

# Collaborate

WE'RE BETTER TOGETHER



MUNICIPAL FINANCE  
OFFICERS' ASSOCIATION  
OF ONTARIO

Municipal Finance Officers' Association of Ontario  
**ANNUAL CONFERENCE AND AGM**  
September 19-21, 2018

## CONFERENCE HIGHLIGHTS

- Memorable Keynote Speakers
- Leading Edge Case Studies
- Industry Experts
- Invaluable Networking
- ...and much more!

## MESSAGE FROM OUR PRESIDENT

Dear Colleagues,

On behalf of the MFOA Board of Directors, I am excited to extend an invitation to you to attend our 2018 Annual Conference at the Sheraton-on-the-Falls hotel in iconic Niagara Falls. This year's theme is "COLLABORATE: We're Better Together!" In that spirit, I hope you and your fellow municipal finance colleagues will join us at this year's conference!

Over the years I've attended many MFOA conferences and each year I walk away with new information, valuable training and new connections with fellow finance professionals and service industry partners. This network has proven invaluable throughout my career.

Whether you're a longtime member of the sector or new to municipal finance, attending this year's MFOA Annual Conference will be sure to re-energize or ignite your affinity for the valuable work you do every day in your municipality.



This year's conference is highlighted by two notable keynote speakers: Gord Hume, one of Canada's leading voices on strengthening local government and Meg Soper, an engaging motivational humourist that draws on her years of nursing and stand-up comedy experience. Not only will you learn and grow from listening to these speakers and the many other presenters, we also hope you will be entertained in the process.

MFOA strives to be your primary source for key matters affecting the municipal finance profession. I encourage you to step away from your desk and join us for a dedicated time of learning, networking and fun.

We're better together!

A handwritten signature in black ink.

Sandra Zwiers  
President  
MFOA

### — 2017 Delegate Feedback —

"Networking with other professionals from small municipalities for information sharing is terrific. It is a welcoming atmosphere."

– Michelle F., Township of Pelee

"I have attended a number of years and have never been disappointed. I really think it is the most valuable conference for Treasurers."

– Kelly W., Township of North Frontenac

"Well organized, informative conference material, knowledgeable session presenters and relevant guest speakers."

– David O., City of Hamilton

"Great sessions which provided relevant information on current issues we are facing in the municipal finance world."

– Michael S., Town of Collingwood



## KEYNOTE PRESENTATIONS



**Opening Keynote Speaker – Gord Hume, One of Canada's Leading Proponents of Creating Great Cities**

### SMARTER CITIES

Making smarter decisions, utilizing new technology, intelligent infrastructure investments, new municipal revenue opportunities and seeking a more muscular municipal clout: Effective local government of tomorrow will be different from the past—or even today.

Join keynote speaker Gord Hume as he explores the future of our cities and how you will utilize Artificial Intelligence and Data analytics, develop more Resilient Cities, require strong leadership, and other key elements needed to build robust cities that can compete in the global economy.

"This is not a time for the weak and meek in city halls," says Hume.

This will be a challenging and provocative keynote for our MFOA conference.



**Closing Keynote Speaker – Meg Soper, Motivational Humourist Speaker**

This light hearted, high energy and interactive presentation sheds a humorous light on some of the stresses we face in our lives. It will demonstrate how shifting our perspective and living with balance will help us build resilience. There is an emphasis on how we create our own positive environment by how we communicate with ourselves and the people we live and work with. We can be mindful of using both sides of our brain. This presentation also celebrates the generational diversity of our teams and the fact that we are better together. This presentation will entertain and inspire while leaving participants with some tangible strategies to bolster their sense of resilience!



## TUESDAY, SEPTEMBER 18, 2018

**Tuesday Workshop @ 1:00 - 4:00 pm - 3.0 CPD hours**  
**Maximize your Annual Conference Investment by attending our Tuesday Workshop**

### MFOA Investment Workshop

Join us for a half day session and learn all about the new broader investment powers for Ontario municipalities. You will learn about the legislative changes that expand investment powers. In addition, you will hear from staff of the City of Toronto who are currently working with these broader powers and have prepared for two years for the new regime. Finally, you will be told what ONE Investment is doing to enable access to these new powers for all municipalities.

#### Speakers:

**Ministry of Municipal Affairs** - TBC

**Joe Farag** - Acting Chief Financial Officer,  
City of Toronto

**Dan Cowin** - Executive Director, MFOA

### Mobile Microsite

We've gone mobile! Bring your conference experience to a new level. See more, do more, and get more value out of the conference — right from your mobile (tablet or computer) device. Access the conference schedule, download presentations, connect with delegates and exhibitors, and much more...!



**PLUS** — Get in the Game! Earn points by competing in our second annual 'In It To Win It' mobile site contest for your chance to WIN great prizes!

Go to [www.mfoa.on.ca/ac](http://www.mfoa.on.ca/ac)

*"Individual commitment to a group effort — that is what makes a team work, a company work, a society work, a civilisation work."*

– Vince Lombardi



## WEDNESDAY, SEPTEMBER 19, 2018

### Workshops & Updates Session @ 9:00 - 12:00 pm & 1:00 - 4:00 pm

#### **Workshop: Asset Management Plans - Municipal Service Delivery under the New Regulation - 3.0 CPD hours**

Ontario new Asset Management Regulation (O.Reg 588/17) sets out the requirements for undertaking asset management planning to help municipalities better understand their infrastructure needs and inform sustainable investment decisions. While the new asset management plan requirements are being phased-in over a six year period, it is recommended that municipalities begin work immediately to meet the required timelines. This session will explore the new legislative requirements and the related implications on service delivery for both large and small municipalities.

#### **Speakers:**

**Craig Binning** - Partner, Hemson Consulting Ltd.

**Andrew Mirabella** - Senior Consultant, Hemson Consulting Ltd.

## EXHIBITOR TRADESHOW

### **Opening Networking Reception and Exhibitor Tradeshow**

The Networking Reception and Exhibitors Showcase will be held in the Great Room AB Tradeshow area. Meet the Sponsors and Exhibitors that make this event possible and learn about the latest products and services from the industry's top names, all while enjoying a variety of hors d'oeuvres and drinks.

### **Hospitality Suite: Sponsored by Hemson Consulting Ltd.**

#### **Updates Session - 3.0 CPD hours**

Once again MFOA has put together a session where you can hear the latest and greatest updates pertaining to the topics of significant interest to municipal finance officers. We will provide updates on key changes that occurred in 2018, as well as current developments and what's coming down the pipe in the near future. Don't miss this one-stop session for your sector-relevant updates!

1. Gas Tax Update, AMO
2. Ministry of Municipal Affairs Update - TBC
3. PSAB Update, BDO LLP.
4. And more!

#### **NEW! Collaboration Discussion**

Collaborate, discuss and ask questions with your colleagues.



### **Exhibitor Tradeshow Hours**

**Wednesday:** 12:00 pm - 5:00 pm  
7:00 pm - 9:00 pm

**Thursday:** 8:00 am - 3:00 pm



**THURSDAY, SEPTEMBER 20, 2018**

#### **Conference At A Glance**

- Exhibitor's Trade Show
- Opening Keynote Speaker
- MFOA's Annual General Meeting
- Discussion Forums
- One Investment Program — Wine & Cheese
- New Professionals Network — Networking Social
- Gala Cocktail Reception
- AMO's — What's Next?
- MFOA's Awards Dinner & Entertainment
- After-Party! Sponsored by Watson & Associates



#### **THE BEST OF THE SECOND CITY**

The Best of the Second City show features some of the best sketches, songs and improvisations of their fifty-eight year history performed by The Second City Touring Company. From the company that launched the careers of Tina Fey, Stephen Colbert, Steve Carell and more, comes the next generation of the comedy world's best and brightest performing hilarious sketch comedy and The Second City's trademark improvisation.

***The Second City***  
**WORKS**

*"Coming together is a beginning, staying together is progress, and working together is success."*

- Henry Ford



## DISCUSSION FORUMS & CONCURRENT SESSIONS

**THURSDAY, SEPTEMBER 20, 2018**

### Discussion Forums - What Keeps You Up At Night?

Collaborate, discuss and engage in meaningful discourse with other similar-sized municipalities. Ask questions, share information and discuss issues affecting your municipality. This is an informal discussion forum designed to benefit you.

**Discussion Forums: 11:25 AM – 12:15 PM 0.75 CPD hours**

**Forum 1:** Population 1 – 10,000

**Forum 2:** Population 10,001 – 100,000

**Forum 3:** Population 100,000+

**Concurrent Sessions: 1:30 PM – 2:30 PM 1.0 CPD hours**

● **Session A:** PSAB - A Deep Dive in to Financial Instruments

● **Session B:** Waterloo's Long Term Financial Plan Model

● ● **Session C:** LTFP: Municipal Sustainability - a small municipal perspective

● **Session D:** Stormwater Charge

**Concurrent Sessions: 3:00 PM – 4:00 PM 1.0 CPD hours**

● ● **Session E:** Multi-Year Budgeting - Large municipality case study

● ● **Session F:** Thinking Two Steps Ahead: Multi-Year Budgeting in Small Municipalities - A Case Study

● **Session G:** Electronic Payment Security & PCI Compliance

● ● ● **Session H:** Sharing And Collaboration – Its How the Ontario Public Buyers Association Serves You



Visit [mfoa.on.ca/acd](http://mfoa.on.ca/acd) to view the most up to date session abstracts and speaker bios

**MFOA has identified 6 learning themes to help you target your learning needs.**

- Accounting, Auditing, Financial Reporting
- Budgeting, Revenue Sources
- Long Term Financial Planning, Asset Management
- Performance Management/ Measurement
- Risk Management
- Strategic Management/ Leadership

### DISCUSSION FORUM



#### HELP US, HELP YOU.

Weigh in on the topics you want to talk about. [CLICK HERE](#) to submit a specific question, topic or issue you wish to cover.



## FRIDAY, SEPTEMBER 21, 2018

### Conference At A Glance

- Economic Update - 0.75 CPD hours
- Closing Keynote Speaker

#### Concurrent Sessions: 9:15 AM – 10:15 AM 1.0 CPD hours

● ● **Session I:** Getting Prepared for the Future of Finance

● ● **Session J:** Tax Sale Changes / The Tax Sale Forum

● ● ● **Session K:** MPAC - Enhancing our Municipal Partnerships

● **Session L:** AMCTO - Presenting Financial Information to Non-Financial People

#### Concurrent Sessions: 10:45 AM – 11:45 AM 1.0 CPD hours

● ● **Session M:** GST/HST Compliance Issues and the CRA Audit Landscape

● **Session N:** Understanding and Managing Municipal Risk

● ● ● **Session O:** Small Community Challenges with Building Asset Management Data and Plan

● ● **Session P:** Mitigating Assessment Losses

Visit [mfoa.on.ca/acd](http://mfoa.on.ca/acd) to view the most up to date session abstracts and speaker bio's

The 2018 Annual Conference qualifies for up to 16 hours of CPD credits! (certificate available upon request)



*“Alone we can do so little; together we can do so much.”*

- Helen Keller



## REGISTRATION

Registration will take place outside **Great Room AB** at Sheraton on the Falls  
Wednesday, September 19 at 8:00 AM – 9:00 AM **AND** 4:00 PM – 5:00 PM  
Thursday, September 20 at 7:30 AM – 8:30 AM

PRICE FREEZE!	Register by July 31, 2018 and receive your <b>EARLY BIRD</b> <b>MEMBER DISCOUNT</b>	MFOA MEMBERS	NON MEMBERS
<b>NEW! Package 1</b> Two Day Conference + Two Half-Day Wednesday Workshops + One Half-Day Tuesday Workshop	<b>\$1,100 + HST BEST VALUE!</b>	\$1,150.00 + HST	\$1,545.00 + HST
<b>Package 2</b> Two Day Conference + Two Half-Day Wednesday Workshops	\$950.00 + HST	\$1,000.00 + HST	\$1,395.00 + HST
<b>Package 3</b> Two Day Conference + One Half-Day Workshop	\$925.00 + HST	\$975.00 + HST	\$1,200.00 + HST
<b>Package 4</b> Two Day Conference	\$725.00 + HST	\$775.00 + HST	\$925.00 + HST
<b>NEW! Package 5</b> Live Stream Two Day Conference Individual 2-5 people = 20% discount per person 6-9 people = 25% discount per person 10 + people = 30% discount per person	\$650.00 + HST	\$675.00 + HST	\$825.00 + HST
<b>COMPANION</b> Wednesday Opening Networking Reception	n/a	\$65.00 + HST	\$65.00 + HST
<b>COMPANION</b> Gala Dinner & Entertainment	n/a	\$145.00 + HST	\$145.00 + HST
<b>COMPANION</b> Breakfast & Lunch (Per day)	n/a	\$85.00 + HST	\$85.00 + HST

### REGISTRATION FEE

(MFOA HST Registration No. R122766876)

Registration fees include all business sessions for the two-day conference, opening reception Wednesday evening, breakfast, lunch and Gala Dinner and entertainment on Thursday; breakfast and lunch on Friday. Separate charges apply for hotel accommodations.



## HOW TO REGISTER

### REGISTER ONLINE

**MFOA Members** can register with a valid username, password and credit card (VISA or MasterCard only).

**Non Members** can register by first creating a profile online, then proceed through the registration process.

Please make your concurrent selections when registering, as spaces fill quickly!

If you have any questions, please contact our Office Administrator Julie Turcsanyi at 416-362-9001 x 224 or [office@mfoa.on.ca](mailto:office@mfoa.on.ca)



**NEW!** MFOA is once again pleased to offer our Live Stream option this year. Attend virtually from your desk!

### ACCOMMODATION

This year the conference will be held at the beautiful Sheraton on the Falls Hotel in Niagara Falls. Conference registration does not include accommodation. MFOA has secured preferred rates at Sheraton on the Falls hotel starting from \$145.00 +HST. Please reserve by **Friday, August 17** to ensure rate availability. Hotel rooms fill up quickly, so book early!



### TWO WAYS TO RESERVE ACCOMMODATION

1. Call the reservations line at 1-800-519-9911 (toll free) and clearly state that you are part of the MFOA Annual Conference and identify yourself as a delegate.
2. [CLICK HERE](#) to book online

### PRE-CONFERENCE EXTENDED STAY HOTEL: SPECIAL OFFER

Sheraton on the Falls is pleased to extend to you this special delegate rate two days prior to the conference! Starting at \$145 per night valid for stays on Monday, September 17 and Tuesday, September 18.

### ACCESSIBILITY

At Sheraton on the Falls, the entire facility is completely accessible, including the garage to the meeting space, either by ramp or elevator. There are two wheelchair accessible hotel rooms. Please contact [abigail@mfoa.on.ca](mailto:abigail@mfoa.on.ca) should you require any assistance to this matter before the conference.

## SCAM ALERT

Please note in past years we have had non-accredited organizations contacting individuals regarding the MFOA Conference. These companies may offer to help book your guest rooms for our conference at a discounted rate. MFOA is not affiliated with any of these groups. Please do not provide them your personal information or credit card details. MFOA has arranged room blocks directly with Sheraton on the Falls Hotel. You can book your room using the online link provided above or contacting the reservation line directly.



## DIRECTIONS AND TRANSPORTATION

### ADDRESS

5875 Falls Avenue, Niagara Falls,  
Ontario L2G 3K7

### PARKING

The parking garage is located behind the Crowne Plaza. Upon check in, you will be given a parking voucher that allows for the discounted self-parking rate of \$14.50 (plus taxes) per day, with in/out privileges.

Discount also applies to non-hotel guests. Request your parking voucher at the hotel check-in desk.

### TRANSPORTATION

**Niagara Airbus** - discounted busing from Toronto Pearson and other nearby airports. To make an online reservation, go to [www.niagaraairbus.com](http://www.niagaraairbus.com) and use Conference Code **515** at the beginning of the booking page under **Conference Code**. Your discount will automatically be calculated. You can also call **905-374-8111** or email [airsales@niagaraairbus.com](mailto:airsales@niagaraairbus.com). Be sure to provide the code to reservation staff.

**Rate:** Per person for Pearson Airport is \$90 +HST round trip or \$65 +HST one way

### DIRECTIONS

#### Toronto

Take 401 to Highway 403 south to the Queen Elizabeth Way (QEWF). From south Toronto, take the Gardiner Expressway to the Queen Elizabeth Way (QEWF). Follow Q.E.W. Niagara to Hwy. 420 into Niagara Falls. Take 420 East to Falls Avenue.

#### Lester B. Pearson International

Airport - Toronto  
Take Highway 401 West to Highway 403 West to QEWF (Queen Elizabeth Way)/Hamilton. Continue to Niagara. From QEWF take Highway 420 (Falls/Bridge to USA) through three traffic lights. Proceed to Falls Avenue.

#### London

Highway 401 east to Highway 403 east, to the Queen Elizabeth Way (QEWF). Follow Q.E.W. Niagara to Hwy. 420 into Niagara Falls. Take 420 East to Falls Avenue.

#### Ottawa

Highway 417 (southwest) to Highway 16 to the south. Follow Highway 16 to Highway 401 west. Take the 401 to Highway 403 south which connects to the Queen Elizabeth Way (QEWF). Follow Q.E.W. Niagara to Hwy. 420 into Niagara Falls. Take 420 East to Falls Avenue.

### LOCATION HIGHLIGHTS

#### Free Time Activities

Check out all that Niagara Falls has to offer!

<http://niagarafallstourism.com>

#### Niagara Falls Adventure Pass



Discover the Ultimate Falls Experience. You'll save 25% on top Niagara attractions.

Visit: <http://niagaraparks.com/conf>

Promo code: 'MFOA'