

NM CITY MANAGEMENT ASSOCIATION POST BUDGET PROFESSIONAL DEVELOPMENT WORKSHOP

July 27-29, 2016
Ruidoso Convention Center - Ruidoso

~ Preliminary Program ~

Wednesday, July 27

8:00 am – 5:00 pm

Registration

9:00 – 9:05 am

Welcome & Opening Remarks

John Avila, President
NM City Management Association
Administrator - Village of Corrales

9:05 – 10:50 am

Designing Tax Systems 101

Speaker: Jim O'Neill, President
O'Neill Consulting
Former Assistant Secretary & Director of Tax Policy
New Mexico Taxation and Revenue Department

10:50 – 11:00 am

Break

11:00 am – 12:00 pm

State Tax Reform

Speaker: Hon. Ron Griggs, State Senator
NM State District #34 - Alamogordo

12:00 – 1:00 pm

Lunch

1:00 – 2:00 pm

Local Tax Reform

Speaker: William Fulginiti, Executive Director
New Mexico Municipal League

2:00 – 4:00 pm

Roundtable Discussion

~Evening Free~

Thursday, July 28

8:00 am – 1:00 pm

Registration

8:00 am – 12:00 pm

Morning General Sessions

~ over ~

Thursday, July 28 – continued

8:00 – 9:20 am

Airbnb and VRBO – Impacting Communities and How We Do Business

Communities throughout New Mexico and the world are seeking solutions to the rapidly growing short term rental market. Even though these internet based platforms offer guests alternative styles of accommodation, there are some unintended challenges that have surfaced around occupancy regulation and taxation. Learn how the 3 communities are taking a disciplined approach to formalizing agreements and serving their communities.

Speakers: Jen Schroer, President/CEO
NM Hospitality Association

Randy Randall, Executive Director of Tourism
City of Santa Fe

Karina Armijo, Marketing and Tourism Director
Town of Taos

Gina Kelley, Director of Tourism
Village of Ruidoso

9:20 – 10:30 am

GO Bond Election and Bond Cycle Discussion

Speaker: Paul Cassidy, Managing Director
RBC Capital Markets

10:30 – 10:40 am

Break

10:40 am – 12:00 pm

Five Keys to Leadership

- Learn and Understand Principles that Transcend Generations
- Develop Personal Leadership Style
- Increase Performance Effectiveness

Speaker: Bill Mitchell, PhD, Director of Instruction
Dale Carnegie Training of El Paso and Las Cruces

12:00 – 1:00 pm

Lunch

1:00 – 5:00 pm

Afternoon General Sessions

1:00 – 2:45 pm

ICMA: Managing in Difficult Political Environments

Through the use of interactive media, real-life situations, and group discussion, this workshop will explore the challenges faced by public sector managers when local politics reaches the breaking point and the manager becomes the focus of attacks from elected officials and citizens. Participants will learn to recognize the warning signs of community unrest, gain insight into the manager's unique role, examine personal and organizational costs, review the media's role-for good and ill, and put the "fun" back in *dysfunctional*.

Speaker: Craig Rapp, President
CraigRapp LLC

Thursday, July 28 – continued

2:45 – 3:00 pm **Break**

3:00 – 5:00 pm **ICMA - continued**

5:30 – 7:00 pm **Social/Dinner**

Friday, July 29

8:30 – 11:30 am **Morning General Sessions**

8:30 – 10:00 am **Boost Your Purchasing Power**

- What You Need to Know – Changes to the Procurement Code and SPF Memorandums
- How to Conduct a Fair and Meaningful RFP Evaluation
- CES Price Agreements, the Process and the Benefits

Speakers: Dotty McKinney, Procurement Manager
 Robin Strauser, Deputy Director
 CES

10:00 – 10:15 am **Break**

10:15 – 11:30 am **Why LED Street Lighting and Smart Water Meter Projects Makes Sense in a Budget Constrained Environment**

Speakers: Michael Boyer, MBA, CEM Business Developer
 Vince Drieling, PE, Business Development Manager
 Fritz Feiten, Manager-Business Development
 Ameresco Southwest Region

11:30 am – 12:00 pm **Business Meeting & Adjournment**