President
Ben	Mangum	Government Registration	City of Taft	Treasurer
Bhavna	Chaudhary	Government Registration	City of Livermore	Finance Manager
Bobby	Young	Commercial Registration	HdL Companies	Principal
Brad	Koehn	Government Registration	City of Elk Grove	Director of Finance and Administrative Services
Brian	Brown	Daily Registration	NBS	Associate Director
Brooke	McKinney	Government Registration	City of Moreno Valley	Treasury Operations Division Manager
Carol	Augustine	Government Registration	City of Burlingame	Finance Director
Cheryl	Frey	Government Registration	City of Irvine	Treasury Specialist
Colleen	Rozatti	Government Registration	City of West Covina	City Treasurer
Connie	Mah	Government Registration	Ventura County Treasurer-Tax Collector	Accounting Manager, Treasury
Costa Mesa	Sanitary District	Government Registration	Costa Mesa Sanitary District	
Crista	Binder	Government Registration	City of El Segundo	Treasurer
Damien	CharlÃ©ty	Government Registration	East Bay Municipal Utility District	Principal Management Analyst
Dan	Matusiewicz	Government Registration	City of Newport Beach	Finance Director / Treasurer
Daneca	Halvorson	Government Registration	City of Daly City	CITY TREASURER
Daniel	Campbell	Commercial Registration	Bank of the West	Government Relationship Manager
Danielle	Wood	Daily Registration	NBS	Associate Director
David	Kennedy	Government Registration	City of San Bernardino	City Treasurer
David	Olivo	Government Registration	City of South Lake Tahoe	City Treasurer
Dean	West	Government Registration	Orange County Treasurer - Tax Collector	



Debbie	Kukta	Government Registration	City of Burbank	Treasurer
Deborah	Higgins	Commercial Registration	Higgins Capital	President
Deborah	Yamamoto	Government Registration	City of Concord	Senior Financial Analyst
Denise	de Bombelles	Commercial Registration	FHLB Office of Finance	VP, Global Investor Relations
Diluk	Aluwihare	Government Registration	LA Care (Local Initiative Health Authority for Los Angeles County)	Senior Financial Analyst
Dino	Marsocci	Government Registration	City of El Segundo	Deputy City Treasurer II
Dolores	Sarenana	Government Registration	Stanislaus County Treasurer/Tax Collector	Chief Deputy Treasurer
Don	Collins	Commercial Registration	Wedbush Securities	SVP Capital Markets
Donald	Patterson	Government Registration	Las Virgenes Municipal Water District	Director of Finance & Administration
Donella	Murillo	Government Registration	Florin Resource Conservation District	Finance Supervisor
Eldon	Vogt	Government Registration	City of La Mesa	City Treasurer
Elizabeth	Rubio	Government Registration	City of Santa Ana	Accounting Assistant
Erika	Reyes	Government Registration	City of Gardena	Deputy City Treasurer
Ernestine	Jones	Government Registration	City of El Monte	Finance Director
Francesca	Tucker-Schuyler	Government Registration	City of Montebello	City Manager
Francisco	Gutierrez	Government Registration	City of Santa Ana	Executive Director
Frank	Gomez	Government Registration	County of Fresno	Accounting / Financial Division Chief
Gary	Nguyen	Government Registration	Orange County Treasurer - Tax Collector	Director of Investments
Gary	Capata	Daily Registration	County of Orange TOC	
Gavin	Houn	Government Registration	City of Pomona	Senior Accountant
Gina	Tharani	Government Registration	City of Aliso Viejo	Director of Financial Services/City Treasurer
Gordon	Ford	Government Registration	Stanislaus County Treasurer/Tax Collector	Stanislaus County Treasurer-Tax Collector
Gregory	Paden	Government Registration	Nevada County	Assistant Treasurer-Tax Collector
Helen	Gaumann	Government Registration	Fairfield-Suisun Sewer District	Director of Administrative Services
Henry	Sun	Commercial Registration	PRM Asset Management LLC	Senior Analyst
Henry	Chan	Government Registration	City of Cathedral City	City Treasurer
Howard	Mallen	Government Registration	Transportation Corridor Agencies	Director of Finance

Hubert	White	Government Registration	City and County of San Francisco	Investment Officer/Assistant Portfolio Manager
Ichieh	Dion	Government Registration	City and County of San Francisco	
Israel	Garza	Government Registration	San Diego County Treasurer-Tax Collector	Manager, Treasury Accounting
Jacqueline	Davies	Daily Registration	Zions Bank	VP Dealer Sales
Jane	Adelmann	Government Registration	City of Thousand Oaks	Debt and Investment Analyst
Jane	Mcperson	Government Registration	City of Oceanside	Financial Services Director
Jane	Wong	Government Registration	Orange County Fire Authority	Assistant Treasurer
Jason	Klinghoffer	Commercial Registration	Mischler Financial Group, Inc.	Director, Debt Capital Markets
Jason	Chen	Government Registration	L.A. Care	Manager, Financial Planning and Analysis
Jason	Johnson	Government Registration	City of Rocklin	Director of Administrative Services
Jennifer	King	Government Registration	City of Costa Mesa	Finance Administrator
Jennifer	Leisz	Government Registration	City of Tustin	Finance Manager
Jim	Malberg	Government Registration	Florin Resource Conservation District	Finance Manager
John	Swedensky	Commercial Registration	CalPERS	CERBT
John	Adams	Government Registration	City of Thousand Oaks	Finance Director/City Treasurer
John	Fusco	Government Registration	Vallecitos Water District	Finance Manager
Jonathan	McVety	Commercial Registration	Time Value Investments	Institutional Investments
Josephine	Chan	Government Registration	City of Orange	Investment Revenue Officer
Joyce	Zacks	Government Registration	City of Huntington Beach	Deputy City Treasurer
Judith	Oltman	Government Registration	City of Hemet	Treasurer
Karin	Landfried-Grance	Government Registration	City of Redlands	
Karolyn	Fairbanks	Government Registration	City of Oroville	
Kelly	Telford	Government Registration	Community Development Commission of County of Los Angeles	Director of Finance
Ken	Hall	Commercial Registration	Calpers	Supplemental Income Plans
Kenneth	Paulk	Government Registration	City of Benicia	City Treasurer
Kevin	Shirah	Government Registration	City of Lake Forest	Accounting Manager
Kim	McCorstin	Government Registration	California State Treasurer's Office	Operations Manager
Kim	Sarkovich	Government Registration	City of Rocklin	CFO / Asst City Mgr
Kristen	Madary	Government Registration	City of Camarillo	Accountant
Laura	Parisi	Government Registration	City of Laguna Beach	City Treasurer
Lily	Ng	Commercial Registration	Bank of the West, Sacramento	Director, Manager GBD

Linda	Tang	Government Registration	City of San Gabriel	Financial Services Manager
Lisa	Wesley	Government Registration	City of San Mateo	Treasury & Debt Manager
Lori	Becker	Commercial Registration	Bank of the West	Senior Relationship Manager, Vice President
Lori	Zeller	Government Registration	Orange County Fire Authority	Assistant Chief, Business Services
Luke	Rioux	Government Registration	City of Goleta	Interim Director of Finance
Malisa	Day	Commercial Registration	Bank of the West	Vice President
Manny	Small	Daily Registration	Blaylock Robert Van, LLC	Executive VP
Manny	Small	Daily Registration	Blaylock Robert Van, LLC	Executive VP
Margaret	Moggia	Government Registration	West Basin Municipal Water District	CFO
Marie	Martinez	Government Registration	Santa Clara Valley Water District	Financial Analyst
Marilou	Tan	Government Registration	Ventura County Treasurer-Tax Collector	Sr. Finance Analyst
Mark	Bray	Government Registration	County of Fresno	Investment Officer
Mark	Petrasso	Daily Registration	Zions Bank Corporate Trust	Senior Vice President
Mary	Eckman	Government Registration	City of Ventura	Asst Finance Director
Maximo	Damm	Commercial Registration	Promontory Interfinancial Network, LLC	Regional Director
Michael	Less	Government Registration	City of Fairfield	
Michael	Galvin	Government Registration	City of San Carlos	City Treasurer
Michael	Lewis	Government Registration	City of Barstow	Treasurer
Michael	White	Government Registration	Orange County Sanitation District	Controller
Michelle	Durgy	Government Registration	City and County of San Francisco	Chief Investment Officer
Mike	Whitehead	Government Registration	City of Rolling Hills Estates	Administrative Services Director & City Treasurer
Monica	Cooper	Government Registration	City of Carson	City Treasurer
Nader	Mokri	Commercial Registration	Ladenburg Thalmann & Co. Inc.	
Neely	Shahbakhti	Government Registration	El Toro Water District	Accounting Manager
Nilesh	Mehta	Government Registration	City of Redondo Beach	Chief Deputy City Treasurer
Norma	Cutter	Government Registration	City of Fremont	Treasury Analyst
Onyx	Jones	Government Registration	City of Pomona	Finance Director / City Treasurer
Pamela	Arends-King	Government Registration	Union Sanitary District	Business Services Manager/Chief Financial Officer
Paul	Jarvis	Commercial Registration	Time Value Investments	Managing Director
Paul	Rehmus	Commercial Registration	Multi-Bank Securities	Account Executive
Pauline	Marx	Government Registration	City and County of San Francisco	Chief Assistant Treasurer
Pearl	Tsui	Government Registration	City of Bellflower	Finance Manager

Peter	Becker	Commercial Registration	Time Value Investments, Inc.	Vice President
Peter	Yanez	Commercial Registration	Multi-Bank Securities, Inc	Vice President
Reg	Truman	Commercial Registration	Promontory Interfinancial Network, LLC	Regional Director
Regina	Gill	Commercial Registration	Farm Credit	Vice President, Investor Relations
Renee	Bojorquez	Government Registration	City of Oceanside	Treasury Manager
Rhea	de Guzman	Government Registration	Orange County Sanitation District	Senior Accountant
Richard	Babbe	Commercial Registration	PFM Asset Management LLC	Senior Managing Consultant
Richard	Rohm	Government Registration	City of Orange	Treasurer
Rick	Phillips	Commercial Registration	FTN Financial Main Street Advisors	President & Chief Investment Officer
Rob	Rutkowski	Daily Registration	MAGIQ Software	Vice President`
Rosa	Schulte	Commercial Registration	Raymond James	Senior Vice President
Rosa	Lara Rios	Government Registration	City of Delano	Director of Finance/Treasurer
Rosie	Perez	Government Registration	City of Santa Ana	Treasury Specialist
Rudolf	Livingston	Government Registration	City of Ojai	Finance Director
Sally	DeGeorge	Government Registration	Ventura County Transportation Commission	
Scott	Williams	Government Registration	City of Signal Hill	Administrative Officer/Finance Director (acting)
Sean	Tran	Government Registration	City of Tustin	Administrative Services Manager
Sergio	Vidal	Government Registration	City of Santa Ana	Assistant Dir. of Finance and Management Services
Shannon	Huang	Government Registration	City Of Arcadia	Financial Services Manager/City Treasurer
Shari	Freidenrich	Government Registration	Orange County Treasurer - Tax Collector	
Stacey	Shokri	Government Registration	City of Anaheim	Financial Accounting Manager
Susanne	King	Government Registration	County of Monterey	Treasury Manager
Taylor	Howell	Commercial Registration	FTN Financial	SVP
Teresa S.	McBroome	Government Registration	City of Del Mar	Director of Finance/Treasurer
Thomas	Marston	Government Registration	City of San Gabriel	Finance Director
Tim	Seufert	Commercial Registration	NBS GOV	Managing Director
Timothy	Lilligren	Government Registration	City of Manhattan Beach	Treasurer
Tom	Bernard	Commercial Registration	EY	Executive Director
Tony	Garcia	Commercial Registration	Wells Fargo Securities	Vice President
Tonya	Dazzio	Commercial Registration	FTN Financial Main Street Advisors	

Tracey	Angelo	Government Registration	City of Richmond	Investment Analyst
Tranice	Rainey	Government Registration	California State Treasurer's Office	
Udaya	Rajbhandari	Government Registration	City of San Jose	Financial Analyst
Veronica	Villasenor	Commercial Registration	Banc of California	SVP, Senior Director, Senior Relationship Manager
Wanda	Brown	Government Registration	City of Inglewood	City Treasurer
Wayne	Loo	Government Registration	City of Millbrae	
Willard	Holt	Government Registration	City of Santa Ana	Treasury & Customer Services Manager

## 2017 Sponsorship Report

Company	Sponsor Type	Exhibitor Type	Pledge
Bank of the West		Silver	\$3,000
FTN Financial		Platinum	\$6,000
Raymond James		Silver	\$3,000
CGI Technologies		Silver	\$3,000
Multi-Bank Securities, Inc.		Silver	\$3,000
Mischler Financial		Silver	\$3,000
PFM Asset Management LLC		Silver	\$3,000
Promontory Interfinancial Network		Silver	\$3,000
Calpers		Silver	\$3,000
Chandler Asset Management, Inc		Silver	\$3,000
Time Value Investments, Inc	Bronze		\$1,700
UBS	Silver		\$2,500
Vining Sparks	Bronze		1,200
JP Morgan		Gold	\$5,000
Fixed Income Academy	Silver		\$2,500
Stifel, Nicolaus and Company	Silver		\$2,500
			<b>\$48,400</b>

**CMTA Membership Report  
March 2017**

<b>Date</b>	<b>Agencies</b>	<b>Commercial Associates</b>	<b>+</b>	<b>Alumni</b>	<b>+</b>	<b>Government Associates</b>	<b>=</b>	<b>Grand Total</b>
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
<b>3/16/2017</b>	<b>302</b>	<b>53</b>	<b>+</b>	<b>3</b>	<b>+</b>	<b>665</b>	<b>=</b>	<b>721</b>