



59th Annual County Finance School

May 7 - 9, 2025 | The Queensbury Hotel | Glens Falls . NY



Sponsored by:

**NYS Association of Counties
Office of the State Comptroller
NYS Treasurers and Finance Officers Association**

Wednesday, May 7, 2025

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| 8:00 a.m.-5:00 p.m. | Lobby Foyer |
| Registration | |
| 9:00 a.m.-10:30 a.m. | Adirondack North |
| Albany Insights | |
| 10:30 a.m.-10:45 a.m. | Adirondack Foyer |
| Break | |
| 10:45 a.m.-12:00 p.m. | Adirondack North |
| Short Term Rentals | |
| 12:00 Noon -1:30 p.m. | Queens Ballroom |
| Luncheon | |
| 1:30 p.m.-2:45 p.m. | Adirondack North |
| GASB 101: Account & Reporting for Compensated Absences | Track A |
| 1:30 p.m.-2:45 p.m. | Adirondack E/W |
| Building Better Banking Relationships | Track B |
| 2:45 p.m.-3:15 p.m. | Adirondack Foyer |
| Break | |
| 3:15 p.m.-4:30 p.m. | Adirondack North |
| Policies and Procedures For County Management | Track A |
| 3:15 p.m.-4:30 p.m. | Adirondack E/W |
| Understanding AI | Track B |
| 5:00 p.m.-6:00 p.m. | Gold Room |
| Reception | |
| 6:00 p.m.-8:00 p.m. | Queens Ballroom |
| Murder Mystery Dinner with the Riddlesbrood Touring Theatre Company | |

Thursday, May 8, 2025

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|---------------------|-----------------|
| 8:00 a.m.-5:00 p.m. | Lobby Foyer |
| Registration | |
| 8:00 a.m.-9 a.m. | Queens Ballroom |
| Breakfast | |

8:00 a.m.-9:15 a.m. Warren Room
NYS County Treasurers & Finance Officers Association
 Breakfast Business Meeting *(members only)*

9:15 a.m. - 10:30 a.m. Adirondack North
Structurally Balanced Budgeting

10:30 a.m.-11:00 a.m. Adirondack Foyer
Break

11:00 a.m.-12:15p.m. Adirondack North
OSC Audit Expectations **Track A**

11:00 a.m.-12:15 p.m. Adirondack E/W
Legalities of Purchasing **Track B**

12:15 p.m.-1:15p.m. Queens Ballroom
Awards Luncheon
Speaker: *(invited)*
Hon. Tom DiNapoli
 NYS Comptroller



1:45 p.m.-3:00 p.m. Adirondack North
Mastering Grants Management **Track A**

1:45 p.m.-3:00 p.m. Adirondack E/W
Optimizing Your Bottom Line Through Utility Management **Track B**

3:00 p.m.-3:30 p.m. Adirondack Foyer
Break

3:30 p.m.-4:45p.m. Adirondack North
Cyber Security and Fraud Prevention **Track A**

3:30 p.m.-4:45p.m. Adirondack E/W
Procurement 2.0 **Track B**

6:00 p.m. - 9 p.m. Off Property Event
 Hotel Entrance Departure
Reception & Dinner at Davidson Brothers Brewery & Restaurant

Friday, May 9, 2025

7:30 a.m. - 8:30 a.m. Adirondack Foyer
Continental Breakfast

8 a.m. - 9:15 a.m. Adirondack North
New York State & Local Retirement Systems Update

9:30 a.m. - 11:45 a.m. Adirondack North
Real Property Tax Roundtable

59th Annual County Finance School Workshops

Albany Insights: State Budget, Legislation, and Key Issues Impacting Counties

NYSAC will provide a comprehensive update on the latest developments in the State budget, key legislative priorities, and other critical issues affecting counties. Attendees will gain valuable insights into how state policies and decisions will impact county finances and operations. The session will also address emerging challenges and opportunities, offering a deeper understanding of the current political and fiscal landscape.

(Wednesday, May 7, 2025, 9:00am-10:30am)

Navigating the Financial Landscape of Short-Term Rentals in New York State

Explore the growing impact of short-term rentals (STRs) on county finances in New York State. County finance officials will gain insight into how STRs affect local tax revenue, housing stock, and opportunities for tourism in your county. Experts will discuss how they are implementing the new short-term rental law, while NYSAC will provide a high-level overview of the enacted legislation—Chapter 99 of the Laws of 2025. Attendees will leave with practical tools to manage the financial implications of STRs and enhance their county's fiscal health. **(Wednesday, May 7, 2025, 10:45am-12:00pm)**

GASB 101: Accounting and Reporting for Compensated Absences

Join us for an informative session with experts from the Bonadio Group who will guide you through the key aspects of GASB 101, Compensated Absences. The workshop will discuss an overview of GASB 101 and its impact on government organizations, accounting and reporting requirements for compensated absences, and practical applications for implementation. Gain the knowledge needed to ensure accurate financial reporting and compliance with GASB standards. **(Wednesday, May 7, 2025, 1:30pm-2:45pm)**

Building Stronger Banking Relationships: A Key to Financial Success for Counties

Explore effective strategies for county finance leaders to strengthen relationships with banking institutions and financial partners. Participants will learn how to negotiate better terms for county accounts, financing, and cash management services. Experts will share insights on optimizing banking relationships to enhance county liquidity, improve interest earnings, and streamline financial operations. Attendees will leave with practical approaches to fostering long-term, mutually beneficial banking partnerships that support their county's financial goals. **(Wednesday, May 7, 2025, 1:30pm-2:45pm)**

Policies and Procedures for County Management

Counties must adopt key policies to guide actions in specific circumstances, including ethics, investment, procurement, workplace violence, sexual harassment, cybersecurity breach notifications, and public health emergencies. While not all policies are mandated, additional procedures can enhance county operations. This session will explore the required policies, offer guidance for ensuring their effectiveness, and share best practices and internal controls to improve county efficiency and compliance.

(Wednesday, May 7, 2025, 3:15pm-4:30pm)

What Counties Need to Know About Artificial Intelligence

Learn about how artificial intelligence (AI) can enhance financial management and decision-making within local governments. The session will cover practical applications of AI in areas such as budgeting, forecasting, and data analysis, highlighting its potential to improve efficiency and accuracy. Experts will discuss how AI tools can help identify patterns, streamline workflows, and optimize resource allocation. *(Wednesday, May 7, 2025, 3:15pm-4:30pm)*

Structurally Balanced Budgeting

Learn the formula for creating a balanced county budget that aligns revenues with appropriations, ensuring fiscal stability. This session will cover strategies for addressing unexpected revenue shortfalls or expenditure increases, providing tools to manage unforeseen financial challenges effectively. *(Thursday, May 8, 2025, 9:15am-10:30am)*

OSC Audit Expectations

What should your county expect during an audit by the Office of the State Comptroller? This session will walk you through the audit process, from start to finish, detailing what auditors look for, the standards they follow, and your role in ensuring a smooth and successful audit. *(Thursday, May 8, 2025, 11:00am-12:15pm)*

The Legalities of Purchasing and Competitive Bidding

The Office of the State Comptroller's Legal Division will discuss legal requirements for competitive bidding, including statutory amendments to the General Municipal Law Section 103 and various exceptions to the bidding requirements. Learn what vendors consider when deciding whether to bid and how to craft clear, effective RFPs that lead to successful project outcomes. Attendees will leave with practical strategies to optimize their county's procurement efforts and ensure project success. *(Thursday, May 8, 2025, 11:00am-12:15pm)*

Mastering Grants Management: Budgeting for Success in County Finance

This workshop will provide essential strategies for managing and budgeting grants effectively. Participants will learn how to navigate the complexities of grant funding, ensure compliance with federal and state regulations, and create accurate financial forecasts. Expert speakers will share best practices for integrating grant funds into county budgets and tracking expenditures. Attendees will leave with practical tools and insights to enhance their grant management processes and improve financial oversight. *(Thursday, May 8, 2025, 1:45pm-3:00pm)*

Optimizing Your Bottom Line Through Utility Management

In today's economic landscape, effective cost management and operational efficiency are top priorities for county governments. Utility expenses represent a significant portion of operating costs, and ensuring proper oversight can be complex. This workshop will explore strategies for optimizing utility expenditure solutions, providing finance professionals with the tools and insights needed to enhance fiscal oversight and efficiency. Gain a comprehensive view of utility expenditures, enabling better forecasting, budgeting, and identification of cost-saving opportunities. Automate bill

processing and payment workflows to reduce manual effort, minimize errors, and improve financial reporting accuracy and utilize detailed reporting and analytics to drive strategic planning and improve financial accountability. **(Thursday, May 8, 2025, 1:45pm-3:00pm)**

Cybersecurity and Fraud Prevention: Protecting County Finances in the Digital Age

County officials will gain crucial knowledge on safeguarding their financial systems from cyber threats and fraud. Experts will cover smart practices for protecting sensitive financial data, identifying potential security risks, and implementing robust fraud prevention measures. Attendees will learn about the latest cybersecurity tools, compliance requirements, and how to respond effectively to cyber incidents. **(Thursday, May 8, 2025, 3:30pm-4:45pm)**

Procurement 2.0

Join us for an insightful workshop on cooperative purchasing tailored specifically for county finance officials. Better understand the test of low price and best value in New York, and discover some of the platforms, benefits and opportunities of cooperative purchasing. In addition, learn more about free Amazon Business Prime membership available to NYS counties through cooperative purchasing. This program offers a strategic advantage in procurement efficiency, cost savings, and ease of use. Learn how to leverage this innovative tool to streamline your purchasing processes and maximize your budget. **(Thursday, May 8, 2025, 3:30pm-4:45pm)**

New York State and Local Retirement Systems Update

A representative from the State Comptroller's Office will provide the latest updates on the New York State and Local Retirement System, covering key changes and insights that affect counties and their retirement plans. **(Friday, May 9, 2025, 8:00am-9:15am)**

Real Property Tax Roundtable: Preparing for Upcoming Changes in NYS Law

This session will provide crucial updates on how these changes are affecting county tax operations. In Rem remains a rapidly evolving issue, and experts will discuss its current and future implications. Attendees will gain valuable insights into how legislative





Registration Now Open!

You may register for the County Finance School [online](#) by clicking on the link below. This year's registration fee is \$225. The registration deadline is **April 28th**.

Link: <https://1.cventevents.com/Finance25>

You can access all conference information at

<https://www.nysac.org/education-events/finance-school/>

If you are not a county official, please visit <https://www.nysac.org/education-events/marketing-opportunities/>.

Book Your Hotel Room Today!

The 59th Annual County Finance School will be held at the historic Queensbury Hotel, nestled in the charming downtown of Glens Falls, New York, in scenic Warren County. PLEASE NOTE THAT THE QUEENSBURY IS CURRENTLY SOLD OUT. You may book the same discounted rate at their sister property, the [Fairfield Inn & Suites](#), located just 2 miles from The Queensbury Hotel. The Fairfield Inn is offering the same discounted rate of \$117 per room/ per night if you register through the custom link below. Both hotels have free & ample parking.

The hotel booking deadline is APRIL 23rd.

[Fairfield Inn & Suites . 21 Big Boom Rd . Glens Falls . NY . 12804](#)

*****If you have any questions please reach out to
NYSAC Member Information Manager
Chancey Young at cyoung@nysac.org.*****



MURDER MYSTERY

DINNER THEATRE

JOIN US FOR AN EVENING OF INTRIGUE

Wednesday May 7

6 PM MEET & MINGLE,
COCKTAILS AND HORS-D'ŒUVRES

7 PM THEATRE DOORS OPEN
DINNER & INTERACTIVE SHOW

PERFORMANCE BY RIDDLESBROOD TOURING THEATRE



Special EVENT

Unwind and network with colleagues from across New York State over a local craft pint and delicious casual fare in the warm, inviting atmosphere of a beloved local brewery.

| Thursday . May 8th . 6 PM |



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