



**Government Finance Officers Association of South Carolina  
2007 Fall Conference Agenda  
“A Call To Serve”**



Sunday, October 14, 2007			
Time	Topic/Session Idea	Speaker	Facilitator
11:00 AM – 1:00 PM	Past President’s Brunch	Carol Martin, GFOASC President	
2:00 PM – 7:30 PM	Registration ~ <i>Pre-Function Hall</i>		
	<b>General Sessions I &amp; II</b>		
3:00 – 3:50 PM	<b>GFOASC First Timers – Room 101</b> This session will give first timers information about the history of GFOASC and what it has to offer.	Jim Kirk Chuck Fallaw GFOA Board	Carol Martin
4:00 – 4:50 PM	<b>I’m Retired ; Now What – Room 101</b> This session will explore the opportunities that await newly retired employees Much information is provided before retirement concerning financial needs of retirees; however, very little is provided in the way of what to do with ones self once retired.	Sam Griswold Sandy Agee	Parker Boulware
6:00 – 7:00 PM	Dance Lessons – Line dancing and Shag ~ <i>Room 102</i>		
7:00 - 12:00 AM	Welcome Buffet Dinner/DJ Entertainment (8:00 pm - 12:00 am)- <i>Ballroom E</i>		
Monday, October 15, 2007			
7:00 AM	Registration ~ <i>Pre-Function Hall</i>		
7:30–8:30 AM	Continental Breakfast – <i>Ballroom E</i>		
8:00 AM–4:30 PM	<i>EXHIBIT HALL OPEN – Ballroom CD</i>		
8:30–8:50 AM	Welcome & President’s Remarks ~ <i>Ballroom AB</i> Welcome and Introduction to Horry County	Carol Martin GFOASC President The Honorable John Rhodes, Mayor of Myrtle Beach	Carol Martin

Notes:

**\*\* Badges Should Be Worn At All Functions \*\***

Monday, October 15, 2007 Continued			
Time	Topic/Session Idea	Speaker	Facilitator
	<b>General Sessions III, IV &amp; V</b>		
8:50–9:40 AM	<b>Keynote ~ “A Call to Serve” – <i>Ballroom AB</i></b>	The Honorable James Clyburn, Majority Whip US 110 <sup>th</sup> Congress	Viola R. Faust
9:40–10:00 AM	Break ~ Exhibit Hall - <i>Ballroom CD</i>		
10:00–10:50 AM	<b>Revenue and Expenditure Trends and the Pressure on the SC General Fund Budget – <i>Ballroom AB</i></b> This presentation will examine how state revenues fared during the recent state fiscal crisis of 2001-2004, with emphasis on practices that will leave the state vulnerable in the next recession	Ellen Saltzman Strom Thurmond Institute	Renee Rochester
10:50 AM–11:40 PM	<b>Stresses on the General Fund Budget – <i>Ballroom AB</i></b> This session will provide a legislative “behind the scenes” perspective on how things got the way they are and where they are likely to go.	Mike Shealy Senate Finance	Renee Rochester
11:40 AM–12:00 PM	Visit the exhibitors – Exhibit Hall - <i>Ballroom CD</i>		
12:00 PM–1:10 PM	<b>Lunch ~ <i>Ballroom E</i></b> Education Lottery Update	Ernie Passailaigue SC Education Lottery	Viola R. Faust
1:10 PM–2:10 PM	<b>Concurrent Sessions I</b>		
General 1	<b>SC Government Procurement Card – <i>Room 102</i></b> Bank of America and the State of South Carolina joined together to implement a successful purchasing card program in May of 1997. Come learn about recent updates and enhancements to this program.	Henry Siler Bank of America	Frances Derrick
Local 2	<b>Nat GFOA Recommended Best Practices on Investment Income <i>Room 103</i></b> Come learn about the GFOA Standing Committee on Cash Management and its work on recommending practices that assist governments in the areas of investing. These RP’s include collateralization of public deposits, diversification of investment portfolios, using local government investment pools, how to manage risk, as well as other helpful recommendations.	Sofia Anastopoulous GFOA National	Judy Hrinda, CPA
State 3	<b>Budget Update – <i>Ballroom AB</i></b> This session will focus on how the state ended the FY for 2006-07 and the Budget for FY 2007-08 including revenue adjustments and where the « New Money » was appropriated. The session will give a brief overview of what to expect for FY 2008-09 budget deliberations.	Harry Bell B&C Board Office of State Budget	Scott Ludlam, CGFO

Monday, October 15, 2007 Continued			
Time	Topic/Session Idea	Speaker	Facilitator
HE 4	<b>SACS Program – Room 101</b> This session will focus on the Compliance Certification of the SACS reaffirmation process. Emphasis will be placed on how to make this critical process a learning and improvement experience for the institution. The reaffirmation process can be a golden opportunity to self-evaluate what is working well for your college and what can be improved upon.	Teresa Smith USC at Sumter	Ron Rhames
General 5	<b>Interest rate Swaps Including Update on GASB Reporting - Room 104</b> This session will discuss the fundamentals of interest rate swaps and other financial derivatives and their applications in municipal finance. It will also discuss recent GASB initiatives concerning accounting disclosure.	E. Tyler Smith Haynsworth, Sinkler, Boyd Sponsored by Bank of New York	Gloria Breland
2:10 PM- 2:45 PM	Visit the Exhibitors – Vendor Social – <i>Ballroom CD</i>		
2:45 PM–3:45 PM	<b>Concurrent Sessions II</b>		
State 1	<b>SC.GOV: A Cost Effective Model for E-Government – Room 103</b> This session will discuss the e-government solutions offered to all governmental entities in the state, such as payment processing, content management system, an online shopping mall and much more. A self-funded model is utilized that does not require the use of appropriated funds. Come see how this model can work for you.	B M Cave, B&C Board Ken Oliphant, B&C Board	Carol Martin
HE 2	<b>ACG &amp; Smart Grant Implementation – Room 104</b> On Feb 8 2006, President Bush signed into law two new student grant programs. The session will be a round table discussion regarding the implementation issues faced by colleges & universities for these programs.	Steve Blake Cline, Brandt & Kochenower	Tim O'Dell
Local 3	<b>SAS 104 to 112 – Auditing Requirement Update – Room 101</b> What we are seeing with SASs 104-112 is portions of the Sarbanes-Oxley Act coming to private companies, not-for-profit organizations and government entities. This session will provide a brief synopsis of the SASs and a discussion on what their impact is on governments, including implementation issues.	Larry Finney Greene, Finney & Horton, LLP	Donna Sullivan
General 4	<b>The Art of Selling A Budget – Room AB</b> This is the first of a two-part presentation on selling a budget to policy makers and to the public. Part I will focus on the politics of the budgetary process and will provide a framework for preparing effective budget presentations. What factors determine who gets the new money? What are typical strategies used by departments and constituent groups in support of (or in opposition to) budget proposals? Actual examples will be presented.	Jim Kirk Georgia Institute of Technology	Jennifer Broughton
General 5	<b>How to Motivate Your Staff – Room 102</b> In today's business environment, it is increasingly easy for employees to become distracted and job performance to decline. Motivation can take on many forms and variable avenues of delivery. Come hear about some ways to engage your team.	Trish Springfield Carolina First	Juan Sims
3:45 PM- Until	Networking with Professionals		

Tuesday, October 16, 2007			
Time	Topic/Session Idea	Speaker	Facilitator
7:30-8:30 AM	Breakfast – <i>Ballroom E</i>		
8:00 AM-4:00 PM	<i>EXHIBIT HALL OPEN</i>		
7:45-8:45 AM	Registration/Member Services ~ <i>Pre-function</i>		
8:30-9:00 AM	Business Meeting and Elections Results ~ <i>Ballroom AB</i>	Carol Martin GFOASC President	Carol Martin
	<b>General Session VI</b>		
9:00- 9:50 AM	<b>Future Budget Projections and Property Taxes – <i>Ballroom AB</i></b>	Bill Gillespie SC State Chief Economist	Rodney Jenkins
9:50-10:10 AM	Break ~ Exhibit Hall - <i>Ballroom CD</i>		
10:10-11:10 AM	<b>Concurrent Sessions III</b>		
HE 1	<b>Evaluating Your Internal Controls – <i>Room 102</i></b>	Ellen Black, Horry-George- town Technical College	Terry Booth
State 2	<b>SCEIS Update – <i>Ballroom AB</i></b> This session will provide updated information regarding the implementation of the new state wide accounting system.	Chuck Fallaw, SCEIS Doug Cooper, SCEIS	Michael Thom
Local 3	<b>IRS/Payroll Issues – <i>Room 101</i></b> This presentation will deal with the current IRS program plan concerning the examination of government entities nationwide for employment tax, and related issues.	Clifford Brown Internal Revenue Service	Anelle Anderson
General 4	<b>Secret Service Roles and Current Trends in Identity Theft – <i>Room 103</i></b>	Brad Smith, US Secret Service	Cassandra Phibbs
General 5	<b>Personal Finance, Why is it important to you – <i>Room 104</i></b> This session will provide info on preparing your personal financial plans and retirement	Tom Clymer , Wachovia Rosemary Wright, Wachovia	Alarice Robinson
11:20 AM-12:20 PM	<b>Concurrent Sessions IV</b>		
Local 1	<b>Court System Audits – What you need to know – <i>Room 102</i></b> This session will discuss the impact of the enforcement actions on the Court System. If you are a Finance Director you need to know the financial liability for not properly managing or reporting court system or victims services revenue. You will hear about the top ten findings from the court system audits as well. Many of them are finance related.	Steve Blake Cline, Brandt & Kochenower	John Marcucci

**Tuesday, October 16, 2007**

<b>Time</b>	<b>Topic/Session Idea</b>	<b>Speaker</b>	<b>Facilitator</b>
State 2	<b>The Art of Selling A Budget – Part II – <i>Ballroom AB</i></b> This session will focus on how to make an effective case for new funding or for avoidance of budget reductions. The session will expand on effective strategies used in selling budgets that were noted in Part I. The speaker will emphasize the effective use of performance/workload data and the integration of program data into budget requests.	Jim Kirk Georgia Institute of Technology	Jennifer Broughton
General 3	<b>Managing Disaster Recovery ~ – <i>Room 104</i></b> Do you have plans to make payroll, meet critical payment deadlines, support disaster relief funding or access lost historical information? Join us to learn several ways others are preparing for these issues.	Paul Uher, Wachovia	Maisy Babbitt
General 4	<b>Benefits of Retirement Savings - <i>Room 103</i></b> This session will discuss the two tax deferred plans currently offered and other investment options that are available.	Kathy Diehl Deferred Compensation	Billy Martin
General 5	<b>Government Fraud: Are Your Defenses in Place? – <i>Room 101</i></b> This session will discuss fraud warning signs, common traits of fraud and proactive strategies to prevent or reduce fraud.	Don Mullinax Deloitte Financial Advisory Services, LLP	Anne Bunton
12:20 PM–1:30 PM	Lunch ~ <i>Ballroom E</i>		
1:30 PM–2:30 PM	<b>Concurrent Sessions V</b>		
State 1	<b>State Government Issues – <i>Ballroom AB</i></b> This session will provide information and updates from the State Auditor, Comptroller General and State Treasurer Offices.	Donald Thomas, Comptroller General’s Office Paul Jarvis, State Treasurer’s Office Rich Gilbert, State Auditor	Karen Wicker
Local 2	<b>Local Government Issues – <i>Room 101</i></b> This panel will discuss and provide information that is important to Local governmental entities.	Bill Pascucci, Amtec; Micheal Gallagher Ross Sinclair Frannie Heizer McNair Law	Dennis Locke
HE 3	<b>Higher Education Issues – <i>Room 102</i></b> This session will provide information and updates that are important to the Higher Education Sector of Government Finance.	Dennis Gribenas, York Technical College Gary Glenn, Commission on Higher Education Valarie Ramsey Tri-County Technical College John Smalls, SC State University	Ron Rhames

Tuesday, October 16, 2007 Continued			
Time	Topic/Session Idea	Speaker	Facilitator
General 4	<b>Private Placement Capital Raising Assets in Lieu of Public Offerings</b> <i>Room 104</i> This session will discuss possible advantages to governmental entities in financing medium term (5-20 year maturity) real estate, infrastructure and equipment asset transactions in the private versus public market.	Ann Fries Bank of America	Stacey Hamm
2:30 PM–3:00 PM	Break ~ Exhibit Hall - <i>Ballroom CD</i>		
3:00 PM–4:00 PM	<b>General Session VII</b>		
General 1	<b>Hydrogen and Fuel Cells: A replacement for Textile Industry in South Carolina</b> - <i>Ballroom AB</i> This session will cover the opportunity in the next generation energy. It will provide a discussion of how South Carolina could become a leader in next generation energy, replacing hydrocarbons, using the assets of Savannah River National Laboratory, USC, Clemson and others. South Carolina is at the forefront of the Hydrogen and fuel cell movement.	Larry Wilson Palmetto Institute	Donald Thomas
6:00 PM	Reception ~ <i>Ballroom E</i>		
7:00 PM–12:00 AM	Banquet/Speaker/Entertainment With DJ ~ <i>Ballroom E</i>	Jesse Washington SC Human Affairs Commission	Viola R. Faust
Wednesday, October 17, 2007			
Time	Topic	Speaker	Facilitator
8:00–9:00 AM	Continental Breakfast - <i>Ballroom D</i>		
	<b>General Sessions VIII, IX &amp; X</b>		
9:00–9:50 AM	<b>South Carolina Economy</b> - <i>Ballroom AB</i>	Professor Doug Woodward Darla Moore School of Business, USC	Viola R. Faust
9:50–10:40 AM	<b>National GFOA's Position and Strategies With Regard to GASB</b> <i>Ballroom AB</i> This session will discuss the recent positions taken by GASB and the SEC in regards to the reporting project known as Service Efforts and Accomplishments. The future of GASB will also be discussed.	Ken Rust GFOA National	Viola R. Faust
10:40–11:00 AM	Break ~ <i>The Hall of Fame</i>		
11:00–11:50 PM	<b>Customer Service</b> - <i>Ballroom AB</i>	Quentin Chavis DHEC	Marcia Medway
12:00 PM	Adjourn		