

**INSPRA Presentation**  
**January 20, 2012**  
**FINANCIAL FORECASTING AND PLANNING FOR A REFERENDUM IN**  
**CHALLENGING FINANCIAL TIMES**  
(9:30 – 11:30)

- 9:00 – 9:30: Breakfast / Welcomes/Introductions
- 9:30 – 10:00: Why Do I Care if Springfield or Washington Can't Balance Their Budgets?
- General Economic Update and What it Means at the Local Level
  - Updates on State and Federal financial policies
  - Implication of State's Three Year Financial Projection
  - Impasses in Washington and the USDE Budget
- 10:15 – 10:45: Financial Forecasting
- Long Range Financial Forecasting
    - Revenues
    - Expenditures
  - Local Issues
    - Declining EAV's
    - Teachers Contracts
- 10:45 – 11:15: Winning Before You Start
- Community Engagement Approaches and Strategies
- 11:15 – 11:30: Communicating the Message
- Local Operating Rate Increase Ballot Issues
  - Financial Communication to the "Lenders / Bondholders"