

EHLERS and
MASA Present...



What's Trending in School Finance

#Ehlers School Finance Seminar

April 15, 2016

Sheraton Minneapolis West Hotel
12201 Ridgedale Drive
Minnetonka, Minnesota 55305

#Groundbreaking

#NerdHeaven

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#AmortizingFun

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What's Trending in School Finance

#Ehlers School Finance Seminar

A One-day Seminar for Superintendents, School Business Officials and School Board Members

We at Ehlers are not really mavens of social media. But we have always been a-twitter about school finance. This year's seminar will provide you with a lot of timely information about Minnesota school finance, and might even give you good fodder for your twitter feeds.

Choose your experience. For most of the sessions, participants will be able to choose between two concurrent sessions. Our conference is paperless with an online password access to the materials from all of the day's sessions. In lieu of the binder of printed materials that we have provided in previous years, we will provide a booklet that includes limited information on the seminar and each presentation.

SPONSOR:

Ehlers is an independent public finance advisory firm with offices in Roseville, Minnesota; Waukesha, Wisconsin; Chicago, Illinois; and Denver, Colorado. Ehlers assists Minnesota school districts with the issuance of bonds and many other financial consulting services.

IN COOPERATION WITH:

- Minnesota Association of School Administrators (MASA)
- Minnesota Management and Budget
- thoughtexchange.com
- Burnsville-Eagan-Savage ISD 191
- Albany Area Schools
- Malloy Montague Karnowski Radosevich & Co., P.A. (MMKR)
- Association of Metropolitan School Districts (AMSD)
- Minnesota Rural Education Association (MREA)



AGENDA • Friday, April 15, 2016

8:00 a.m.	Registration and Continental Breakfast
8:30 a.m.	Welcome and Logistics – Joel Sutter, Education Team Principal, Ehlers
	#FunWithRegs – What Every Municipal Issuer Needs to Know About Federal Regulation of the Municipal Markets In 2014, Ehlers President Steve Apfelbacher was appointed as one of three municipal advisors to serve on the twenty-one member Municipal Securities Rulemaking Board (MSRB). The MSRB writes the rules for the issuance of municipal securities. Steve will provide his unique insights into federal efforts to regulate the municipal finance market and upcoming federal initiatives. Presenter: Steve Apfelbacher, Ehlers President
9:00 a.m.	GENERAL SESSION I – #Instagram
	#MNEconomy – Minnesota’s Economic Outlook Minnesota’s economic outlook depends on a number of things, including the health of the U.S. economy, global economic growth, the characteristics of Minnesota’s labor market, and the State’s financial condition. In this session, State Economist Ms. Laura Kalambokidis will present the information you need to assess how Minnesota is doing and to understand the opportunities and challenges that lie ahead. Presenter: Laura Kalambokidis, Minnesota State Economist
10:00 a.m.	Break
10:15 a.m.	BREAKOUT SESSION 1 (Choose One) – #Twitter
	#TrustBuilding – Building Trust to Help Pass Ballot Initiatives and Lead Change thoughtexchange provides group insight software and services that allow communities to have meaningful and productive online conversations. The simple, open ended process ensures everyone can contribute, everyone considers other perspectives and important ideas emerge. Through the process, districts are able to build buy-in and support for district initiatives. The speaker will engage you with a group insight activity you can take back to your district and will show us some patent pending data visualizations that will give you a new way to think about community engagement. Presenters: Joe Baker, Vice President Business Development, and Kevin Skelcher, Vice President Sales; thoughtexchange.com
	#OnaBudget – Long Term Budget Projections Ehlers staff will discuss the importance of long term financial planning and demonstrate the effectiveness of a long term budget projection model as a critical tool in achieving financial stability. The key to effective financial management is the ability to test the impact of various revenue and expense scenarios on the next year’s and subsequent years’ general fund budget. It promotes budget management discipline by helping the school board and administration see the long-term impacts of decisions made today and is particularly effective for discouraging unsustainable practices, such as using fund balances to finance operating expenditures. Presenters: Jodie Zesbaugh and Jeff Seeley, Ehlers

11:15 a.m. BREAKOUT SESSION 2 (Choose One) – #Snapchat

#ReferendumSuccess – Case Studies of Two Successful Bond Referendums

The success rate for school bond referendums in Minnesota has increased in recent years, but not every district is successful, and we can all learn from the successes of other districts. We have invited superintendents of two school districts which held successful bond referendums in 2015 to talk about what they did to plan a referendum that addressed district needs and would be supported by their voters, and to communicate information effectively to district residents. The Burnsville-Eagan-Savage District passed a referendum on February 24, 2015 that included authorization for \$65 million in bonds and a \$2.5 million annual capital project levy. Both questions passed with 63% yes votes. The Albany Area Schools passed a referendum on August 11, 2015 that authorized \$33 million in bonds, with 82% yes votes.

Moderator: Joel Sutter, Ehlers

Presenters: Joe Gothard, Superintendent, Burnsville-Eagan-Savage ISD 191, Greg Johnson, Superintendent, Albany Area Schools

#LTFMRmania – How I Learned to Stop Worrying and Love Long Term Facilities Maintenance Revenue

At this point, everyone has heard of, and tried to get a grasp of, the new Long Term Facilities Maintenance Revenue program. This new revenue provides significant additional revenue to many districts which did not qualify for the old “big district” Alternative Facilities Program. However, this has resulted in significant changes for all districts in the procedures for obtaining State approval and receiving the revenue. Beneficial new options and financing mechanisms are now available to fund these capital projects. This presentation will discuss the types of projects that can be funded, little known facts about the program, as well as some creative ways that districts are using the program.

Presenters: Gary Olsen and Greg Crowe, Ehlers

12:15 p.m. LUNCH – #Tumblr

1:15 p.m. BREAKOUT SESSION 3 (Choose One) – #Pinterest

#YouAuditKnow – Changes to the Federal Single Audit Standards

The purpose of this session is to inform attendees of the new single audit standards in the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance). The new Uniform Guidance is effective with June 30, 2016 year-ends. This session will cover the new compliance requirements, how auditees can identify them, and what auditors are required to test. We will also discuss auditee responsibilities for internal control over compliance, elements of COSO, and auditor responsibilities for understanding and testing internal control over compliance. We will lastly discuss tips for auditees to get ready for the new single audit standards.

Presenter: Jim Eichten, CPA, Malloy, Montague, Karnowski Radosevich & Co., P.A.

#BondingLessons – Bond Referendums Trends and Lessons

After several years of relatively little activity, school building projects have made a remarkable comeback in Minnesota. In 2015, there were 41 successful bond referendums for Minnesota school districts, with a total of \$1.73 billion in bonds approved. This eclipsed the previous records set in 2014, with 37 bond referendums approved and \$855 million in bonds authorized. Since Ehlers has been on the front lines of most of these efforts (29 of the successful bond referendums in 2015, and a total of 96 over the past five years), we have learned some valuable lessons in the process. Joel and Andrea will cover several topics related to bond and capital project referendums, including:

- Trends over time in bond referendums, and factors we believe have contributed to these trends;
- Examples of financing and communication strategies we have helped our clients develop;
- Lessons we have learned from our clients about factors that contribute to successful referendums;
- Potential legislative changes that could affect future bond referendums in both positive and negative ways.

Presenters: Joel Sutter and Andrea Uhl, Ehlers

2:15 p.m.

GENERAL SESSION II – #Reddit

#BackAtIt – Legislative Update

The legislature is in session, again! If you've wondered why the rules keep changing on you, it's because they keep changing them on you! This General Session closes the seminar with an informative update on the current legislative session by Scott Croonquist of AMSD and Sam Walseth of MREA.

Presenters: Scott Croonquist, Association of Metropolitan School Districts and Sam Walseth, Minnesota Rural Education Association

3:00 p.m.

#Snackerdoodles – Join us for coffee and cookies. Speakers will be available for questions and consultation.



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REGISTRATION

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Registrations must be received by April 8, 2016. You may REGISTER ONLINE now, or complete the interactive form below. After completing this form, you may print the registration page and fax to (651) 697-8555, or mail to Ehlers, ATTN: Betsy Knoche, 3060 Centre Pointe Drive, Roseville, MN 55113.

Registration Fee: \$95 – Online access (paperless). The day includes continental breakfast, lunch and breaks. Please make checks payable to **Ehlers**.

Continuing Education Credits: Request for pre-approval of continuing education credits (clock hours) has been made with the Minnesota Board of School Administrators.

Cancellation Policy: Registration fee is fully refundable for cancellations made prior to 4:00 p.m. on Friday, April 8, 2016. A refund of 50% will be given for any cancellation made between 4:00 p.m. on April 8, 2016 and 4:00 p.m. on April 12, 2016. There will be no refund for a cancellation made after April 12, 2016. The seminar may be cancelled at the sponsor's discretion. Full refunds will be made should the seminar be cancelled.

For more information, contact Betsy Knoche at 651-697-8537 or bknoche@ehlers-inc.com

For planning purposes, please indicate which program you are interested in attending (select one topic per session):

NAME: _____

TITLE: _____

ORGANIZATION: _____

ADDRESS: _____

CITY/STATE: _____ ZIP: _____

PHONE: _____

FAX: _____

E-MAIL ADDRESS: _____

Special accommodations needed? If yes, please specify:

- | | |
|---------------------------|---|
| BREAKOUT SESSION 1 | <input type="checkbox"/> Building Trust to Help Pass Ballot Initiatives and Lead Change |
| | <input type="checkbox"/> Long Term Budget Projections |
| BREAKOUT SESSION 2 | <input type="checkbox"/> Case Studies of Two Successful Bond Referendums |
| | <input type="checkbox"/> Long Term Facilities Maintenance Revenue |
| BREAKOUT SESSION 3 | <input type="checkbox"/> Changes to the Federal Single Audit Standards |
| | <input type="checkbox"/> Bond Referendums Trends and Lessons |

Please complete registration form and send to:

EHLERS 2016 SCHOOL FINANCE SEMINAR

3060 Centre Pointe Drive
Roseville, Minnesota 55113-1122
Phone: (651) 697-8500 • Fax: (651) 697-8555

**REGISTER ONLINE BY
CLICKING HERE**