



NEW HAMPSHIRE MUNICIPAL ASSOCIATION



Poor Cybersecurity is Growing Municipal Concern

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&

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Summit Cyber Solutions, LLC.

How to Participate Today



- Open and close your Panel
- Submit text questions
- Q&A addressed during today's session

The screenshot displays the GoToWebinar interface. At the top, there is a menu bar with 'File', 'View', and 'Help'. Below it, the 'Audio' panel is visible, showing 'Audio Mode' options: 'Use Telephone' (unselected) and 'Use Mic & Speakers' (selected). A 'MUTED' indicator and a volume level bar are also present. Below the audio panel is the 'Questions' panel, which is highlighted with a red border. It contains a text input field with the placeholder text '[Enter a question for staff]' and a 'Send' button. To the left of the main interface, a sidebar contains several icons. Two red arrows point to the top icon (a square with a right-pointing arrow) and the bottom icon (a hand with a green arrow pointing up), which correspond to the first two bullet points in the list.

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CYBER CRIME

Alan Guibord
Fmr. CEO of Computerworld

Changing the Course of History



OUR
DEMOCRACY
HAS BEEN
HACKED

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MR. ROBOT

USA

WE HAVE TAKEN
YOUR .COM HOSTAGE

CLICK HERE
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SITE GETS IT.

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The Threat

- The popular misconception is that the “bad actors” target companies with sensitive data like Lockheed Martin, and companies with deep pockets like GE.
- The truth is quite the reverse – the attacks are mounted by bots, and they find the softest targets regardless of company size.
- You will not know that it has happened – nothing goes missing, nothing changes (apparently)
- The average time to discovery is 228 days



Some Recent Examples

- Atlanta- Ransomware, down for over a week, cost to date over \$5 million
- Baltimore- 311 and 911 dispatch system down for 17 hours
- South Carolina - Dept. of Revenue, 6.4 million individuals and business data, over \$25 million in lawsuits
- Utah - Hacked over 750,000 medical records
- Washington State - Admin Office of Courts, 160,000 social security numbers breached



The Toll it Takes

- After a SamSam attack [took down the servers for Bingham County, Idaho](#), officials estimated it could take nearly a year and \$100,000 to recover.
- [Farmington, NM](#) were still reeling nearly six weeks following their own SamSam attack, at which point a year's worth of files still remained inaccessible.
- Meanwhile, others have spent considerable sums of money in an effort to mount a defense, only to have it rendered useless by increasingly evasive malware.



The Toll it Takes

Mecklenburg County had spent nearly \$16 million on backup, firewall and equipment upgrades in the three years leading up to its ransomware attack, none of which stopped the crippling hack.



Why are Local Governments Targets?

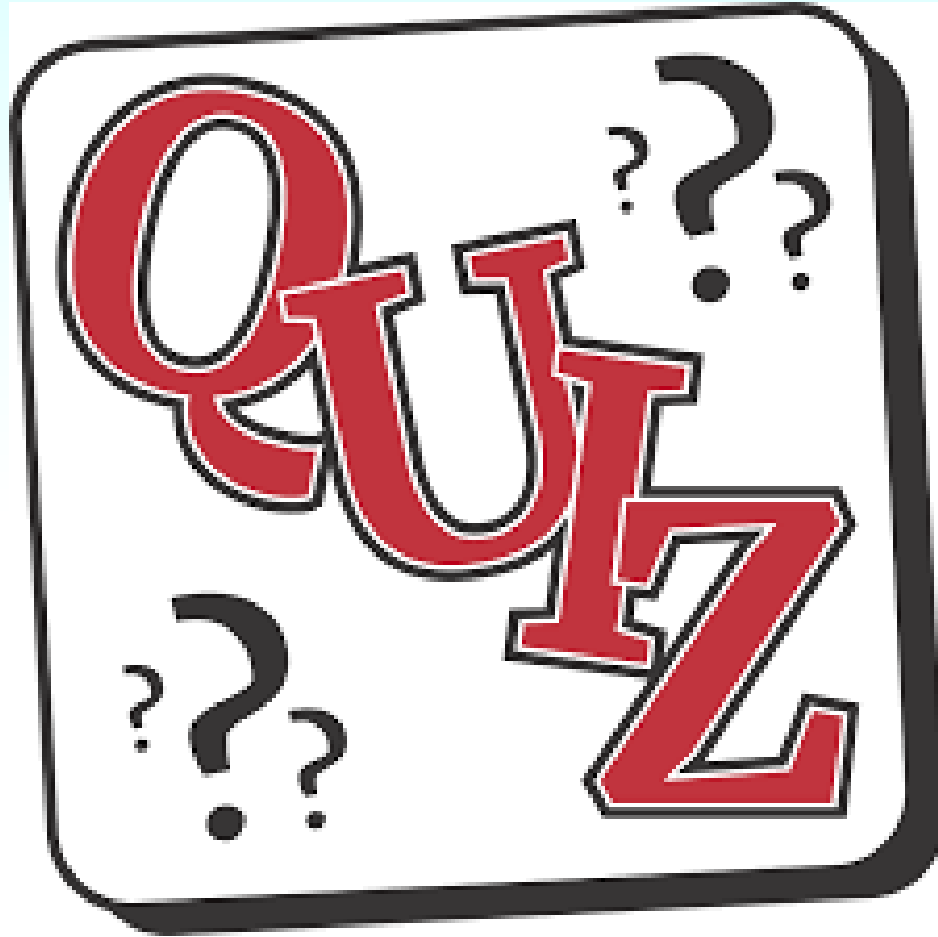
- **They house private data:** Not only do local government networks house valuable data, they can also serve as gateways into state systems and other larger networks, where the quantity and value of that data is even greater.
- Critical lack of well-maintained policies, processes, and planning.



Why are Local Governments Targets?

- **Security often isn't a top (or well-funded) priority:** When it comes to security, local governments are typically light on staff, budget, and resources.
- A recent report for the state of Texas, for example, found that [only 200 cities](#) out of 1,100 in the state had a staff member dedicated to handle cybersecurity.





In 1983, how many New Hampshire towns and cities were using computers?

1. None
2. 12
3. 28
4. 35
5. 54



Local Municipalities Stats

- 40% say attacks are increasing rapidly
- 25% say incidents are occurring hourly
- New research shows that 38 percent of public-sector entities will suffer a ransomware attack this year, up from 31 percent last year and 13 percent in 2016
- A report in [*The Wall Street Journal*](#) revealed that cyberattacks on municipal systems across the U.S. appear to be rising faster than those in the private sector



What are the Consequences?

- Loss of vital services
- Loss of records
- Loss of productivity
- Cost of recovery comes at taxpayers' expense
- Inability to collect revenue
- Taxpayer frustration
- Erosion of trust and voter support
- Negative effect on new business recruitment



Why Should You Care?

- Bond Ratings
- Personal Information Lawsuits
- Safety of your citizens
- Reputation -
 - Real Estate Values
 - Loss of new business
- Jobs have been lost
- Elections have also been lost



So What Can I Do To Minimize Our Risk?



A New Solution is Needed

- A third-party service to detect & kill anomalies in real time, before any harm can be done.
- A “three legged stool” approach
 - People, Process, and Technology
- One comprehensive model that consolidates all activity
- Access to the best talent
- Gain access to major threat intelligence sources (e.g. FBI)
- Constantly updating to keep up with trends



The Cyber Consortium

- A new approach to affordable cyber protection
- Sharing the costs reduces them for everyone
- Real-time awareness
- Online access to all activity



The Cyber Consortium

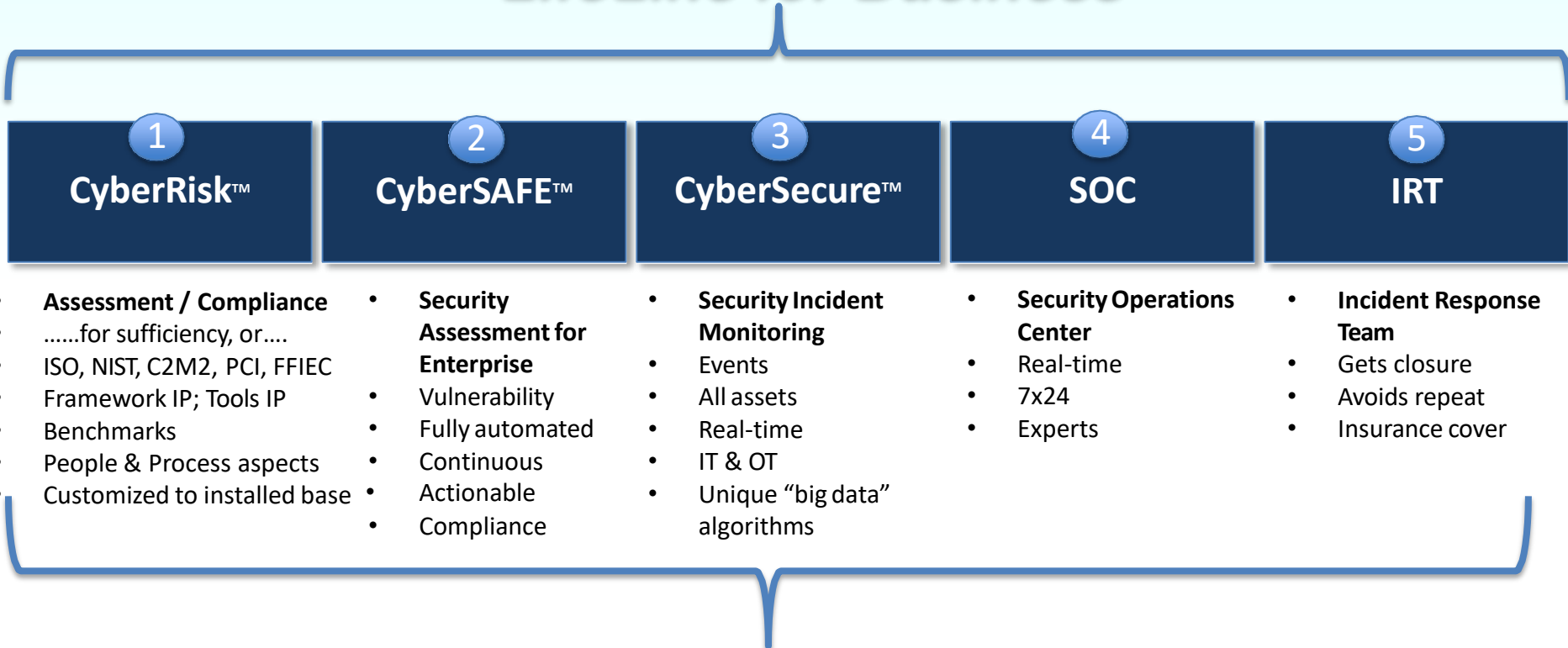
- Strength in numbers
- Leveraged costs
- The larger the consortium the less it costs
- Always be up to date with the latest
 - Talent, technologies, solutions
- Access to the same defenses as the largest corporations



ICS Total Security

*“Cyber security is the only aspect of technology where being good is not good enough.
The bad guys will exploit your every weakness.”*

LifeLine for Business®



ICS Integration Layer – unique big data analytics end-to-end; API software; workflow processes; tools; leadership



Meanwhile....

1. Make sure that your desktop or laptop or smartphone has the latest patches, and your anti-virus software is up to date, by switching the machine off every evening.
2. Don't click on URL links embedded in messages.
3. Change you passwords frequently, and don't use elements of your personal passwords for business purposes.
4. Don't use WiFi from public places like airports, coffee shops, hotels. It is very easy for an intruder to install keystroke loggers onto their systems. Instead use a VPN.
5. Don't use URL anonymizers, thinking you are hiding your identity.
6. Don't upload sensitive company files to cloud storage like Dropbox.



Thank You!



For more information, Please contact me at
alan.guibord@summmmit-cyber.com









9:00 am—4:30 pm

Wednesday, September 12
Derryfield Banquet Facility
Manchester

Thursday, September 20
Mountain Club on Loon
Lincoln



2018

Budget & Finance Workshops

Sponsored by:



Register online at www.nhmunicipal.org under Calendar of Events

Cost is \$90 and includes continental breakfast, lunch, and a copy of NHMA's 2017 edition and 2018 supplement of *The Basic Law of Budgeting: A Guide for Towns, Village Districts, and School Districts*.

Fundamentals of the Municipal Budget Process

Using the 2017 edition of NHMA's *Basic Law of Budgeting* and the 2018 *Supplement* as a guide, this full-morning session will address all aspects of the municipal budget process focusing on appropriations, gross-basis budgeting, separate vs. special warrant articles, multi-year contracts, transfers, lapses, spending limitations, no-means-no, duties of official budget committees, disallowed appropriations, special budget requirements under the SB 2 process (official ballot voting) including recent law changes, and other topics. This session is a must for members of governing bodies, budget committees, and other local officials involved in the budget process. Ample time will be provided for questions and answers.

Presented by: Stephen Buckley, NHMA Legal Services Counsel, and Margaret Byrnes, NHMA Staff Attorney II.

How to Pay for the Budget You Want

This session will address the numerous ways to finance the municipal budget including user fees, reserve and special revenue funds, unanticipated revenue, use of fund balance, long-term debt, leases, Tax Increment Financing (TIF), and of course property taxation. The importance of multi-year planning using capital improvement plans will be explained, as well as an overview of state aid available to municipalities.

Presented by: Stephen Buckley, NHMA Legal Services Counsel and Barbara Reid, NHMA Government Finance Advisor.

Understanding the Property Tax System

This session will describe how the property tax system works, including school, county and village district components of property tax rates. Participants will better understand the difference between "assessed" and "equalized" property values, how those values are used in the tax rate setting process, and how to estimate budgetary impacts on the property tax rate in their municipality.

Presented by: Barbara Reid, NHMA Government Finance Advisor.

Data Analysis for Decision-Making

The final session of the day will explore the information and data available to municipal officials and the public on the New Hampshire Public Finance Consortium website. This Data Model was developed to provide access to consistent and timely data about New Hampshire local governments utilizing financial information reported annually by cities and towns to the Department of Revenue Administration, along with other information, with a goal of helping to analyze trends and provide relevant comparisons.

Presented by: Barbara Reid, NHMA Government Finance Advisor.





2 Right-to-Know Workshops

Each \$75 and includes breakfast and publication
NHMA offices, 25 Triangle Park Drive, Concord

The Right-to-Know Law (RSA Chapter 91-A) affects every aspect of local government in our state. Every board, committee, commission, and advisory committee in every town, city, and village district in New Hampshire must comply with this law, which requires that discussions and actions of these bodies take place in a public meeting, subject to exceptions.

Public Meetings and Nonpublic Sessions

9:00 am—12:30 pm
Friday, September 28

Join Legal Services Counsel Stephen Buckley and Staff Attorney Margaret Byrnes, who will discuss the requirements for holding a proper public meeting, as well the exceptions to the meeting requirement (the so-called "non-meeting"). Then the attorneys will discuss the purposes for which public bodies may hold a nonpublic session, as well as the procedural requirements for a proper nonpublic session. This workshop will also address difficult "meeting" issues, such as communications outside a meeting and electronic means of communicating. There will be ample time for questions and answers.

Who Should Attend?

Everyone in Municipal Government



Includes Top Ten Compliance Tips
Public Meeting & Governmental Records Posters
Is it a Meeting Flow Chart
Remote Participation Checklist
And More!

Attendees receive the NHMA publication, *A Guide to Open Government: New Hampshire's Right-to-Know Law*.

The Right-to-Know Law and Governmental Records

9:00 am—12:30 pm
Tuesday, October 16

Join NHMA's Legal Services Counsel Stephen Buckley and Staff Attorney Margaret Byrnes who will share strategies to assist municipalities in handling governmental record matters arising under the Right-to-Know Law. Guidance will be provided on determining what is a governmental record, where records must be stored, and when and how access and copies of public records must be provided. This workshop will also address what records are exempt from disclosure, along with whether a record request that would require a search for multiple documents must be fulfilled or whether a request impermissibly seeks to create a record that does not exist. In addition, guidance will be provided on the retention of governmental records and how claims under the Right-to-Know Law are enforced.

RSA 91-A Impacts Every Aspect of Municipal Government in our State.

For registration information, visit
www.nhmunicipal.org
under Calendar of Events.
Questions? Call 800.852.3358 or email
NHMARegistrations@nhmunicipal.org



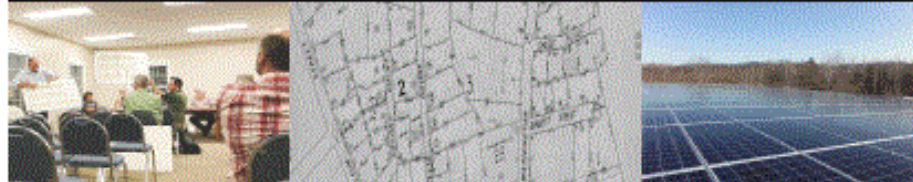


2018 Municipal Law Lecture Series

\$90 for three lectures / \$35 per lecture

These lectures are intended for members of the New Hampshire Municipal Association particularly for municipal officials with an interest in or responsibility for any aspect of municipal land use regulation, including members of planning and zoning boards, planners, land use administrators, select boards, town and city councilors, building inspectors, code enforcement officers, and public works personnel.

	<i>Lecture 1</i>	<i>Lecture 2</i>	<i>Lecture 3</i>
	<i>Planning Board Procedural Basics</i>	<i>How to Read a Survey Plan</i>	<i>Solar Power & Land Use</i>
Presenters:	C. Christine Fillmore, Esq. Gardner, Fulton & Waugh, PLLC Diane M. Gorrow, Esq. Soule, Leslie, Kidder, Seyward & Loughman, PLLC	Stephan Nix, Esq., Licensed Land Surveyor Nate Miller, AICP, Deputy Director Southern NH Planning Commission	Clayton R. Mitchell, Ph.D., Esq. University of NH John T. Ratigan, Esq. Donahue, Tucker & Ciandella, PLLC
Locations:			
Cheshire County Hall 12 Court Street Keene	Wednesday September 26 7:00 pm—9:00 pm	Wednesday October 3 7:00 pm—9:00 pm	Wednesday October 10 7:00 pm—9:00 pm
Derry Municipal Ctr., 14 Manning Street Derry	Wednesday October 10 7:00 pm—9:00 pm	Wednesday September 26 7:00 pm—9:00 pm	Wednesday October 3 7:00 pm—9:00 pm
Stratham Municipal Ctr. 10 Bunker Hill Ave. Stratham	Wednesday October 3 7:00 pm—9:00 pm	Wednesday October 10 7:00 pm—9:00 pm	Wednesday September 26 7:00 pm—9:00 pm
NHMA Offices 25 Triangle Park Drive Concord	Saturday, October 20 9:00 am-4:00 pm Continental Breakfast & Registration begin at 8:30 am		



For registration information, visit www.nhmunipal.org
under Calendar of Events.
Questions? Call 800.852.3358 or email NHMAregistrations@nhmunipal.org.





Sharing Ideas: *Shaping the Future*

2018 Annual Conference

Wednesday and Thursday, November 14 & 15, 2018

Manchester Downtown Hotel, Manchester, NH





for attending our webinar presentation today!

Mission Statement

The New Hampshire Municipal Association is a non-profit, non-partisan association working to strengthen New Hampshire cities and towns and their ability to serve the public as a member-funded, member-governed and member-driven association since 1941. We serve as a resource for information, education and legal services.

NHMA is a strong, clear voice advocating for New Hampshire municipal interests.

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