

PLAYBILL

School Finance Theatre presents...

EHLERS *The Musical!*

School Finance Seminar

April 5, 2019

Sheraton Minneapolis West Hotel
12201 Ridgedale Dr.
Minnetonka, MN 55305

“...the most action-packed, high-energy seminar
on-or off-Broadway this season!”



School Finance Theatre presents...

EHLERS

The Musical!

Welcome to Ehlers' Annual School Finance Seminar. Just as Broadway brings out the very best from stage and screen to tell us compelling stories through song and dance, Ehlers unites the best in school finance professionals to help us all build strong and vibrant communities.

Register NOW! The lights are about to dim.... Get ready to take your seat and join us for the most action-packed, high-energy seminar...on or off Broadway.... this season!

FRIDAY, APRIL 5, 2019

Keynote Address: Leveraging Labor Market Information for Decision-Making with Tim O'Neill	
Creating Safer Schools for Students & Staff	Hot Topic Medley
4 Steps to Passing a Successful Referendum	How to Make the Best Use of your Ehlers Municipal Advisor
Accounting and Auditing Update	Managing Funds During Building Projects
Legislative Update with Roger Aronson	

Sponsored in concert with:

Minnesota Association of School Administrators (MASA)

Minnesota Department of Employment and Economic Development

Bloomington Public Schools

DehlerPR

Malloy Montague Karnowski Radosevich, & Co., P.A. (MMKR)



Proudly Produced by: Ehlers, Leaders in Public Finance

Choose Your Experience

For most of the sessions, participants will be able to choose between two concurrent sessions. Our conference is paperless with online access to the materials for the day's sessions on our website at www.ehlers-inc.com/school-finance-seminar/. We will provide a booklet that includes limited information on the seminar and each presentation.



Act I

7:30-8:15 a.m.

Registration and
Continental Breakfast

8:15-8:45 a.m.

"Be Our Guest"

*Jeff Eaton and Steve Apfelbacher, Presidents
and Greg Crowe, Education Team Principal, Ehlers*



Act II

8:45-9:45 a.m.

GENERAL SESSION I

"Precision and Order" – Leveraging Labor Market Information for Decision-Making

Tim O'Neill, MN Dept. of Employment and Economic Development

Do you hear the data sing? Singing the song of recent trends?

Wishing you were somehow informed again? Wishing labor market

information was near? Well open your eyes, draw back the curtain, to

see for certain, what you thought you knew. For Minnesota is heading

into uncharted territory. Record low unemployment, record high

vacancies, an aging population, slowing labor force growth, increasing

diversity, and all that jazz. This presentation highlights how these

trends might affect future programming and financial decisions in K-12

schools. Because when you're a trend, you're a trend all the way. And

while the Minnesota Department of Employment and Economic Development doesn't have 525,600 labor market tools, you're bound to find the one that you want. Don't throw away your shot to defy the gravity of current labor market conditions.



TIM O'NEILL

9:45-10:00 a.m.

Short Intermission



Act III

★ Act III: Scene 1 ★

10:00-10:55 a.m.

CHOOSE ONE

“Something’s Coming” – Creating Safer Schools for Students & Staff

Rick Kaufman, Bloomington Public Schools

Threats to school safety make it vital that schools and districts have current plans to prevent, respond to, and recover from emergencies. In the wake of tragic school incidents in Minnesota and across the U.S., we are faced with the challenges of ensuring our students and staff are safe, and schools more secure. This session provides an overview of current best practices to improve school safety and security, and options for funding these projects.

“Razzle Dazzle” – Hot Topic Medley

Jeff Seeley and Matthew Hammer, Ehlers

New or just new to you? Many districts are utilizing various revenue sources available to them without going to the voters for those projects that may resonate with voters, like parking lots and roofs. This session will fill you in on how to hit the right cords with Long Term Facilities Maintenance Revenue and Abatement Bonds. And to hit the high notes, we aren’t forgetting about your annual operating budget, so our last verse will cover the need-to-knows about your operating referendum. Tune up your vocal chords and guitars as we belt out Ehlers’ version of Hot Topic Medley!

★ Act III: Scene 2 ★

11:00-11:55 a.m.

CHOOSE ONE

“Follow the Yellow Brick Road” – 4 Steps to Passing a Successful Referendum

Jeff Dehler, DehlerPR

Whether your school district has 500, 5,000, or 25,000 students, follow these steps to greatly improve your chances at referendum success. Our experience in assisting districts across the state has taught us many lessons. During this breakout, we share what we’ve learned so public education thrives in Minnesota. Case studies include Pierz and Inver Grove Heights, MN.

“All I Ask of You” – How to Make the Best Use of your Ehlers Municipal Advisor

Jodie Zesbaugh, Barbie Doyle, and Joel Sutter, Ehlers

Are you unsure about when you should call your municipal advisor to get started on planning a bond issue, to brainstorm options to solve a problem, or just to ask a question you are struggling to answer? Let’s talk about it! Join our panel of advisors to discuss debt planning milestones, review the services we provide, and give you some examples of great questions our clients have asked us. We will have time throughout the session to take burning questions from the audience.

12:00-12:55 p.m.

“It Couldn’t Please Me More” Lunch



★ Act III: Scene 3 ★

1:00-1:55 p.m.

CHOOSE ONE



“Money, Money, Money” – Accounting and Auditing Update

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

This session includes updates on changes that are occurring in the Accounting and Auditing standards specific to Minnesota School Districts. The topics covered in this session include changes to audit independence rules, Governmental Accounting Standards Board (GASB) Statements, and Minnesota Department of Education rules. This session also provides information on the impact the changes in GASB Statements are having on Minnesota School Districts reporting of student activity accounts and how these changes might impact your individual District.

“This Money is Yours” – Managing Funds During Building Projects

Shelby McQuay, Stephen Broden, and Ryan Miles, Ehlers

From the interest earned on debt service funds to ensuring tax compliance through arbitrage calculations, there are many critical components to managing your funds effectively during a building project. This presentation highlights the key points in a typical building project timeline, so you can gauge where your money needs to be...and when.



Act IV

★ Act IV: Final Scene ★

2:00-3:00 p.m.

GENERAL SESSION II

“The Room Where It Happens” – Legislative Update

Roger Aronson, Lobbyist and Legal Counsel

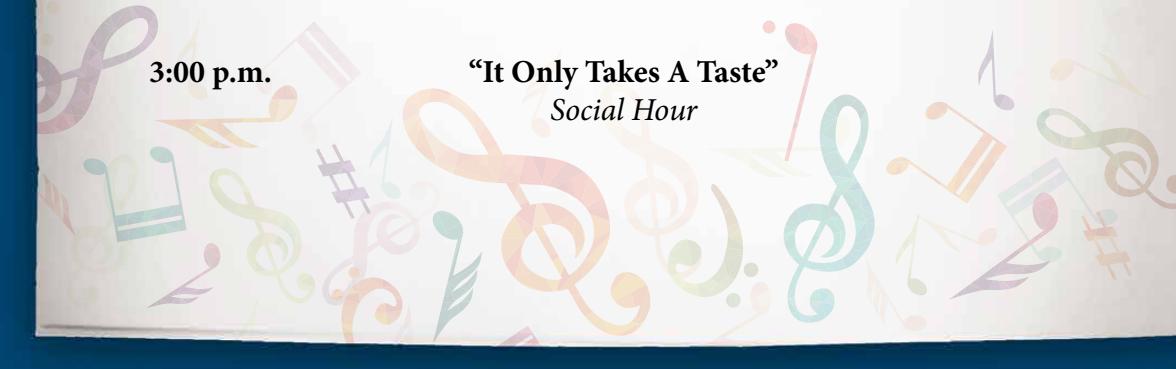
Roger Aronson, a noted attorney who specializes in education policy and law shares his insights and perspective on the current Minnesota legislative session, and how it may impact schools.



ROGER ARONSON

3:00 p.m.

“It Only Takes A Taste” Social Hour



Registration

Registrations must be received by March 29, 2019. 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: Roxy Berning, 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 Monday, March 25, 2019. A refund of 50% will be given for any cancellation made between 4:00 p.m. on March 25, 2019 and 4:00 p.m. on March 29, 2019. There will be no refund for a cancellation made after March 29, 2019. The seminar may be cancelled at the sponsor's discretion. Full refunds will be made should the seminar be cancelled.

For more information, please contact Roxy Berning at 651-697-8584 or rberning@ehlers-inc.com

I am registering for the Ehlers School Finance Seminar (\$95)

NAME: _____

ORGANIZATION: _____

ADDRESS: _____

CITY/STATE: _____ ZIP: _____

PHONE: _____ FAX: _____

E-MAIL ADDRESS: _____

Special accommodations needed? If yes, please specify:

Please indicate below which program you are interested in attending. You may only select one topic per session:

FRIDAY, APRIL 5, 2019		
10:00-10:55 a.m.	<input type="radio"/> Creating Safer Schools for Students & Staff	<input type="radio"/> Hot Topic Medley
11:00-11:55 a.m.	<input type="radio"/> 4 Steps to Passing a Successful Referendum	<input type="radio"/> How to Make the Best Use of your Ehlers Municipal Advisor
1:00-1:55 p.m.	<input type="radio"/> Accounting and Auditing Update	<input type="radio"/> Managing Funds During Building Projects



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About Ehlers:

A pioneer and regional leader in municipal advisory services since 1955, Ehlers helps clients build strong, vibrant and sustainable communities by delivering independent, fully-integrated guidance across all areas of public finance. Our services include financial management planning, debt issuance and management, economic development and redevelopment, investments and treasury management, and arbitrage consulting. We work with more than 1,500 local governments, schools, and public agencies across five states, placing our clients' needs and best interests at the center of everything we do.

SPONSORED IN CONCERT WITH:

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- Bloomington Public Schools
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