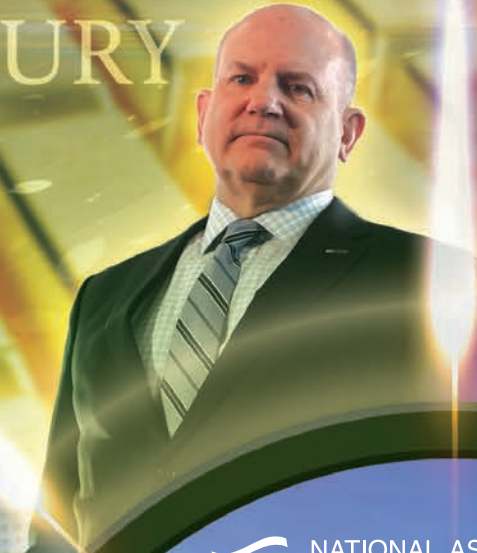


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2019
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Convening Leaders

October 6 - 9, 2019 · Naples, Florida

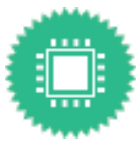
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Dear Colleagues:

During this year as president of NAST, I have had the opportunity to get to know so many Treasurers, their staff, and our Corporate Affiliates. While the specific duties of our offices vary from state to state, we all share common ethical, professional, and fiduciary obligations to the constituents of our various states.

This Annual Conference, "Convening Leaders," is a time for us to come together, discuss important policy issues, and celebrate our successes and each other. With the help of so many of you, we have achieved much this year, including:

- Record-breaking attendance at our Legislative Conference and Treasury Management Training Symposium;
- Development of toolkits essential to our advocacy and outreach efforts on critical federal policy priorities, such as reinstating tax-exempt advance refundings of municipal bonds, expanding access to and utilization of ABLE accounts, and returning more than \$26 billion in US savings bonds to their rightful owners;
- Working with Fred Rogers Productions to promote college savings;
- Passage of a resolution supporting financial literacy requirements for high school graduation;
- Establishment of new treasury staff caucuses for learning and networking in the areas of communications, government relations, and information technology; and
- Continued enhancement of our public relations, communications, and social media presence.

These successes reflect substantial collective effort from our Treasurers and their staff, the NAST team, and our Corporate Affiliates, demonstrating that we, as a non-partisan organization, can have a tremendous impact on a wide variety of policy and professional priorities.

I would like to thank the entire NAST leadership team for their hard work and continued efforts to improve the organization and serve our members. The exceptional undertakings of the Executive Committee, Networks, Program & Learning Committee, other standing committees, Corporate Affiliate members, and NAST staff laid the groundwork for NAST's growth this year. I am honored to have the support of an incredible leadership team. I especially want to thank the Program & Learning Committee Chair and NAST Senior Vice President, Massachusetts Treasurer Deb Goldberg, for shepherding yet another outstanding conference. Serving as NAST President has been a deeply humbling and rewarding experience. I thank you again for your support of NAST and those we serve!

Yours in leadership,



David Damschen
NAST President
State Treasurer of Utah



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Tuesday Night
Cornhole Game

Tuesday Night
Mangrove Pool Gobo



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Schedule-at-a-Glance

Sunday, October 6

NAST Committee Meetings	11:00am - 7:00pm	Registration		Acacia Foyer	
	12:15 - 1:30pm	NIPF Board Meeting		Royal Palm III	
	1:30 - 2:00pm	NAST Foundation Meeting		Royal Palm III	
	2:00 - 3:00pm	Legislative Committee Meeting		Acacia IV-VI	
	3:00 - 4:30pm	Portfolio Managers Workshop (State Members Only)		Royal Palm I	
	3:15 - 4:15pm	Program & Learning Committee Meeting		Acacia I-III	
Regional Meetings	4:30 - 5:00pm	Eastern Region	Acacia I-III	Midwestern Region	Royal Palm III
		Southern Region	Royal Palm II	Western Region	Acacia IV-VI
	4:30 - 5:30pm	Caucus Meeting for Chief Information Officers & Government Policy Directors (State Members Only)		Royal Palm I	
5:30 - 6:00pm	New Attendees and Corporate Members Welcome Reception (Invitation Only)		Vista Ballroom & Terrace		
6:00 - 8:00pm		Welcome Reception		Vista Ballroom & Terrace	

Monday, October 7

7:15am - 4:00pm	Registration		Acacia Foyer
7:30 - 8:30am	Networking Breakfast Buffet		Royal Palm Foyer
8:30 - 9:00am	Welcome and President's Remarks		Royal Palm Ballroom IV-VIII
9:15 - 11:45am	Annual Business Meeting		Royal Palm Ballroom I-III
12:00 - 1:30pm	Awards Luncheon		Royal Palm Ballroom IV-VIII
1:45 - 3:00pm	Plenary Session: Economic & Municipal Market Update		Royal Palm Ballroom IV-VIII
3:15 - 4:15pm	Banking Committee Meeting		Acacia IV-VI
3:30 - 4:30pm	Caucus Meeting for Deputy Treasurers/ Chiefs of Staff (State Members Only)		Banyan I-II
4:00 - 5:00pm	Corporate Affiliate Advisory Board Meeting		Acacia I-III
6:30 - 9:00pm	Cocktails and Buffet Dinner		Naples Sailing & Yacht Club

Tuesday, October 8

7:30am - 4:00pm	Registration		Acacia Foyer
7:30 - 8:45am	Networking Breakfast Buffet		Royal Palm Foyer
8:45 - 10:15am	Plenary Session: Business Resiliency: Ransomware and Cyberattacks Start with Email Compromise		Royal Palm Ballroom IV-VIII
10:30am - 12:00pm	Plenary Session: Meeting Past Promises and Looking to the Future: The Transforming Role of State Treasurers and Retirement Policy		Royal Palm Ballroom IV-VIII
12:00 - 1:30pm	Lunch and Keynote Address: Arthur C. Brooks		Royal Palm Ballroom IV-VIII
1:45 - 2:45pm	Plenary Session: ABLE Accounts and Financial Education: A Critical Partnership		Royal Palm Ballroom IV-VIII
3:00 - 4:30pm	State Treasurers' Roundtable		Royal Palm Ballroom I-III
4:30 - 5:30pm	ABLE Committee Meeting		Royal Palm Ballroom I-III
7:00 - 9:30pm	Tropical Resort Party		Mangrove Pool

Wednesday, October 9

8:00 - 8:45am	Networking Breakfast		Royal Palm Foyer
9:00 - 11:00am	Workshop: Thanks for Coming in Today		Royal Palm Ballroom I-III

Guest Events

Monday October 7: Naples Botanical Gardens

Guests will visit the world-class 170-acre Naples Botanical Gardens and take a 90-minute "Highlights and History" tour exploring the lush tropical flora. Whether it grows in soil, sand, or water, you'll see it here. A box lunch will be served in the lovely Palm Court. We recommend that guests wear appropriate shoes and clothing for active outdoor walking.

The tour leaves the hotel lobby at 10:00am and returns at 1:30pm.



Tuesday, October 8: Naples Trolley Tour & Caffe Milano

Guests can sit back and enjoy the ride on one of Naples' signature trolleys as expert guides combine humorous stories and historical facts in a two-hour tour that's both entertaining and educational. The tour showcases local landmarks, world-class shopping, and beautiful beaches and waterways. After the tour, guests will dine at Caffe Milano, a gourmet restaurant with a modern take on classic Naples fare. Comfortable casual clothing and walking shoes are recommended.

The tour leaves the hotel lobby at 10:00am and returns at 2:15pm.



Conference Map



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- Connect - Share your pictures, knowledge, and experiences with other attendees and the world using the conference hashtag **#NASTAnnual**
- Participate - Be a part of our sessions with live polling and Q&A, access slides, documents, and speaker info

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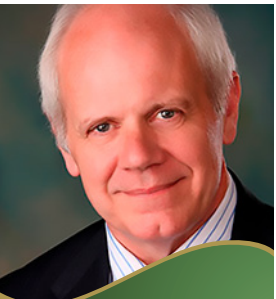
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Conference Program

Sunday, October 6

11:00am - 7:00pm **Registration** Acacia Foyer

NAST Committee Meetings

12:15 - 1:30pm **NIPF Board Meeting** Royal Palm III

1:30 - 2:00pm **NAST Foundation Meeting** Royal Palm III

2:00 - 3:00pm **Legislative Committee Meeting** Acacia IV-VI

3:00 - 4:30pm **Portfolio Managers Workshop (State Members Only)** Royal Palm I

Start your conference experience with your peers discussing issues that impact state fund managers across the country. Treasurers and relevant staff are invited to join this closed and extremely beneficial networking session to discuss operations and best practices with their peers.

3:15 - 4:15pm **Program & Learning Committee Meeting** Acacia I-III

4:30 - 5:00pm **Regional Meetings:**
Treasurers meet to elect their Vice Presidents and discuss regional business.

Eastern Region Acacia I-III

Midwestern Region Royal Palm III

Southern Region Royal Palm II

Western Region Acacia IV-VI

4:30 - 5:30pm **Caucus Meeting for Chief Information Officers & Government Policy Directors (State Members Only)** Royal Palm I

Join this caucus of Public Information Officers and State/Federal Policy staff (or equivalent titles) for peer-to-peer sharing between states.

5:30 - 6:00pm **New Attendees and Corporate Members Welcome Reception (Invitation Only)** Vista Ballroom & Terrace

6:00 - 8:00pm **Welcome Reception** **Vista Ballroom & Terrace**

With a view of the Gulf and a beautiful Florida sunset, we encourage you to meet and greet new and returning Treasurers, staff, and corporate friends during this kickoff event.

Keeping with the theme of Convening Leaders (and Heroes), we have a treat for attendees to show their superhero status with our pop-up photo booth. Come prepared to pick your secret power!

Thank you to our sand sculpture sponsor:



Conference Program

Monday, October 7

7:15am - 4:00pm	Registration	Acacia Foyer
7:30 - 8:30am	Networking Breakfast Buffet	Royal Palm Foyer
8:30 - 9:00am	Welcome and President's Remarks	Royal Palm Ballroom IV-VIII
Welcome and Introductions: Shaun Snyder, Executive Director, NAST	Florida State Welcome: CFO Jimmy Patronis (FL)	State of the Association: Treasurer David Damschen (UT), NAST President
9:00 - 9:15am	Break	Royal Palm Foyer
9:15am - 11:45am	Annual Business Meeting	Royal Palm Ballroom I-III

This is your opportunity to hear directly from NAST and Network leadership about the activities and initiatives of the association, including the election of officers for 2020, Network and Committee reports, and a review of policy positions taken by the organization.

10:00am - 1:30pm **Guest Program: Naples Botanical Gardens**

Meet at the registration desk at 9:45am. See page 4 for additional details.

12:00 - 1:30pm **Awards Luncheon** **Royal Palm Ballroom IV-VIII**

NAST is pleased to present the following awards at this special luncheon to honor our current and former Treasurers and other distinguished members.

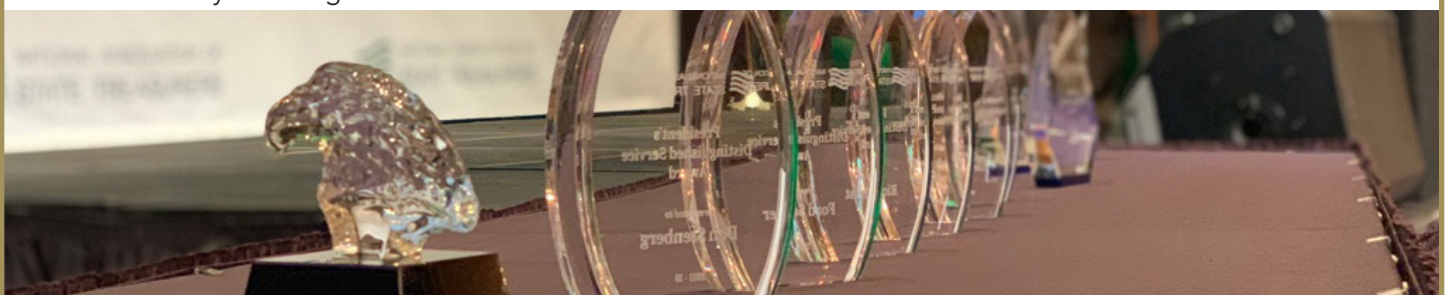
The Jesse M. Unruh Award is named for Jesse Unruh, a founding member of NAST and former California State Treasurer. This distinguished award recognizes a current Treasurer's outstanding service to the association, the profession, and his or her state.

The Boyles/Alter Distinguished Service Award is presented to a dedicated and committed public servant whose outstanding career in government has provided a respected voice for NAST at all levels of state government. Named after Harlan Boyles, the State Treasurer in North Carolina from 1977 to 2001, who was known as the "Keeper of the Public Purse," which was also the name of a book he authored and Edward T. Alter, the State Treasurer in Utah from 1981 to 2009, who served with distinction in five statewide administrations.

The Lucille Maurer Award (formerly the Treasurer Emeritus Award) is presented to a former Treasurer in recognition of outstanding service to the association. Lucille Maurer was the first woman to serve as State Treasurer in Maryland, and the 21st Treasurer to serve in the position since the State Constitution mandated the position in 1851.

The Corporate Affiliate Award recognizes an active Corporate Affiliate member for outstanding service to the profession and the association. NAST's Corporate Affiliates are key partners helping to foster cooperation between State Treasury offices and other government financial agencies, while working towards similar goals in the public finance sector.

NAST President's Distinguished Service Award will be presented to outgoing Treasurers Lynn Fitch of Mississippi and Steve McCoy of Georgia.





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Conference Program

1:45 - 3:00pm

Plenary Session: Economic & Municipal Market Update

Royal Palm Ballroom IV-VIII

This year is already interesting for the economy and municipal bond market. Trade tensions are escalating, economic indicators are weakening, the US presidential election is looming, and the Federal Reserve has cut interest rates for the first time in 11 years, signs of increasing market volatility and a potential recession. However, at the same time, state and local tax collections have continued to grow at a rate of 3.8 percent in the first quarter of 2019. This panel will look at the state of the economy and discuss the impact on the municipal bond market.

Moderator:

Treasurer Manju Ganeriwala (VA)

Presenters:

Dave Andersen, Head of Municipal Trading, Bank of America

Jim Glassman, Head Economist, Commercial Banking, J.P. Morgan

3:00 - 3:30pm

Break

Royal Palm Foyer

3:15 - 4:15pm

Banking Committee Meeting

Acacia IV-VI

3:30 - 4:30pm

Caucus Meeting for Deputy Treasurers/ Chiefs of Staff (State Members Only)

Banyan I-II

Deputy Treasurers/Chiefs of Staff are invited to attend this peer-to-peer meeting in lieu of their monthly conference calls.

4:00 - 5:00pm

Corporate Affiliate Advisory Board Meeting

Acacia I-III

6:30 - 9:00pm

Cocktails and Buffet Dinner

Naples Sailing & Yacht Club



Join us for Cocktails and Buffet Dinner at the Naples Sailing & Yacht Club.

Put on your best nautical wear to watch the boats come in and the sun go down!

Listen to live music while enjoying a buffet with food and drinks. Attendees are encouraged to wear nautical attire; denim and sneakers are not allowed in the club.

Buses start to load from the Naples Grande lobby at 6:00pm and start to return at 8:30pm.

Thank you to our evening sponsor:



Conference Program

Tuesday, October 8

7:30am - 4:00pm	Registration	Acacia Foyer
7:30 - 8:45am	Networking Breakfast Buffet	Royal Palm Foyer
8:45 - 10:15am	Plenary Session: Business Resiliency: Ransomware and Cyberattacks Start with Email Compromise	Royal Palm Ballroom IV-VIII

All it takes is one innocent click of the mouse to set off a maelstrom for tens of thousands, if not millions, of dollars lost to the dark world of the web. It sounds like something ripped from the headlines, but it happens more often than you think. Your office can quickly become a victim of an embarrassing headline simply by opening an email attachment or clicking on a malicious link. The more you know about how ransomware and business email compromise attacks are performed, the better your chance to avoid them and to quickly recover if you do become a victim. This session will discuss how to prevent attacks and what to do if your office becomes a victim.

A cybersecurity case study will be presented based on current and historical examples of actual cyber crises that resulted in legal actions, media attention, and financial loss. Don't let that be your office! Participants will work through a cyber incident to better understand the skills needed to respond to a breach and take solutions back to the office so your state is not next.

Moderator:

Treasurer Kelly Mitchell (IN), NAST Secretary-Treasurer

Presenter:

Eric Huber, Vice President of International and Strategic Initiatives, National White Collar Crime Center (NW3C)

Case study:

Presented by J.P. Morgan Chase and Co.

10:15-10:30pm	Break	Royal Palm Foyer
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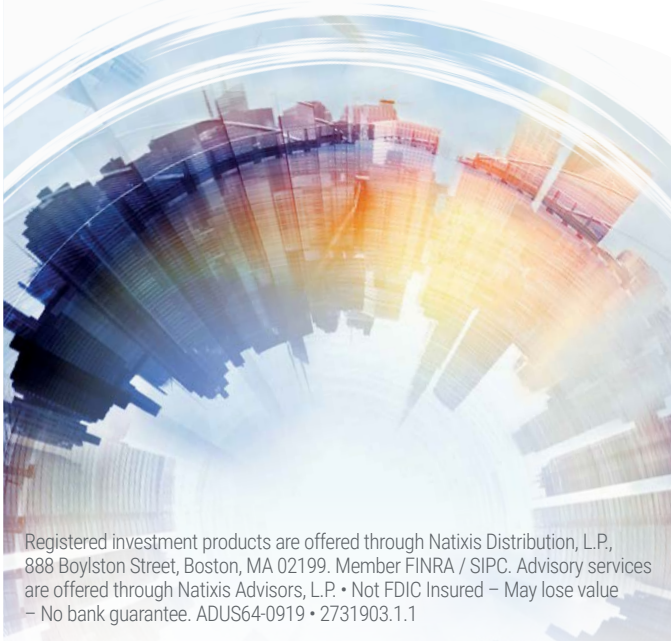
10:00am - 2:15pm **Guest Program: Naples Trolley Tour & Caffe Milano**

Meet at the registration desk at 9:45am. See page 4 for additional details.





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Conference Program

10:30am - 12:00 pm

Plenary Session: Meeting Past Promises and Looking to the Future: The Transforming Role of State Treasurers and Retirement Policy

Royal Palm Ballroom IV-VIII

State Treasurers can play a critical role in ensuring that citizens have access to retirement security – either through the management of state retirement systems, including retiree health care programs, established for public-sector employees or, increasingly, by developing innovative programs to meet the needs of underserved lower- and middle-income private-sector workers.

Recently, two policies have emerged as leading retirement security initiatives at the state level. First, required risk reporting and management measures for public pensions: to provide policymakers and budget officials with better information to plan for the economic uncertainty ahead and ensure the fiscal sustainability of the states' finances and benefits for workers. And second, state-sponsored retirement savings plans: accounts sponsored by the state government that would allow private-sector workers to participate in tax-deferred savings plans when they don't have access to a retirement plan through their workplace. Since 2017, eight states have adopted risk reporting requirements for their public pension systems, and 10 states have implemented state-sponsored retirement plans for workers who don't otherwise have access to a savings vehicle.

With respect to retiree health policy and the rising costs and visibility of health benefit obligations, many plan sponsors offer group-based medical and prescription drug coverage to Medicare-eligible participants. They want to honor the commitments they've made to their retired workers while better managing the annual costs, large liabilities, and uncertainty that comes with maintaining the status quo. Two distinct strategies have emerged. One, adopt a group Medicare Advantage medical plan, or two, migrate retirees to the individual Medicare exchange market. Both offer the potential for savings, but that's where the similarities end. We will share the similarities and differences between these two different approaches to help you evaluate which strategy is best to honor the commitments you have made to your retired workforce.

Starting with an overview of state and national demographic trends, the panel will discuss how these age cohorts may affect state finances and ratings, the impacts on state credit, public and state-sponsored pensions, and healthcare obligations.

Moderator:

Treasurer Shawn Wooden (CT)

Presenters:

Sussan Corson, Senior Director, Analytical Manager, US Public Finance, S&P Global Ratings

John Grosso, FSA, MAAA, Senior Vice President, Health & Benefits, Aon

Greg Mennis, Director, Strengthening Public Sector Retirement Systems, The Pew Charitable Trusts

Katie Selenski, Executive Director, California Secure Choice Retirement Savings Investment Board (CalSavers).





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Conference Program

12:00 - 1:30pm

Lunch and Keynote Address

Royal Palm Ballroom IV-VIII

Keynote:

Love Your Enemy

Arthur C. Brooks, author of *Love Your Enemies: How Decent People Can Save America From the Culture of Contempt*, will speak about a new way to lead based not on attacking others, but on bridging national divides and mending personal relationships. Copies of the book will be available for every Treasurer compliments of NAST.

Introduction:

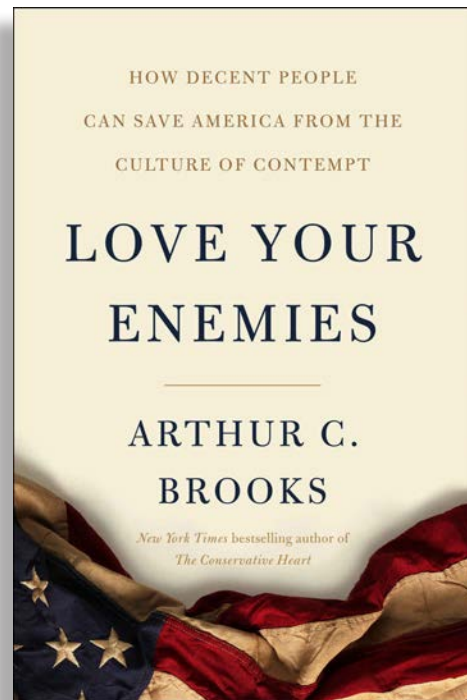
Treasurer David Damschen (UT), NAST President

Speaker:

Arthur C. Brooks

Professor of the Practice of Public Leadership
Harvard Kennedy School and former President of the American Enterprise Institute

For a complete bio, please see the app or page 23.



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 NATIONAL ASSOCIATION OF
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member.nast.org

Conference Program

1:45 - 2:45pm

**Plenary Session: ABLE Accounts and Financial Education:
A Critical Partnership**

Royal Palm Ballroom IV-VIII

Millions of Americans with disabilities and their families lack economic empowerment which may diminish their choices and quality-of-life experiences. State ABLE programs and financially managed ABLE accounts offer a new road map that encourages saving and investing financial resources, setting financial goals, and making informed financial decisions for the short- and long-term.

This relaxed, informal session will showcase some of the effective and innovative approaches your colleagues are pursuing to increase ABLE enrollment and to help individuals with disabilities and their families manage, grow and use their account to become more financially stable and secure. Together we'll explore how we can leverage ABLE accounts and financial education resources to help our citizens with disabilities change expectations, imagine and shape new goals, and celebrate a new quality of life experience.

Moderator:

Treasurer Fiona Ma (CA)

Presenters:

Michael Morris, Executive Director, National Disability Institute

Bonnie Wallace, Hands on Banking, Wells Fargo Foundation

2:45 - 3:00pm

Break

Royal Palm Foyer

3:00 - 4:30pm

State Treasurers' Roundtable

Royal Palm Ballroom I-III

An open forum for State Treasurers to discuss topics of concern within their offices, ask questions, and share best practices.

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Conference Program

4:30 - 5:30pm

ABLE Committee Meeting

Royal Palm Ballroom I-III

Five Years In - Five Years Out

Join the NAST ABLE Committee to mark the 5th anniversary of the ABLE Act and look ahead to the future. All conference attendees are welcome and encouraged to attend.

This special meeting of the NAST ABLE Committee is open to all conference attendees interested in learning about the successes of ABLE programs as we approach the 5th anniversary of the passage of the "Stephen Beck Jr. Achieving a Better Life Experience" Act. We will examine the results of a survey of ABLE plan administrators and program managers, and engage in a candid discussion of the challenges and opportunities we face in the next five years and how NAST can assist with states' efforts.

7:00 - 9:30pm

Tropical Resort Party


Put on your tropical shirt, plaid shorts, and flip-flops and join your colleagues around the Mangrove Pool at the Naples Grande Beach Resort for a relaxing evening of music and food. Try your hand at cornhole, mini golf, and other poolside games. Don't miss out on the photo booth to take home a reminder of your time in the tropics!

Thank you to our evening sponsors:



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Conference Program

Wednesday, October 9

8:00 - 8:45am

Networking Breakfast

Royal Palm Foyer

9:00 - 11:00am

Post-Conference Workshop

Royal Palm Ballroom I-III

Thanks for Coming in Today: Exploring Customer Service Tools in the Workplace

Providing a positive experience for your constituents and your staff builds loyalty and dedication. In this hands-on workshop, attendees will learn how to empower staff to turn complaints into kudos, to identify potential problems before they occur, and to make even the most minute details a memorable experience. The award-winning trainer will explain how a positive work environment is the baseline for creating a great customer experience, as well as the importance of understanding the customer service journey in your organization.

Every State Treasury office will receive a copy of *Thanks for Coming in Today: Creating a Culture Where Employees Thrive and Customer Service is Alive* (2018). A book signing will follow the event.

Introduction:

Shaun Snyder, Executive Director, NAST

Speaker:

Charles Ryan Minton, Bestselling Author, Keynote Speaker and Hotelier



For a complete bio, please see the app or page 23

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Keynote Speaker Bios

Tuesday, October 8



Arthur C. Brooks

Arthur C. Brooks is an expert on the connections between social entrepreneurship, philanthropy, and economic, political, and cultural developments.

Arthur is a professor of the practice of public leadership at Harvard Kennedy School and a senior fellow at Harvard Business School. He is a former President of the American Enterprise Institute, a research foundation focused on individual opportunity and free enterprise. In his 10 years there, AEI has grown in both size and reputation, becoming the largest and most successful conservative think tank in the country. Prior to his work in academia and public policy, he spent 12 years as a classical musician in the United States and Spain.

Arthur's newest book, *Love Your Enemies: How Decent People Can Save America from Our Culture of Contempt*, offers a new way to lead based not on attacking others, but on bridging national divides and mending personal relationships.

Professor Brooks is a bestselling author of 11 books on topics ranging from economic opportunity and the morality of free enterprise to human happiness: *Who Really Cares: The Surprising Truth about Compassionate Conservatism*, *Gross National Happiness: Why Happiness Matters for America – and How We Can Get More of it*, and *The Battle: How the Fight Between Free Enterprise and Big Government Will Shape America's Future*. His books *Who Really Cares?* and *Gross National Happiness* brought a behavioral economist's eye to the issues of charitable giving, national well-being, and the left/right divide.

He is also the author of *The Conservative Heart*, a bold new vision for conservatism as a movement for happiness, unity, and social justice. The *New York Times* bestseller *The Road to Freedom* argues that fairness is the greatest asset for free enterprise: only a free system is grounded in the moral principles of earned success, equality of opportunity, charity, and basic fairness.

Arthur was previously the Louis A. Bantle Professor of Business and Government Policy at Syracuse University, where he held joint appointments in the Maxwell School of Citizenship and Public Affairs and the Whitman School of Management. He is a regular contributor to the *Washington Post* and a contributing opinion writer for the *New York Times*. Brooks is the host of "The Arthur Brooks Show," a podcast produced by the Vox Media Podcast Network.

Wednesday, October 9



Charles Ryan Minton

Charles Ryan Minton is a customer & employee experience expert, keynote speaker, best selling author, and hotel general manager. He has represented high profile brands such as Hilton Hotels Worldwide, Marriott International, InterContinental Hotels Group, Gannett, Ultimate Jet Charters, and Delaware North. He is currently the General Manager at the Renaissance Boca Raton Hotel.

As a Hotel General Manager, Ryan has the ability to assemble dynamic teams and to create environments where employees feel valued and empowered, and his capacity to identify inefficiencies have led to record-breaking revenues, profits, and some of the highest recognition in hospitality.

Taking over a Marriott property ranked in the bottom 25 percent for customer service, Ryan and his team increased guest satisfaction scores 14 percent, moving the property to the top 3 percent of all properties in North America. He also increased the employee opinion score by 10 points and the hotel was named one of "Cincinnati's Best Places to Work" by the *Cincinnati Business Courier*.

Ryan was named a "Great Leader Under 40" by *Lead Magazine* and "Businessperson of the Year" by the West Chester Liberty Chamber Alliance. Ryan is a graduate of Miami University and resides in Boca Raton, Florida.

Notes





NATIONAL ASSOCIATION OF
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2020 Conferences

Legislative Conference

February 9-11

Mayflower Hotel – Washington, DC

Treasury Management Training Symposium

June 9-12

Hilton Portland Downtown – Portland, OR

Annual Conference: Convening Leaders

September 13-16

Intercontinental San Diego – San Diego, CA

2021 Conferences

Legislative Conference

February 7-9

Fairmont Georgetown – Washington, DC

Treasury Management Training Symposium

May 17-20

Indianapolis Marriott Downtown – Indianapolis, IN

Annual Conference: Convening Leaders

September 19-22

Palmer House Hilton – Chicago, IL

