



# SAN DIEGO COUNTY TREASURER-TAX COLLECTOR INVESTMENT SEMINAR

Marina Village Conference Center  
1936 Quivira Way, Bayview Room  
San Diego, California 92109  
February 9-10, 2012

This intermediate investing seminar is designed to provide local public officials and their financial staff members the opportunity to gain knowledge in the following subject areas:

- ◆ Developing & Managing Your Cash Flow
- ◆ Credit Exposure & Risk Mitigation
- ◆ Investing Your Bond Proceeds



## AGENDA

THURSDAY, FEBRUARY 9

7:45 **Registration**

8:15 **Welcome**

**Dan McAllister**  
Treasurer-Tax Collector  
County of San Diego

8:30 **Trends in Real Estate**

**Speaker:**  
**Heidi Russell**  
Director, Financial Services  
DataQuick

9:30 **Developing & Managing Your Cash Flow**

This session will cover the fundamentals of forecasting and understanding your day-to-day, monthly and annual cash needs. Matching cash needs to investment maturities as the basis for an investment program will also be addressed.

**Moderator:**  
**Ron Little**  
Chief Financial Office  
San Diego Unified School District

**Speaker:**  
**Victor E. Ume-Ukeje (invited)**  
Managing Director  
Piper Jaffray Inc.

**Lauren Warrem**  
Dept Director of Finance  
SANDAG

10:30 **Break**

10:45 **Credit Exposure & Risk Mitigation**

Given the heightened concern regarding market credit, this session will explore tools to assist participants with monitoring and evaluating credit exposure and mitigated risk in your portfolio.

**Moderator:**  
**Rob Castetter**  
Chief Investment Officer  
Treasurer-Tax Collector

**Speaker:**  
**William Blackwell**  
Senior Vice President  
Citigroup

**Leslie Spencer**  
Senior Managing Consultant  
PFM

11:45 **Lunch- Key note Speaker**

**Jim Paulsen, Ph.D. (invited)**  
Chief Investment Strategist  
Wells Capital Management

12:15 **Investing of Bond Proceeds**

The Session will cover a general outline of the California Government Code sections relevant to the investment of bond proceeds, including identification of investable funds and tax treatment of investment earnings. The discussion will also detail the types of permitted investments and experts will provide recommendations on which securities to purchase in the current market environment.

**Speaker:**  
**Ron Davis**  
Senior Vice President  
First Southwest

**Lakshmit Kommi**  
Director, Debt Management  
City of San Diego

2:00 **Conclude**

FRIDAY, FEBRUARY 10

## CASH HANDLING WORKSHOP

MARINA VILLAGE CONFERENCE CENTER  
1936 Quivira Way, Bayview Room  
San Diego, CA 92109

7:30 am - 8:00 am **Registration**

8:00 am - 12:00 pm **Cash Handling Workshop**

The San Diego County Treasurers Office is pleased to host the Association of Public Treasurers' Cash Handling Workshop. This workshop, offered through the Public Treasury Institute, is designed to train finance and treasury officials, cash supervisors and handlers in proper cash handling techniques. Each participant will receive cash handling training instructions, the APT Cash Handling Certificate of Completion and a copy of the APT Model Cash Handling Manual.

### ABOUT THE TRAINER

Anthony Francisco, CPFA, has taught cash handling training courses to treasurers and cash handling staff for more than 10 years. He is the main author of the APT Cash Handling Manual and certification course and currently chairs the APT Cash Handling Committee. Anthony has served as Finance Director for the City of Norman, OK since 1996 where he oversees the City's budget, accounting, treasury, management information systems, debt administration, investment, printing services, utility customer service, payroll and purchasing functions.

## REGISTRATION

Please make checks or money orders payable to:  
San Diego County Symposium Fund and send to:

Investment Seminar  
Attn: Alejandra Lopez  
San Diego County Treasurer-Tax Collector  
1600 Pacific Highway, Room 102  
San Diego, CA 92101-2477

Be sure to include this completed registration form with your payment. Seating is limited. Complete one form per participant.

You may also register at:  
[www.sdtreastax.com](http://www.sdtreastax.com)  
or complete this form and fax to: 619.557.4093

For further information, contact:  
Alejandra Lopez at 619.531.5222

I will be attending:  Public Sector Investing Symposium (\$25)  Cash Handling Workshop (\$100)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Agency: \_\_\_\_\_

Street: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_