

SHARING SOLUTIONS

19-21 October 2016

Mantra Lorne

PRESIDENT'S WELCOME

On behalf of the FinPro Executive Team I welcome you to the 2016 FinPro Conference at Mantra Lorne.

The Conference theme is 'Sharing Solutions', whether they be ideas, innovations, staff, policies, learnings. We hope that, through this year's conference presentations, you will gain an insight into other organisations work practices and also take the opportunity to build on your professional networks. Both of these are crucial to working 'better and more efficiently' and we understand that both are also enormously important to us all as Local Government Finance Professionals.

We are privileged this year to have Dr Kathy Alexander provide our Key Note Address at the Conference Opening Dinner on Wednesday 19 October. Kathy is the Chair of the Panel of Administrators at the City of Greater Geelong, a role she has held since May of this year. Kathy has a wealth of experience in Local Government, having previously held the role of CEO Melbourne City Council. She is learned in the area of community participation and stakeholder engagement and brings to the Conference a myriad of ideas on how we can 'share solutions'.

Over the next few days many fantastic speakers will also share their knowledge with delegates. Juliana Roadley from CommSec will provide our annual 'Economic Outlook' presentation, a timely reminder that Budget Preparation is right around the corner. Delegates will also hear from many Local Government practitioners themselves including but not limited to Carl Cowie, CEO of Mornington Peninsula Shire, Dave Barry, CEO Indigo Shire, Vaughan Williams (Northern Grampians Shire), Peter Swabey (Glen Eira City Council), Stephen Bigarella (City of Ballarat), and Binda Gokhale (Wyndham City Council).

The Conference will end on a high with what is shaping up to be an amazing and entertaining presentation from Dr Karl Kruszelnicki. Dr Karl is renowned for his ability to discuss anything science and will share his take on 'amazing and accidental solutions in the history of Science'.

The conference is not only about learning though. It also provides opportunities for delegates to develop their skills, share best practice initiatives between fellow delegates and it promotes professional networking opportunities.

I encourage you to make the most of this opportunity to learn, network with fellow

delegates, to meet and talk to our sponsors and to participate in the discussions. Most of all, share your valuable experiences with other delegates throughout the conference.

I would like to thank our many sponsors for their support of FinPro and of our Annual Conference. Their support is vital to the success of the conference and enabling FinPro to offer a wonderful program. I strongly encourage you to visit each of our sponsors during the Conference to hear about what products and services they provide to the Local Government Sector.

I would also like to thank our Executive Team at FinPro who have worked tirelessly to make this conference possible – Thank-you to each and every one of you.

On behalf of the Executive I sincerely hope that you enjoy a very informative and enjoyable conference.

Shane Marr President – FinPro

FINPRO EXECUTIVE TEAM 2016

Shane Marr – President
Brimbank City Council

David Filmalter
Port Phillip City Council

Bradley Thomas
Mount Alexander Shire Council

Kim Jaensch
Frankston City Council

Jon Gorst
Whitehorse City Council

Ange Marshall – Vice-President and
Chair of the Professional Development Committee
Yarra Ranges Shire Council

Amy Montalti
Whittlesea City Council

Majenta Rose
Greater Shepparton City Council

Brett Exelby
Bass Coast Shire Council

Marc Giglio – Vice-President and
Chair of the Technical Committee
Banyule City Council

Travis Harling
City of Greater Bendigo

Danny Wain
Monash City Council

Greg Hall
Boroondara City Council

CONFERENCE PROGRAM

19-21 October 2016
Mantra Lorne

WEDNESDAY 19 OCTOBER, 2016

4.00 – 6.30pm

Conference Registration and Check-in – Mantra Lorne

6.30 – 7.00pm

Pre-Dinner Drinks

7.00 – 10.30pm — Conference Opening Dinner

Key Note Speaker

Dr Kathy Alexander, Chair of the Panel of Administrators,
City of Greater Geelong

THURSDAY 20 OCTOBER, 2016

7.00 – 8.50am — Breakfast – Mantra Lorne

9.00 – 9.45am

Economic Outlook

Juliana Roadley, CommSec

9.45 – 10.30am

**Council Elections – Finance Principles
For Your New Councillors**

Mark Davies, Consultant

10.30 – 11.00am — Morning Tea

11.00 – 11.45am Saving Costs – A New CEO's Perspective

Carl Cowie, CEO, Mornington Peninsula Shire Council

11.45 – 12.30

**Rate Capping – Progression and Learnings/
The Journey Continues**

Andrew Chow, ESC

12.30 – 1.30pm — Lunch

1.30 – 2.30pm Figuring Out People

Sue Anderson, Good2gr8

2.30 – 3.00pm

Sector Partner Update LGV

Mark Grant, LGV

3.00 – 3.30pm — Afternoon Tea

3.30 – 4.15pm Concurrent Sessions

Session 1 - Main Conference Room

**Payment Card Industry – Data Security Standard –
The Glen Eira Experience**

Peter Swabey, Director Corporate Services, Glen Eira
City Council

Purchasing cards – a practical example

Stephen Bigarelli, Manager Financial Services,
Ballarat City Council

Session 2 - Heritage Ballroom

**Communications and Community Engagement –
Deliberative Consultation**

Max Hardy, Hardy Consulting

4.15 – 5.15pm

**Joint Workshop – Model Financial Statements
and Model Budget**

(To be run by the respective Taskforces of each of these working parties.)

5.15 – 7.00pm — Free Time

7.00 – 8.00pm Pre-Dinner Drinks

8.00 – late — Beach Party Themed Dinner

Featuring entertainment by Rewind 80's



CONFERENCE PROGRAM

FRIDAY 21 OCTOBER, 2016

7.00 – 8.50am — Breakfast – Mantra Lorne

9.00 – 10.00am Concurrent Sessions

Session 3 - Heritage Ballroom

Shared Services and Shared Facilities

The Whittlesea / Moreland / Darebin Pound Experience

Nick Mazarella, Whittlesea City Council

Shared Facilities

Kate McCaughey, Moonee Valley City Council

Session 4 - Main Conference Room

Future Financial Sustainability Towards

2040 and Beyond

Binda Gokhale, Manager Financial Services,

Wyndham City Council

Thinking Differently for Future Financial Sustainability

Dave Barry, CEO, Alpine Shire Council

10.00 – 10.45am Concurrent Sessions

Session 5 - Heritage Ballroom

Information and Communications Technology

Initiatives- Northern Grampians Shire

Vaughan Williams, Director Corporate Services,

Northern Grampians Shire

Session 6 - Main Conference Room

Planning For NDIS and Aged Care Reforms

Simon Rose, Monash City Council

10.45 – 11.15am — Morning Tea

11.15 – 11.30am Cyber Security

Brett Winterford, Senior Manager Cyber Outreach and Research, CBA

11.30 – 12.00pm Sector Partner Update - VAGO

Andrew Greaves, Victorian Auditor-General and

Tim Loughnan, Sector Director, VAGO

12.00 – 1.00pm — Closing Key Note Address

Great Solutions Throughout History

Dr Karl Kruszelnicki

Proudly sponsored by Recoveries & Reconstruction Aust

1.00 – 1.20pm — Conference Close and Prize Draws

1.20 pm

Boxed lunch provided for delegates to take with them for the journey home

GENERAL CONFERENCE INFORMATION

Conference Dress Code

Opening Dinner Wednesday night – Business Attire or equivalent

Thursday / Friday conference – Casual

Thursday night dinner – Beach Party – come dressed for a beach party!

The Conference Venue

All conference functions will be located at **Mantra Lorne, Mountjoy Parade, Lorne**.

All delegates, sponsors and speakers are able to make use of any of the facilities within the resort for the duration of the conference.

Check-out time on Friday by 10.00am. Please ensure that all luggage has been removed from rooms by this time, that keys have been returned to the Front Desk and that any additional costs (ie mini-bar) have been settled.

Registration

A registration table will be located at the entrance to the conference facilities. This table will be manned by members of the Executive of FinPro from 4.00pm – 6.30pm on Wednesday 19 October 2016, then again on Thursday morning, 20 October 2016 from 8.15am until the commencement of the conference at 9.00am.

Car Parking

Car Parking is available onsite at Mantra Lorne.

Timing

As a courtesy to others, please be seated in the conference room as soon as possible before each session. If you arrive late for a session it may be polite to wait for an appropriate time before you go to your seat. If entering or leaving during a session, please do so in a way that causes the least disruption to speakers and delegates.

Mobile Phones

Audible ringing and notification tones MUST be turned OFF at all times within the conference room.

Non-Authorised Materials

Literature or any other form of merchandise is not permitted to be distributed or offered for sale at this conference by organisations other than the official sponsors of this FinPro Conference 2016.

Breakfast

Breakfast will be served at Mantra Lorne from 7.00am to 9.00 both Thursday 20 October and Friday 21 October 2016.

CPD Points

The number of CPD Points that can be claimed for this conference is 12.5 CPD Hours.

OUR SPEAKERS



DR KATHY ALEXANDER

Dr Alexander accepted her position as the State Government-appointed Chair of the Panel of Administrators for City of Greater Geelong in May, 2016.

A well-known former CEO of City of Melbourne, Dr Alexander is experienced in leading change both in large and complex organisations and within smaller community organisations and businesses.

Dr Alexander has built a national reputation, both in local government and public health sectors, for embedding stakeholder engagement and community participation in complex and politically sensitive environments.

As the CEO of Women's and Children's Health, which governed The Royal Children's Hospital and The Royal Women's Hospital in Melbourne, Dr Alexander initiated improvements in finances and productivity, leading a recovery program that saw a \$15M productivity gain over four years and a community engagement process which underpinned the government's decision to build a new women's hospital.

Dr Alexander has worked as a consultant providing services in governance, strategic planning, change management and service improvement in both public and private sectors.

Her work has been recognised with several national best practice awards and leadership positions on a number of boards.



JULIANA ROADLEY

Juliana Roadley is the Senior Manager of Media & Content for CommSec. Juliana has worked in banking and broking for over 15 years as a commodity trader, market and research analyst and presenter.

Juliana is one of CommSec's most experienced analysts and media presenters and can often be seen delivering live market crosses to Sky News Australia, ABC, BBC and leading radio networks. Juliana holds an Honours Degree in Geology. Her love for geology drives her keen interest in mining and energy companies and use of minerals.



CARL COWIE

Mr Cowie is an internationally experienced executive whose strong business and finance capabilities have helped maximise performance and increase customer satisfaction in such different fields as healthcare, facilities management, transport, manufacturing and construction project management.

Through strong personal management, Mr Cowie's philosophy focuses on a 'hands on' approach to building high performance teams and executing clear business strategies.

This approach and attention to detail has quickly transformed both the day to day and strategic business operations and capabilities within the Mornington Peninsula Shire where he was named CEO in December 2014.

Mr Cowie holds qualifications in economics, finance, an MBA from Monash Mt Eliza Business School and has studied at Harvard University's prestigious School of Public Health in Boston.

When not guiding the Shire's operations, Carl maintains a keen eye on various sporting teams, including the Rangers Football Club in his native Scotland and the mighty Hawks from Hawthorn.

OUR SPEAKERS



ANDREW CHOW

Andrew Chow is a Director with the Essential Services Commission. He currently heads up the local government team. Previously, he had also been responsible for economic regulation in major industries including gas, electricity, water and transport within the Commission.

Andrew has a strong public as well as private sector background, primarily gained from senior roles in strategic microeconomic reforms, policy development, economic regulation and advisory work in an investment bank.

He is a Fellow with CPA Australia.



MARK DAVIES

Mark is a Chartered Accountant with over 25 years of experience in the private and public sectors including 11 years at PWC in a range of senior audit and consultant roles and 13 years working in local government in metropolitan and regional councils up to Chief Executive Officer level. Mark now provides consulting services to the state and local government specialising in strategic financial planning and management. He is also an expert advisor to Local Government Victoria and has authored numerous better practice publications for the local government sector.



SUE ANDERSON

Sue Anderson works in the field of Emotional Intelligence. Her specialty is helping people develop mental toughness so they can excel (not handle) in the pressures of the modern workplace. At the same time she works with teams to develop cultures that nurture talent not neutralize it.

A highly sought after coach, mentor, trainer, author and speaker, Sue Anderson works with organizations and businesses to develop highly functional and productive workplaces, with confident, resilient and motivated employees.

As a Thought Leader in the areas of resilience building and workplace bullying, Sue utilizes her cutting edge methodology to help individuals and teams move from a place of fear and dysfunction to a highly engaged, confident workforce. By integrating and refining areas including communication, motivation, beliefs and emotion, Sue's programs empower employees, enabling ongoing positive human interaction in the workplace and beyond.

With qualifications in psychology, management, quality assurance, training and Neuro-Semantics, Sue's unique approach is accessible, fun and builds capability rather than taking a punitive or Band-Aid approach to improving productivity in the workplace.

MARK GRANT

Mark is the Director Sector Performance and Development, Local Government Victoria. His team has responsibility for the implementation of the Local Government Performance Reporting Framework, the Local Government Finance & Reporting regulations and the implementation of a wide range of sector reform initiatives including, shared services and procurement programs.

Mark has worked extensively in the local government sector throughout a 33 year career in the Victorian Public Service.

He has held leadership roles in local government service delivery, service contracting and outsourcing, partnering and health and human services design, delivery and reform.

He is an accredited mediator and conflict coaching practitioner. He also teaches in Contemporary Social Issues at the Australian College of Applied Psychology.

PETER SWABEY

Peter Swabey is currently Director of Corporate Services at Glen Eira City Council and has been at Glen Eira since October 2004. Peter has more than 25 years' experience in senior finance and company secretarial roles across a range of industries including Local Government, banking and finance and legal services. He has extensive experience in financial management, treasury, payroll, accounting system implementations and external financial reporting requirements.

OUR SPEAKERS



STEPHEN BIGARELLI

Stephen is currently the Manager Financial Services, City of Ballarat. He commenced at the City in November 2007, after 30 plus years in senior roles in Accounting in the fields of Health and Education.

He has been a CPA since 1981.

His current position has responsibility for all accounting functions of the City and this includes overseeing the purchase card program.



MAX HARDY

Founder and Principal of Max Hardy Consulting, Max specialises in collaborative governance, strategic questioning, collective impact and designing, facilitating and evaluating deliberative community engagement processes.

With a particular interest in deliberative democracy and appreciative inquiry, Max has developed innovative models for collaboration and community engagement. He has presented papers at numerous international conferences, and is a regular guest lecturer at the University of Sydney.

Before recently branching into his own consulting business, Max was a Director at Twyfords, where he co-authored two books. In 2007 they published his first book titled "Beyond Public Meetings: Connecting Community Engagement with Decision-Making" and then in June 2012, published their second book "The Power of Co: The Smart Leaders' Guide to Collaborative Governance."

KATE MCCAUGHEY

Originally trained as an urban planner, Kate McCaughey has over 15 years experience working in both community development as well as public and private infrastructure projects. These include a range of project management, strategic planning and stakeholder liaison roles, and include: the Avondale Heights Community Precinct; Abbotsford Convent Precinct redevelopment; Equiset University Square project and the Fitzroy Town Hall redevelopment.

Her current role as Coordinator, Major Projects and Development, City of Moonee Valley, involves implementation of Council's service planning program (including Core Maturity accreditation through the MAV STEP program in 2012), as well as coordination of significant social infrastructure projects requiring a whole-of-Council approach.

Some of Kate's previous roles have been as: Executive Officer, Abbotsford Convent Implementation Group; and Associate Director Northbridge Infrastructure.

OUR SPEAKERS

VAUGHAN WILLIAMS

Vaughan Williams has been working in Local Government for the last 22 years in both Victoria and South Australia in 5 different Councils. For the last 11 years he has been at Northern Grampians Shire working initially as a Finance Manager and for the last 6 years as Corporate Services Director.

BRETT WINTERFORD

Brett Winterford is the Senior Manager of Cyber Outreach and Research at Commonwealth Bank.

In his current role, Brett provides cyber security advice and resources to Australian businesses and government agencies, and works with Universities and research bodies to develop cyber security curriculum and research programs.

Brett has worked as a journalist, commentator and educator in Australia's technology sector for over 15 years.



DAVE BARRY

Dave Barry is Chief Executive Officer of the Alpine Shire Council in North East Victoria.

Dave was previously Director Development Community and Corporate Services at Towong Shire Council and has also worked in Economic Development roles with Albury City Council and Alpine Shire Council since moving to Australia. His back background prior to that was in technology, primarily High Performance Technical Computing (supercomputer development).

Dave has a strong focus on performance improvement projects that reduce costs and deliver better outcomes for the community.



DR KARL KRUSZELNICKI

Dr Karl Kruszelnicki is the man with the answers when it comes to science and technology. His enthusiasm for science is totally infectious and no one is better able to convey the excitement and wonder of it all than Dr Karl Kruszelnicki.

Dr Karl's famous Science Talkback show Great Moments in Science (Triple J) is so popular that the ABC switchboard crashes every time the phone number is given out to listeners! His science homepage (which has well over 4 million words on it) also generates an enormous number of downloads each week.

In 1995 Dr Karl took up the position of the Julius Sumner Miller Fellow at Sydney University, spreading the good word about science and its benefits. In 1996 he was invited by the United States Information Agency to be a Distinguished Foreign Guest in their International Visitor Program. Previous Alumni of this program include Julius Nyere, Anwar Sadat, Indira Ghandi and Margaret Thatcher. As part of this program he visited NORAD, Dryden Air Force Base and the Jet Propulsion Laboratory - and got to sit in the front seat of an SR-71 Blackbird.

In 2002 Dr Karl was honoured with the prestigious Ig Nobel prize awarded by Harvard University in the USA for his ground-breaking research into "Belly Button Lint and why it is almost always blue".

In March 2012, Dr Karl joined a very exclusive list when he was declared one of Australia's 100 National Living Treasures.

Karl has degrees in Physics and Maths, Biomedical Engineering, Medicine and Surgery and has worked as a physicist, tutor, film-maker, car mechanic, labourer, and as a medical doctor at the Kids' Hospital in Sydney.

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CommonwealthBank

At the Commonwealth Bank, we recognise the vital role Local Government has in the community. We know that one solution doesn't fit all which is why we have a dedicated team solely focussed on delivering tailored financial solutions to the sector. CommBank works with Councils every day to help solve business challenges and meet the demands of customer service expectations, within an environment of increasing pressure to do more with less. With our forward-looking approach, we're continuing to transform services and achieve efficiencies through technologies such as CommBiz Advance Analytics, for better decision making.

Commonwealth Bank, fluent in local government

Keeping a healthy triple bottom line and your community satisfied can be a tricky balancing act. We know because more local governments around Australia work with our dedicated Local Government Banking Specialists than with any other bank. So if you want to streamline your transaction management activities, more flexible financing options or information on investments, we can help.

Contact Felix Rosman, Relationship Executive on 0414 789 407

Commonwealth Bank of Australia ABN 48 123 123 124. Australia Credit Licence 234945



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Bankwest Money Market Investments

Bankwest is a full service bank, active in all market segments, providing a complete range of deposit and lending products to the business, rural, housing and personal markets.

Through our Money Market Investments team, corporate and institutional investors earn competitive, market linked interest rates on investments over \$500,000. Our Money Market Managers have a wealth of experience in the fixed interest investment market dealing in at call accounts to term deposit investments up to 5 years.

For further information contact:

Naree Wilkinson on (03) 9641 2785 or via email naree.wilkinson@bankwest.com.au

Or Peter Ellis on (03) 9641 2631 or via email peter.ellis@bankwest.com.au



Computron Software

Computron is an Aptean company with best of breed solutions that deliver process improvement through automation and technology. With over 20 years' experience servicing Local Government, Computron prides itself on its ability to meet the ever changing landscape of business demands by providing a range of software applications that automate, integrate and streamline business processes, allowing Councils to focus on their strategic business objectives and to achieve operational excellence.

Fully integrated solutions include: Enterprise Financial, Accounts Payable Automation, Procure to Pay, Business Intelligence and Reporting, Strategic Planning and Performance Management, Intelligent Scanning and Data Capture, Business Process Management, Workflow, Agile Integration Platform, Process Analytics. Computron is a Kofax Certified Diamond Partner – with a full complement of highly qualified and experienced consultants adding great value to our client implementations for all scanning and data capture requirements such as; invoice automation, mailroom automation, automated employee on-boarding, electronic timesheet processing, scan to archive projects.

About Aptean - a leading provider of mission critical enterprise software solutions that builds and acquires industry-focused solutions to support the evolving operational needs of customers. With solutions that help around 5,000 organisations to stay at the forefront of their industries by enabling them to operate more efficiently, and yield high customer satisfaction.



Curve Securities

Curve Securities enables you to access more options with less effort.

We assist over 400 clients – including 170 in local government – with the placement of their surplus funds. They save countless hours every year thanks to the efficiency and productivity gains from our personalised service and cutting-edge technology platform.

Our clients have access to rates from over 60 banking institutions and a wide range of fixed interest securities, and benefit from the “specials” we negotiate on their behalf – which make up a third of Curve deals.

These opportunities can be tailored to suit all policies and, as we deal in all terms and credit rated entities ranging from AAA to unrated, there is something for everyone.

Thanks to our market-leading systems, we pre-fill the paperwork for you and confirmations are sent within minutes of a deal. Your funds are deposited directly with the institution, and there is no charge to you as the banking institutions pay us to find them funds.

Along with saving you time and effort, our new Portfolio Management Platform enables you to monitor, measure and manage your entire investment portfolio with newfound simplicity, ensuring robust compliance.

To find out how we can help you, visit
www.curvesecurities.com.au/government

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Forms Express

Following council amalgamations in 1995, Forms Express commenced work with their first Council, Surf Coast Shire. Now with over 50 councils in Victoria utilising our print and eNotice services (FormsPort), Forms Express is responsible for the printing and distribution of Rates, Instalments, Reminders, Debtor statements, Animal renewal notices and Infringements notices. Forms Express developed our eNotice service in 2013 and now sends over 240,000 emails annually.

Forms Express' newly implemented dashboard provides an on-line portal for our Councils to submit and track all print runs, showing transparency throughout the process. The dashboard also focusses on eNotice take up and the current postage savings, with the ability to provide SMS and reminder options for further savings.

2015 heralded in a considerable investment in infrastructure for Forms Express. In June 2016 we fully commissioned an Inkjet printer to complement our off-set printing capabilities, allowing council to print on the fly and make changes at the last minute. Printing on the Inkjet printer, also gives Council the opportunity to promote important information on Rates notices, such as signing up for “eNotices”.

Forms Express has been fortunate to gain valuable input from many councils over the last 20 years, enabling us to implement innovative product and services which deliver efficiency gains and cost saving benefits to Council.

For further information, contact:

Sue Calder Business Development Executive on 0418 513975 or via email sue@formsexpress.com.au



Genesis Accounting

Genesis Accounting is a firm of Chartered Accountants that has specialised in providing GST and FBT consulting services to local government for the last 16 years. These services have been provided to over 240 councils across Australia and cover all aspects of consulting work including an emphasis on ATO private rulings on GST and FBT issues, particularly Division 81 fees and charges exemptions, property transactions, overpaid GST and FBT and salary packaging. The practice is currently also providing a GST Add In to the cloud based LG Solutions fees and charges product which will give councils certainty about the GST status of their fees and charges in an electronic form. All the things you need to know about why a fee is taxable or exempt is in the Add In and available from the cloud in an instant. No more fumbling with inefficient spreadsheets. Importantly the GST status is kept up to date including for any new fees and charges your council adopts via a unique system of rulings and ATO approvals. Come and see us and let us take away the stress of keeping up to date.



IMB Bank

About IMB Bank

- IMB Bank has a very strong & clean Balance Sheet
- Highly liquid
- Well capitalised
- Strong core business
- Conservative, prudent management
- Regulated by APRA and ASIC
- Security IMB Bank has been in business more than 135 years

How to Invest with IMB Bank

- Contact your Relationship Manager for our daily rates
- Complete our simple deposit form and fax or email it to us
- Meet our identification requirements

Who is IMB Bank?

- Established in 1880, IMB Bank is celebrating 135 years of helping their members achieve their goals.
- IMB Bank has assets of \$5 billion and over 180,000 members
- Authorised Deposit Taking Institution (ADI) regulated under the Banking Act 1959
- Supervised by the Australian Prudential Regulation Authority (APRA) and the Australian Securities and Investment Commission (ASIC)
- Standard & Poor's investment grade rating A2 short term and BBB+ long term with a stable outlook
- Principal activities are the provision of banking and financial services
- Comprises retail banking, business banking, treasury and financial planning including lending, savings, investment and insurance products#
- 44 branches located throughout Sydney, the Illawarra, NSW South Coast, the ACT and Melbourne
- Supported by our mobile lending team, call centre, ATM network, internet and mobile banking, and automated phone banking

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IT Vision

IT Vision is committed to providing the very best products and services to a range of industries including Local Government, Health Care Services, Regional Port Authorities and Statutory Authorities.

Our fully integrated Enterprise Resource Planning solution combines an array of modules, including Business Process Management Services, based around the everyday needs of the organisation's staff and includes all the components to help create a seamless solution. Other solutions such as Corporate Performance Management and Business Intelligence tools can be fully integrated with not only the IT Vision ERP solution, but third party products as well.

Because of our large and regionally diverse client base, we are continually developing services that utilise the latest in communications, technology and business processes to ensure that our clients received the very best assistance, training and support regardless of location.

With over 145 Councils already using our software and extensive local support, SynergySoft is the perfect choice for your organisation.

For further information

Email Sales@itvision.com.au or tel 08 9315 7000



Laminar Capital

Laminar Capital is one of Australia's leading providers of wholesale deposits and bank securities to local councils, not-for-profits and other middle market clients Australia wide. What sets us apart is our ability to provide a truly integrated service from advice to execution to settlements. We also provide our clients with access to the market leading investment management platform Treasury Direct.

Treasury Direct allows users to quickly and easily find the best rates on offer from over 40 Authorised Deposit-taking Institutions (ADIs). Online execution means you can simply click the rate on offer by the ADI of your choice to automatically execute the term deposit, **BROKERAGE FREE** As well as taking care of your daily investment needs, Treasury Direct makes monitoring your investment limits and producing month end reports a breeze.

- Reduce time looking for the best deposit rates.
- Deposit rates are provided BROKERAGE FEE so that the rate that you see is EXACTLY the same rate you will receive from the ADI if you were to call direct.
- Invest, rollover and redeem at the click of a button.
- Monitor your investment limits in real time. Invest with confidence knowing you are adhering to your investment policy guidelines.
- One click month end report packs mean end of month reporting can be completed in seconds.
- Tailored reports mean that finance committee and council reports can now be provided instantly

Visit www.treasurydirect.com.au to find out more or contact:

Cameron Rae Managing Director on (03) 9001 6991

Email cameron.rae@laminarcapital.com.au

Con Tsioutsis Head of Capital Markets on

(03) 9001 6998

Email con.tsioutsis@laminarcapital.com.au



LG Solutions

Over the last 12 years, LG Solutions has grown from a zero base to over 200 Council Clients across 6 States - NSW, QLD, NT, WA, SA & VIC.

The LG Solutions "team of 6" brings together the "trifecta" in Local Government financial management – having been LG Finance Professionals, LG Auditors &/or LG Consultants!!

Since first launching our Industry newsletter, LG "Debits & Credits" on "all things accounting & financial management" 12 years ago...we have now become "partners in Council's financial data" thru our cloud suite of LG specific products, applications & services which includes our:

- Annual YE Financial Reporting Templates,
- Long Term Financial Plan (LTFP),
- LG Analyser where you can compare, contrast & rank your Council's financials against every other Council (NSW, SA)
- Fees & Charges application (& unique GST "add in") plus
- Our about to be launched QBRS and
- Upcoming KPI & integrated IPRS modules.

Best of all LG Solutions can (& do) provide around the clock 24 hour service to any & all of our Council clients – a huge benefit, especially when the never ending financial reporting deadlines mean "burning the midnight oil" !!

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Magiq

MAGIQ Software provides financial and administration software for the Public and Social Sectors. The MAGIQ Software platform includes the MAGIQ Enterprise, MAGIQ Performance and MAGIQ Documents Suites. The business has more than 450 customers throughout Australia, New Zealand, the USA, the UK, Singapore and South Africa.

More than 220 Councils throughout Australia and New Zealand are using MAGIQ every day. Built upon more than 30 years of local government industry experience and knowledge, the MAGIQ software suites have been designed to effectively meet the diverse business and community engagement needs of Councils.



MAV

MAV Procurement is a division of the Municipal Association of Victoria focused on achieving better procurement outcomes for local government.

The core objectives of MAV Procurement are to:

1. Provide Aggregated Procurement Services
2. Build Sector Procurement Capability
3. Support Council and Sector Policy Outcomes

In addition to a wide range of contracts undertaken on behalf of Victorian Councils, MAV also provides access to the Local Government Funding Vehicle, Australia's first aggregated funding vehicle for local government and the LEAP program, a low-cost ongoing continuous improvement program that uses real data and evidence to improve the procurement capability and performance of councils and enable structured collaboration across the sector.

For further information please contact

Cameron Spence on 0422 005 552

cspence@mav.asn.au



Midstate CreditCollect

"MCC knows local government debt collection. We act for almost 40 Councils – some for more than 20 years.

Because of this depth of involvement, MCC fully understands that in the complex political sphere that local government operates within, debt collection must make not only economic sense - but must at all times embrace and enhance your Council's corporate social responsibilities.

MCC not only gets your rates and council charges paid - we can also build your Council's social capital in the community.

Come and visit our stand, have a coffee with us and let's discuss how we can enhance your bottom line and build your cash flow, at the same time as protecting your brand and reputation."

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NAB

As government banking specialists, we work with local governments around Australia to provide financial solutions that help drive the outcomes councils need and reflect regulatory and operational frameworks that they operate under.

For you, this means you don't need to explain how councils work. Instead, we work with you to find out what your council wants to achieve, and design banking solutions that support and help enable you to deliver your vision - whether it be a more efficient way of processing dog registration payments, or designing a loan structure that matches your council's rates collection schedule.

Along the way, we share insights and approaches to help you make informed decisions.

Find out more:

www.nab.com.au/business/industry/other-industries/government

Contact Cecilia Ho on 0407 507 321 or email Cecilia.N.Ho@nab.com.au



Open Office

Open office has been providing software and services to local Government for 26 years. With more than 400 customers, we are leaders of software solutions for Licensing and Compliance, Customer Services, Financial and Asset Management. Our Finance solution, Microsoft Dynamics NAV is a global ERP system giving greater control with a seamless integration to Office 365, Excel and Outlook. Financial reports are tailored and personalised using dashboards allowing employees to become more efficient in their daily activities.

Our 70+ products can be delivered on site or in the Cloud and built to your specific needs. Our mobile solutions allow council staff to access data in the field and reduces time and effort of data management. To complement our world class solutions, we are excited to announce the development of a Community Engagement Platform which will enable Council and Community to effectively manage and participate in key functions when, where, and how they want to.

For further information, please contact

Anita Bezuch, National Sales Manager on 0408 696 230



Westpac

Westpac Institutional Bank's public sector specialists combine strength in banking, strategic insights and investment in technology to enable you to create value across your efficiency, productivity and digital transformation agendas.

We are the proud provider of the Victorian Government State Purchase Contract for Cash & Banking Services, which all Local Government entities are eligible to append and take advantage of the best value for money banking services available in the market.

At Westpac Institutional Bank we understand the importance of helping our customers, communities and our people to prosper over the long term and look forward to the opportunity of supporting your local community.

OUR SPONSORS

PARTNER



Vision Super

Vision Super is proud to have a long history of providing local government employees with top performing super and exceptional service.

We've been helping our members grow their retirement savings since 1947. If you're one of our members, know that as an industry fund, we don't profit from your membership, and everything we do is always in your best interests.

We're committed to providing you with low fees, strong long-term performance, quality education and advice, and flexible insurance options. We've been awarded the highest platinum rating 11 years in a row for best value super from SuperRatings, an independent super research company.

As a community focused super fund, we visit our members all across Victoria, helping them understand their super, take control of their future, and better prepare for retirement.

We also integrate sustainability and social responsibility into our investments and everyday operations.

As a long-standing partner of FinPro we are excited to be at the 2016 conference and we hope you enjoy this great event.

If you'd like to find out more about Vision Super, come and say hello to the Vision Super team, or visit

www.visionsuper.com.au.

KEY NOTE



Recoveries & Reconstruction

Australia Pty Ltd

Recoveries & Reconstruction (Aust.) Pty Ltd is a third generation incorporated legal practice that focuses solely on meeting the needs of Local Government.

R&R has over 15 years' experience in Local Government debt management representing over forty (40) Councils throughout Australia. Everything R&R does revolves around servicing the needs of Local Government from personally serving your legal documents, to appearing in the Magistrates and Supreme Court, all work is done in house by our Local Government specialists.

We are quality assured to the highest standard, compliant with all legislation and are a family run business that has developed systems and an ethos that makes debt management seamless for Council.

Key Strengths:

- Focus: Clientele is 100% Local Government;
- Price: Cost neutral. No charge for pre legal work, letters, phone calls, SMS, emails, business searches, title searches, relocations, reattempted services, court appearances;
- IT: World class web application saving Council between 15 and 30 hours per week;
- Efficiency: Same day service, all work is done in-house
- Results: Guaranteed 90% collection rate within 12 months, 80% of Notice of Complaints served within 4 days;
- Ethics & Compliance: Accountable to the highest possible industry standards.

Our focus is maximising Council's debt Recoveries while Reconstructing the relationship between Council and the debtor.

ABOUT THE VENUE

Mantra Lorne, Mountjoy Pde, Lorne

The venue for the 2016 FinPro Conference will be Mantra Lorne, on the Great Ocean Rd in Lorne.

The only beachfront property in Lorne, Mantra Lorne offers wonderful accommodation in one of Australia's most sought after destinations, the Great Ocean Road. Built around the oldest guesthouse in Victoria, Mantra Lorne is now a part of the rich history of Lorne and the surrounding region.

With the beachfront location and the 12 acres of beautifully landscaped gardens that surround the resort, Mantra Lorne is the ideal setting and boasts the title of largest residential conference destination in Victoria.

Offering resort, hotel, one and two bedroom apartments, an onsite restaurant and endota Day Spa you're sure to be pleased, whatever your intended stay.

For any enquiries please contact

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