



California Municipal Treasurers Association

Board of Directors Meeting

Date: Thursday, February 15, 2018

Time: 1:30 p.m. – 2:30 p.m.

Call-In: 1 (669) 900-6833

Meeting ID: 203 170 498#

Agenda

Call to Order

Approval of the Agenda

Roll Call

| | | |
|--|---------------------------|-----------------------|
| | President | Rudy Livingston, CCMT |
| | President-Elect | Dan Matusiewicz |
| | Secretary | Jennifer Leisz |
| | Treasurer | Dana Cortez, CCMT |
| | Past President | Margaret Moggia, CTC |
| | Division 1 – North | Tracey Angelo, CCMT |
| | Division 2 – South | Michael Solorza |

Committee Chairs, Staff and Guests:

| | | |
|--|---|------------------------|
| | Education & Certification | Tracey Angelo, CCMT |
| | Investment Policy Certification Subcommittee Chair | Shaun Farrell, CCMT |
| | Certification CCMT & CTC Subcommittee Chair | Ernestine Jones |
| | Education Subcommittee Chair | Tracey Angelo, CCMT |
| | Membership | Israel Garza, CCMT |
| | Communications | Donald Patterson, CCMT |
| | Commercial Associate Liaison | Jaime Picunko |
| | Commercial Associate Member | Kyle Tanaka |
| | Revenue and Taxation Policy Committee Representative | John Adams |
| | Meetings and Membership Specialist | Yelena Martynovskaya |
| | Meetings and Membership Assistant | Kristy Schrimsher |

Consent Calendar

Minutes from the January 25, 2018 Board of Directors Meeting
 Financial Report from January 31, 2018

Action Items

1. Board Positions (as defined in Standing Rules & Bylaws)
2. Committees (as defined in Standing Rules & Bylaws)
3. Elections
4. 2018 Annual Conference
 - a) Scholarship Process
5. 2019 Annual Conference

Information and Activities Reports

Membership Report
League's Revenue & Taxation Update

Old Business

New Business

CMTA Booth at CSMFO's 2018 Conference

Next Board Meeting

March 15, 2018

April 25, 2018

Adjourn



California Municipal Treasurers Association

Board of Directors Meeting

Date: Thursday, January 25, 2018

Time: 1:00 p.m. – 2:00 p.m.

Minutes

President Rudy Livingston welcomed the board members, staff and guests and called the meeting to order at 1:03 pm.

Roll Call

| | | |
|---|---------------------------|-----------------------|
| x | President | Rudy Livingston, CCMT |
| x | President-Elect | Dan Matusiewicz, CCMT |
| x | Secretary | Jennifer Leisz |
| x | Treasurer | Dana Cortez, CCMT |
| x | Past President | Margaret Moggia, CTC |
| x | Division 1 – North | Tracey Angelo, CCMT |
| x | Division 2 – South | Michael Solorza |

Committee Chairs, Staff and Guests:

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| | Education & Certification | Tracey Angelo, CCMT |
| | Investment Policy Certification Subcommittee Chair | Shaun Farrell, CCMT |
| | Certification CCMT & CTC Subcommittee Chair | Ernestine Jones |
| | Education Subcommittee Chair | Tracey Angelo, CCMT |
| x | Membership | Israel Garza, CCMT |
| | Communications | Donald Patterson, CCMT |
| | Commercial Associate Liaison | Jaime Picunko |
| | Commercial Associate Member | Kyle Tanaka |
| x | Revenue and Taxation Policy Committee Representative | John Adams |
| | Meetings and Membership Specialist | Yelena Martynovskaya |
| | Meetings and Membership Assistant | Kristy Schrimsher |

Consent Calendar

The board reviewed the minutes from the December 21, 2017 Board of Directors Meeting as well as the Financial Report from December 31, 2017.

Michael Solorza moved to approve December minutes and December financials. Dana Cortez seconded the motion. December minutes and December financials were approved.

Action Items

1 & 2 Board Positions (as defined in Standing Rules & Bylaws) & Committees (as defined in Standing Rules & Bylaws)

Rudy reported on the 1st and 2nd items and asked the board and committee chairs to review and update their sections in the Standing Rules.

Rudy asked the board to submit their edits prior to the February 15th Board of Directors Meeting.

3. Elections

The board reviewed the roster of the upcoming vacancies on the board of directors. Rudy asked for any volunteers on the board who would be interested in serving on Nominating Committee, chaired by Immediate Past President Margaret Moggia. Jenny, Michael, Dan and Israel volunteered to serve on the Nominating Committee for the 2018 Elections. The Nominating Committee will then proceed to work on the slate for the 2018-19 year.

Tracey Angelo moved to allow Margaret Moggia to identify members to serve on the Nominating Committee, to consist of five members total, as long as they are current CMTA members in good standing. Dan Matusiewicz seconded the motion. The motion was approved.

4. 2018 Annual Conference

The board reviewed 2018 Annual Conference program and discussed sending several email promotions within the next two weeks highlighting the early bird registration deadline. The board also suggested sending the current registration list to all commercial members, sponsors and potential sponsors, so that they can see who is already registered to attend. Rudy reported that

Rudy reported that Janet Yellen has declined the invitation to present at the conference.

5. CDIAC/CMTA Training

Rudy presented a report on the CMTA & CDIAC training that was held on January 17-18 in Carmel, CA. Yelena included the budget and survey reports in the board packet. Rudy reported that there were 53 attendees total and that the venue, sessions and content were rated well. Rudy also reported that 50% of attendees came from CMTA marketing. Rudy mentioned that CDIAC is pleased with the CMTA partnership and will be working on developing the Essentials workshop for 2019 soon.

6. 2019 Annual Conference

Dan reported that the site has already been selected for the 2019 Annual Conference and that he would like to begin to identify the committee. Rudy reported that the planning committee is usually formed after the current conference is over. Margaret reported that it's good to start planning and thinking about the program early, so Dan can decide how big he wants the committee to be and just start reaching out. The board emphasized that

the planning committee should have a good balance of commercial and government members.

Information and Activities Reports

Membership Report

Israel presented the membership report and asked for the numbers to be reported quarterly. Yelena will work on presenting quarterly numbers going forward. Rudy stated that it will be nice to know what the board and the committee can do in reaching out and increase membership numbers. Israel reported that the committee will look into the membership numbers and will work on recruitment and renewals for the next fiscal year. Israel reported that many agencies are facing financial difficulties with sending members to workshop and conferences and that CMTA needs to make sure that the value of membership is promoted well. Margaret reported that CMTA is a niche organization, and this will result in a smaller number of members and that the focus needs to be made on the specialized content in the association's programs as well as a better promotion and marketing.

League's Revenue & Taxation Update

John provided a summary of the report.

New Business

Margaret reported on the form 700, mentioning that public officials normally fill it out. Margaret reported that board members need to report all expenses related to the workshop, conferences and site visits that were comp'd by CMTA.

Meeting adjourned at 2:07pm.

Respectfully submitted,

Yelena Martynovskaya
Meeting & Membership Specialist

CMTA
Balance Sheet
As of January 31, 2018

| | <u>Jan 31, 18</u> | <u>Jan 31, 17</u> | <u>\$ Change</u> |
|--|--------------------------|--------------------------|------------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| 1010000 · Cash and cash equivalents | | | |
| 1010400 · General - Chase-8076 | 79,151.67 | 69,008.56 | 10,143.11 |
| 1010500 · Education - Chase | 7,534.12 | 7,534.12 | 0.00 |
| Total 1010000 · Cash and cash equivalents | <u>86,685.79</u> | <u>76,542.68</u> | <u>10,143.11</u> |
| 1020000 · Investments | | | |
| 1020100 · LAIF | 47,279.26 | 46,811.36 | 467.90 |
| Total 1020000 · Investments | <u>47,279.26</u> | <u>46,811.36</u> | <u>467.90</u> |
| Total Checking/Savings | <u>133,965.05</u> | <u>123,354.04</u> | <u>10,611.01</u> |
| Accounts Receivable | | | |
| 1040000 · Quick Books Accounts receivable | -70.00 | 484.00 | -554.00 |
| Total Accounts Receivable | <u>-70.00</u> | <u>484.00</u> | <u>-554.00</u> |
| Other Current Assets | | | |
| 1040100 · YourMembership AR | 13,694.00 | 14,570.00 | -876.00 |
| 1049000 · Undeposited funds | 3,750.00 | 0.00 | 3,750.00 |
| 1070000 · Prepaid expenses | 1,164.34 | 5,000.00 | -3,835.66 |
| Total Other Current Assets | <u>18,608.34</u> | <u>19,570.00</u> | <u>-961.66</u> |
| Total Current Assets | <u>152,503.39</u> | <u>143,408.04</u> | <u>9,095.35</u> |
| TOTAL ASSETS | <u>152,503.39</u> | <u>143,408.04</u> | <u>9,095.35</u> |
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| 2010000 · Accounts payable | 0.00 | 2,500.00 | -2,500.00 |
| Total Accounts Payable | <u>0.00</u> | <u>2,500.00</u> | <u>-2,500.00</u> |
| Other Current Liabilities | | | |
| 2030000 · Other liabilities | | | |
| Sales tax payable | 41.58 | 23.17 | 18.41 |
| Total 2030000 · Other liabilities | <u>41.58</u> | <u>23.17</u> | <u>18.41</u> |
| Total Other Current Liabilities | <u>41.58</u> | <u>23.17</u> | <u>18.41</u> |
| Total Current Liabilities | <u>41.58</u> | <u>2,523.17</u> | <u>-2,481.59</u> |
| Total Liabilities | <u>41.58</u> | <u>2,523.17</u> | <u>-2,481.59</u> |
| Equity | | | |
| 3740000 · General fund | 71,121.66 | 97,931.29 | -26,809.63 |
| 3750000 · M Woodward Memorial Education | 18,910.00 | 18,910.00 | 0.00 |
| Net Income | <u>62,430.15</u> | <u>24,043.58</u> | <u>38,386.57</u> |
| Total Equity | <u>152,461.81</u> | <u>140,884.87</u> | <u>11,576.94</u> |
| TOTAL LIABILITIES & EQUITY | <u>152,503.39</u> | <u>143,408.04</u> | <u>9,095.35</u> |

CMTA
Profit & Loss
 July 2017 through January 2018

| | <u>Jul '17 - Jan 18</u> | <u>Jul '16 - Jan 17</u> | <u>\$ Change</u> |
|-------------------------------------|-------------------------|-------------------------|-------------------------|
| Income | | | |
| 4010000 · Membership dues | 55,490.00 | 57,860.00 | -2,370.00 |
| 4500000 · Program services | 66,892.00 | 72,824.83 | -5,932.83 |
| 4980000 · Interest | 378.34 | 213.89 | 164.45 |
| 4999999 · Other | 0.00 | 0.00 | 0.00 |
| Total Income | <u>122,760.34</u> | <u>130,898.72</u> | <u>-8,138.38</u> |
| Gross Profit | 122,760.34 | 130,898.72 | -8,138.38 |
| Expense | | | |
| Prepaid expenseses | 0.00 | 0.00 | 0.00 |
| 5010000 · Management and general | 50,471.50 | 78,070.27 | -27,598.77 |
| 5050000 · Program services expenses | 9,853.31 | 28,784.87 | -18,931.56 |
| 5060000 · Prior Year Expenses | 5.38 | 0.00 | 5.38 |
| Total Expense | <u>60,330.19</u> | <u>106,855.14</u> | <u>-46,524.95</u> |
| Net Income | <u><u>62,430.15</u></u> | <u><u>24,043.58</u></u> | <u><u>38,386.57</u></u> |

CMTA

Profit & Loss Prev Year Comparison

July 2017 through January 2018

| | Jul '17 - Jan 18 | Jul '16 - Jan 17 | \$ Change | % Change |
|--|-------------------|-------------------|-------------------|----------------|
| Income | | | | |
| 4010000 · Membership dues | | | | |
| 4010100 · Dues (Public) | 48,900.00 | 49,755.00 | -855.00 | -1.72% |
| 4010200 · Dues (commercial) | 6,560.00 | 8,045.00 | -1,485.00 | -18.46% |
| 4010400 · Dues (Alumni) | 30.00 | 60.00 | -30.00 | -50.0% |
| Total 4010000 · Membership dues | 55,490.00 | 57,860.00 | -2,370.00 | -4.1% |
| 4500000 · Program services | | | | |
| 4510000 · Certification | | | | |
| 4510400 · Certification program app. fee | 2,275.00 | 2,175.00 | 100.00 | 4.6% |
| 4510100 · Investment Policy Application | 0.00 | 0.00 | 0.00 | 0.0% |
| 4510200 · CCMT- Certified CA Municipal T. | 0.00 | 35.00 | -35.00 | -100.0% |
| 4510000 · Certification - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total 4510000 · Certification | 2,275.00 | 2,210.00 | 65.00 | 2.94% |
| 4520000 · Education | | | | |
| 4520300 · Essentials Workshop | 0.00 | 30,195.00 | -30,195.00 | -100.0% |
| 4520400 · Advanced Workshop | 12,750.00 | 0.00 | 12,750.00 | 100.0% |
| Total 4520000 · Education | 12,750.00 | 30,195.00 | -17,445.00 | -57.77% |
| 4530000 · Publications | | | | |
| 4530100 · Handbook | 54.00 | 271.83 | -217.83 | -80.14% |
| 4530300 · Job Ads | 600.00 | 1,875.00 | -1,275.00 | -68.0% |
| Total 4530000 · Publications | 654.00 | 2,146.83 | -1,492.83 | -69.54% |
| 4560000 · Annual Conference | | | | |
| 4560100 · Registrations | | | | |
| 4560110 · Active Members | 17,818.00 | 15,363.00 | 2,455.00 | 15.98% |
| 4560120 · Commercial Associates | 895.00 | 1,910.00 | -1,015.00 | -53.14% |
| Total 4560100 · Registrations | 18,713.00 | 17,273.00 | 1,440.00 | 8.34% |
| 4560200 · Sponsors/ Exhibitiors | | | | |
| 4560220 · Exhibit - Sponsor | 0.00 | 0.00 | 0.00 | 0.0% |
| 4560210 · Exhibit Sponsor | 0.00 | 21,000.00 | -21,000.00 | -100.0% |
| 4560200 · Sponsors/ Exhibitiors - Other | 29,500.00 | 0.00 | 29,500.00 | 100.0% |
| Total 4560200 · Sponsors/ Exhibitiors | 29,500.00 | 21,000.00 | 8,500.00 | 40.48% |
| 4560000 · Annual Conference - Other | 3,000.00 | 0.00 | 3,000.00 | 100.0% |
| Total 4560000 · Annual Conference | 51,213.00 | 38,273.00 | 12,940.00 | 33.81% |
| Total 4500000 · Program services | 66,892.00 | 72,824.83 | -5,932.83 | -8.15% |
| 4980000 · Interest | 378.34 | 213.89 | 164.45 | 76.89% |
| 4999999 · Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Income | 122,760.34 | 130,898.72 | -8,138.38 | -6.22% |
| Gross Profit | 122,760.34 | 130,898.72 | -8,138.38 | -6.22% |
| Expense | | | | |
| Prepaid expenses | 0.00 | 0.00 | 0.00 | 0.0% |
| 5010000 · Management and general | | | | |
| 5010100 · Audit | 0.00 | 12,120.00 | -12,120.00 | -100.0% |
| 5010200 · Board meetings | 0.00 | 13,364.16 | -13,364.16 | -100.0% |
| 5010300 · In House Printing | 53.04 | 67.24 | -14.20 | -21.12% |
| 5010310 · Storage | 130.72 | 125.84 | 4.88 | 3.88% |
| 5010400 · Contract Services | | | | |

CMTA
Profit & Loss Prev Year Comparison
July 2017 through January 2018

| | Jul '17 - Jan 18 | Jul '16 - Jan 17 | \$ Change | % Change |
|--|------------------|-------------------|-------------------|------------------|
| 5010420 · Website update and maintenance | 3,211.04 | 3,929.61 | -718.57 | -18.29% |
| 5010430 · SMA - AMC | 43,316.14 | 42,342.30 | 973.84 | 2.3% |
| Total 5010400 · Contract Services | 46,527.18 | 46,271.91 | 255.27 | 0.55% |
| 5010600 · Insurance | 1,179.18 | 1,147.77 | 31.41 | 2.74% |
| 5010800 · Taxes and Filings | 20.00 | 327.00 | -307.00 | -93.88% |
| 5010900 · Postage | 209.50 | 683.62 | -474.12 | -69.35% |
| 5011200 · Telecommunications | | | | |
| 5011210 · Internet services | 35.00 | 73.85 | -38.85 | -52.61% |
| 5011220 · Telephone | 289.34 | 1,230.09 | -940.75 | -76.48% |
| 5011200 · Telecommunications - Other | 29.98 | 0.00 | 29.98 | 100.0% |
| Total 5011200 · Telecommunications | 354.32 | 1,303.94 | -949.62 | -72.83% |
| 5011300 · Supplies | 13.20 | 0.00 | 13.20 | 100.0% |
| 5011500 · Bank and Merchant Fees | | | | |
| 5011520 · Merchant Fees | 1,984.36 | 2,658.79 | -674.43 | -25.37% |
| Total 5011500 · Bank and Merchant Fees | 1,984.36 | 2,658.79 | -674.43 | -25.37% |
| Total 5010000 · Management and general | 50,471.50 | 78,070.27 | -27,598.77 | -35.35% |
| 5050000 · Program services expenses | | | | |
| 5051000 · Certification | | | | |
| 5051100 · Investment Policy Application | 41.09 | 21.68 | 19.41 | 89.53% |
| 5051500 · FIA Contract MOU | 5,000.00 | 0.00 | 5,000.00 | 100.0% |
| 5052100 · CCMT/CTC Expenses | 0.00 | 366.28 | -366.28 | -100.0% |
| 5051000 · Certification - Other | 0.00 | 32.56 | -32.56 | -100.0% |
| Total 5051000 · Certification | 5,041.09 | 420.52 | 4,620.57 | 1,098.78% |
| 5053000 · Education | | | | |
| 5520300 · Essential Workshop Expenses | 0.00 | 23,315.32 | -23,315.32 | -100.0% |
| 5520400 · Advanced Workshop Expenses | 4,187.50 | 0.00 | 4,187.50 | 100.0% |
| Total 5053000 · Education | 4,187.50 | 23,315.32 | -19,127.82 | -82.04% |
| 5054000 · Publications | | | | |
| 5054300 · Printing - General | 0.65 | 0.00 | 0.65 | 100.0% |
| Total 5054000 · Publications | 0.65 | 0.00 | 0.65 | 100.0% |
| 5056000 · Annual Conference | | | | |
| 5056250 · Banquet - Entertainment, Decor. | 0.00 | 5,000.00 | -5,000.00 | -100.0% |
| 5056525 · Lodging/Travel | | | | |
| 505627 · Staff | 113.98 | 0.00 | 113.98 | 100.0% |
| 5056525 · Lodging/Travel - Other | 488.57 | 38.95 | 449.62 | 1,154.35% |
| Total 5056525 · Lodging/Travel | 602.55 | 38.95 | 563.60 | 1,446.98% |
| 5056800 · Supplies | 21.52 | 10.08 | 11.44 | 113.49% |
| Total 5056000 · Annual Conference | 624.07 | 5,049.03 | -4,424.96 | -87.64% |
| Total 5050000 · Program services expenses | 9,853.31 | 28,784.87 | -18,931.56 | -65.77% |
| 5060000 · Prior Year Expenses | 5.38 | 0.00 | 5.38 | 100.0% |
| Total Expense | 60,330.19 | 106,855.14 | -46,524.95 | -43.54% |
| Net Income | 62,430.15 | 24,043.58 | 38,386.57 | 159.65% |

CMTA
Profit & Loss Budget Performance
January 2018

| | Jul '17 - Jan 18 | YTD Budget | \$ Over Budget | Annual Budget | % of Budget |
|---|------------------|------------------|-------------------|-------------------|---------------|
| Income | | | | | |
| 4010000 · Membership dues | | | | | |
| 4010100 · Dues (Public) | 48,900.00 | 51,795.00 | -2,895.00 | 53,000.00 | 92.26% |
| 4010200 · Dues (commercial) | 6,560.00 | 9,180.00 | -2,620.00 | 10,000.00 | 65.60% |
| 4010400 · Dues (Alumni) | 30.00 | 180.00 | -150.00 | 180.00 | 16.67% |
| 4010000 · Membership dues - Other | 0.00 | 0.00 | 0.00 | 0.00 | |
| Total 4010000 · Membership dues | 55,490.00 | 61,155.00 | -5,665.00 | 63,180.00 | 87.83% |
| 4500000 · Program services | | | | | |
| 4510000 · Certification | | | | | |
| 4510400 · Certification program app. fee | 2,275.00 | | | | |
| 4510100 · Investment Policy Application | 0.00 | 1,015.00 | -1,015.00 | 1,750.00 | 0.00% |
| 4510200 · CCMT- Certified CA Municipal T. | 0.00 | 175.00 | -175.00 | 300.00 | 0.00% |
| 4510300 · CTC- Certified CA Treasury Crt | 0.00 | 175.00 | -175.00 | 300.00 | 0.00% |
| 4510000 · Certification - Other | 0.00 | 0.00 | 0.00 | 0.00 | |
| Total 4510000 · Certification | 2,275.00 | 1,365.00 | 910.00 | 2,350.00 | 96.81% |
| 4520000 · Education | | | | | |
| 4520200 · Educational support | 0.00 | 2,331.00 | -2,331.00 | 4,000.00 | 0.00% |
| 4520300 · Essentials Workshop | 0.00 | 0.00 | 0.00 | 0.00 | |
| 4520400 · Advanced Workshop | 12,750.00 | 25,000.00 | -12,250.00 | 25,000.00 | 51.00% |
| Total 4520000 · Education | 12,750.00 | 27,331.00 | -14,581.00 | 29,000.00 | 43.97% |
| 4530000 · Publications | | | | | |
| 4530100 · Handbook | 54.00 | 350.00 | -296.00 | 600.00 | 9.00% |
| 4530300 · Job Ads | 600.00 | 450.00 | 150.00 | 750.00 | 80.00% |
| 4540000 · Newsletter | 0.00 | 0.00 | 0.00 | 0.00 | |
| 4540100 · Website | 0.00 | 0.00 | 0.00 | 0.00 | |
| Total 4530000 · Publications | 654.00 | 800.00 | -146.00 | 1,350.00 | 48.44% |
| 4550000 · Scholarship | | | | | |
| 4550100 · Woodward Memorial Scholarship | 0.00 | 0.00 | 0.00 | 500.00 | 0.00% |
| 4550200 · Vincent Amado Scholarship | 0.00 | 0.00 | 0.00 | 1,500.00 | 0.00% |
| Total 4550000 · Scholarship | 0.00 | 0.00 | 0.00 | 2,000.00 | 0.00% |
| 4560000 · Annual Conference | | | | | |
| 4560100 · Registrations | | | | | |
| 4560110 · Active Members | 17,818.00 | 9,420.00 | 8,398.00 | 45,000.00 | 39.60% |
| 4560120 · Commercial Associates | 895.00 | 1,495.00 | -600.00 | 22,800.00 | 3.93% |
| 4560130 · Additional Meals | 0.00 | 0.00 | 0.00 | 0.00 | |
| 4560300 · Pre-Conference Seminar | 0.00 | 750.00 | -750.00 | 4,500.00 | 0.00% |
| 4560100 · Registrations - Other | 0.00 | 0.00 | 0.00 | 0.00 | |
| Total 4560100 · Registrations | 18,713.00 | 11,665.00 | 7,048.00 | 72,300.00 | 25.88% |
| 4560200 · Sponsors/ Exhibitors | | | | | |
| 4560220 · Exhibit - Sponsor | 0.00 | 0.00 | 0.00 | 0.00 | |
| 4560210 · Exhibit Sponsor | 0.00 | 15,960.00 | -15,960.00 | 65,000.00 | 0.00% |
| 4560200 · Sponsors/ Exhibitors - Other | 29,500.00 | 0.00 | 29,500.00 | 0.00 | |
| Total 4560200 · Sponsors/ Exhibitors | 29,500.00 | 15,960.00 | 13,540.00 | 65,000.00 | 45.38% |
| 4560000 · Annual Conference - Other | | | | | |
| Total 4560000 · Annual Conference | 51,213.00 | 27,625.00 | 23,588.00 | 137,300.00 | 37.30% |
| Total 4500000 · Program services | 66,892.00 | 57,121.00 | 9,771.00 | 172,000.00 | 38.89% |
| 4600000 · Division Income | 0.00 | 0.00 | 0.00 | 0.00 | |
| 4980000 · Interest | 378.34 | 87.50 | 290.84 | 150.00 | 252.23% |

CMTA
Profit & Loss Budget Performance
January 2018

| | Jul '17 - Jan 18 | YTD Budget | \$ Over Budget | Annual Budget | % of Budget |
|---|-------------------|-------------------|-------------------|-------------------|----------------|
| 4999999 - Other | 0.00 | 0.00 | 0.00 | 0.00 | |
| Total Income | 122,760.34 | 118,363.50 | 4,396.84 | 235,330.00 | 52.17% |
| Gross Profit | 122,760.34 | 118,363.50 | 4,396.84 | 235,330.00 | 52.17% |
| Expense | | | | | |
| 5010000 - Management and general | | | | | |
| 5010100 - Audit | 0.00 | 5,000.00 | -5,000.00 | 5,000.00 | 0.00% |
| 5010200 - Board meetings | | | | | |
| 5054500 - League Advertising | 0.00 | 581.00 | -581.00 | 1,000.00 | 0.00% |
| 5010200 - Board meetings - Other | 0.00 | 581.00 | -581.00 | 1,000.00 | 0.00% |
| Total 5010200 - Board meetings | 0.00 | 1,162.00 | -1,162.00 | 2,000.00 | 0.00% |
| 5010300 - In House Printing | 53.04 | 87.50 | -34.46 | 150.00 | 35.36% |
| 5010310 - Storage | 130.72 | 140.00 | -9.28 | 250.00 | 52.29% |
| 5010400 - Contract Services | | | | | |
| 5010420 - Website update and maintenance | 3,211.04 | 3,500.00 | -288.96 | 6,000.00 | 53.52% |
| 5010430 - SMA - AMC | 43,316.14 | 42,342.30 | 973.84 | 72,587.00 | 59.67% |
| Total 5010400 - Contract Services | 46,527.18 | 45,842.30 | 684.88 | 78,587.00 | 59.20% |
| 5010600 - Insurance | 1,179.18 | 1,500.00 | -320.82 | 2,400.00 | 49.13% |
| 5010700 - Travel | | | | | |
| 5010720 - Legislative | 0.00 | 0.00 | 0.00 | 0.00 | |
| Total 5010700 - Travel | 0.00 | 0.00 | 0.00 | 0.00 | |
| 5010800 - Taxes and Filings | 20.00 | 900.00 | -880.00 | 900.00 | 2.22% |
| 5010900 - Postage | 209.50 | 581.00 | -371.50 | 1,000.00 | 20.95% |
| 5011200 - Telecommunications | | | | | |
| 5011210 - Internet services | 35.00 | 0.00 | 35.00 | 100.00 | 35.00% |
| 5011220 - Telephone | 289.34 | 880.21 | -590.87 | 2,000.00 | 14.47% |
| 5011200 - Telecommunications - Other | 29.98 | 0.00 | 29.98 | 0.00 | |
| Total 5011200 - Telecommunications | 354.32 | 880.21 | -525.89 | 2,100.00 | 16.87% |
| 5011300 - Supplies | 13.20 | 60.00 | -46.80 | 100.00 | 13.20% |
| 5011410 - President's fund | 0.00 | 0.00 | 0.00 | 0.00 | |
| 5011500 - Bank and Merchant Fees | | | | | |
| 5011510 - Bank Fees | 0.00 | 60.00 | -60.00 | 100.00 | 0.00% |
| 5011520 - Merchant Fees | 1,984.36 | 2,150.00 | -165.64 | 4,800.00 | 41.34% |
| Total 5011500 - Bank and Merchant Fees | 1,984.36 | 2,210.00 | -225.64 | 4,900.00 | 40.50% |
| Total 5010000 - Management and general | 50,471.50 | 58,363.01 | -7,891.51 | 97,387.00 | 51.83% |
| 5050000 - Program services expenses | | | | | |
| 5051000 - Certification | | | | | |
| 5051100 - Investment Policy Application | 41.09 | 40.00 | 1.09 | 40.00 | 102.73% |
| 5051500 - FIA Contract MOU | 5,000.00 | | | | |
| 5052100 - CCMT/CTC Expenses | 0.00 | 1,456.00 | -1,456.00 | 2,500.00 | 0.00% |
| 5051000 - Certification - Other | 0.00 | 290.00 | -290.00 | 500.00 | 0.00% |
| Total 5051000 - Certification | 5,041.09 | 1,786.00 | 3,255.09 | 3,040.00 | 165.83% |
| 5052000 - Division support | 0.00 | 0.00 | 0.00 | 0.00 | |
| 5053000 - Education | | | | | |
| 5520300 - Essential Workshop Expenses | 0.00 | 0.00 | 0.00 | 0.00 | |
| 5520400 - Advanced Workshop Expenses | 4,187.50 | 21,250.00 | -17,062.50 | 21,250.00 | 19.71% |
| Total 5053000 - Education | 4,187.50 | 21,250.00 | -17,062.50 | 21,250.00 | 19.71% |
| 5054000 - Publications | | | | | |
| 5054200 - Newsletter | 0.00 | 0.00 | 0.00 | 0.00 | |

CMTA
Profit & Loss Budget Performance
January 2018

| | Jul '17 - Jan 18 | YTD Budget | \$ Over Budget | Annual Budget | % of Budget |
|--|------------------|------------------|-------------------|-------------------|-----------------|
| 5054300 · Printing - General | 0.65 | 437.50 | -436.85 | 750.00 | 0.09% |
| Total 5054000 · Publications | 0.65 | 437.50 | -436.85 | 750.00 | 0.09% |
| 5055000 · Woodward Memorial Scholarship | | | | | |
| 5055100 · Woodward memorial | 0.00 | 0.00 | 0.00 | 500.00 | 0.00% |
| Total 5055000 · Woodward Memorial Scholarship | 0.00 | 0.00 | 0.00 | 500.00 | 0.00% |
| 5056000 · Annual Conference | | | | | |
| 5056100 · Annual conference planning | 0.00 | 0.00 | 0.00 | 0.00 | |
| 5056200 · Audio Video | 0.00 | 0.00 | 0.00 | 16,000.00 | 0.00% |
| 5056250 · Banquet - Entertainment, Decor. | 0.00 | 0.00 | 0.00 | 14,000.00 | 0.00% |
| 5056300 · Gifts & Mementos | | | | | |
| 5056305 · Attendee | 0.00 | 0.00 | 0.00 | 800.00 | 0.00% |
| 5056310 · Speaker, Sponsor, Board | 0.00 | 0.00 | 0.00 | 1,600.00 | 0.00% |
| Total 5056300 · Gifts & Mementos | 0.00 | 0.00 | 0.00 | 2,400.00 | 0.00% |
| 5056400 · Food and Beverage - Hotel | 0.00 | 0.00 | 0.00 | 79,000.00 | 0.00% |
| 5056525 · Lodging/Travel | | | | | |
| 505626 · Board | 0.00 | 0.00 | 0.00 | 3,500.00 | 0.00% |
| 505627 · Staff | 113.98 | 0.00 | 113.98 | 5,000.00 | 2.28% |
| 5056525 · Lodging/Travel - Other | 488.57 | 0.00 | 488.57 | 0.00 | |
| Total 5056525 · Lodging/Travel | 602.55 | 0.00 | 602.55 | 8,500.00 | 7.09% |
| 5056650 · Postage | 0.00 | 0.00 | 0.00 | 1,000.00 | 0.00% |
| 5056700 · Printing | 0.00 | 0.00 | 0.00 | 1,200.00 | 0.00% |
| 5056750 · Speaker Expense | 0.00 | 0.00 | 0.00 | 0.00 | |
| 5056800 · Supplies | 21.52 | 100.00 | -78.48 | 100.00 | 21.52% |
| 5056970 · Vince Amado Scholarship Expense | 0.00 | 0.00 | 0.00 | 0.00 | |
| 5056000 · Annual Conference - Other | 0.00 | 0.00 | 0.00 | 0.00 | |
| Total 5056000 · Annual Conference | 624.07 | 100.00 | 524.07 | 122,200.00 | 0.51% |
| Total 5050000 · Program services expenses | 9,853.31 | 23,573.50 | -13,720.19 | 147,740.00 | 6.67% |
| 5060000 · Prior Year Expenses | 5.38 | | | | |
| Total Expense | 60,330.19 | 81,936.51 | -21,606.32 | 245,127.00 | 24.61% |
| Net Income | 62,430.15 | 36,426.99 | 26,003.16 | -9,797.00 | -637.24% |

CMTA A/R
January 2018

| Date | Invoice Number | Last Name | Organization | Amount | GL Code |
|-------------|-----------------------|------------------|----------------------------------|---|--|
| 1/31/2018 | 200001656 | Angelo | City of Richmond | 40.00 | 4010000 Membership dues:4010100 Dues (active) |
| | | | | 40.00 | |
| 10/25/2017 | 200001546 | Driscoll | Santa Cruz County | 500.00 | 4500000 Program services:4520000 Education:4520400 Advanced Workshop |
| | | | | 500.00 | |
| 10/30/2017 | 200001558 | Whyte | San Diego County Water Authori | 454.00 | 4560100Conference:4560110 Annual Conf. - Active |
| 1/8/2018 | 200001611 | Horejsi | city of Atascadero | 75.00 | 4560100Conference:4560110 Annual Conf. - Active |
| 1/17/2018 | 200001635 | McCarthy | Vulcan Consultants, L.L.C. | 625.00 | 4560100Conference:4560110 Annual Conf. - Active |
| | | | | 1,154.00 | |
| 12/1/2017 | 200001585 | Gervasi | Multi-Bank Securities, Inc | 3,000.00 | 4560100Conference:4560120 Sponsorship:4560200 Exhibitor |
| 1/11/2018 | 200001625 | Winston | FTN Financial Capital Markets | 3,000.00 | 4560100Conference:4560120 Sponsorship:4560200 Exhibitor |
| 1/11/2018 | 200001626 | Winston | FTN Financial Main Street Advise | 3,000.00 | 4560100Conference:4560120 Sponsorship:4560200 Exhibitor |
| 1/25/2018 | 200001641 | Devine | Raymond James | 3,000.00 | 4560100Conference:4560120 Sponsorship:4560200 Exhibitor |
| | | | | 12,000.00 | |
| | | | | \$ 13,694.00 Total CMTA A/R January 2018 | |

CMTA
Expense Detail
January 2018

| | Type | Date | Num | Name | Memo | Debit | Credit |
|---|-----------------|------------|-----------|--------------------------------|---|------------------------|--------------------|
| Expense | | | | | | | |
| 5010000 · Management and general | | | | | | | |
| 5010310 · Storage | | | | | | | |
| | Bill | 01/01/2018 | 4160013 | Pacific Storage | Standard Records Containers Monthly Fee | 17.93 | |
| Total 5010310 · Storage | | | | | | <u>17.93</u> | 0.00 |
| 5010400 · Contract Services | | | | | | | |
| 5010420 · Website update and maintenance | | | | | | | |
| | General Journal | 01/01/2018 | 2018-007 | | yourmembership.com Jan 2018 | 458.72 | |
| Total 5010420 · Website update and maintenance | | | | | | <u>458.72</u> | 0.00 |
| 5010430 · SMA - AMC | | | | | | | |
| | Bill | 01/02/2018 | 20171020 | Smith Moore & Associates, Inc. | For Administrative and Conference services. | 6,188.02 | |
| Total 5010430 · SMA - AMC | | | | | | <u>6,188.02</u> | 0.00 |
| Total 5010400 · Contract Services | | | | | | <u>6,646.74</u> | 0.00 |
| 5011500 · Bank and Merchant Fees | | | | | | | |
| 5011520 · Merchant Fees | | | | | | | |
| | Check | 01/02/2018 | eft | Merchant Services | Monthly Bank Service Fee | 307.11 | |
| | Check | 01/16/2018 | eft | Merchant Services | Account Analysis Settlement Charge | 5.73 | |
| Total 5011520 · Merchant Fees | | | | | | <u>312.84</u> | 0.00 |
| Total 5011500 · Bank and Merchant Fees | | | | | | <u>312.84</u> | 0.00 |
| Total 5010000 · Management and general | | | | | | <u>6,977.51</u> | 0.00 |
| 5050000 · Program services expenses | | | | | | | |
| 5053000 · Education | | | | | | | |
| 5520400 · Advanced Workshop Expenses | | | | | | | |
| | Bill | 01/18/2018 | 993945 | Media Systems Group | Provided sound and projection for the CMTA me | 1,237.50 | |
| Total 5520400 · Advanced Workshop Expenses | | | | | | <u>1,237.50</u> | 0.00 |
| Total 5053000 · Education | | | | | | <u>1,237.50</u> | 0.00 |
| 5056000 · Annual Conference | | | | | | | |
| 5056525 · Lodging/Travel | | | | | | | |
| | General Journal | 01/01/2018 | 2018-0101 | | 2018 Conference Site Visit | 488.57 | |
| Total 5056525 · Lodging/Travel | | | | | | <u>488.57</u> | 0.00 |
| Total 5056000 · Annual Conference | | | | | | <u>488.57</u> | 0.00 |
| Total 5050000 · Program services expenses | | | | | | <u>1,726.07</u> | 0.00 |
| Total Expense | | | | | | <u>8,703.58</u> | 0.00 |
| Net Income | | | | | | <u>8,703.58</u> | <u>0.00</u> |

CMTA 2018 Elections

On or before January 31 the Chair will identify a nominating committee of at least two sitting board members and two CMTA members in good standing. The Nominating committee shall determine a slate by February 28 and the election will be held by electronic means no later than March 10.

| up for election in 2018 | Term | Title | Name | Position |
|-------------------------|-----------|-----------------|----------------------------|--------------------------------------|
| | 2017-2018 | President | Rudolf J. Livingston, CCMT | Finance Director |
| Yes | 2017-2018 | President-Elect | Dan Matusiewicz | Finance Director / Treasurer |
| | 2017-2019 | Secretary | Jenny Leisz | Finance Manager |
| | 2017-2019 | Treasurer | Dana Cortez, CCMT | City Treasurer |
| | 2017-2018 | Past President | Margaret Moggia, CTC | Chief Financial Officer |
| Yes | 2016-2018 | Director-North | Tracey Angelo | |
| | 2017-2019 | Director-South | Michael Solorza | Director of Finance / City Treasurer |

MUNIBALL: THE ART OF WINNING



2018 CMTA ANNUAL CONFERENCE

April 25-27, 2018 OAKLAND, CA

PRELIMINARY CONFERENCE AGENDA

WEDNESDAY, APRIL 25, 2018

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

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

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

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

Meet Requirement for CCMT Designation; All are welcome

Pre-Conference Session 2: Bond Market Boot Camp

by Rick Phillips, President, FTN Main Street Advisors

Kevin Webb, Director, Cantor Fitzgerald

**Detailed breakdown of the CMTA Specialized Training will be available to attendees. Certificates of attendance will be provided.*

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 Keynote Conversation with Tim Schaefer

Keynote Speaker: Tim Schaefer, Deputy Treasurer for Public Finance for California State Treasurer's Office

1:30 a.m. - 2:00 p.m. Dessert Break in Exhibit Hall

2:00 p.m. – 5:15 p.m. GENERAL SESSIONS

2:00 p.m. – 2:50 p.m. Economic Update - How We've Gotten to Where We Are

Lindsey Piegza, PhD, Chief Economist, Managing Director, Stifel Nicolaus

3:00 p.m. – 3:50 p.m. The Agency Market and Possible Alternatives – Spread and Supply Expectations and Considerations When Evaluating Possible High-Quality Alternatives

Jeff Probst, CFA, VP, Portfolio Manager, Chandler Asset Management

Jonathan Hyman, CFA, Director, Agency Strategist, Stifel Nicolaus & Co.

4:05 p.m. – 5:15 p.m. Pension/OPEB Funding – Defining and Cracking the Pension Nut

Moderator: Michael Solorza, Director of Administrative Services, City of Pico Rivera

Moderator: Dan Matusiewicz, CCMT, Finance Director, Treasurer, City of Newport Beach

Kerry J. Worgan, FSA, FCIA, MAAA, Supervising Pension Actuary, CalPERS

Jasmine Nachtigall-Fournier, Co-Founder & President, GovInvest Inc.

Michael Busch, Chief Executive Officer, Urban Futures Inc.

5:15 p.m. – 7:00 p.m. Icebreaker Reception

Dinner on your own.

THURSDAY, APRIL 26, 2018

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

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

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

8:25 a.m. – 9:15 a.m. GENERAL SESSION

Cannabis: Its Legal, Now What?

Fiona Ma, CPA, Member, California State Board of Equalization

Margaret O'Brien, Revenue and Tax Administrator for the City of Oakland

Dave McPherson, Cannabis Compliance Director for the HDL Companies

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

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

Cash Flow Confidence – The Cornerstone of Treasury – Steps to Build Realistic Expectations

Susan Munson, Managing Director/Senior Portfolio Advisor, Government Portfolio Advisors, LLC

Hubert White, Investment Officer / Assistant Portfolio Manager, City and County of San Francisco

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

California Demographics – What Makes Us ‘Golden’; Where We’ve Been and What to Expect

Douglas C. Robinson, Principal, RCM Robinson Capital Management LLC

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

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

Public Funds Investing Made Easy

Time Value Investments

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

Benchmarking – What to Consider When Choosing One

Jason Klinghoffer, CFA, Director, Debt Capital Markets, Mischler Financial Group

David Witthohn, Senior Portfolio Manager, Insight Investment

11:45 p.m. - 1:30 p.m. Conference Luncheon

Cyber Fraud: Lessons from the Field

Keynote Speaker: Robert Morgester, Senior Assistant Attorney General, Office of the Attorney General

Installation of the 2018-19 CMTA Board

Recognition of CTC and CCMT recipients

Recognition of Investment Policy Committee Members

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

The Block Chain - What Is It and Why Should We Care?

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

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

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

Structuring Investment Portfolios to Weather Transitional Environments

Chris Ahrens, Senior Financial Strategist, First Empire Securities

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

Conducting RFPs for Investment Management Services

Dan Matusiewicz, CCMT, Finance Director, City of Newport Beach

Terry McCall, Principal, Portfolio Services for Government

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

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

Making the Most of Your Risk Analytics - Learn From Experts on Best Practices to Stay Transparent and Hear How Peers Use Tools to Stay Accountable and Manage Portfolio Risk

Dan Matusiewicz, CCMT, Finance Director, City of Newport Beach

Greg Whipple, Institutions Solutions Specialist, Clearwater Analytics

Connie Mobley-Ritter, Director of Treasury, San Mateo County Transit District

Deanne Woodring, President, Government Portfolio Advisors

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

Upgrading Financial Software - Challenges and Opportunities

Michael Solorza, Director of Administrative Services, City of Pico Rivera

5:15 p.m. - 6:30 p.m. Exhibitor Teardown

5:15 p.m. - 5:45 p.m. Commercial Associates Meeting

6:30 p.m. to 9:00 p.m. Grand Evening Event

FRIDAY, APRIL 27, 2018

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

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

9:15 a.m. - 12:00 p.m. GENERAL SESSIONS

9:15 a.m. - 10:15 a.m. How Far Will the Fed Go?

Craig Dismuke, Chief Economist, Vining Sparks

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

10:30 a.m. - 12:00 p.m. Socially Responsible Investing - Considerations, Challenges, and Applications

Moderator: Pauline Marx, Retired, City and County of San Francisco

David Carr, Assistant City Treasurer, City of Santa Monica

Kevin Webb, CFA, Director, Cantor Fitzgerald

Deborah M. Higgins, President, Higgins Capital

Black Rock Representative TBD

Carlos Oblites, Senior Vice President/Portfolio Strategist, Chandler Asset Management

12:00 p.m. Conference Adjourns

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

2018 Annual Conference Report

| | |
|------------------------------------|------------|
| Government Member: Early \$299 | 57 |
| Government Non-Member: Early \$454 | 5 |
| Commercial Regular: \$550 | 6 |
| Commercial Non-Member: \$755 | 1 |
| Sponsor Complimentary | 30 |
| Scholarship Recipient | 2 |
| Comp | 2 |
| Pre-Conference Only | 2 |
| Registration Total: | 105 |

| | |
|--|----|
| Pre-Conference 1: Specialized CMTA Training: | 11 |
| Pre-Conference 2: Bond Market Boot Camp: | 9 |

| First Name | Last Name | Professional Title | Agency | Total | Due | Product |
|------------|--------------|---|-------------------------------------|-------|-----|-----------------------------------|
| Mark | Kreymer | | Union Bank | 755 | 0 | Commercial - Non-Member - Regular |
| Denise | de Bombelles | Senior Vice President/Global Investor Relations | FHLB Office of Finance | 550 | 0 | Commercial - Regular |
| Regina | Gill | Vice President | Farm Credit | 550 | 0 | Commercial - Regular |
| Deborah | Higgins | President | Higgins Capital | 550 | 0 | Commercial - Regular |
| Kenton | McCarthy | CEO | Vulcan Consultants, L.L.C. | 550 | 625 | Commercial - Regular |
| Eileen | Perez | Vice President | U.S. Bank - Government Banking | 550 | 0 | Commercial - Regular |
| Bobby | Young | Principal | HdL Companies | 550 | 0 | Commercial - Regular |
| John | Adams | Finance Director/City Treasurer | City of Thousand Oaks | 299 | 0 | Government - Early |
| Jane | Adelmann | Debt and Investment Analyst | City of Thousand Oaks | 299 | 0 | Government - Early |
| Doug | Alessio | Administrative Services Director | City of Livermore | 299 | 0 | Government - Early |
| Carol | Augustine | Finance Director | City of Burlingame | 299 | 0 | Government - Early |
| Patti | Barsotti | City Treasurer | City of Concord | 299 | 374 | Government - Early |
| Michelle | Bodley | Assistant Treasurer & Tax Collector | Nevada County | 299 | 0 | Government - Early |
| David | Carr | Assistant City Treasurer | City of Santa Monica | 299 | 0 | Government - Early |
| Henry | Chan | City Treasurer | City of Cathedral City | 299 | 0 | Government - Early |
| Damien | Charlety | Investment Administrator | East Bay Municipal Utility District | 299 | 0 | Government - Early |
| Bhavna | Chaudhary | Finance Manager | City of Livermore | 299 | 0 | Government - Early |
| Cass | Cook | Auditor-Controller/Treasurer-Tax Collector | County of Tulare | 299 | 0 | Government - Early |
| Dana | Cortez | City Treasurer | City of Torrance | 299 | 0 | Government - Early |
| Rhea | de Guzman | Senior Accountant - Debt Services & Treasury Mgmt | Orange County Sanitation District | 299 | 0 | Government - Early |

| First Name | Last Name | Professional Title | Agency | Total | Due | Product |
|----------------|-------------|--|--|-------|-----|--------------------|
| Sally | DeGeorge | Finance Director | Ventura County Transportation Commission | 299 | 0 | Government - Early |
| Shauneen | Deschaine | | Nevada County | 299 | 0 | Government - Early |
| Tara | Dunn | Research Specialist II | CA Debt and Investment Advisory Commission | 299 | 374 | Government - Early |
| Mary | Eckman | Asst Finance Director | City of Ventura | 299 | 0 | Government - Early |
| Gerald | Harner | City Treasurer | City of Lincoln | 299 | 0 | Government - Early |
| Angelica | Hernandez | Manager | CA Debt and Investment Advisory Commission | 299 | 299 | Government - Early |
| Sue | Horgan | Assistant Treasurer - Tax Collector | Ventura County Treasurer-Tax Collector | 299 | 0 | Government - Early |
| Susan Chui Mun | Hsieh | Finance Director/City Treasurer | City of Emeryville | 299 | 0 | Government - Early |
| May | Ju | Accounting Manager | City of Camarillo | 299 | 0 | Government - Early |
| John | Kachmanian | Finance Operations Manager | City of Fremont | 299 | 0 | Government - Early |
| David | Kennedy | City Treasurer | City of San Bernardino | 299 | 299 | Government - Early |
| Sandra | Kent | Analyst | CA Debt and Investment Advisory Commission | 299 | 299 | Government - Early |
| Susanne | King | Treasury Manager | County of Monterey - Treasurer-Tax Collector | 299 | 0 | Government - Early |
| Debbie | Kukta | City Treasurer | City of Burbank | 299 | 0 | Government - Early |
| Jennifer | Leisz | Deputy Finance Director - Financial Services | City of Tustin | 299 | 0 | Government - Early |
| Michael | Lewis | Treasurer | City of Barstow | 299 | 0 | Government - Early |
| Tim | Lilligren | Treasurer | City of Manhattan Beach | 299 | 0 | Government - Early |
| City of | Loomis | Finance Director/Treasurer | Town of Loomis | 299 | 0 | Government - Early |
| Kristen | Madary | Accountant | City of Camarillo | 299 | 0 | Government - Early |
| Connie | Mah | Accounting Manager | Ventura County Treasurer-Tax Collector | 299 | 0 | Government - Early |
| Thomas | Marston | Finance Director | City of San Gabriel | 299 | 0 | Government - Early |
| Dan | Matusiewicz | Finance Director / Treasurer | City of Newport Beach | 299 | 0 | Government - Early |
| Teresa | McBroome | Director of Finance/City Treasurer | City of Encinitas | 299 | 0 | Government - Early |
| Kimberly | McCorstin | LAIF Administrator | California State Treasurer's Office | 299 | 0 | Government - Early |
| Brooke | McKinney | Treasury Operations Division Manager | City of Moreno Valley | 299 | 0 | Government - Early |
| Cindy | Mosser | Finance Director | City of Benicia | 299 | 0 | Government - Early |
| Tarun | Narayan | Manager of Treasury, Investment & Debt | City of Palo Alto | 299 | 0 | Government - Early |

| First Name | Last Name | Professional Title | Agency | Total | Due | Product |
|------------|------------|--|--|-------|-----|---------------------------------------|
| Julie | Nemes | Deputy Finance Director/Treasury Manager | City of Santa Barbara | 299 | 0 | Government - Early |
| David | Olivo | City Treasurer | So Lake Tahoe - City Treasurer | 299 | 0 | Government - Early |
| Judith | Oltman | Treasurer | City of Hemet | 299 | 0 | Government - Early |
| Lily | Osorio | Treasury Program Manager I | California State Treasurer's Office | 299 | 0 | Government - Early |
| Donald | Patterson | Director of Finance & Administrative Svc. | Las Virgenes Municipal Water District | 299 | 0 | Government - Early |
| Ken | Paulk | City Treasurer | City of Benicia | 299 | 0 | Government - Early |
| Karan | Reid | Director of Finance | City of Concord | 299 | 0 | Government - Early |
| Terry | Shea | Finance Director | City of Rolling Hills | 299 | 0 | Government - Early |
| Michael | Solorza | Director of Administrative Services/City Treasurer | City of Pico Rivera | 299 | 0 | Government - Early |
| Edmund | Suen | Finance Director | City of Foster City | 299 | 0 | Government - Early |
| Marilou | Tan | Senior Finance Analyst | Ventura County Treasurer-Tax Collector | 299 | 0 | Government - Early |
| Kaitlin | Tran | Senior Accountant | Costa Mesa Sanitary District | 299 | 299 | Government - Early |
| Sean | Tran | Deputy Director - Administrative Services | City of Tustin | 299 | 0 | Government - Early |
| Joyce | Ward | Manager, Technical Assistance Section | CA Debt and Investment Advisory Commission | 299 | 299 | Government - Early |
| Mike | Whitehead | Administrative Services Director & City Treasurer | City of Rolling Hills Estates | 299 | 0 | Government - Early |
| Deborah | Yamamoto | Senior Financial Analyst | City of Concord | 299 | 0 | Government - Early |
| Jim | Zervis | Administrative Services Director | City of Shafter | 299 | 0 | Government - Early |
| Richard | Aragon | AGM-CFO/Treasurer | Rancho California Water District | 454 | 0 | Government Non-Member: Early |
| Paul | Blumberg | Public Finance Manager | City of West Sacramento | 454 | 0 | Government Non-Member: Early |
| Christine | Lin | Financial Treasury Analyst | Metropolitan Transportation Commission | 454 | 454 | Government Non-Member: Early |
| Susan | Segovia | Senior Accountant | City of Albany | 454 | 0 | Government Non-Member: Early |
| Liana | Whyte | Budget & Analysis Manager | San Diego County Water Authority | 454 | 454 | Government Non-Member: Early |
| Rosa | Lara Rios | Director of Finance/Treasurer | City of Delano | 0 | 0 | Government Registration (2017 winner) |
| Rudolf | Livingston | Finance Director | City of Ojai | 0 | 0 | Government Registration (VIP) |
| Tracey | Angelo | Investment Analyst | City of Richmond | 0 | 0 | Scholarship Recipient |
| Nilesh | Mehta | Chief Deputy City Treasurer | City of Redondo Beach | 0 | 0 | Scholarship Recipient |
| Lori | Becker | Senior Relationship Manager, Vice President | Bank of the West | 0 | 0 | Sponsor Complimentary |

| First Name | Last Name | Professional Title | Agency | Total | Due | Product |
|-------------|-----------|--|--|-------|-----|-----------------------|
| Bill | Blackwill | Managing Director | Stifel Nicolaus | 0 | 0 | Sponsor Complimentary |
| Daniel | Campbell | Vice President | Bank of the West | 0 | 0 | Sponsor Complimentary |
| Christine | Carrels | Vice President | Incapital | 0 | 0 | Sponsor Complimentary |
| Ned | Connolly | SVP, Relationship Manager | Chandler Asset Management | 0 | 0 | Sponsor Complimentary |
| Mia | Corral | SVP, Relationship Manager | Chandler Asset Management | 0 | 0 | Sponsor Complimentary |
| Maximo | Damm | Regional Director | Promontory Interfinancial Network, LLC | 0 | 0 | Sponsor Complimentary |
| Chris | Dean | Institutions Solutions Specialist | Clearwater Analytics | 0 | 0 | Sponsor Complimentary |
| Hailey | Feider | Institutions Solutions Specialist | Clearwater Analytics | 0 | 0 | Sponsor Complimentary |
| Bud | Flodeen | Managing Director | Incapital | 0 | 0 | Sponsor Complimentary |
| Laura | Labanieh | Member Services Associate | CalTRUST | 0 | 0 | Sponsor Complimentary |
| Charlie | Labanieh | Adminitrator | CalTRUST | 0 | 0 | Sponsor Complimentary |
| Eric | McKean | Vice President | Stifel | 0 | 0 | Sponsor Complimentary |
| Leslie | Morales | Director of Development | County of Orange | 0 | 0 | Sponsor Complimentary |
| Susan | Munson | Managing Director/Senior Portfolio Advisor | Fixed Income Academy L.P. | 0 | 0 | Sponsor Complimentary |
| Lily | Ng | Director | Bank of the West | 0 | 0 | Sponsor Complimentary |
| Chad | Nicholson | Managing Director | Incapital | 0 | 0 | Sponsor Complimentary |
| Carlos | Oblites | Senior Vice President/Portfolio Strategist | Chandler Asset Management | 0 | 0 | Sponsor Complimentary |
| Rick | Phillips | President & Chief Investment Officer | FTN Financial Main Street Advisors | 0 | 0 | Sponsor Complimentary |
| Christopher | Presley | Relationship Manager | PFM Asset Management LLC / CAMP | 0 | 0 | Sponsor Complimentary |
| Brandon | Rake | Relationship Specialist | CAMP | 0 | 0 | Sponsor Complimentary |
| Paul | Rehmus | Account Executive | Multi-Bank Securities | 0 | 0 | Sponsor Complimentary |
| Rosa | Schulte | Senior Vice President | Raymond James | 0 | 0 | Sponsor Complimentary |
| Kyle | Tanaka | Member Services Associate | CalTRUST | 0 | 0 | Sponsor Complimentary |
| Thomas | Tight | Managing Director | Public Trust Advisors | 0 | 0 | Sponsor Complimentary |
| Reg | Truman | Regional Director | Promontory Interfinancial Network, LLC | 0 | 0 | Sponsor Complimentary |
| Greg | Whipple | Sr. Account Executive | Clearwater Analytics | 0 | 0 | Sponsor Complimentary |
| Christine | Wilson | Operations Analyst | FTN Financial Main Street Advisors | 0 | 0 | Sponsor Complimentary |
| Diane | Woodring | President | Government Portfolio Advisors | 0 | 0 | Sponsor Complimentary |
| Peter | Yanez | Vice President | Multi-Bank Securities, Inc | 0 | 0 | Sponsor Complimentary |

2018 CMTA Sponsors & Exhibitors

Updated 2/14/18

| Company | Type | Amount |
|--|----------------------|-----------------|
| Government Portfolio Advisors | Exhibitor -Silver | \$3,000 |
| Multi-Bank Securities, Inc. | Exhibitor -Silver | \$3,000 |
| Bank of the West Government Banking | Exhibitor -Silver | \$3,000 |
| Chandler Asset Management | Exhibitor -Silver | \$3,000 |
| FTN Financial Capital Markets | Exhibitor - Platinum | \$3,000 |
| FTN Financial Main Street Advisors | Exhibitor - Platinum | \$3,000 |
| CAMP/California Asset Management Program | Exhibitor - Silver | \$3,000 |
| Stifel | Sponsor - Silver | \$2,500 |
| Clearwater Analytics | Exhibitor - Silver | \$3,000 |
| Raymond James | Exhibitor - Silver | \$3,000 |
| Public Trust Advisors | Exhibitor - Silver | \$3,000 |
| Fixed Income Academy | Exhibitor - Silver | Comp |
| Manufacturers Bank | Exhibitor - Platinum | \$6,000 |
| CalTRUST | Exhibitor - Silver | \$3,000 |
| Promontory Interfinancial Network | Exhibitor - Silver | \$3,000 |
| Incapital | Exhibitor - Silver | \$3,000 |
| | | \$47,500 |

2019 CMTA Annual Conference
April 17-19, 2019
Sheraton San Diego Hotel & Marina
1380 Harbor Island Drive
San Diego, CA 92101

Welcome Early Volunteers for the 2019 CMTA Conference:

- The 2019 Conference is at the Sheraton San Diego Hotel, Bay Tower which has excellent view of the bay or harbor no matter where your room is located
- The hotel is close to the airport and train terminal but parking is expensive if you drive ~\$29/Day but still cheaper than down town
- The meeting and exhibit hall are very close and self-contained
- We also have access to the Sheraton property to the just to the North/East that offers a potential 2nd evening venue overlooking the Marina and Hornblower Cruises dock (walking distance) and could host an optional harbor cruise.
- Alternatively, the 2nd Evening Venue could also be at the Costera Restaurant, Bar and barge moored just off the Costera property. understand is pricey though.

We should have an event them name soon as to we can start branding the conference and have brochures prior to the Oakland CMTA Conference

All ideas are welcome:

San Diego... Gateway to... Home of... Top Gun ;)

I don't have and real ideas thus far but some fun wiki "facts" about the Harbor are:

- San Diego is the oldest city on the west coast.
- It grew around the Mission San Diego de Alcala, founded by Father Junipero Serra in 1769
- San Diego Harbor had been discovered more than 200 years earlier, in September 1542, by Rodriquez Cabrillo
- Home to the USS Midway Museum (Visible but across the harbor from the hotel)
- Rich Navy History of Defending our Nation: <http://www.sandiegouniontribune.com/military/sdut-navy-fleet-chronology-history-bay-naval-base-2014jul04-story.html>
- Home to:
 - USS George Washington
 - USS Ronald Reagan
 - USS Boxer (LHD-4)
 - USS Essex (LHD-2)
 - USS America (LHA-6)
 - USS Makin Island (LHD-8)
 - USS New Orleans (LPD-18)
 - USS San Diego (LPD-22)
 - USS Anchorage (LPD-23)
 - USS Somerset (LPD-25)

<http://www.sheratonsandiegohotel.com/>

<https://www.google.com/maps/place/Sheraton+San+Diego+Hotel+and+Marina+Bay+Tower/@32.7305164,-117.2046408,16z/data=!4m5!3m4!1s0x80deab6b5450d32f:0x1ce323a053a4d86b!8m2!3d32.7256133!4d-117.2024649>

Dan Matusiewicz
City of Newport Beach

CMTA Membership Report

February 15, 2018

| Date | Agencies | | Commercial Associates | + | Alumni | + | Government Associates | = | Grand Total |
|------------------|------------|--|-----------------------|---|----------|---|-----------------------|---|-------------|
| 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 |
| 10/18/2016 | 261 | | 45 | | 3 | | 578 | | 626 |
| 12/15/2016 | 275 | | 50 | + | 3 | + | 594 | = | 647 |
| 1/25/2017 | 295 | | 51 | + | 3 | + | 626 | = | 680 |
| 2/16/2017 | 302 | | 53 | + | 3 | + | 649 | = | 705 |
| 6/30/2017 | 324 | | 78 | + | 3 | + | 686 | = | 767 |
| 8/1/2017 | 260 | | 44 | + | 0 | + | 517 | = | 561 |
| 9/21/2017 | 275 | | 45 | + | 0 | + | 548 | = | 593 |
| 12/21/2017 | 293 | | 51 | + | 0 | + | 583 | = | 634 |
| 1/25/2018 | 297 | | 54 | + | 0 | + | 593 | = | 647 |
| 2/15/2018 | 302 | | 55 | + | 0 | + | 616 | = | 671 |