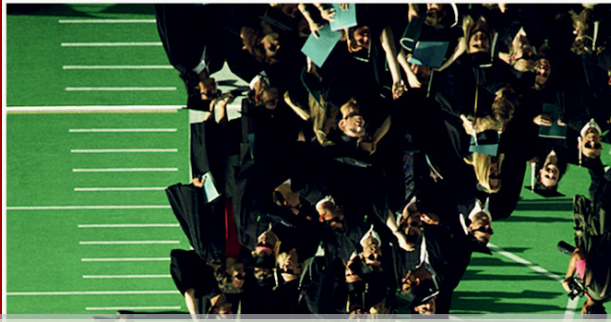


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Equipping You for the New Fiscal Realities



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“How to Develop an Operating Budget”

2-3:30 p.m., Wed., March 3
 [Target: finance professionals]
 Jay Goldstone, Chief Operating Officer, San Diego

“Best Practices for the ‘New Normal’ in Local Agency Finance”

(cosponsored with Cal-ICMA)
 2-3:30 p.m., Thurs., March 18
 [Target: general managers and finance professionals]
 Panel

“Key Career Competencies and Strategies to Develop Them”

(cosponsored with Cal-ICMA)
 2-3:30 p.m., Thurs., April 15
 [Target: all employees seeking to develop their careers
 in local government]
 Panel

“Establishing Sound Fiscal Policies”

2-3:30 p.m., Wed., May 5
 [Target: mid-level and senior finance managers]
 Bill Statler, Finance and IT Director, San Luis Obispo

“Revenue 101 - Understanding the Sources of Local Agency Funds”

[Target: all finance and general management professionals]
 Date and time to be announced

“Bond Financing”

2-3:30 p.m., Wed., October 13
 [Target: mid-level and senior finance managers; PW executives, etc.]
 Tim Schaefer, Principal, Magis Advisors

1. REGISTER IN ADVANCE FOR EACH WEBINAR.

There is no charge for participating in the webinars, but each requires advance registration. We will post notices with details for each session at the “Live Audio and Archives” tab of www.csmfo.org/coaching two weeks in advance of each session and also update you through the CSMFO email list.

2. PICK YOUR AUDIO OPTION.

A. dial (646) 519-5883 [callers’ PIN 7592#] to join the conference calls. (We encourage you to ask questions verbally during the webinar discussions.) You will pay whatever your regular telephone carrier charges are for this call. OR
 B. access live audio via the web [powered by Granicus]—As an alternative to the dial-in number, you can now listen to live audio at the “Live Audio and Archives” tab. You’ll also find archives of 2008 and 2009 panel sessions at that location.

3. ASK QUESTIONS.

If you prefer, you may submit questions anonymously via email to csmfo@donmaruska.com either in advance or via the webinar during the panel discussion. As moderator for the session, Don Maruska will pose the emailed questions. After a panel conference call occurs, a digital recording will be available at the “Live Audio & Archives” tab of the Coaching Corner.

4. DISCUSS THE RESULTS.

Many agencies are arranging groups to listen to the sessions (live or via recording) and have discussions afterwards about application of the ideas to their specific organizations. We provide suggested Follow Up Discussion Topics for each session to support you.

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