



Spring Conference 2007
April 18 - 20
Embassy Suites
Franklin/Cool Springs

AGENDA

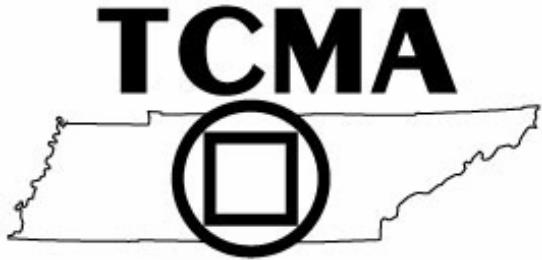
WEDNESDAY, APRIL 18

- 10:00 – 12:30 p.m.** **Executive Board Meeting**
- 1:00 – 1:15 p.m.** **Welcome and TCMA Update** – Mark Johnson, TCMA President.
- 1:15 – 2:15 p.m.** **MTAS and TML Updates** – Mike Tallent, Consulting Program Manager for MTAS, and Chad Jenkins, Deputy Director for TML, will give updates on what's happening in their agencies.
- 2:15 – 2:30 p.m.** **Break**
- 2:30 – 5:00 p.m.** **Managed Competition** – Leonard Martin, City Manager, Carrollton, Texas. In managed competition, in-house employees restructure, innovate, and compete against contractors to provide services under contract. Leonard will enlighten us on the benefits of managed competition and instruct us on how to provide competitive services. He'll also present several case studies and have time for questions.
- 5:00 – 7:00 p.m.** **Hotel Manager's Reception in the Lobby or Dinner on your Own**
- 7:00 p.m.** **Trolley pickup at Embassy Suites to Take Us to Westhaven.**
- 7:15 – 9:00 p.m.** **Reception at Westhaven Clubhouse with light hors d'oeuvres and desserts.** Westhaven is an upscale “traditional neighborhood development” located on 1,500 acres in Franklin. Jay Johnson is hosting us and will have the developer on hand to give an overview and answer questions.



TCMA sincerely appreciates its sponsors:

TML Risk Management Pool for providing lunch on Thursday
Cumberland Securities/Morgan Keegan for sponsoring all of our evening activities
Comcast Cable for providing three breaks
ICMA Retirement Corporation for Thursday's afternoon break
Johnson Controls for co-sponsoring Wednesday evening's reception
Sullivan Engineering, Inc. for being a Level 2 sponsor.



Spring Conference 2007
April 18 - 20
Embassy Suites
Franklin/Cool Springs

AGENDA

THURSDAY, APRIL 19

- 8:00 – 12:00 p.m.** **Stepping Up to the Plate without Crossing the Line: A 21st Century Model of Democratic Leadership for Public Executives** – Phillip Boyle, Ph.D., President, Leading and Governing Associates; and Adjunct Professor, School of Government, University of North Carolina at Chapel Hill. This is an ICMA University course.

During our first century as a nation, we relied upon elected citizens to govern. Our second century saw the rise of professional public managers. In order that they might survive their infancy and adolescence, we promoted the idea of neutral competency--the belief that public managers should leave the politics of policymaking to elected officials and concern themselves with the efficient execution of political decisions.

But the "city-manager plan" wasn't created to get managers out of politics. It was created to make democracy work better. As Woodrow Wilson, a then-unknown Princeton University professor and future president of the United States wrote in 1888, "The principles upon which to base a science of administration for America must be principles which have democratic policy very much at heart." Today, we recognize the need for citizens and professionals to share power and responsibility for governing. In this workshop we will build a model of public leadership that public executives can use to strengthen democratic decision making by their governing boards and communities.

- 12:00 - 1:00 p.m.** **Lunch will be served in the Atrium.**

- 1:00 – 2:30 p.m.** **Financing Government in the 21st Century** – Suzette Denslow. Suzette happily returns to us to give an overview of dealing with modern finance.

- 2:30 - 2:45 p.m.** **Break**

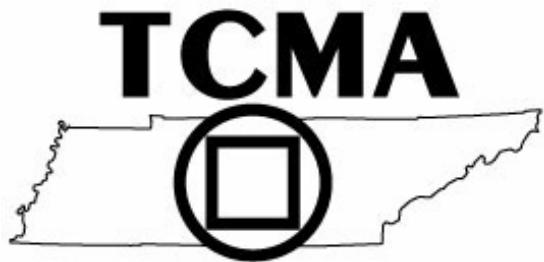


TCMA sincerely appreciates its sponsors:

TML Risk Management Pool for providing lunch on Thursday
Cumberland Securities/Morgan Keegan for sponsoring all of our evening activities

Comcast Cable for providing three breaks

ICMA Retirement Corporation for Thursday's afternoon break
Johnson Controls for co-sponsoring Wednesday evening's reception
Sullivan Engineering, Inc. for being a Level 2 sponsor.



Spring Conference 2007
April 18 - 20
Embassy Suites
Franklin/Cool Springs

AGENDA

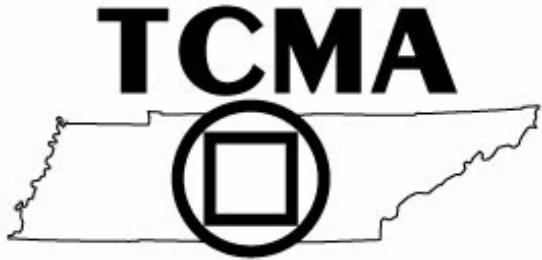
THURSDAY, APRIL 19 - continued

- 2:45 – 4:00 p.m.** **Insurance Market Conditions & their Impact on Public Entities -** Branden Miller, Vice President, Arthur J. Gallagher Risk Management Services Inc., Nashville; and Laura Jungmichel Williams, AU, Director of Underwriting and Reinsurance Services with TML Risk Management Pool, Brentwood. This session is designed to educate municipal leaders on the components of the insurance dollar and provide insight into the “who’s, why’s, where’s and how’s” of the insurance marketplace, examines its impact on local government, and discusses what must be done at the local level to ensure that these costs are controlled as best as possible -- aggressively manage our exposure to risk. Further, this presentation provides a basic understanding of the differences in how insurance companies versus insurance pools manage their risk and, in the case of insurance companies, earn their profit.
- 4:00 – 5:00 p.m.** **The MTAS Salary Survey** – Richard Stokes, Human Resource Consultant. The annual MTAS salary survey is widely used by cities to compare levels of salaries and benefits among TN cities. This resource is undergoing a major change, and you need to be aware of how this will affect your reporting and accessibility to the results.
- 5:00 – 7:00 p.m.** **Hotel Manager’s Reception in the Lobby**
- 7:00 – 8:30 p.m.** **Dinner on your own**
- 8:30 until 1:00 a.m.** **Hospitality suite open**



TCMA sincerely appreciates its sponsors:

TML Risk Management Pool for providing lunch on Thursday
Cumberland Securities/Morgan Keegan for sponsoring all of our evening activities
Comcast Cable for providing three breaks
ICMA Retirement Corporation for Thursday's afternoon break
Johnson Controls for co-sponsoring Wednesday evening's reception
Sullivan Engineering, Inc. for being a Level 2 sponsor.



Spring Conference 2007
April 18 - 20
Embassy Suites
Franklin/Cool Springs

AGENDA

FRIDAY, APRIL 20

- 8:00 – 9:00 a.m.** **Borrowing and Investing** – David Bowling and Ron Queen with the Division of Local Finance. David will present on the issuance of debt by municipalities in Tennessee and Ron will present on municipal investment authority in Tennessee. There will be time for questions after each segment.
- 9:00 – 10:00 a.m.** **How Best to Navigate the MTAS Website** – Justin O’Hara, Information & Technology Consultant, MTAS. This presentation was given during a statewide city recorder overview class. This segment of the course received the highest reviews. There is an incredible amount of information available to you, and this session will show you how best to access it.
- 10:00 – 10:30 p.m.** **Break and Hotel Check-Out**
- 10:30 – 12:00 p.m.** **Tax Increment Financing** – Cliff Lippard, Director of Fiscal Affairs, Tennessee Advisory Commission on Intergovernmental Relations (TACIR). This session is offered to you as a result of past conference surveys. You requested an overview of TIFs – what they are, what you can do with them, and what other states are doing that we currently are unable to do.



TCMA sincerely appreciates its sponsors:

TML Risk Management Pool for providing lunch on Thursday
Cumberland Securities/Morgan Keegan for sponsoring all of our evening activities
Comcast Cable for providing three breaks
ICMA Retirement Corporation for Thursday’s afternoon break
Johnson Controls for co-sponsoring Wednesday evening’s reception
Sullivan Engineering, Inc. for being a Level 2 sponsor.