

August 2003

President's Message

Zane Johnston, Finance & Administrative Services Director, City of Tracy
"Good Times Never Last"

Things have been pretty good for the City of Tracy during the past decade. Tracy is one of the fastest growing cities in the State and construction activity has been a windfall to the local economy. In some years revenues were much better than expected including tax income. But we knew that construction activity is volatile and we played our cards very conservatively resisting making long-term commitments with one time revenue or a boon in taxes.

We also knew that we needed to improve our savings. During the recession years of the early 1990's we lived pretty close to edge. We had just a 5% General Fund reserve and this was not enough to avoid budget cutting, including some layoffs, in 1991. So when good times returned, we committed a good chunk of new resources to building reserves. Today, we are at about 50% positioning ourselves for some pretty tough years that lay just ahead.

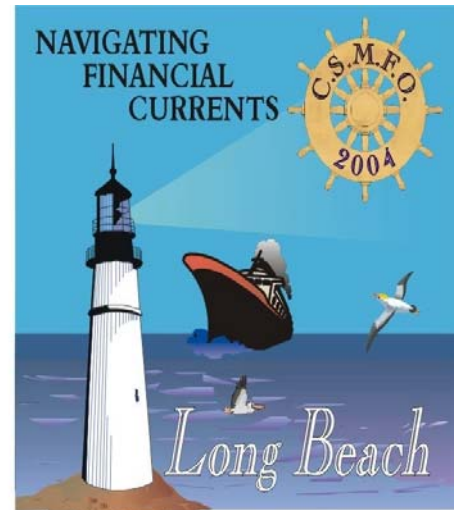
What did the State of California do during this same time? It spent lavishly on new programs and also increased its cost of doing business. Politicians were running around boasting of all the good things they were doing. Funny, a lot of them never boasted about building financial security. That's because they never consider adding to the State's reserves to be a priority.

So here we are today. The State faces a \$38 billion budget shortfall and it looks to cities to help solve the problem. But this problem was created all by actions of the State. True, the Governor and the

Legislature can't control the nation's economy or that of the world. But they can be responsible for creating a hostile business climate that drives jobs out of California.

It's also true that the State doesn't have a lot of control over the amount of money coming into the treasury. If sales tax is down statewide, the State takes a hit. If people aren't making as much money, they pay less State income taxes. I don't blame the people in Sacramento for this. It's not what they do in the bad times that has me concerned, it's what they did in the good times. They do have control over managing resources during boom times in order to save for the inevitable.

(Continued on page 8)



Where else can you find sharks, magicians, and "flip-flops?" No, you're not in the State Capitol; you are at the 2004 CSMFO Conference.

(Continued on page 5)

What's inside...

President's Message	1	<i>The MiniNews is your newsletter! Take advantage of our monthly publication by sharing with us your ideas. CSMFO is always seeking input from all members on topics in any department section. Don't forget to visit the website at www.csmfo.org for the latest news!</i>
2004 Annual Conference Save the Date	1	
Chapter Corner	2	
CSMFO Chapter Chairs List	3	
First Budget Award Submission this Year	3	
Intermediate Governmental Accounting Training	4	
Government Performance Reporting Demonstration Project	4	
Outstanding Financial Reporting Program Underway	5	
Attention: City Finance Directors and Treasurers	5	
Mark Your Calendars	5	
Tap Resources to Advance Your Career	6	
Up the Ladder	6	
Professional Services Directory	8	

Attachments: Budget Applications and Instructions, CAFR Application at www.csmfo.org



California Society of Municipal Finance Officers

Officers and Directors

President Zane Johnston, Tracy
President-Elect Anita Lawrence, Camarillo
Past President Barbara Underwood, Vista
Secretary/ Frances Medema, League
Treasurer of California Cities

Directors

Bret Plumlee, El Segundo
 Mark Alvarado, Monrovia
 Robert Locke, Mountain View
 Janet Salvetti, Stockton
 Karen Brust, San Diego County
 Water Authority
 Jim McAdler, Windsor

Special District Liaison

Eldon Boone, Vista Irrigation District

Committees

Administration

Gary Hill, Lancaster
 Pam Ehler, Brentwood
 Bob Biery, Westlake Village

Annual Seminar

Bradley Grant, Merced
 Richard Averett, San Carlos
 Dennis Danner, Newport Beach

Budgeting & Management Reporting

David Cain, City of Chino
 Susan Halligan, Lathrop
 Agnes Walker, Costa Mesa
 Ivand Chand, Riverside Transportation
 Commission
 Joan Michaels, King City

Career Development

Carolyn Dominguez, San Luis Obispo
 Lisa Hildabrand, Carlsbad
 Viki Copeland, Hermosa Beach
 Ronnie Campbell, Lakewood
 Mary Bradley, Sunnyvale

Debt, Benefits and Treasury

Les Tyler, Elk Grove
 Pauline Marx, Emeryville
 Barbara Hennessy, Long Beach

Intergovernmental Relations

Gary Nordquist, Fontana
 Tracey Hause, Arcadia
 Bob Torrez, Long Beach

Professional & Technical Standards

Bret Plumlee, El Segundo
 Bill Thomas, Petaluma
 Judy Lancaster, Chino Hills
 Derek Hanway, Burbank

Technology

Josh Betta, South Pasadena
 Julia James, Malibu
 Bill Statler, San Luis Obispo

Scholarship Program

Debra Ryan, Half Moon Bay
 Candis Hong, Thousand Oaks

Chapter Corner: San Diego County

Carol Swindell, Financial Services Director, City of Oceanside

The San Diego Chapter includes members from 18 cities, many special districts and a number of organizations that provide services to local government. Our monthly chapter meetings are held jointly with the local California Municipal Treasurers Association (CMTA), providing a beneficial opportunity for networking and information sharing. Our luncheon meetings include a featured speaker each month.

Over the past year, the San Diego Chapter has heard presentations on a variety of interesting and helpful topics; including credit risk analysis, capital budgeting, investment strategies in low interest rate environments, and municipal bond ratings. At one of our more heavily attended meetings, CALPERS actuaries discussed their projections and options for financing increased retirement costs. The actuaries also met with individual members after the meeting to answer questions about their own accounts. Our traditional January meeting featured an economic forecast for the upcoming year.

One of our most popular annual luncheons is the June presentation by Gregory J. Smith, the San Diego County Assessor/Recorder/County Clerk. Mr. Smith has a uniquely entertaining delivery as he presents the assessed valuation reports for the year and discusses market trends. Mr. Smith also shared with us some of his lesser-known duties, including performing Weddings on the Web.

Mr. Smith reported that the average increase in assessed value for San Diego County this year was 9.84%, which reflects a continued strong demand for housing coupled with a limited supply. In addition, low interest rates increased the average buyer's mortgage capacity. New construction continues to add fuel to the county economy. The total assessed value in San Diego County increased to over \$255 billion, up \$22.8 billion from the previous year. The largest increase was in San Marcos, up 17.01%, and the lowest was National City, at 5.92%.

In July, our chapter heard from the County's recently elected Treasurer-Tax Collector, Dan McAllister, who discussed some of the challenges and opportunities his office faces. Mr. McAllister was elected in November 2002 and took office in December of 2002. As Tax Collector, he is responsible for collecting \$2.6 billion dollars in property taxes each year. As Treasurer, he is responsible for managing the investment pool of \$3.7 billion dollars, assuring that the funds are wisely invested and safeguarded for the school districts and cities in San Diego County. Mr. McAllister also serves on the Board of the San Diego County Employees Retirement Association, and is currently the Board Chair. The Retirement Association manages an investment pool of approximately \$4 billion dollars held in trust for the benefit of retired San Diego County employees.

With summer upon us, the San Diego Chapter is taking a break for the month of August to enjoy the annual California Municipal Treasurer's Association (CMTA) sponsored "Day at the Races." The event takes place on August 7, 2003 at the Del Mar Race Track and includes a barbeque luncheon on the infield and an afternoon of fun and fellowship with CSMFO and CMTA members, families and friends.

If you are interested in joining the mailing list for the San Diego Chapter, contact Carol Swindell at 300 N. Coast Highway, Oceanside, CA 92054, or e-mail cswindell@ci.oceanside.ca.us.

City of Campbell—First Budget Award Submission this Year

David Cain, CSMFO Budget Committee Chair

Ivan Chand, Susan Halligan, & Agnes Walker, Budget Committee Vice-Chairs

Joan Michaels, Senior Advisor

FIRST BUDGET AWARDS SUBMITTALS

Each year the Budget Committee receives close to 150 documents for review from cities and special districts. This year the City of Campbell is officially the winner of the annual race to see who is the first to turn in their budget document for consideration in the annual budget awards program. Their operating budget was received on July 7, 2003. Close on Campbell's heels was the City of Monterey Park. Congratulations!

SUBMIT YOUR BUDGET EARLY

Applications for the 2003-04 Budget Awards Program are now available on the CSMFO website.

We encourage all cities and special districts to submit their budget early. The "Early Bird Special" for budgets received by the CSMFO office on or before August 30th is only \$25. The Committee encourages members to submit early, as that not only gives you a price break, but also helps with the review process. Getting your budgets in early helps the reviewers spread out their work load giving everyone a chance to complete their year end close and finish their agencies annual financial reports without the rush of budget reviews.

Reminder on Prior Year Comments: If your agency received prior years comments, especially critical comments, for a budget submitted last year, remember to complete the "Responses to Prior Year" section of the award application form by providing a specific response to each comment provided by each reviewer.

VOLUNTEER REVIEWERS STILL NEEDED!

Thanks to those of you who have volunteered as budget reviewers for this upcoming year. If you would like to volunteer as a budget reviewer, (even if you do not submit a budget) please complete the reviewers' questionnaire that is available in electronic format at www.csmfo.org and send it to David Cain at dcain@cityofchino.org or fax it to (909) 591-0020.

If you have any specific questions about the awards program, please contact David Cain, City of Chino at (909) 464-8340 or via e-mail dcain@cityofchino.org or Joan Michaels, King City (831) 386-5918 or via e-mail jmichaels@kingcity.com.

CSMFO Chapter Chairs

Chapter Assistant - Tawni Escudero, League of California Cities 916/658-8210 or tescudero@cacities.org

Chapter	Chairperson	Telephone	Email Address
Central Coast	Lynda Snodgrass	805/473-5432	lsnodgrass@arroyogrande.org
Central Los Angeles	Robert S. Ridley	562/801-4395	bridley@pico-rivera.org
Central Valley	Vacant		
Channel Counties	Christine Cohen	805/654-3151	christine.cohen@mail.co.ventura.ca.us
Coachella Valley	Jenny Barnes	760/770-0321	jbarnes@cathedralcity.gov
Desert Mountain	Kevin Smith	760/240-7000	ksmith@applevalley.org
East Bay (S.F.)	Mary Dodge	925/671-3182	maryd@ci.concord.ca.us
Imperial County	Vacant		
Inland Empire	Bernie Simon	909/487-7340	bscra2@netscape.net
Monterey Bay	Marc Pimentel	831/646-3947	pimentel@ci.monterey.ca.us
North Coast	Greg Rogers	707/431-3184	grogers@ci.healdsburg.ca.us
Northeast Counties	Steve Strong	530/225-4087	sstrong@ci.redding.ca.us
Northwest Counties	Carolynn Thomas	707/441-4114	cjthomas@eurekaweb.com
Orange County	Darren Hernandez	562/905-9730	darren_hernandez@lahabracity.com
Peninsula	Thomas Fil	650/595-7435	tfil@ci.belmont.ca.us
Sacramento Valley	Susan Mahoney	916/725-2448	smahoney@ci.citrus-heights.ca.us
San Diego County	Carol Swindell	760/435-3839	cswindell@ci.oceanside.ca.us
San Gabriel Valley	Josh Betta	626/403-7250	jbetta@ci.south-pasadena.ca.us
San Gabriel Valley	Tracey Hause	626/574-5400	thause@ci.arcadia.ca.us
South Bay	Jag Pathirana	310/970-7927	jpathirana@earthlink.net
South San Joaquin	Sandra Montoya	559/713-4423	smontoya@ci.visalia.ca.us

Intermediate Governmental Accounting Training

Jesse Takahashi, City of Campbell

Upcoming Intermediate Government Accounting classes will be held at the following locations on the dates indicated:

- City of Monrovia
August 12
- City of San Ramon
September 11
- City of Davis
October 14
- City of Yucaipa
November 6
- City of Escondido
January (exact date TBD)

The class will be one day and is appropriate for individuals that have some accounting background, but may be new to the government sector or someone that has recently assumed responsibility for financial accounting and reporting. The class will also benefit anyone interested in brushing up on basic government accounting skills. This class will assume GASB 34 compliance although it is not meant to address these issues specifically.

The cost will be \$125 per participant and will include all materials, lunch and refreshments.

Space may be limited to 40 participants, so register soon. Registration flyers for Monrovia, San Ramon and Davis may be downloaded by visiting the CSMFO website at www.csmfo.org and clicking on the link for Intermediate training under "Upcoming Events." A course outline is also available to view. If you don't have access to the website, please call Menka Singh at 949-221-0025 for registration information.

Government Performance Reporting Demonstration Project

With support from the Alfred P. Sloan Foundation, the National Center for Civic Innovation is launching the Government Performance Reporting Demonstration Project. The aim of this three-year initiative is to encourage local and state governments to apply the criteria specified in the Governmental Accounting Standards Board's (GASB) Special Report, Performance Reporting: Suggested Criteria for Effective Communication. Consult www.seagov.org for a full description of the criteria and a copy of the report.

To encourage a wide range of participation, approximately 30 governments will be awarded grants of about \$30,000 to assist them in preparing two annual reports on performance using some or all of the GASB Suggested Criteria. Preference will be given to jurisdictions that will meet all or a large number of the GASB Suggested Criteria. Grant recipients will be expected to communicate performance data to their constituents, and assess the influence and effectiveness of their reports.

Grants will be awarded on a staggered basis after applications are received and reviewed by a selection panel comprised of individuals with expert knowledge or experience with citizen-based government performance measures. Selection will begin in the summer of 2003 with the aim of making all awards by December 31, 2003.

Grants will provide important recognition to the state and local governments that are selected, identifying them as innovators and trailblazers in performance measurement. GASB SEA staff will be available to grantees to provide expert technical assistance. All grant recipients will have access to reports, information on best practices, lessons learned and other developments through special e-mail lists and web communications.

WHO IS ELIGIBLE

Any U.S. state or general-purpose local government may apply, and some special-purpose entities, such as school districts, transportation authorities and regional water or sewer districts or authorities, may be considered. Only those who have had some prior experience collecting and reporting performance data, at least for internal purposes, will be considered. They must agree to:

- Prepare and promulgate at least two annual performance reports during the next three years, applying some or all of the Suggested Criteria;
- Release their annual performance reports to their constituents within six months of the end of their fiscal year;
- Modify the second year report based on feedback from citizens and other users of the first year report;
- Submit brief quarterly progress reports that can be shared with other grantees;
- Submit a brief final report describing what was learned from the process; recommendations to others who want to experiment with performance reporting; an assessment of the Suggested Criteria, including the extent to which they were found to be helpful in preparing a performance report that communicates to citizens, and how, if at all, the criteria should be modified; a description of how citizens were involved in the process and an evaluation of this involvement; and whether the government intends to continue preparing performance reports for its citizens and why or why not.
- Serve as a resource for other governments that want to initiate or improve their performance reporting.

FOR MORE INFORMATION

Consult our website at www.nationalcenterforcivicinnovation.org. Or email your name, jurisdiction, address and other pertinent information to gpr@nationalcenterforcivicinnovation.org.

Outstanding Financial Reporting Program Underway for Fiscal Year 2002-03 Comprehensive Annual Financial Reports

Bret M. Plumlee, Director of Administrative Services, City of El Segundo

The Fiscal Year 2002-2003 Financial Reporting Awards Program is commencing. Last year, there were 163 cities that participated in this program. This is an excellent opportunity to submit your Comprehensive Annual Financial Report (CAFR) to the program and be recognized for your dedication to financial management. It is also an opportunity to have your report reviewed by your peers in order to receive valuable expertise and feedback. This program relates to the City program and other entities are encouraged to contact Rainey Selamat of the Special District's program:

Rainey Selamat, Finance Mgr.
Olivenhain Muni Water District
1966 Olivenhain Road
Encinitas, CA 92024
(760) 753-6466
rselamat@olivenhain.com

There is a minimal fee of \$35.00 to apply.

For your convenience, the revised application is attached to this newsletter. Electronic copies are available on the CSMFO website at www.csmfo.org. In order to participate in this program, please be sure to complete the application and provide six (6) copies each of your application, CAFR, and if applicable, your prior year's comments

with your responses. **Please make your \$35 application fee payable to CSMFO.**

All of this information must be post marked without exception no later than December 10, 2003 and mailed to the names and addresses below. Please note that the CSMFO Board has approved an extension to December 31, 2003 for those cities implementing GASB 34 for the first time. Requests must be emailed or mailed prior to the December 10 deadline to Bret Plumlee. Also, each city that is granted an extension must agree to provide at least one CAFR reviewer.

If the name of your city starts with the letters A-H, please send your CAFRs to:
Bret Plumlee, City of El Segundo
350 Main Street
El Segundo, CA 90245
(310) 524-2314
bplumlee@elsegundo.org

If the name of your city starts with the letters I-Q, please send your CAFRs to:
William Thomas, City of Petaluma
P.O. Box 61
Petaluma, CA 94953-0061
(707) 778-4352
bthomas@ci.petaluma.ca.us

If the name of your city starts with the letters R-Z, please send your CAFRs to:

Judy Lancaster, City of Chino Hills
2001 Grand Avenue
Chino Hills, CA 91709
(909) 364-2642
jlancaster@chinohills.org

With the increased participation, we need additional CAFR reviewers. Please consider sharing a few hours of your time by participating as a reviewer. You are our greatest resource. If you are interested in volunteering your services, please contact Bill or Judy Lancaster.

We need your participation in both submitting and reviewing CAFR's in order to achieve success this year with the program. If you have any questions regarding the program, please do not hesitate to call Bret, Bill or Judy. We are looking forward to another exciting year! Good luck and thanks in advance for your support.

Save The Date: CSMFO Annual Conference

(continued from page 1)

Don't miss the 2004 CSMFO Conference at the Long Beach Convention & Entertainment Center where you will enjoy the comforts of the Hyatt Regency, the excitement of Downtown Long Beach, the fun of shark lagoon at the Aquarium of the Pacific, and of course a little magic show.

So mark your calendars and save the date from February 28th through March 2nd, 2004 and come join us for the 2004 CSMFO Conference.

Attention: City Finance Directors and Treasurers

The League of California Cities has a listserve dedicated to city fiscal officers. City officials will receive action alert bulletins and the latest information on League projects and programs. Finance directors and treasurers may also use the list to share information or conduct inquiries that may be of interest only to city fiscal officers. If you wish to be added to the list, please send an email request to Frances Medema at medemaf@cacities.org.

Mark Your Calendars

Intermediate Gov't Acctg.

September 11, 2003
San Ramon, California

October 14, 2003
Davis, California

(Please find registration forms on our website at www.csmfo.org)

Calif. Public Finance Officers
September 22, 2003

LAIF Conference
September 25, 2003

Please visit www.csmfo.org

Tap Resources to Advance Your Career 24/7

Karen Brust, CSMFO Coaching Program Advisor
Don Maruska, Coaching Program Coordinator

Now you and your staff can dial in at anytime to hear practical guidance to help you do your job and enjoy your career. This year the CSMFO Coaching Program adopted an audio podium service to record and archive the telephone coaching panel discussions.

We want as many CSMFO members as possible to benefit from the Coaching Program. With everyone so busy and getting busier, members tend to cut their professional development short. So, here's an easy-to-use technology to serve you better.

All you need to do is select the session you want to hear and dial in the number for your choice. There are no extra charges beyond the standard cost for calling the number. To access the service, dial 405-244-4000 and enter the 3-digit box number in brackets:

- Career Paths for Finance Professionals [244]
- Top 10 Ways to Advance Your Career [296]
- Seasons of the Fiscal Year (key activities and approaches) [240]
- Best Practices for Finance Directors [294]
- How to Interview for and Get a FD Position [297]
- Communicating with Council and Handling Politics [241]
- How to Avoid the Crazy Little Mistakes that Can Ruin Your Career [295]
- Legacy Leadership—How to Leave Your Mark without a Stain [298]

A total of 134 players participated on the panel calls this year. (Some participated on more than one call.) This is a more than a 100% increase in participation compared to last year. The combination of more panel offerings and no registration hassles are making this coaching an attractive opportunity for CSMFO members. With the additional option of recorded sessions, CSMFO is getting an even greater return on its investment of time and effort.

Participants like the panel format: "It's great to get several different perspectives." "I like getting acquainted with leaders in the field whom I otherwise wouldn't have met." "It helps to have other players ask questions that I might not think of or would feel uneasy about asking."

Twelve senior members of the profession served as volunteer coaches on the this year's panels—Irwin Bornstein, Mary Bradley, Karen Brust, Dennis Danner, Mike Dennis, John deRussy, Jay Goldstone, Derek Hanway, Bob Leland, Ken Nordhoff, Gary Nordquist, and Bob Torrez. They enjoyed them too: "These calls prompt me to think about my own career and see it from a different perspective." "I'm learning too." "I feel good about giving back to the profession, and the Coaching Program makes it easy to do."

Members can access notes from the sessions by clicking on the "Coaching Corner" tab on the home page of the CSMFO web site www.csmfo.org. You also can download and complete a brief questionnaire and receive a confidential, twenty-page management style analysis report. Or, you can find out how to get matched up one-to-one with a volunteer coach who shares your interests or is nearby geographically. In addition, the site offers guidance on managing your priorities, delegating, and maintaining personal balance.

With the new options in the Coaching Program, you can get advice in person or listen to and read about panel discussions in the privacy of your office or at home. Make your career development a priority and take action today.

The Coaching Program aspires to reach even more CSMFO members and to be of increasing value to you. If you'd like more details or have suggestions about how the Coaching Program can serve you better, please call Karen Brust at (858) 522-6671 (email: kbrust@sdewa.org) or Don Maruska at 805-772-4667 (e-mail at don@donmaruska.com). We want to hear from you.

Up the Ladder

ACCOUNTING MANAGER – City of Santa Barbara, CA. Salary: \$79,341 - \$95,209. City paid PERS 2% @ 55 and excellent benefits. Division head in the Finance Department supervising 9 employees. Directs and controls accounting functions, including general ledger, payroll, accounts payable, utility and misc. billings, fixed assets, grants, audit, and financial reporting. CPA and government experience preferred. Contact Human Resources at (805) 564-5316 for a job announcement and an application. Apply by: Friday, August 29, 2003. www.ci.santa-barbara.ca.us/jobs.htm

FINANCE & ADMINISTRATION MANAGER - West Basin & Central Basin Municipal Water Districts. Salary: \$98,000 to \$129,000. Contact: Arlene Berman (310) 660-6228 Fax: (310) 217-8430 Website: hr@wcbwater.org Deadline: 9-12-03 West Basin and Central Basin Municipal Water Districts are California Special Districts that provide potable and recycled water to local water departments serving 42 southern Los Angeles County cities. The two Districts maintain common offices and share staff. This is a Sr. Management position that reports to the General Manager and oversees accounting, financial reporting, budget development and administration, capital management, contract administration, bond funding, debt management, investments, purchasing, risk management, and building maintenance in a department of 12 employees. Desired qualifications include considerable experience in finance and accounting with at least five years of management and supervisory experience in public finance; Bachelor's degree in finance or related field; Master's degree or CPA preferred. Excellent benefit package including 3% at 60 PERS, fully paid family medical coverage and generous reimbursement of medical, dental, vision, and hearing expenses. Submit resume, three work references, and current salary information to: Human Resources, West Basin & Central Basin Municipal Water Districts, 17140 S. Avalon Blvd., Ste. 210, Carson, CA 90746.

Up the Ladder

FINANCE ADMINISTRATOR - Coachella Valley Mosquito and Vector Control District. Salary: \$4,479 - \$5,444 per month DOQ. Contact: 760-342-8287. Website: www.cvmvcd.org. Deadline: Open until filled. Bachelors Degree in Acctg or rel fld, Masters Degree pref. Req 3 yrs of work exp in governmental and/or financial mgmt or a rel fld. Call 760-342-8287 for the required app.

SENIOR ACCOUNTANT - City of Irvine, CA. Salary: \$51,210-72,466/yr. + Generous City-paid benefits. The City of Irvine seeks an experienced individual to work in the Administrative Services Department as a Senior Accountant. The primary purpose of the Senior Accountant is to perform advanced/complex professional accounting work which includes financial transaction recording and reporting, preparing financial reports and analysis and monitoring the budgetary expenditures for a variety of governmental funds. The ideal candidate will possess a Bachelor's degree in accounting or a related field, and three years of government accounting experience, or any combination of education and experience that provides equivalent knowledge, skills, and abilities. Call (949) 724-6201 to obtain application materials. Apply by 5:00 p.m. Friday, August 8, 2003. Visit our web site at www.ci.irvine.ca.us for additional information

REVENUE MANAGER - City of Los Angeles, CA Salary: \$98,971 - \$122,962. Req. four-year degree in accounting, finance, business administration, public administration, or related, and a min. of five-years experience in revenue management, incl. three-years of experience supervising professional employees engaged in billing/collection activities CPA and/or MBA are preferable. Visit website for full recruitment profile www.lacity.org/PER. Contact: Charlette Rodgers Starkey, Executive Recruitment. Send resume, cover letter and application supplements to: 700 E. Temple St, Rm 100, Los Angeles, CA 90012, (213) 847-9262 (fax), cstarkey@per.lacity.org. Deadline: August 22, 2003

PRINCIPAL ACCOUNTANT - Orange County Sanitation District, Fountain Valley, CA - (Salary starts at \$71,501). This individual will perform advanced level professional accounting duties & maintain a variety of accounts, general ledgers & financial records. Other responsibilities will include overseeing the payroll operations, assisting

in the preparation of the CAFR and preparing the State Controller's Report. Bachelor's degree preferred with major coursework in finance, accounting, business administration, or related field and five years increasingly responsible accounting or financial management experience. CPA certification and experience with J.D. Edwards OneWorld financial information system is preferred. The Orange County Sanitation District is a governmental agency responsible for wastewater quality control for Metropolitan Orange County and protection of the marine environment off its coastline. Please visit our website at www.ocsd.com for instructions on how to apply.

SENIOR AUDITOR AND CONTROLLER MANAGER, PAYROLL AND TRAVEL ACCOUNTING - County of San Diego. Salary: \$66,560-\$131,000 Position Description: Incumbents report to the Chief Financial Officer/Auditor and Controller, Assistant Chief Financial Officer or Deputy Controller and have significant responsibility for planning, organizing, and directing major accounting programs or divisions. Contact: Jessica Bryden, Department of Human Resources, 619-531-5118 Application Information/Deadline: Submit Resume Submittal Form and resume; open until filled.

ASSISTANT CHIEF FINANCE OFFICER - County of San Diego. Salary: \$87,360-\$140,000 Position Description: The position reports to the County Chief Financial Officer/Auditor and Controller and is responsible for directing the day-to-day operations and strategic planning for the Auditor and Controller Department, which has an annual operating budget of approximately \$27.9 million and employs 290 accountants, auditors, computer systems analysts, and administrative, fiscal, and clerical personnel. Contact: Jessica Bryden, Department of Human Resources, 619-531-5118 Application Information/Deadline: Submit Resume Submittal Form and resume by August 15, 2003

FINANCE DIRECTOR - Kent, Washington (pop. 84,275) -Salary: \$78,228 to \$109,524 plus excellent benefits. With a population of 84,275 Kent is the seventh largest city in Washington and is centrally located between Seattle and Tacoma in

the heart of the Green River Valley. Kent's features include excellent views of Mt. Rainier as well as the Cascade and Olympic Mountains. It is the City's central location that provides residents with easy access to recreational opportunities from the mountains to the ocean. The City has a total budget of \$120 million (excluding capital) of which \$63 million is general fund and a \$200 million capital fund with over 350 projects. Kent has 756 employees. Reporting to the Chief Administrative Officer and serving as a member of the Mayor's Leadership Team the Finance Director oversees a staff of 35 FTEs. The Department is organized into four divisions comprised of an Accounting Manager, Budget Manager/Assistant Finance Director, Audit Manager and Customer Service Manager. The ideal candidate will have been a successful Finance Director in a full service city or similar sized public sector agency. Candidates should have extensive professional governmental finance experience, including five years in a senior leadership role such as a Finance Director or Deputy Finance Director. A Bachelors Degree in accounting, finance, or a related field is required, an MBA, MPA or CPA is highly desirable. Candidates may possess any combination of relevant education and experience that demonstrates their ability to perform the essential duties and responsibilities. All qualified candidates are strongly encouraged to apply by **AUGUST 11, 2003**. Please send a letter of interest and resume to Greg Prothman: Prothman Company, 126 NW Canal St., Suite 210 ♦ Seattle, WA 98107 ♦ 206 368 0050 ♦ 206.368.0060 fax ♦ g r e g @ p r o t h m a n . c o m ♦ www.prothman.com

FINANCE ANALYST - City of Santa Barbara, CA. \$52,820 - \$64,202. Professional level assignments in Treasury Division, with primary focus in revenue accounting, analysis and audits. Additional responsibilities in the areas of banking and cash management, budget, investments, licenses and permits. Requires related undergraduate degree or equivalent, strong oral and written communication skills, project management experience. For application and supplemental questionnaire, contact Human Resources at (805) 564-5316 or website @ www.ci.santa-barbara.ca.us. Apply by 8/8/03.

(continued on page 8)

President's Message

(continued from page 1)

The problem is that State leaders have learned that instead of being accountable for their own fiscal policy, it is simply much easier to prey upon local governments when things go bad. Unfortunately, the worst thing from the recession of the early 1990's is that the State learned it could simply rob from local government without too much difficulty.

The State's public relations people must be working full time because they have created the mistaken belief that the State "supports" local government. We often see "cuts to local government" cited as various budget proposals have been kicked about. This implies these funds were the State's to begin with. The one cent of the sales tax is a city revenue, as is a chunk of the VLF fees, as is a chunk of the property tax. Simply being the collector of taxes does not make an entity the owner of those taxes.

Personally, I'd just as soon see an end to police technology grants, booking fee reimbursement and anything else that could be labeled "State assistance". I'd rather go without this chump change if it would help draw a line in the sand. The State can keep its money so long as cities keep their money and it isn't subject to State raids. And while we're at it, let's quit calling it "state shared revenue" in our budgets and financial reports. The State of California does not share anything with us, it only takes.

Perhaps the most troubling aspect of the current crisis is the fact that somehow cities that have managed their resources correctly should now be penalized. Every time a read about a State politician saying cities have too much money, my blood boils. We have been subject to the same economic conditions as that of the State, the only difference has been prudent fiscal policy employed by cities as opposed to short-term political fiscal policy employed at the state level.

Professional Services Directory



MuniFinancial. Top Level Leadership.

people
to rely on

Formation & Administration of Tax, Assessment and Fee Districts
Arbitrage Rebate & Municipal Disclosure
Development Impact, Utility Rate & Fee Studies
Leadership From The Experts You Trust.

MuniFinancial
People Count
800.755.muni www.muni.com



Kevin W. Harper, CPA

Helping Municipalities Improve Administrative
Services for 25 Years

- *Internal audits*
- *Non-audit services*
- *Interim financial management*
- *Project management*

(510) 324-1022 kevinharpercpa@cs.com

 **SymPro®**

TREASURY MANAGEMENT SOFTWARE

*Serving California Municipalities
since 1988*

Investment • Cash • Debt
Software Solutions

General Ledger Interface
Custody Reconciliation
Performance / Compliance Reporting

1-888-479-6776

MAXIMUS

MANAGEMENT SERVICES DIVISION
(formerly DMG-MAXIMUS)

- | | |
|-------------------------------------|-------------------------------|
| ▪ GASB 34
IMPLEMENTATION | ▪ COST OF SERVICE
ANALYSIS |
| ▪ REVENUE
ENHANCEMENT | ▪ MANAGEMENT
STUDIES |
| ▪ MANDATED COST
CLAIMING (SB 90) | ▪ TECHNOLOGY
CONSULTING |

4320 Auburn Blvd., Suite 2000 • Sacramento, CA 95841
www.dmgmaximus.com

Sacramento 916.485.8102 Oakland 510.635.3777 Irvine 949.440.0845

**Investment Advisors
Exclusively to the Public Sector**

 **PFM**
Asset Management

San Francisco
(415) 982-5544

Newport Beach
(949) 721-9422

Professional Services Directory (cont'd from previous page)

N | B | S

Local Government Solutions

Special Assessment
and Tax Districts

Admin | Consulting | Software

800.676.7516 • www.nbsgov.com

**Bartle Wells
Associates**

Independent Public Finance Advisors

- Financial Planning
- Utility Rate Studies
- Energy Consulting
- Bond Marketing

510.653.3399

www.bartlewells.com
Berkeley, California**CAMP**CALIFORNIA ASSET
MANAGEMENT PROGRAM
Joint Powers AuthorityAn Investment Management Program for
General Funds and Bond Proceeds
Run by and for California Public Agencies
Since 1989(800) 729-7665
camponline.com**STONE &
YOUNGBERG**We structure debt to finance public
infrastructure. Contact us today to learn
more about our public finance services.

(800) 447-8663

info@syllc.com ~ www.syllc.com

San Francisco ~ Los Angeles ~ San Diego

Shaping the future, One project at a time

GASB 34 Compliance

Special Tax/Assessment
EngineeringFormation and
District Administration

Infrastructure

Civil Engineering

**Harris & Associates**800.827.4901
www.harris-assoc.com**INCODE**
A TYLER TECHNOLOGIES COMPANYINCODE offers more than 30 integrated modules
to improve the way your government operates.

- Customer Relationship Management
- Financial Applications
- Utility Applications
- Criminal Justice Applications
- E-Government

Contact us today for more information 1-800-646-2633

sales@incode-inc.com

or visit us online www.incode-inc.com

Corporate Trust
Municipal CustodyANDY JEREMI
VICE PRESIDENT
SAN FRANCISCO
(415) 296-6435
andy.jeremi@uboc.comCARL BOYD
VICE PRESIDENT
LOS ANGELES
(213) 972-5683
carl.boyd@uboc.com**InfoSend** inc. Data Processing • E-Business
Statement Printing & Mailing

Water Bill	Sewer Bill
Electric Bill	Refuse Bill
Bus. License	Bill Inserts

E-Bills and more!

(800) 955-9330

www.infosend.com

DAVIDSON
COMPANIES**D.A. Davidson & Co.**
member SIPC

FIXED INCOME STRATEGY GROUP

- Providing advice to improve the investment process
- Establishing investment discipline
- Performance analysis and reporting
- Risk analysis and portfolio strategy development

This group has over 25 years of experience
helping Finance Directors leverage
their time and resources.Email us at: (866) 999-2374
FIStrategy@dadco.com**Better Bill
Presentment**

- On Paper • Online
- On Target

DATAprose

BILLING SOLUTIONS

Smarter Statements @ Better Results

1.888.214.6680

www.dataprose.com

CHANDLER*Asset Management, Inc.*Specialists in fixed income
portfolio management for local
agencies**Kay Chandler, CFA**9255 Towne Centre Drive, Suite 350
San Diego, CA 92121
(800) 317-4747**MBIA****Customized Asset Management****MBIA Municipal Investors
Service Corporation can meet
your investment needs.**

- Comprehensive approach to investing
- Customized portfolio management strategies
- Development of all aspects of investment programs

For more information about our services:

Gay Eichhoff
11460 Grassy Trail Drive
San Diego, CA 92127
(888) 982-2252
gay.eichhoff@mbia.com