

Annual Meeting & Expo

2014

September 19-22
Kissimmee, Florida

PROGRAM BOOK

2014 Annual Meeting & Expo

September 19-22 • Kissimmee, Florida

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GENERAL INFORMATION

Registration Hours

Friday: 7:00 a.m. – 6:00 p.m.
Saturday and Sunday: 7:00 a.m. – 4:00 p.m.
Monday: 7:00 a.m. – 10:00 a.m.

Exhibit Hall Hours

Saturday: 2:30 p.m. – 5:30 p.m.
Sunday: 11:30 a.m. – 2:15 p.m.

BE IN THE KNOW

For the latest information on daily Annual Meeting & Expo activities, visit the registration area located on the Ballroom Level of the Convention Center.

ASBO International staff will be wearing blue shirts and badges with the ASBO logo, and will happily assist you.

COMPLIMENTARY WI-FI

Wireless Internet (Wi-Fi) is available in the Convention Center's public areas and meeting rooms.

Network: **ASBO International**

Password: **ASBO2014** (case sensitive)

Connect and check your email, peruse the Annual Meeting & Expo App, and read *amDaily*!

CHARGING STATION

Need a battery boost? Stop by the charging station located near registration to power up your mobile device!
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BADGES

An official 2014 Annual Meeting & Expo badge is required for admission to all functions, including General Sessions, educational sessions, Workshops and Seminars, the Exhibit Hall, and social events. Your badge is also your ticket to earn CPE credits, so be sure to have your badge scanned when entering the room for a CPE-bearing session.



ASBO BOOTH AND BOOKSTORE

See page 71 for details about these and other Exhibit Hall highlights.



ANNUAL MEETING & EXPO APP

Back by popular demand! The full annual meeting program is available for smart phone or tablet users with the Annual Meeting & Expo App. Search for **ASBO Intl 14** in the App Store or Google Play or scan the code on the front cover to view and highlight sessions and create your conference itinerary.
Sponsored by Johnson Controls

SESSION RECORDINGS

Can't decide which session to attend? No problem! Unless otherwise noted, all Discussion Groups and Deep Dig Sessions will be recorded and made available to conference registrants on ASBO's Education On Demand.

PICK YOUR THRILL RIDE

Help yourself to unlimited ribbons at the ribbon bar located near registration on the Ballroom Level of the Convention Center.

Orlando is known as the "theme park capital of the world." Where do you rank on the thrill ride scale? Visit TIAA-CREF's Booth 419 to cast your vote by picking up a ribbon: Tea Cups (level 1), Splash Mountain (level 2), Tower of Terror (level 3), or Summit Plummet (level 4). Votes will be tallied at the close of the Exhibit Hall on Saturday and the most popular thrill ride will be announced at the Second General Session.
Sponsored by TIAA-CREF

ASBO ANNUAL MEETINGS = PINS

Part of the history and culture of our association includes pin trading at the annual meeting. We will be adding two new pins to the ASBO chronicles and to your collection this year! Visit ASBO Booth 131 to trade pins with colleagues.
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FIRST AID


In the event of a medical emergency, please dial 33 from any house phone or 407.586.2080 from an outside line or ask any Gaylord employee for assistance.

Programming Note

ASBO International's 2014 Annual Meeting & Expo, its programs and materials, including the views and opinions expressed therein, are those of the individual speakers, presenters, and authors, and do not necessarily represent the views and opinions of the Association of School Business Officials International, any of its respective affiliates, officers, directors, board members, or employees. As a courtesy to your colleagues, please turn off all cell phones while in the sessions.

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SCHEDULE OF EVENTS

IO = Invitation Only
\$ = Additional Fee

Annual Meeting & Expo



Friday, September 19, 2014

7:00 a.m. – 6:00 p.m.	Registration Open
8:00 a.m. – 5:00 p.m.	Workshops and Seminars
9:00 a.m. – 3:00 p.m.	Certification Commission Meeting and Lunch (IO)
9:00 a.m. – 4:45 p.m.	Winter Park Cultural Tour (\$)
1:00 p.m. – 2:00 p.m.	Welcome Orientation—Great for Newcomers!
2:30 p.m. – 4:30 p.m.	ASBO Choir Rehearsal
6:00 p.m. – 7:30 p.m.	Welcome Mixer

Saturday, September 20, 2014

7:00 a.m. – 4:00 p.m.	Registration Open
7:15 a.m. – 8:15 a.m.	SFO Recipient Breakfast (IO)
7:30 a.m. – 8:15 a.m.	ASBO Choir Rehearsal
8:30 a.m. – 10:45 a.m.	First General Session—Dan Thurmon
11:00 a.m. – 12:00 p.m.	Discussion Groups
11:00 a.m. – 12:00 p.m.	Guest Program: Book Club— <i>Unbroken</i> by Laura Hillenbrand
11:00 a.m. – 1:30 p.m.	Affiliate Executive Directors Meeting and Luncheon (IO)
12:00 p.m. – 1:30 p.m.	MBA Advisory Committee and Reviewers Meeting and Luncheon (IO)
12:15 p.m. – 1:30 p.m.	Committees Meeting and Luncheon (IO)
12:30 p.m. – 2:30 p.m.	Deep Dig Sessions
1:15 p.m. – 2:15 p.m.	Discussion Groups
2:30 p.m. – 5:30 p.m.	Exhibit Hall Opening Reception
7:00 p.m. – 11:00 p.m.	Joint Affiliate Reception

Sunday, September 21, 2014

7:00 a.m. – 4:00 p.m.	Registration Open
7:15 a.m. – 8:15 a.m.	Bridges to the Future Alumni Breakfast (IO)
8:30 a.m. – 9:45 a.m.	Clinic Tables (<i>New Time!</i>)
8:45 a.m. – 9:45 a.m.	Open Bylaws Meeting
10:00 a.m. – 11:30 a.m.	Second General Session—Dr. JP Pawliw-Fry
11:00 a.m. – 12:30 p.m.	Guest Program: Stress Less—A Wellness Program
11:30 a.m. – 2:15 p.m.	Exhibit Hall Open (<i>New Hours!</i>)
11:30 a.m. – 1:00 p.m.	COE Advisory Committee and Reviewers Meeting and Luncheon (IO)
12:30 p.m. – 1:30 p.m.	Lunch in the Exhibit Hall
1:15 p.m. – 2:00 p.m.	COE Award Recipients Reception (IO)
2:15 p.m. – 3:00 p.m.	MBA Recipients Reception (IO)
2:15 p.m. – 3:15 p.m.	Eagle Award Recipients Reception (IO)
2:15 p.m. – 3:30 p.m.	Gold Mine Sessions
2:30 p.m. – 3:30 p.m.	Discussion Groups
2:30 p.m. – 4:30 p.m.	Deep Dig Sessions
3:45 p.m. – 4:45 p.m.	Discussion Groups
8:00 p.m. – 10:00 p.m.	Illinois ASBO Reception

Monday, September 22, 2014

7:00 a.m. – 10:00 a.m.	Registration Open
8:00 a.m. – 9:00 a.m.	Discussion Groups
8:15 a.m. – 10:15 a.m.	Deep Dig Sessions
9:15 a.m. – 10:15 a.m.	Discussion Groups
10:30 a.m. – 11:30 a.m.	Discussion Groups
10:30 a.m. – 12:30 p.m.	Deep Dig Sessions

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WORKSHOPS AND SEMINARS

Explore critical school business management issues in depth at the Workshops and Seminars.

Visit asbointl.org/WorkshopsAndSeminars for session descriptions and to find out which sessions offer CEU and CPE credit and SFO contact hours. Remember, your signature is your ticket to earn credits. Please make sure to sign the roster when you enter and exit the session room.

Friday, September 19

WORKSHOPS

Brought to you at no charge with the support of American Fidelity Assurance Company

Two-Hour Workshops

8:00 a.m. – 10:00 a.m.

Workshop 1 **Room:** Sarasota 3
Bullying, the Law, and Safe Schools

Workshop 2 **Room:** Sarasota 1–2
Budget Prioritization

Workshop 3 **Room:** Naples 3
Education...Economics...Environment:
The Sustainable Triple Bottom Line

10:15 a.m. – 12:15 p.m.

Workshop 4 **Room:** Naples 3
Technology Integration in School Transportation

Workshop 5 **Room:** Sarasota 3
Effective School Security

Workshop 6 **Room:** Naples 1–2
Leading a Successful Bond Campaign

1:00 p.m. – 3:00 p.m.

Workshop 7 **Room:** Sarasota 1–2
Educational Funding Formulas from States
Across the United States

Workshop 8 **Room:** Naples 1–2
Creating an Insanely Positive Workplace Culture

Workshop 9 **Room:** Naples 3
Technology, the Law, and Schools: Emerging Issues

Four-Hour Workshops

8:00 a.m. – 12:00 p.m.

Workshop 10 **Room:** Tampa 2–3
Managing the Administrative Obligations from
Healthcare Reform, Including the Employer Mandate

Workshop 11 **Room:** St. George 106
School Tour: Zellwood Elementary School and
Valencia College

Workshop 12 **Room:** Destin 1–2
Protecting Student Data Privacy: What the School
Business Official Needs to Know

1:00 p.m. – 5:00 p.m.

Workshop 13 **Room:** Tampa 2–3
Strengthening Internal Controls, Improving Efficiency,
and Reducing Fraud Risk of Student Activity Funds

SEMINARS

Brought to you at no charge with the support of ASBO International

Full-Day Seminar

8:00 a.m. – 5:00 p.m.

Seminar 14 **Room:** Tampa 1
Skills Refresher for ASBO's SFO® Certification Exam

Four-Hour Seminars

8:00 a.m. – 12:00 p.m.

Seminar 15 **Room:** Gainesville 2
How to Prepare a Comprehensive Annual
Financial Report

1:00 p.m. – 5:00 p.m.

Seminar 16 **Room:** Destin 1–2
How to Create an Award-Winning Budget

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SESSION TRACKS

Annual Meeting & Expo



Educational Enterprise

Focuses on public policy, intergovernmental relations, and the legal frameworks that affect schools.



Financial Resource Management

Provides expertise on the effects of financial management on budgeting, financial planning and reporting, accounting, investments, debt management, and business technology.



Human Resource Management

Addresses personnel management concepts and leadership styles, including personnel and benefits administration, professional development, labor relations, and employment agreements.



Facility Management

Focuses on the latest in school planning and construction, school maintenance, and the environmental aspects of school operations.



Property Acquisition and Management

Focuses on purchasing, supply and fixed-asset management, and real estate management.



Information Management

Deals with critical information on strategic planning, instructional support programs, and management information systems.



Ancillary Services

Addresses issues involving transportation, risk management, and food service.



International Aspects

Focuses on global school business management issues.



Leadership Development

Focuses on aspects of developing leadership skills in the field of school business management.

CPE Continuing Professional Education

Earn up to 17 CPE credits Friday through Monday by attending Workshops, Seminars, Discussion Groups, and Deep Digs designated as offering CPEs.



Recertification Contact Hours

An excellent way to earn recertification contact hours is to attend professional development sessions. Use the Educational Sessions Listing and Sign-off Sheet in your registration packet to record sessions. Remember to have the presenters or ASBO staff initial next to the session you attended.

EARNING CEU, CPE CREDITS, AND SFO CONTACT HOURS

The Annual Meeting & Expo provides the opportunity to earn up to .7 CEU credits and up to 8 CPE credits for Friday Workshops and Seminars. Earn up to 17 CPE credits for the entire Annual Meeting & Expo in Personal Development, Finance, Auditing, Specialized Knowledge and Applications, Computer Science, Accounting (Governmental), Administrative Practice, Management Advisory Services, Personnel/HR, Business Law, and Accounting fields of study.

To receive CEU or CPE credit for Annual Meeting & Expo Workshops, Seminars, and select Discussion Groups or Deep Digs, attendees must verify attendance at the beginning and end of the session and complete the session evaluation, available online after the conference.



Earn up to 17 SFO recertification contact hours Friday through Monday. Use the Educational Sessions Listing and Sign-off Sheet in your registration packet to document your attendance. Remember to have the presenter or ASBO staff initial next to each session you attend.

CEU and CPE Information



ASBO International has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET). In obtaining this accreditation, ASBO International has demonstrated that it complies with the ANSI/IACET Standard which is recognized internationally as a standard of good practice. As a result of their Authorized Provider status, ASBO International is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standard.



ASBO International is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have the final authority on the acceptance of individual courses for CPE credit.

Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website www.Learningmarket.org.

The instructional delivery method for workshops and seminars is group live and no prerequisites or advance preparations are necessary for participation, unless otherwise indicated. ASBO International will also offer CPE credits for select Discussion Group and Deep Dig sessions at the Annual Meeting & Expo using the group live instructional delivery method.

Complaint Resolution and Refund Policy

For more information regarding administrative policies, such as complaints and refunds, contact ASBO International offices by phone, 866.682.2729 x7080, or by mail, 11401 North Shore Drive, Reston, Virginia, 20190.

ASBO International reserves the right to cancel a workshop or seminar due to low enrollment.

DAILY SCHEDULE: Friday-Saturday

Friday, September 19

6:45 a.m. – 2:00 p.m.

ASBO International's Past Presidents' Cup

Additional Fee and Advance Registration Required
Buses depart from the Gaylord Palms Resort Transportation Lobby at 6:45 a.m.

7:00 a.m. – 6:00 p.m.

Registration

Osceola CD Lobby, Ballroom Level

8:00 a.m. – 5:00 p.m.

Workshops and Seminars

(See page 12 for complete listing.)

9:00 a.m. – 3:00 p.m.

Certification Commission Meeting and Lunch

By Invitation Only
Room: St. George 102

9:00 a.m. – 4:45 p.m.

Winter Park Tour

Additional Fee and Advance Registration Required
Buses depart from the Gaylord Palms Resort Transportation Lobby at 9:00 a.m.

1:00 p.m. – 2:00 p.m.

Welcome Orientation

All welcome; newcomers encouraged to attend.
Room: Osceola A

2:30 p.m. – 4:30 p.m.

ASBO Choir Rehearsal

Room: Osceola A

6:00 p.m. – 7:30 p.m.

Welcome Mixer

Coquina Lawn (Rain location: St. Augustine Atrium)

Saturday, September 20

7:00 a.m. – 4:00 p.m.

Registration

Osceola CD Lobby, Ballroom Level

7:00 a.m. – 8:30 a.m.

Ohio ASBO Breakfast

By Invitation Only
Room: Captiva 2

7:00 a.m. – 8:30 a.m.

Oklahoma ASBO Breakfast

By Invitation Only
Room: Miami 1

7:15 a.m. – 8:15 a.m.

SFO® Recipient Breakfast

By Invitation Only
Room: Destin 1–2
Sponsored by The Horace Mann Companies

7:40 a.m. – 8:15 a.m.

ASBO Choir Rehearsal

Room: Osceola CD

7:45 a.m. – 8:30 a.m.

General Session Coffee Break

Osceola Lobby, Ballroom Level
Sponsored by Tyler Technologies

8:30 a.m. – 10:45 a.m.

First General Session

Room: Osceola CD

Welcome to Kissimmee

Terrie S. Simmons, RSBA, CSBO
President, ASBO International

ASBO International Choir

Director: Michael A. Jacoby, Ed.D.,
Choir Director, Executive Director, Illinois ASBO

Business Meeting

Terrie S. Simmons, RSBA, CSBO

DAILY SCHEDULE: Saturday

Annual Meeting & Expo



Presentation of the 2014 Eagle Awards

Curtis May, Vice President,
National Sales Manager, AXA

Introduction of Speaker

James Kiley
Regional Vice President, Security Benefit

First Keynote

"Beyond Balance: How Work Life Integration
Leads to Fulfillment"



Dan Thurmon

Author and renowned speaker
Dan Thurmon is a recognized expert
in delivering peak performances—
on stage and in the workplace. In this

empowering program, Dan, a recent inductee into
the Speakers Hall of Fame, provides a new model
for viewing work objectives not as separate
or competing with life, but as a vital and connected
component. He will provide practical, reality-based
solutions to help leaders and employees support one
another personally, as well as professionally.

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11:00 a.m. – 1:30 p.m.

Affiliate Executive Directors Meeting and Luncheon

By Invitation Only

Room: Miami 2–3

11:00 a.m. – 12:00 p.m.

Guest Program

Book Club: *Unbroken*

Room: Destin 1–2

Join us for a lively discussion of Laura Hillenbrand's
*Unbroken: A World War II Story of Survival, Resilience, and
Redemption*. This #1 *New York Times* bestseller recounts
a bombardier's journey into extremity after crashing into
the Pacific Ocean.

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administration easier for you and your employees.
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achievement! Respectfully, The Voya Financial™ Team



DISCUSSION GROUPS (1-HOUR)

11:00 a.m. – 12:00 p.m.

Utilizing Union Leadership to Keep Healthcare Costs Affordable, DG999



CPE

Room: Osceola 1–2

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Specialized Knowledge and Applications

Program Prerequisites: None

Advance Preparation: None

The Allegheny County Schools Health Insurance
Consortium (ACSHIC) is a highly successful healthcare
consortium in Pennsylvania. Half of the leadership
team members are management trustees and half are
union trustees, all working together to keep the cost
of healthcare for all member schools affordable, while
providing benefits acceptable to all employees. The
health consortium covers 19,000 employees and their
dependents numbering 40,000, with premiums of over
\$280 million. The consortium self funds the insurance
and works to provide the best possible healthcare
coverage at a reasonable cost. The session will reveal
the reasoning behind structuring the leadership in

DAILY SCHEDULE: Saturday

this manner and how the process has evolved as the consortium has matured into its current form.

Learning Objectives: 1. Discuss strategies for working with unions to structure the best possible outcome for all parties. 2. Outline methods of restructuring benefits with acceptable results. 3. Describe approaches to utilizing union leadership to implement cost-effective changes to benefits.

Speakers: Michael Garofalo, Vice President, AON, Pittsburgh, PA; Janice Klein, Director of Business, Mt. Lebanon SD, Pittsburgh, PA

11:00 a.m. – 12:00 p.m.

Getting the Biggest Bang for Your Building Bucks, DG145



Room: Sarasota 3

SFOs: 1.0

Creating the infrastructure for tomorrow's education—schools, classrooms, playing fields, and more—is a major challenge for education systems across America. The costs fall on local communities with stressed resources and the workload falls on over-extended school business managers who may have little background in construction or facilities management. Learn how professional construction management can help deliver new structures on time and within budget, and create the foundation for sound, affordable, long-term operations. Learn how the Construction Management Standards of Practice and certified construction managers can streamline your capital construction programs, improve your outcomes, and save your district time and money.

Speaker: Nicholas Soto, Vice President of Certification, Construction Manager Certification Institute, McLean, VA; Raju Kaval, Director of Facilities Program Support Services, Los Angeles Unified School District, Los Angeles, CA

11:00 a.m. – 12:00 p.m.

Risks and Rewards of District Credit Card Use, DG038



Room: Tampa 2–3

SFOs: 1.0

Are you considering using credit cards in your district? Do you already use credit cards in your district? Whether you have been using credit cards for 10 years or haven't even applied for one, you need to be aware of the risks and rewards for your district. Join two ASBO members who have worked on different sides of the process: a school business official who worked the day-to-day process of managing over 100 individual cards in his school district and a third-party banking agent who will discuss fraud trends and pitfalls. They will be joined by an Illinois ASBO employee who helps 750+ school districts across 15 states start and manage over 23,000 cards. Topics will include developing policy for use and misuse, day-to-day management, trends in fraud, and tips and tools to protect your district.

Speakers: Ronald O'Connor, Director of Finance, North Chicago CUSD 187, North Chicago, IL; Jim Grammas, Vice President, Government Team, BMO Harris Bank N.A., Chicago, IL; Holly Wallace, Member Relations Specialist, Illinois ASBO, DeKalb, IL

11:00 a.m. – 12:00 p.m.

Managing Resources for Higher Student Performance, DG046



CPE

Room: Tampa 1

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

The education environment is changing. Technology, Common Core, performance evaluations, and teacher accountability are being scrutinized in the context of student performance. What is the role of the business

DAILY SCHEDULE: Saturday

Annual Meeting & Expo



official in collaborating with stakeholders to manage district resources for high student performance? What does the research say? What is student-centric resource allocation and budgeting? How can the business official become a promoter of student achievement? Learn answers to these questions and look at the ongoing efforts in the Fayetteville Public Schools to align resources with student learning.

Learning Objectives: 1. Articulate the role of the business official in managing resources for higher student performance. 2. Describe methods for encouraging student learning through various resource allocation strategies. 3. Discuss basic resource allocation systems that focus on student learning. 4. Explain how one district is attempting to align resources with student performance.

Speakers: Lisa Z. Morstad, CFO, Fayetteville Public Schools, Fayetteville, AR; Craig A. Schilling, Associate Professor, Concordia University Chicago, River Forest, IL

11:00 a.m. – 12:00 p.m.

Making School Finance Understandable, DG059



CPE

Room: Naples 1–2

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

Are you having difficulty getting teachers, staff, the public, and even your board of education to understand the basics of school finance, much less more complicated issues? This session is for you. Explore how to avoid finance jargon and explain school finance in terms anyone can understand. The state of school finances across the country demands that your story is told. Clear examples and references will be presented that will engage your district's staff and community in meaningful dialogue about school finance.

Learning Objectives: 1. Demonstrate how to translate school finance into laymen's terms.

Virco

Welcome to ASBO International's 2014 Annual Meeting & Expo. Virco's long-standing support for school business officials includes serving as an ASBO International Strategic Partner, as well as sponsoring the Pinnacle Awards for over 20 years. We invite you to stop by Virco's Booth 407 and visit with us during the annual meeting. We look forward to seeing you and to serving you whenever you need furniture and equipment for your district.



2. Describe how to be creative as a school business manager. 3. Explain why effective communication is a necessity to successful financial management.

Speaker: John W. Hutchison, Chief Financial and Operations Officer, Olathe Public Schools, Olathe, KS

11:00 a.m. – 12:00 p.m.

Development Training for School Business Managers in England: Has the Project Worked?, DG061



CPE

Room: Osceola 5

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Personnel/HR

Program Prerequisites: None

Advance Preparation: None

Learn about the development of school business management (SBM) programs in England and explore their immediate and potential long-term impacts on England's education sector. The presenter will identify how well the initiative has met the challenges of an increasingly diverse school sector and discuss the importance of the collaborative approach adopted by

DAILY SCHEDULE: Saturday

the National College of School Leadership. In addition, participants will examine relevant lessons learned.

Learning Objectives: 1. Describe the need for and positioning of the SBM programs in England. 2. Discuss how to apply guiding policy for future proofing and expanding the reach of SBM programs. 3. Explain the importance of program evaluation and identification of key success factors. 4. Outline techniques for establishing cost-benefit analyses.

Speaker: Trevor Summerson, Retired Director, National College for Teaching and Leadership, Sheffield, UK

11:00 a.m. – 12:00 p.m.

Increase Communication and Marketing with Your School District Website, DG105



CPE

Room: Osceola 4

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Computer Science

Program Prerequisites: None

Advance Preparation: None

What impression do people get when they visit your website? Is your district friendly or cold? Is your site organized or a mess? Does your website make and sustain a powerful first impression, or do visitors get frustrated and leave? Websites are more than technology—they are communication and marketing tools! How's your website working for you? Participants will leave with some simple ideas that can help them modify their current websites to enhance and reinforce the district's image.

Learning Objectives: 1. Discuss basic communication strategies and how websites function as communication tools. 2. Analyze three new website designs and identify what makes each special. 3. Describe how to make your website support your organization's marketing and communication efforts.

Speakers: Mark Gutknecht, Director of Technology, CESA 6, Oshkosh, WI; Dorreen Dembski, Communication Director, CESA 6, Oshkosh, WI; Dave Van Spankeren, Director of Business, CESA 6, Oshkosh, WI

11:00 a.m. – 12:00 p.m.

Utilizing Cooperative Purchasing for Safety, Security, and Emergency Planning Solutions, DG112



Room: Naples 3

SFOs: 1.0

The safety and security of students is of critical importance and schools must have well-planned solutions for a variety of emergency situations. Cooperative purchasing contracts offer planning expertise and can ensure you have the needed resources at the most critical times. Learn from experts about what questions to ask, scenarios to consider, and solutions they've put into place to help other schools address these concerns. Consider how utilizing a cooperative contract might streamline the entire process.

Speaker: Jennifer Sulentic, Program Manager, U.S. Communities, Gaithersburg, MD

11:00 a.m. – 12:00 p.m.

Meritorious Budget Award Discussion Group, DG146



CPE

Room: Osceola 6

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

Get answers to your questions and guidance regarding the MBA program beyond what was covered in the Friday Seminar. This Discussion Group will focus on

DAILY SCHEDULE: Saturday

Annual Meeting & Expo



specifics of districts' situations and offer sound advice for those who are planning to submit as a first-timer or who want to improve current submissions.

Learning Objectives: 1. Outline steps for ensuring the budget document is useful to the district. 2. Describe techniques for ensuring receipt of the MBA. 3. Discuss creative ideas/solutions to common problem areas.

Speaker: Karin Smith, Consulting Manager, Heinfeld Meech & Co PC, Phoenix, AZ; MBA Advisory Committee Members

11:00 a.m. – 12:00 p.m.

Special Education Finance: Funding Mechanisms and Financial Challenges, DG150



Room: Osceola 3

SFOs: 1.0

Members of the panel will discuss state and local funding for K–12 special education programming in their states and will identify issues related to the ongoing underfunding of special education services. The session will also include information about Coordinated Early Intervening Services (CEIS). Learn about strategies used by districts that have been mandated to spend 15% of IDEA Part B funds for CEIS on students who are not currently identified as needing special education or related services, but who need additional academic and behavioral supports to succeed in a general education environment.

Speakers: Susan Harkin, CFO, CUSD 300, Carpentersville, IL; Jackie Black, CFO, Ankeny CSD, Ankeny, IA; Jay Himes, Executive Director, Pennsylvania ASBO, Harrisburg, PA

12:00 p.m. – 1:30 p.m.

Meritorious Budget Award Advisory Committee and Reviewers Meeting and Luncheon

By Invitation Only

Room: Miami 1

VALIC

VALIC welcomes you to Kissimmee and the 2014 Annual Meeting & Expo. VALIC, as a leading provider of retirement plans to public K–12 school districts, has proudly sponsored ABSO International for over 20 years. Please visit us in the exhibit hall at Booth 331. VALIC 403(b) experts will also be participating in the Clinic Tables on Sunday from 8:30 a.m. to 9:45 a.m. in Room Osceola A and at the 403(b) panel discussion on Saturday, 12:30 p.m. to 2:30 p.m. in Room Osceola 5.

VALIC

12:15 p.m. – 1:30 p.m.

Committees Meeting and Luncheon

By Invitation Only

Room: Osceola A

DEEP DIG SESSIONS (2-HOUR)

12:30 p.m. - 2:30 p.m.

Facilities Planning: Will Your Present Become Your Future by Accident or By Design?, DD057



Room: Sarasota 1–2

SFOs: 2.0

Faced with rapid enrollment growth and increasing facilities maintenance costs, the Iowa City Community School District was at a crossroads: Should they build new, renovate and add to existing structures, or replace deteriorating structures? Learn about the best practices educational facilities master planning process the district used to create a unified vision for their educational facilities.

Speakers: Sam Johnson, Director, PK–12 Design Group, BLDD Architects, Inc., Davenport, IA; David Dude, COO, Iowa City Community SD, Iowa City, IA; Barbara Meek, Principal, BLDD Architects, Inc., Davenport, IA; Rachel Emmons, Software Solutions Architect, BLDD Architects, Inc., Davenport, IA

asbointl.org/AnnualMeeting

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DAILY SCHEDULE: Saturday

12:30 p.m. – 2:30 p.m.

403(b) and 457 Plans: The IRS and an Expert Industry Panel Team Up on the Essential Retirement Plan Checklist for Your District and You, DD403



CPE

Room: Osceola 5

SFOs: 2.0

CPEs: 2.0

Program Level: Basic

Field of Study: Personnel/HR

Program Prerequisites: None

Advance Preparation: None

Join the IRS and our panel of industry experts to get answers to your most pressing 403(b) and 457 retirement plan questions. Is a retirement crisis looming? Are my district's participants retirement-ready and, if not, how can I help them to prepare wisely? How can K-12 supplemental plans help my district? Which internal controls are best practices for managing the investments in my district's plans? How can the IRS 403(b) Prototype Program benefit my district? Bring your own questions and take advantage of this rare collaborative event to gather the information your district needs.

Learning Objectives: 1. Outline key elements of the latest IRS guidance on 403(b) and 457 plans and how your district will address compliance with each element. 2. Explain concerns about the potential for a retirement crisis and the advantages to districts and their employees of fostering retirement-readiness. 3. Describe strategies for engaging and educating district employees in sound retirement planning. 4. Discuss best practices for meeting your district's responsibility to manage the investments in its retirement plan. 5. Specify procedures for matching a district's internal controls with IRS regulations to ensure compliance. 6. Outline the workings and time frames of the IRS's pre-approved program for 403(b) plans and how participation in it can streamline the process of maintaining a compliant plan.

Speakers: Daniel Gardner, Mid-Atlantic 403/457

Coordinator, Internal Revenue Service, Independence, OH; Rick Schulenburg, Vice President of National Market Alliance, Horace Mann Companies, Springfield, IL; Curtis May, Vice President, National Sales Manager, AXA, Jersey City, NJ; Tom Granger, Assistant Vice President/Sales Director, Qualified Plans, Security Benefit, Topeka, KS; Linda Segal Blinn, Vice President, Technical Services, Voya Financial™, Windsor, CT; Bob Architect, Vice President, Compliance and Market Strategy, VALIC, Houston, TX

DISCUSSION GROUPS (1-HOUR)

1:15 p.m. – 2:15 p.m.

Developing Effective Vendor Partnerships, DG011



Room: Osceola 6

SFOs: 1.0

Learn how to develop effective vendor partnerships beyond the traditional customer/vendor relationship—partnerships that will result in more effective procurement as well as cost savings for the district.

Speakers: Chuck Luchen, Sr. Vertical Market Manager, K12, Staples Advantage, Overland Park, KS; Lori Tudor, Director of Purchasing, Keller ISD, Keller, TX; Steve Davis, Director of Budget and Business Operations, Blue Valley USD, Overland Park, KS; Carl Gruenler, Deputy Superintendent for Business Operations, Santa Fe Public Schools, Santa Fe, NM

1:15 p.m. – 2:15 p.m.

The Referendum Conundrum: How a Comprehensive Facility Planning and Finance Process Helped Turn No to Yes, DG060



CPE

Room: Naples 3

SFOs: 1.0

CPEs: 1.0

DAILY SCHEDULE: Saturday

Annual Meeting & Expo



Program Level: Basic
Field of Study: Finance
Program Prerequisites: None
Advance Preparation: None

After failing two years earlier, Township High School District 113 passed an \$89 million bond referendum in April 2013. Explore the extensive community engagement, facility master-planning process, and financing method that included the district “putting skin in the game.” Heralded by board members and community members as a model of transparency and superior planning, this process engaged hundreds of community members over an 18-month period to craft a new plan that ultimately led to success at the polls.

Learning Objectives: 1. Describe the methodology used to effectively engage the community to garner support. 2. Describe the facility master-planning process used to effectively communicate the need. 3. Explain this district’s approach to financing that included a significant equity stake. 4. Discuss how organized opposition was effectively addressed.

Speakers: Barry Bolek, Assistant Superintendent for Finance, Township High School District 113, Highland Park, IL; Mark Jolicoeur, Principal, Perkins+Will, Chicago, IL; Steven Turckes, Principal, Perkins+Will, Chicago, IL

1:15 p.m. – 2:15 p.m.

The World of Virtual Classrooms and Individualized Learning, DG084



CPE

Room: Osceola 4

SFOs: 1.0
CPEs: 1.0
Program Level: Basic
Field of Study: Computer Science
Program Prerequisites: None
Advance Preparation: None

Imagine a classroom that is a hub of instruction for students and teachers located anywhere in the world, an optimization of learning where technology facilitates an

U.S. Communities

ASBO is a proud co-founder of U.S. Communities Government Purchasing Alliance—the leading national purchasing cooperative that reduces the cost of goods and services for schools. By aggregating the nationwide purchasing power of public agencies and education institutions, U.S. Communities provides school solutions through a broad line of competitively solicited contracts. Our suppliers have committed to providing their lowest overall public agency pricing as well as delivering comprehensive solutions and value-added services.

uscommunities.org/education-purchasing



environment in which students learn at their own pace. All materials for the class are in digital form, stored in the cloud and available to students before, during, and after class. The teacher’s classroom instruction is available live to the world while a video copy is automatically saved and available for reference—all accomplished with quality free software from Google and Apple. Experience just such a program with a virtual connection with the school in Arizona.

Learning Objectives: 1. Explain how digital learning materials are made available 24/7 using cloud technology. 2. Describe how lecture-capture technology substantially increases student academic performance. 3. Discuss the cost differences between virtual and traditional distance learning.

Speakers: Eileen Crumbaker, Director of Business Services, Toltec SD, Toltec, AZ; Jeff Van Handel, Assistant Superintendent, Toltec SD, Toltec, AZ

DAILY SCHEDULE: Saturday

1:15 p.m. – 2:15 p.m.

Social Media and Electronic Communications Policies—Learning How to Herd Cats!, DG110



Room: Naples 1–2

SFOs: 1.0

With the explosion of social media and electronic communication options, employers often find themselves “chasing” the ball and trying to find ways to curtail access and use of electronic media for other than school purposes. Learn about the expected changes in electronic communications and discuss the policies employers must adopt to meet their public trust obligations and minimize opportunities for liability.

Speaker: Robert J. Simandl, Attorney, Simandl Law Group, Waukesha, WI

1:15 p.m. – 2:15 p.m.

Fraud: Are You a Target?, DG126



CPE

Room: Osceola 1–2

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Accounting

Program Prerequisites: None

Advance Preparation: None

Government entities are among the most common targets for fraudsters. Learn about recent trends in internal and external fraud. Discuss best practices for protecting yourselves, your board, and your taxpayers from this potentially expensive and embarrassing event. You can't afford not to protect your district.

Learning Objectives: 1. Explain the differences between internal and external fraud. 2. Examine recent industry trends in fraud. 3. Share best practices to prevent fraud in your district. 4. Detail how to protect yourself, your district, your board, and taxpayers.

Speakers: Julie Kelly, Assistant Superintendent of Business Operations and Human Resources, Muskego Norway SD, Muskego, WI; Jim Schaefer, Senior Vice President, BMO Harris Bank N.A., Milwaukee, WI

1:15 p.m. – 2:15 p.m.

The Serious Business of School Nutrition, DG134



Room: Osceola 3

SFOs: 1.0

You run the largest chain of restaurants in your community, and you have a captive clientele so loyal they have breakfast and lunch with you each day, with over 180 guaranteed days of customer return! You've got school nutrition programs, and more than 32 million children throughout the United States participate each day. All school nutrition programs are run by the same federal government regulations but that's where the similarities end. This session will focus on the “business” of school nutrition programs. Come learn some fascinating facts.

Speakers: Patricia Montague, CEO, School Nutrition Association, National Harbor, MD; Julia Bauscher, Director, Nutrition Services, Jefferson County SD, Louisville, KY

1:15 p.m. – 2:15 p.m.

Understanding Print Procurement in the K–12 Environment, DG471



Room: Sarasota 3

SFOs: 1.0

Learn strategies to work with your sales representative to achieve a level of partnership and trust to ultimately meet your objectives of saving money in the procurement process while still maintaining the highest level of quality in products and service.

Speaker: Freddie Rogers, National Account Manager, Office Depot, Carol Stream, IL

DAILY SCHEDULE: Saturday-Sunday

Annual Meeting & Expo



1:15 p.m. – 2:15 p.m.

State Funding Formulas for Schools: The Good, the Bad, and the Ugly, DG148



Room: Tampa 1

SFOs: 1.0

States provide or perhaps don't provide funding based on many student and school factors. Many states have funding criteria that is well-established; other states are re-examining their approach to funding schools. Examine the new and the old in three states: Iowa, Oregon, and Pennsylvania. Hear what is happening in state education funding policy in each.

Speakers: Paul M. Bobek, CFO, West Des Moines CSD, West Des Moines, IA; Claire S. Hertz, CFO, Beaverton SD, Beaverton, OR; Jay D. Himes, Executive Director, Pennsylvania ASBO, Harrisburg, PA

2:30 p.m. – 5:30 p.m.

Exhibit Hall Opening Reception

Exhibit Hall EF

Sponsored by Horizon Software

7:00 p.m. – 11:00 p.m.

Affiliate Reception and Candidate Meet and Greet

NASCAR Sports Grille

Network with your colleagues and test your skills in the Speedzone Gameroom at the NASCAR Sports Grille! Enjoy music, dancing, heavy hors d'oeuvres, drinks, and access to Universal CityWalk.

All conference attendees are welcome to attend this event hosted by ASBO affiliate organizations from Alabama, Arizona, California, Iowa, New Jersey, New Mexico, New York, Oklahoma, Oregon, Pennsylvania, Washington, and Wisconsin. *Badge required.*

Buses begin departing at 6:40 from the Gaylord Palms Resort Transportation Lobby and will run continuously.

Security Benefit

Security Benefit is proud to be an ASBO International Strategic Partner and we applaud your commitment to your district. Join us during the Clinic Tables to learn about special options that can help increase participation in your district's 403(b) retirement plan and potentially solve some budget issues with those early retirements. At the 403(b) panel session, learn what the IRS may ask you about your school district's 403(b) plan, and visit our booth to explore other ways Security Benefit can help your employees To and Through Retirement.



Sunday, September 21

7:00 a.m. – 4:00 p.m.

Registration

Osceola CD Lobby, Ballroom Level

7:15 a.m. – 8:15 a.m.

Bridges to the Future Alumni Breakfast

By Invitation Only

Castillo Fort

Sponsored by U.S. Communities

8:30 a.m. – 9:45 a.m.

Clinic Tables

Room: Osceola A

(See page 48 for complete listing.)

8:45 a.m. – 9:45 a.m.

Open Bylaws Meeting

Room: Osceola 3

9:15 a.m. – 10:00 a.m.

General Session Coffee Break

Osceola Lobby, Ballroom Level

Sponsored by Tyler Technologies

DAILY SCHEDULE: Sunday

10:00 a.m. – 11:30 a.m.

Second General Session

Room: Osceola CD

Business Meeting

Presiding: Mark C. Pepera, MBA, RSBO, SFO
Vice President, ASBO International

Installation of Officers

Ron McCulley, CPPB, RSBO
Immediate Past President, ASBO International

Presentation of the 2014 Pinnacle Awards

Brian True
Corporate Director, National Sales Group
Virco Mfg. Corporation

Introduction of Speaker

Mark C. Pepera, MBA, RSBO, SFO

Second Keynote

"Redefining Leadership: What Highly Effective Leaders Do"



Dr. JP Pawliw-Fry

In this riveting keynote, you'll discover the secrets of the best leaders! Senior executives will learn key strategies to move their teams to the next level

and how to select and retain the best and brightest. Equip your organization with an edge. Discover why Emotional Intelligence (EQ) is the single greatest driver not only of effective leadership, but of performance at all levels of an organization. It is personal leadership throughout the organization that will allow you to outperform the competition.

11:00 a.m. – 12:30 p.m.

Guest Program

Stress Less—A Wellness Program

Room: Destin 1–2

Learn proper breathing techniques and how to retrain your brain to form new, positive beliefs when faced with high-stress situations. Attendees will also create an aromatherapy product designed for anti-stress.

11:30 a.m. – 2:15 p.m.

Exhibit Hall Open

Exhibit Hall EF

11:30 a.m. – 1:00 p.m.

Certificate of Excellence Advisory Committee and Reviewers Meeting and Luncheon

By Invitation Only

Room: Miami 1

12:30 p.m. – 1:30 p.m.

Lunch in the Exhibit Hall

Exhibit Hall EF

Sponsored by BMO Financial Group

1:00 p.m. – 3:30 p.m.

Professional Development Networking Group

By Invitation Only

Osceola B

1:15 p.m. – 2:00 p.m.

Certificate of Excellence Award Recipients Reception

By Invitation Only

Castillo Fort

Sponsored by VALIC

2:15 p.m. – 3:00 p.m.

Meritorious Budget Award Recipients Reception

By Invitation Only

Coquina Lawn, Fire Pit 3 (Rain location: Miami 2)

Sponsored by Voya Financial™

2:15 p.m. – 3:15 p.m.

Eagle Award Recipients Reception

By Invitation Only

Coquina Lawn, Fire Pit 1 (Rain location: Miami 3)

Sponsored by AXA

2:15 p.m. – 3:30 p.m.

Gold Mine Sessions

Room: Osceola A

(See page 52 for complete listing.)

DAILY SCHEDULE: Sunday

Annual Meeting & Expo



DISCUSSION GROUPS (1-HOUR)

2:30 p.m. - 3:30 p.m.

Using Process Mapping and Process and Performance Management to Improve Efficiencies, DG036



CPE

Room: Naples 1-2

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Management Advisory Services

Program Prerequisites: None

Advance Preparation: None

Process and performance management (PPM) can help SBOs apply process thinking to change outcomes by improving processes that drive those outcomes. PPM is a systematic approach to documenting process steps and outcomes to continuously improve how you do what you do. Hear how one school district used the PPM approach to improve start-of-the-year payroll/human resource initialization and develop work calendars using process mapping. Learn about DMAIC (Define-Measure-Analyze-Improve-Control), a five-phased approach for teams to use for performance improvement.

Learning Objectives: 1. Discuss why process management is important to process improvement and continuous improvement. 2. Explain process mapping. 3. Describe the DMAIC approach to performance improvement.

Speaker: Debbie Cabrera, Associate Superintendent—Business Services, Irving ISD, Irving, TX

2:30 p.m. – 3:30 p.m.

Collaboration Through Technology, DG058



Room: Osceola 4

SFOs: 1.0

Utilizing a variety of technologies, including Dropbox, Google Docs, and 5Share Analytics, participants will learn how to develop platforms to collaborate internally

Office Depot

Office Depot® delivers cost-saving solutions that provide real value to K-12 and help budgets go further. The conversation starts with instructional goals and technology vision and ends with customized solutions that drive student achievement. From school supplies and technology to professional development and parent engagement offerings, Office Depot provides a one-stop solutions resource for schools.

Office DEPOT

between departments and externally with other school districts on a variety of operational and/or educational measurements. A review of each of the technologies and examples of how they are being utilized to collaborate in the school districts of the presenters will be provided.

Speakers: Barry Bolek, Assistant Superintendent, Township High School District 113, Highland Park, IL; Allen Albus, Deputy Superintendent for Finance and Operations, Lake Forest SD 67 & 115, Lake Forest, IL; Jennifer Hermes, Assistant Superintendent for Business Services, Lake Forest SD 67 & 115, Lake Forest, IL

2:30 p.m. – 3:30 p.m.

Taking Cash from Kids: 38 District Schools Go Cashless, DG064



Room: Naples 3

SFOs: 1.0

Anglophone East School District implemented a cashless online system in 38 schools. The goals were to reduce the amount of time educators spent managing money and increase administrative time focused on student achievement; to improve communications home and give parents the option to pay for events

DAILY SCHEDULE: Sunday

and activities online; and to improve accountability and provide more security for parents and staff. Schools are reaping the rewards of time and resource savings with the reduction of cash and check handling and with event accounting done automatically as payments are received. School offices now have fully auditable cash handling processes, preventing accidental and intentional loss of funds.

Speakers: Lise Richard, Assistant Budget and Accounting Manager, Anglophone East SD, Moncton, NB, Canada; Aubrey Kirkpatrick, Director of Finance and Administration, Anglophone East SD, Moncton, NB, Canada

2:30 p.m. – 3:30 p.m.

Leading a High-Performing Energy Management Program, DG071



Room: Tampa 1

SFOs: 1.0

Energy use has been reduced by 49% in four years in one Pennsylvania district and 37% in two years in another. These reductions have been achieved by changing behavior, processes, and the culture of the organizations. The district leaders worked together throughout both efforts and customized the energy management program to the specific circumstances of the organizations. Both programs involved strong student engagement programs, operational modifications, and extensive use of Energy Star resources from the federal government. Learn more about these programs, which have been recognized by the Environmental Protection Agency as Energy Star Partners of the Year.

Speakers: Thomas Schneider, Manager of Energy and Operational Efficiency, North Penn SD, Lansdale, PA; Robert Schoch, President, PM3-Energy, Lansdale, PA

2:30 p.m. – 3:30 p.m.

Best Practices for Optimizing Financial Management and Operations Performance, DG075



CPE

Room: Sarasota 1–2

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

Public schools in many states recently experienced overall funding reductions, including school systems with increased enrollment. How are districts handling this new norm? What best practices have they implemented? What key performance trends should be monitored? How should information in various reports be interpreted? Participants will learn best practices in optimizing their district's financial management and operations performance.

Learning Objectives: 1. Describe a holistic approach to optimizing financial and operations performance. 2. Compare presentation formats for showing key performance trends. 3. Explain best practices in optimizing financial management and operations performance. 4. Describe Texas ASBO's implementation of the Malcolm Baldrige-based awards program and adoption of the Baldrige framework.

Speakers: Tracy Ginsburg, Executive Director, Texas ASBO, Austin, TX; Thomas D. Canby, Jr., Associate Executive Director for Governmental Relations, Texas ASBO, Austin, TX; Becky Bunte, CFO/Director of Professional Development, Texas ASBO, Austin, TX; Jennifer Land, Director, Internal Audit, Round Rock ISD, Round Rock, TX

DAILY SCHEDULE: Sunday

Annual Meeting & Expo



2:30 p.m. – 3:30 p.m.

How to Prepare and Submit a Comprehensive Annual Financial Report (CAFR) for ASBO's Certificate of Excellence (COE) Award, DG093



CPE

Room: Osceola 6

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

Learn about the additional requirements your financial report needs in order to be considered a Comprehensive Annual Financial Report. Find out about the Certificate of Excellence (COE) review process and requirements. A school business official will share the benefits of participating in the COE program.

Learning Objectives: 1. Detail the requirements of the CAFR, providing examples and resources. 2. Explain the COE program process and requirements. 3. Describe the benefits of participating in the COE program.

Speakers: Gary Heinfeld, Founding Partner, Heinfeld, Meech, & Co., PC, Tucson, AZ; Sara Kirk, Audit Manager, Heinfeld, Meech, & Co., PC, Phoenix, AZ

2:30 p.m. – 3:30 p.m.

Coping with the New Normal: Doing More with Less, DG106



Room: Osceola 3

SFOs: 1.0

Always running out of time? Learn some popular time management techniques. Discuss how each technique was developed, their pros and cons, and ideas for implementing each in a school business environment. Each technique will be presented, along with available apps that can be used with each method.

Speaker: Marla Carnes, Director of Business Operations, Russell County Board of Education, Jamestown, KY

Horace Mann

Horace Mann provides school districts and their employees with solutions designed to maximize savings, enhance benefits, and support the mission of public education. We offer a full line of personal insurance and retirement planning products, including 403(b) annuities. Stop by Booth 503 to learn more about our educational workshops on state retirement systems and financial literacy; our ability to offer your employees insurance products through payroll deduction; and our best-in-class Section 125 flexible benefit plans.



Horace Mann

2:30 p.m. – 3:30 p.m.

Moving Beyond Lockdown: Emergency Preparedness Training for School Districts, DG144



Room: Sarasota 3

SFOs: 1.0

As the nation reels from the events at Sandy Hook Elementary, the question becomes, "Would our school district be ready?" ALICE (Alert, Lockdown, Inform, Counter, and Evacuate) is a comprehensive program that uses existing communication technology, building infrastructure, and training in proactive strategies to move beyond the traditional "lockdown-only" approach. Participants will learn about ALICE, including a toolbox of options from which those under attack can choose based on what works best for their situation. They also will consider ideas and concepts designed to start conversations with their education and law enforcement administrators.

Speakers: Greg Crane, President, ALICE Training Institute, Medina, OH; Thomas E. Wohlleber, Assistant Superintendent of Business and Employee Services, Middleton-Cross Plains Area SD, Middleton, WI

DAILY SCHEDULE: Sunday

DEEP DIG SESSIONS (2-HOUR)

2:30 p.m. – 4:30 p.m.

Improve Your Federal Programs Process: Better Compliance and Smoother Audits, DD077



CPE

Room: Osceola 5

SFOs: 2.0

CPEs: 2.0

Program Level: Basic

Field of Study: Auditing

Program Prerequisites: None

Advance Preparation: None

Get acquainted with the essential OMB Yellow Book requirements for federal programs typically administered by school districts and learn about complete and efficient processes for program compliance. Participants will also review the required documentation needed for audits of these programs and how best to accumulate this documentation.

Learning Objectives: 1. Explain OMB compliance requirements for school district federal programs. 2. Describe efficient processes for better program compliance. 3. Explain what documentation federal and independent auditors require. 4. Discuss the new OMB threshold requirements.

Speakers: Adriane Schrauben, Senior Manager, Hungerford Nichols, Grand Rapids, MI; Carol Schachermeyer, Manager, Hungerford Nichols, Grand Rapids, MI

2:30 p.m. – 4:30 p.m.

Healthcare Reform: Considerations for the Business Manager, DD370



CPE

Room: Osceola 1–2

SFOs: 2.0

CPEs: 2.0

Program Level: Basic

Field of Study: Specialized Knowledge & Application

Program Prerequisites: None

Advance Preparation: None

Explore healthcare reform topics and issues as they relate to the decision-making process of business managers. Review the different stages of healthcare reform preparation, including education, administration, and strategic considerations. The presentation will also help participants assess and organize key compliance activities of their organizations, identify emerging issues, and create their own action plans.

Learning Objectives: 1. Determine where your organization is in terms of healthcare reform preparation. 2. Identify methods for staying abreast of new developments and identifying emerging healthcare issues that could affect the organization. 3. Create an action plan for organizing key healthcare compliance activities.

Speaker: Susan Relland, Vice President, Attorney, American Fidelity Corporation, Oklahoma City, OK

DISCUSSION GROUPS (1-HOUR)

3:45 p.m. – 4:45 p.m.

A Case Study in Performance-Based Teacher Salary Schedules, DG014



Room: Sarasota 3

SFOs: 1.0

In 2012, the Louisiana legislature mandated that all public schools adopt teacher salary schedules that included three components: experience, performance, and demand. No single component could have a weight of 50% or greater. In addition, these schedules were to be implemented with no reduction in a teacher's pay and no additional funding from the state. Learn how the business managers worked together to develop these new salary schedules. View samples of schedules from different districts, learn how these new schedules were received by the teachers, and explore pitfalls in the process.

DAILY SCHEDULE: Sunday

Annual Meeting & Expo



Speakers: James Melohn, Chief Financial and Legislative Liaison, St. Charles Parish School Board, Luling, LA; Bill Hebert, Director of Finance, Jefferson Davis Parish School Board, Jennings, LA

3:45 p.m. – 4:45 p.m.

Proven Shared Services That Increase Efficiencies and Reduce Costs, DG023



Room: Tampa 1

SFOs: 1.0

Are you sick and tired of being asked to do more with less? It's time to do things differently! Learn proven shared service ideas you can bring back to your organization. The discussion will focus on ways educational organizations can share management services to reduce costs while increasing efficiencies in the operation. Learn about the pros, cons, pitfalls, and triumphs they have seen as their districts implemented new ways to share, including centralized business offices, health insurance consortiums, cooperative energy purchases, safety risk management services, and shared personnel services! Come ready to participate!

Speakers: Jennifer Bolton Carls, Deputy Superintendent, ONC BOCES, Grand Gorge, NY; Jim Fregelette, Executive Director, Finance and Information Systems, Erie 1 BOCES, West Seneca, NY

3:45 p.m. – 4:45 p.m.

Balance Your Life and Recharge Your Battery, DG029



CPE

Room: Naples 1–2

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Personal Development

Program Prerequisites: None

Advance Preparation: None

AXA

AXA is proud to be a Strategic Partner of ASBO and the sponsor of the Eagle Award and the Eagle Institute. We applaud the commitment to professional development and business solutions that ASBO embodies. In support of your efforts, we offer a broad selection of retirement solutions to help you and your employees save for retirement income in the future. We hope to see you at Booth 718, the 403(b) Panel Presentation on Saturday, 12:30 p.m.–2:30 p.m., and at our Clinic Table on Sunday, 8:30 a.m.–9:45 a.m. Enjoy the conference!



redefining standards®

School business and the school business profession continue to become more complex and complicated. How do we manage all of the changes and keep our sanity? Explore various strategies school business officials are using to stay balanced, stay ahead of the game, and avoid being consumed by the job.

Learning Objectives: 1. Develop strategies to take a proactive approach to your work. 2. Discuss ways to effectively use the resources around you. 3. Identify ways to create a balanced life. 4. Discuss different leadership styles that can help balance the workload.

Speakers: Tim Peraino, Director of Facilities, Kent ISD, Grand Rapids, MI; Stephanie Weese, Director of Finance, Kent ISD, Grand Rapids, MI

DAILY SCHEDULE: Sunday

3:45 p.m. – 4:45 p.m.

OMG! The Super Circular from the OMB Is Here!, DG043



CPE

Room: Sarasota 1–2

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Accounting Governmental

Program Prerequisites: None

Advance Preparation: None

The Office of Management and Budget (OMB) is streamlining the federal government's guidance on administrative requirements as a key component to more effectively focus federal resources on improving performance and outcomes while ensuring financial integrity of taxpayer dollars. Key issues addressed by the new OMB guidance include focus on performance over compliance, strengthened requirements of internal controls and accounting for salaries and wages, capitalization thresholds clarification, direct and indirect costs, allowable costs, family-friendly policies, strengthened oversight requirements, and increased audit thresholds. This session will also provide participants with the latest information about possible additional changes to OMB requirements.

Learning Objectives: 1. Summarize the requirements of the new OMB guidelines. 2. Define the new terminology related to the guidelines. 3. Explain the potential effects of the standard on your school district's grant programs. 4. Explain the new audit and oversight requirements for federal grants.

Speakers: Bert Nuehring, Partner, Crowe Horwath LLP, Chicago, IL; Corey Arvizu, Partner, Heinfeld, Meech & Co, Tucson, AZ; Phil W. Saurman, Shareholder, Hungerford Nichols, Grand Rapids, MI

3:45 p.m. – 4:45 p.m.

Managing the Millennials: A Comprehensive Look at Employing a New Generation of Teachers, DG103



Room: Naples 3

SFOs: 1.0

A 40% shortfall in available workers between Baby Boomers and those of Generation X means the large population of Generation Y (Millennials) are being asked to fill the employment hole created by two generations exiting the workforce. This large gap has magnified the cultural and motivational differences that naturally exist between two or more generations. Get a better understanding of the mindset and motivations of the Millennial generation. Learn how to bridge the communication gap. Explore the shift in recruitment and retention techniques.

Speaker: Bret McKittrick, Attorney, Associated Financial Group, Waukesha, WI

3:45 p.m. – 4:45 p.m.

A Window View to School Financial Management: Accounting, DG113



CPE

Room: Osceola 4

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Accounting

Program Prerequisites: None

Advance Preparation: None

Learn how to give new employees, community leaders, and other stakeholders a better understanding of the management of school district finances. This is the Accounting chapter in a five-part series.

Learning Objectives: 1. Describe functions of accounting. 2. Discuss elements of managing accounting. 3. Discuss key decision making for accounting.

DAILY SCHEDULE: Sunday-Monday

Annual Meeting & Expo



Speaker: Marvin Dereef, Deputy CFO, Fulton County Schools, Atlanta, GA

3:45 p.m. – 4:45 p.m.

Strengthen Internal Controls in Small Districts with Electronic Payments, DG119



Room: Osceola 3

SFOs: 1.0

Fraud can cost your organization valuable resources. In addition to potential financial losses, fraud can affect your public reputation and can negatively impact employee morale and efficiency. The best way to prevent fraud is to develop and implement effective internal controls. This can be difficult in a small school district. Participants will learn about tools to assess risk in their organization, strategies for developing effective internal controls and implementing internal controls with a tight budget and limited staff, and important steps to monitor their internal controls.

Speakers: Gary Heinfeld, Founding Partner, Heinfeld, Meech & Co., PC, Tucson, AZ; Karin Smith, Consulting Manager, Heinfeld Meech & Co PC, Phoenix, AZ

3:45 p.m. – 4:45 p.m.

The Value of the SFO Certification, DG533



Room: Osceola 6

SFOs: 1.0

This panel discussion, featuring current SFO certificants, examines the benefits of pursuing the SFO credential. Topics include the value to the individual, the value to the entities served by the certificant, and the value to the school business profession overall. Join a discussion exploring two questions: What's in it for me and my career? What's my next step toward SFO certification?

Speakers: SFO Panel

American Fidelity

Welcome to ASBO International's 2014 Annual Meeting & Expo! From administrative services to Health Care Reform guidance, our specialized approach was designed to support the education community and educate you on matters that affect your school. Please join us for our highly interactive Health Care Reform sessions on Friday at 8:00 a.m. or Sunday at 2:30 p.m. We also invite you to visit us in the exhibit hall at Booth 518. American Fidelity is proud to be a partner on your side.



8:00 p.m. – 10:00 p.m.

A Celebration Honoring the Current ASBO International President, Terrie Simmons

Hosted by Illinois ASBO

Coquina Lawn (Rain location: St. Augustine Atrium)

**Open to all conference attendees. Badge required.*

Join us on the Coquina Lawn as we celebrate and honor the presidency of Terrie Simmons with desserts, beverages, and entertainment.

Monday, September 22

7:00 a.m. – 10:00 a.m.

Registration

Osceola CD Lobby, Ballroom Level

7:30 a.m. – 8:15 a.m.

Coffee Break

Osceola Lobby, Ballroom Level

Sponsored by Tyler Technologies

DAILY SCHEDULE: Monday

DISCUSSION GROUPS (1-HOUR)

8:00 a.m. – 9:00 a.m.

Health Insurance Costs and ACA: Using Analytics and Statewide Collaboration for New Ideas on Cost Control, DG090



CPE

Room: Naples 1–2

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Specialized Knowledge and Applications

Program Prerequisites: None

Advance Preparation: None

Learn how Illinois schools implemented a statewide survey to collect valuable information on school health insurance programs. The survey was designed to collect specific information on program design and related costs with a focus on generating information that would be useful in collective bargaining and annual health program renewals. The data collected were then loaded into an interactive analytics workbook and are providing survey participants with valuable insights for cost containment, and strategies that can help them avoid that ACA “Cadillac Tax.” The presenters will discuss the survey construction and demonstrate the analytics workbook.

Learning Objectives: 1. Outline how to collect valuable information on school health insurance programs. 2. Describe how to analyze data for collective bargaining and annual health renewals. 3. Identify strategies that might be effective for containing costs and avoiding ACA taxes.

Speakers: Cathy Johnson, Associate Superintendent for Finance & Operations, Township HSD 214, Arlington Heights, IL; Audra Scharf, Vice President, PMA Financial Network, Naperville, IL; Mark Altmayer, CFO/Treasurer, Huntley Consolidated SD 158, Algonquin, IL; David Bein, Executive Director of Business Services, East Maine SD 63, Des Plaines, IL

8:00 a.m. – 9:00 a.m.

Your Next Job Title Is...Sustainability Manager!, DG008



Room: Tampa 2–3

SFOs: 1.0

SBOs are at the center of sustainability in all that we do. Using smart procurement strategies, using transportation resources wisely, building and maintaining sustainable buildings with healthy learning environments, decreasing energy use, using renewable energy, establishing student and staff wellness programs—you name it and we are directing it. Explore how districts are ramping up sustainability and saving money while embedding the learning into the curriculum.

Speaker: Jennifer Seydel, CEO, Green Schools National Network, Madison, WI; Erin Green, Director of Business, Greendale SD, Greendale, WI

8:00 a.m. – 9:00 a.m.

Enrollment Projection—An Interactive Approach, DG010



CPE

Room: Osceola 3

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

One of the most important steps a school official takes prior to beginning the budgeting process is estimating enrollment for the coming year. This presentation will focus on proper methods to estimate future student enrollment for budget development and corresponding staffing. Become familiar with several strategies to properly quantify future enrollments. Learn about cohort survival, weighted cohort survival, and numerical survival methodologies along with variations of the three methods. Also look at the impact of new housing in a district and how to quantify the potential impact.

DAILY SCHEDULE: Monday

Annual Meeting & Expo



Learning Objectives: 1. Describe an interactive approach to enrollment projections. 2. Discuss how to develop visual tools to present enrollment trends to stakeholders. 3. Identify acceptable methods to project enrollments by grade.

Speakers: Susan Graham-Balzer, Assistant Superintendent of Operations, School District of Kettle Moraine, Kettle Moraine, WI; Jerry E. Dudzik, Vice President, Springsted Incorporated, Milwaukee, WI

8:00 a.m. - 9:00 a.m.

Outsourcing Classified Services to Reduce Your Budget Without Reducing Services, DG067



Room: Sarasota 3

SFOs: 1

Are you looking for a way to reduce your district's budget without reducing services? Outsourcing your classified services could be the answer. Learn the process through which Xenia Schools was able to gain approval for outsourcing transportation, custodial, grounds and maintenance services, and IT staffing to save the district close to \$5 million over the next five years without a decline in services. Learn how to organize your budget so you can compare current expenses with projected outsourcing expenses and walk away with resources to help you initiate an outsourcing program in your district.

Speaker: Christy Fielding, Director of Business and Technology, Xenia Community City Schools, Xenia, OH; Tracy Jarvis, Treasurer/CFO, Xenia Community City Schools, Xenia, OH

8:00 a.m. - 9:00 a.m.

Staffed with Options: Employing Staffing Agencies Without Sacrificing Your Practices, DG076



Room: Tampa 1

SFOs: 1.0

Many K-12 organizations are using staffing solutions to reduce time and costs associated with managing substitutes and to help monitor compliance with the Affordable Care Act. What does using a staffing agency mean for your substitute pool? Will you have a say in which substitutes are placed in your classrooms? What if you have an automated system that you hate to lose? When it comes to staffing agencies, substitutes, and automated systems, it's important to find the balance that works best for your organization. Participants will discuss the benefits, challenges, and possible options in making the switch to a staffing solution.

Speakers: Shelley Reynolds, Certification and Substitute Specialist, Farmington Public Schools, Farmington, MI; Stephanie Phillips, Regional Account Executive, CRS Advanced Technology, Montoursville, PA

8:00 a.m. - 9:00 a.m.

HRAs—Tax-Free Separation Pay Funds, DG078



Room: Osceola 5

SFOs: 1.0

Health Reimbursement Arrangements (HRAs) save employers and employees money when used to complement or incentivize employees' retirements. Unused sick, vacation, or personal leave payouts commonly fund HRAs. A portion or all of these payouts can be deposited into accounts of separating employees. These funds can be used for qualified unreimbursed, health related expenses, including health insurance premiums. Deposits, earnings, and distributions are completely tax-free and balances carry over year-to-year without a use-it-or-lose-it proviso. Learn more about HRAs and how to establish a plan with turnkey implementation and administration.

Speaker: Lawrence T. Stein, President, Retirement Plan Services of America, Inc., Marietta, GA

DAILY SCHEDULE: Monday

8:00 a.m. – 9:00 a.m.

Using Data Analytics to Drive Decisions, DG094



CPE

Room: Osceola 4

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Statistics

Program Prerequisites: None

Advance Preparation: None

As resources continue to be limited for education organizations, school leaders are turning to data to make solid financial and programmatic decisions. Having more data is not the key to making data-driven decisions. The ability to access data that are meaningful, relevant, and usable allows school leaders to be proactive in budget planning and ultimately be strategic in matching the use of resources with the organizational mission. Come hear how school business leaders are using data discovery and data visualization to make more informed decisions.

Learning Objectives: 1. Define data-driven decision making and data analytics. 2. Explain what kinds of data can and should be gathered and analyzed to help school leaders make financial decisions. 3. Discuss how school leaders are looking at financial data for their organization.

Speakers: Michael English, President/CEO, Forecast5 Analytics, Naperville, IL; Jennifer Bolton Carls, Deputy Superintendent, ONC BOCES, Grand Gorge, NY; Allen Albus, Deputy Superintendent of Finance and Operations, Lake Forest HSD 115, Lake Forest, IL; Erik Kass, Assistant Superintendent for Business, Madison Metropolitan SD, Madison, WI

DEEP DIG SESSIONS (2-HOUR)

8:15 a.m. – 10:15 a.m.

Understanding the GASB Pension Requirements: Getting to the Details, DD041



CPE

Room: Osceola 1–2

SFOs: 2.0

CPEs: 2.0

Program Level: Basic

Field of Study: Accounting Governmental

Program Prerequisites: None

Advance Preparation: None

This session explores the new GASB Pension Statements (Nos. 67, 68, and 71) to provide participants with the latest information about the new GASB standards, which address the reporting of pension plans and will significantly impact the financial statements of school districts. Key implementation issues include pension-funding policies, selection of assumptions, timing of measurements, actuarial valuations, employer reporting, financial statement disclosures, and required supplementary information. Case study examples of various implementation scenarios will be provided. Example information will also be provided about financial reporting and disclosures that will be necessary for implementation.

Learning Objectives: 1. Summarize the requirements of the proposed GASB pension standard. 2. Define the new terminology related to pension reporting. 3. Describe the potential effects of the standard on your school district's financial statements. 4. Describe some legislative or policy changes related to pensions and their potential effects under the GASB Standards. 5. Explain the key reporting and disclosure requirements and practices to implement the standards.

Speakers: Christine Torres, Partner, Crowe Horwath LLP, Oak Brook Terrace, IL; Corey Arvizu, Partner, Heinfeld, Meech & Co, Tucson, AZ

DAILY SCHEDULE: Monday

Annual Meeting & Expo



8:15 a.m. – 10:15 a.m.

FMLA Compliance and Administration— The Confessions of a Lawyer!, DD108



Room: Osceola 6

SFOs: 2.0

Explore the ins and outs of the Family and Medical Leave Act (FMLA). Learn in detail, the latest interpretations, compliance obligations, and strategies for employers. The session will also focus on state and federal compliance issues and compliance strategies to minimize record-keeping responsibilities and maximize employee satisfaction.

Speaker: Robert J. Simandl, Attorney, Simandl Law Group, Waukesha, WI

DISCUSSION GROUPS (1-HOUR)

9:15 a.m. – 10:15 a.m.

A Toolkit for an Effective RFP Process: Choosing a Contracted Professional Consultant, DG001



Room: Osceola 5

SFOs: 1.0

A multi-county consortium used an active process to select a benefit consultant for a leading healthcare trust. The comprehensive process provided a viable framework that can be implemented in any search process for outside services. In the era of reducing staff, this is an effective method to reduce costs while providing a quality level of services to meet the needs of all constituents. Learn about the process and how it led to defining needs, stakeholder involvement, and reduced costs for an enhanced level of services.

Speakers: Stan Wisler, Director of Management Services, Montgomery County Intermediate Unit, Norristown, PA; Matthew Malinowski, Business Manager/Board Secretary, Upper Moreland Township SD, Willow Grove, PA

9:15 a.m. – 10:15 a.m.

Crazy (Smart) Facilities Experiences, DG035



Room: Naples 3

SFOs: 1.0

Professionals and education organization leaders will share some of their wildest experiences in working on facilities projects. Discussions will focus on different stages of the facilities process, including planning, transactions, and design/construction. Learn best practices, alternative approaches to your own facility challenges, as well as missteps to avoid. Share your experiences and explore solutions to your current challenges.

Speakers: Tracy Richter, Director of Planning, Schoolhouse Advisors, LLC, Dublin, CO; Chris Squadra, Director of Program Management, Schoolhouse Advisors, LLC, Littleton, CO; Dustin Jones, President, Schoolhouse Advisors, LLC, Littleton, CO; Rob Weber, Director of Finance, Colorado Association of School Executives, Englewood, CO

9:15 a.m. – 10:15 a.m.

Budget Monitoring: Raising the BAR, DG047



CPE

Room: Tampa 2–3

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

The Budget Accountability Report (BAR) is a point-in-time snapshot of the school's budget by full account structure. The report was developed to provide an additional tool to Fulton County Schools bookkeepers to manage their cost center budgets, and to provide budget services with a tool to monitor the school budgets and identify schools that might benefit from additional training. Learn how the BAR has helped garner

DAILY SCHEDULE: Monday

drastic improvements in budget management since its implementation in Fulton County Schools in FY11.

Learning Objectives: 1. Describe how to assess the current level of autonomy and flexibility of the schools within the district. 2. Discuss what "good" financial management looks like at the school level. 3. Describe tools and mechanisms of holding schools accountable and measuring financial management at the school level.

Speaker: Lisa Bracken, Director, Budget Services, Fulton County Schools, Atlanta, GA

9:15 a.m. – 10:15 a.m.

Operating Budgets—Beware of Building In Energy Inefficiencies, DG049



Room: Tampa 1

SFOs: 1.0

Energy inefficiencies (EI) can be built into a school. They can be hidden around every corner in every room. EI can be reduced, contained, or eliminated by raising the energy awareness of all members of the school community. This session identifies areas where energy inefficiency can be designed into schools and where EI can be found in existing schools. Participants will explore strategies to remove EI in new designs and actions they can take to reduce EI in existing schools.

Speaker: Lorenz V. Schoff, Energy Efficiency Consultant, Energy Efficient Solutions, Blacksburg, VA

9:15 a.m. – 10:15 a.m.

Implementing an Integrated Total Rewards Strategy, DG087



Room: Osceola 3

SFOs: 1.0

Managing rewards in an integrated way becomes imperative for those educational organizations that

are serious about the sustainability of their employer value proposition in attracting needed talent and improving employee engagement. Join a leading total-rewards consultant and a school business official with years of practical experience in the realities of public school administration and union negotiations to discuss assessing employees' diverse needs; providing greater employee choice and promoting greater accountability; making more sound and strategic integrated resource "mix" decisions; and leveraging rewards beyond cash compensation and core benefits to foster greater engagement and attract new talent.

Speakers: David Bein, Executive Director of Business Services, East Maine SD 63, Des Plaines, IL; Scott Baldwin, Area President, Arthur J. Gallagher Risk Management Services, Itasca, IL; Keith Friede, Area Vice President, Talent and Organization Development, Arthur J. Gallagher & Company, Itasca, NY

9:15 a.m. – 10:15 a.m.

Budget Structuring and Management of a 1:1 iPad Initiative, DG099



CPE

Room: Sarasota 1–2

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

Your instructional leaders want to use iPads for a 1:1 device initiative in your district, and it's up to you to figure out how to fund it forever! Learn about one district's creative approach to building structural budget support for a 1:1 student iPad initiative and how they tackled many of the financial, logistical, technical, and instructional management needs of such a roll out. Among the topics discussed will be a self-insured iPad protection plan, inventory management of iPads, mobile device management software, professional development, and the iPad app selection process.

DAILY SCHEDULE: Monday

Annual Meeting & Expo



Learning Objectives: 1. Discuss the importance of building structural budget support to sustain a 1:1 initiative. 2. Describe some of the logistical nuances involved with a 1:1 deployment. 3. Assess the readiness of your district to tackle a similar project.

Speakers: John Abbott, Deputy Superintendent, East Irondequoit CSD, Rochester, NY; Joseph Sutorius, Director of Information Technology, East Irondequoit CSD, Rochester, NY

9:15 a.m. – 10:15 a.m.

Using Technology to Target Voters in School Tax Elections, DG136



Room: Osceola 4

SFOs: 1.0

The perfect storm of declining parent populations in many school districts, aging baby boomers, and increasingly hostile tax environments make it more difficult than ever to pass school tax elections. Using technology to identify support within your district provides increasingly sophisticated and accurate strategies to target and deliver “yes” voters to the polls on election day. Learn about multiple ways to effectively construct and use such databases in school tax elections.

Speakers: Todd Netzke, Business Manager, Pine Island Public Schools, Pine Island, MN; J. Bradford Senden, Partner, Center for Community Opinion, Indianapolis, IN; Don Lifto, Senior Vice President, Springsted Incorporated, Saint Paul, MN

9:15 a.m. – 10:15 a.m.

GASB Update, DG280



CPE

Room: Naples 1–2

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Accounting Governmental
Program Prerequisites: None
Advance Preparation: None

The Governmental Accounting Standards Board (GASB) issued several new standards recently. In addition, GASB has undertaken many ongoing projects to improve accounting and financial reporting for school districts. Learn about recent changes and pending projects of GASB.

Learning Objectives: 1. Identify recent changes to accounting and financial reporting from the GASB. 2. Discuss how new standards will improve financial reporting for school districts. 3. Describe how new GASB projects will apply to school districts.

Speaker: Randal J. Finden, Project Manager, Governmental Accounting Standards Board, Norwalk, CT

DISCUSSION GROUPS (1-HOUR)

10:30 a.m. – 11:30 a.m.

One District's Experience in Becoming a Subway Franchise (now two) in Child Nutrition, DG015



Room: Osceola 3

SFOs: 1.0

In 2012, the Child Nutrition Department at the Broken Arrow High School campus became the first Subway franchise at a school in Oklahoma. District representatives will discuss the franchise application process; required branding and potential remodeling; operations, including sales, costs, and profit; and future plans now that they have two franchises up and running.

Speakers: Luanne Goodacre, Director of Child Nutrition, Broken Arrow Public Schools, Broken Arrow, OK; Dwayne Thompson, CFO, Broken Arrow Public Schools, Broken Arrow, OK; Phil Armstrong, COO, Franchise Support Center of Subway, Tulsa, OK

DAILY SCHEDULE: Monday

10:30 a.m. – 11:30 a.m.

Working with School Building Personnel to Create and Manage Your Budget, DG048



CPE

Room: Naples 3

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

Sometimes the business office can get isolated in a school district. Learn why working closely with school building administrators is the best way to ensure that school business officials produce a sound, workable, and manageable budget.

Learning Objectives: 1. Describe strategies for working with building administrators in the budgeting process.
2. Discuss the benefits of collaborative budget creation.
3. Identify the organizational skills needed to engage in collaborative budgeting involving both the school building administrator and school business official.

Speaker: Tonie McDonald, Assistant Superintendent for Business and Administration, Plainedge Public Schools, North Massapequa, NY

10:30 a.m. – 11:30 a.m.

How to Utilize Zones to Transform Security and Access, DG052



Room: Osceola 6

SFOs: 1.0

Learn about new construction and renovation strategies to improve school and campus security and access control from an architectural zones perspective. The presenters will define the basic elements of a security assessment, identify five security zones, and share implementation strategy options. In addition,

participants will become familiar with emerging and evolving access and security technology trends they may want to consider for future upgrades.

Speakers: April Dalton-Noblitt, Director, Vertical Marketing, Allegion PLC, Carmel, IN

10:30 a.m. – 11:30 a.m.

Using Data to Tell Your Story, DG063



Room: Sarasota 3

SFOs: 1.0

Times have changed. Today it's all "money in the classroom" and "do more with less." As responsible school business officials, we need a fresh approach to our leadership mode to navigate this new normal. Explore leadership in 2014 through a focus on purpose, through the use of data, and through an innovative new technique to deliver the message. This exciting new model will be presented in the form of a template participants can take away for their further use.

Speaker: John Fahey, Senior Consultant, Tyler Technologies, Latham, NY

10:30 a.m. – 11:30 a.m.

Don't Fumble: Mistakes Schools Make When Booster Clubs Collect School Fees, DG100



Room: Osceola 4

SFOs: 1.0

Schools are being sued for using school booster clubs to collect class and extracurricular fees and booster clubs are losing tax-exempt status due to improper fundraising practices. Make sure you know how and for what your school and school clubs may collect fees. Learn the latest news from the school fundraising front and avoid fumbling the collection of school fees.

DAILY SCHEDULE: Monday

Annual Meeting & Expo



Speakers: Jim Drake, Executive Director of Finance & Performance, Monroe County SD, Key West, FL; Robert Tally, Retired Senior Administrator of Purchasing, Orange County Public Schools, Orlando, FL; Sandra P. Englund, Executive Director, Parent Booster USA, Winter Garden, FL

10:30 a.m. – 11:30 a.m.

Employees Only? Avoiding the Misclassification Trap, DG102



CPE

Room: Tampa 2–3

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Employment Law

Program Prerequisites: None

Advance Preparation: None

If a teacher is also an assistant coach, should the coaching stipend come from accounts payable? How do we pay our debate judges? Do we need to develop job descriptions or enter into employment contracts with anybody providing services for the district? Schools around the country have become the target of IRS audits regarding the misclassification of independent contractors. Examine the analysis used by the IRS and Department of Labor to help answer the difficult questions school business officials face when classifying a district's workforce. The session will also examine the potential liability facing districts under the Affordable Care Act with respect to misclassifications.

Learning Objectives: 1. Explain the Department of Labor and IRS distinctions between employee classifications. 2. Describe ways to assess current employees and contractor relationships and analyze risks associated with misclassifications. 3. Explain how to develop solutions and policies to protect districts from current and future liability. 4. Describe the new risks with misclassification under the Affordable Care Act.

Speaker: Bret McKittrick, Attorney, Associated Financial Group, Waukesha, WI

10:30 a.m. – 11:30 a.m.

Audits and How to Communicate Their Purpose to Your Elected Officials, DG117



CPE

Room: Sarasota 1–2

SFOs: 1.0

CPEs: 1.0

Program Level: Basic

Field of Study: Auditing

Program Prerequisites: None

Advance Preparation: None

School finance, the budget development process, and the audit process are all important topics when communicating to elected officials. But how do you best communicate these concepts? What are the primary principles of effective written, verbal, and nonverbal communication? How much information is too much information in a presentation? Fill your tool box with communication strategies to use in your next presentation to your board.

Learning Objectives: 1. Outline strategies for improved communication. 2. Explain many of the complicated school finance topics. 3. Identify ways to implement more effective presentations.

Speakers: Jennifer Shields, Partner, Heinfeld, Meech & Co., PC, Phoenix, AZ; Sara Kirk, Audit Manager, Heinfeld Meech & Co., PC, Phoenix, AZ

10:30 a.m. – 11:30 a.m.

Making a 1:1 Student Technology Plan a Reality: Funding, Infrastructure, and Results, DG143



Room: Osceola 5

SFOs: 1.0

What does it take to make 1:1 a reality in your district? This session will focus on topics such as funding, infrastructure needs, choosing a device, choosing a learning platform, teacher professional development, student training, parent expectations, technology support, and planning for loss and damage.

DAILY SCHEDULE: Monday

The steps involved in the rollout and the initial impact on learning and student achievement will also be discussed. Become familiar with various risk management solutions from purchasing insurance to developing a formal self-funded program. Leave with a helpful blueprint.

Speakers: Ron Orr, CFO, Pattonville SD, St. Ann, MO; Scott Wightman, Area Executive Vice President, Arthur J. Gallagher & Co., St. Louis, MO

10:30 a.m. – 11:30 a.m.

Lessons Learned in Controlling Noroviruses in Institutions, DG149



Room: Tampa 1

SFOs: 1.0

Noroviruses survive well on surfaces and are highly infectious, leading to costly school outbreaks. These episodes can be mitigated by using proper disinfecting techniques routinely during flu and norovirus season. Learn financial data associated with school closures in the last two years, as well as the results of scientific studies conducted in schools that show that proper disinfection practices dramatically reduce absenteeism. Also learn about effective communications with maintenance and teaching staff members, as well as with parents, local news media, and community leaders.

Speaker: Charles Gerba, Professor, University of Arizona, Tucson, AZ

DEEP DIG SESSIONS (2-HOUR)

10:30 a.m. – 12:30 p.m.

Technology Transformation: Minimizing Cost While Maximizing Progress, DD056



Room: Osceola 1–2

SFOs: 2.0

Technology projects can turn into expensive, time-consuming endeavors without proper planning and preparation. Learn how one school district leveraged resources from the district, community, foundation, and vendors to rapidly transform technology in 750 classrooms throughout 25 schools in five cities.

Speakers: David Dude, COO, Iowa City CSD, Iowa City, IA; Matt Dix, K–12 Technology Consultant, Tierney Brothers, Inc., Urbandale, IA

10:30 a.m. – 12:30 p.m.

Beyond Compliance: Managing Healthcare Reform Opportunities, DD124



CPE

Room: Naples 1–2

SFOs: 2.0

CPEs: 2.0

Program Level: Basic

Field of Study: Specialized Knowledge and Applications

Program Prerequisites: None

Advance Preparation: None

After reading articles and sitting through presentations about healthcare reform, how do you apply the principles to your organization? Many decisions need to be made and each decision impacts other decisions and operations. Do you qualify for a delay, and if you do, do you want to take it? Does it make sense to phase in compliance over 2015 and 2016? What plan designs offer the most flexibility for a diverse workforce? How do the decisions you make today impact OPEB calculations, non-discrimination testing, and your ability to avoid the Cadillac Tax? This session takes the basics and starts to address the real issues.

Learning Objectives: 1. Identify the implications of full-time employees. 2. Outline the implications of timing and reality. 3. Describe the implications of affordability. 4. Discuss the implications of reporting and notification obligations. 5. Describe the implications of the Cadillac Tax in 2018.

Speakers: Darcy L. Hitesman, Attorney, Hitesman and Wold, PA, Maple Grove, MN; Amy Diedrich, CEBS, Marsh & McLennan Agency, Minneapolis, MN

ASBO THANKS

Annual Meeting & Expo



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In recognition of the ASBO choir's final year performing at the Annual Meeting & Expo's First General Session, we sincerely thank the ASBO choir and Illinois ASBO Executive Director and Choir Director Michael Jacoby for their wonderful musical performances. We have been very fortunate to have Mike and the choir's support starting off our Saturday mornings with a song since 2008. We will always be grateful for the delightful additions the choir has provided for this event.



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I feel safe

A young boy with short brown hair, wearing a blue button-down shirt, is holding a grey sign in front of him with both hands.

I am comfortable

A young boy with short blonde hair, wearing a green and black striped shirt, is holding a grey sign in front of him with both hands.

GO GREEN

A young girl with long dark hair, wearing a grey hoodie, is holding a grey sign in front of her with both hands.

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CLINIC TABLES

Sunday, September 21

8:30 a.m. – 9:45 a.m.

Room: Osceola A

A Clinic Table session features roundtables, each with a discussion topic presented by exhibitors and focused on a specific aspect of school district management. Session participants change tables every 20 minutes, with 10 people at a table each time. Presenters direct the discussion and serve as a source of information on topics such as healthcare reform, 403(b) retirement plans, technology in schools, purchasing card programs, budget planning, and more.

TABLE 1

Managing Budget Challenges Through Retirement Planning

Speaker: Curtis May, Vice President, National Sales Manager, AXA, Jersey City, NJ

TABLE 2

403(b) Universal Availability—Exceptions, Meaningful Notice, and Best Practices

Speaker: Jim Yale, Vice President, School District Marketing Alliances, The Horace Mann Companies, Springfield, IL

TABLE 3

Understanding Print Procurement in the K–12 Environment

Speaker: Freddie Rogers, National Account Manager, Office Depot, Carol Stream, IL

TABLE 4

Employer Contributory Plans (Match, Elective, Special Pay)

Speaker: Tom Granger, Assistant Vice President/Sales Director, Qualified Plans, Security Benefit, Topeka, KS

TABLE 5

Comprehensive Emergency Planning Through Cooperative Contracts

Speakers: Jennifer Sulentic, Program Manager, U.S. Communities, Chicago, IL; David Kidd, Program Manager, U.S. Communities, Newberry, FL

TABLE 6

From Retirement Plan Set-up to Participant Outcomes and Everything in Between: Help!

Speaker: Richard Turner, Deputy General Council and Vice President, VALIC, Houston, TX

TABLE 7

Run Your Retirement Numbers with Our Informative Tools

Speaker: Ketul Thaker, Vice President of Industry Relations, Voya Financial™, Windsor, CT

TABLE 8

Navigating a Complex Foodservice Regulatory Environment: Tips to Ensure Audit Compliance While Controlling Costs

Speaker: Linda Scurman, MS, RDN, LDN, Director of Nutrition and Operations Support, Aramark K–12 Education, Philadelphia, PA

TABLE 9

How Purchasing Card Programs Can Deliver Excellent Controls and Earn Cash Rebates

Speaker: June Reilly, Vice President, Senior Sales & Relationship Manager, BMO Financial Group, New Fairfield, CT

TABLE 10

Integrating Online Payments and Cashless Solutions

Speaker: Tina Bennett, Vice President, Horizon Software, Atlanta, GA

TABLE 11**Treasure Hunting: Finding Money Within Your Existing Budget**

Speaker: Gwenn McDaniel, Education Market Director, Johnson Controls, Myrtle Beach, SC

TABLE 12**STEM Education: Engaging Students in the Classroom Through Educational Kits and Challenges**

Speaker: Jamie Sitter, K-12 Marketing Manager, Siemens Industry Inc., Buffalo Grove, IL

TABLE 13**Emulating ERISA**

Speaker: Jim Simone, Senior Advisor, Relationship Manager, TIAA-CREF, Raleigh, NC

TABLE 14**Ten Things You Should Know About Document Technology in Education**

Speaker: Paul Murphy, Director, Strategic Contract Support, Canon Solutions America, Melville, NY

TABLE 15**Budget Planning Improvement Through the Use of Technology**

Speaker: Tony Olson, Vice President of Marketing, MyBudgetFile.com, Minneapolis, MN

TABLE 16**New Sustainable Options in Lieu of Replacing Roofs: Save Time and Money, and Achieve Better Results**

Speaker: Regina Martino, Market Development Manager, Tremco, Inc., Saint Paul, MN

TABLE 17**Student Fee Management: Strategies for Maximizing Collections, Standardizing Processes, and Automating School and District G/L Accounting**

Speaker: Helene McMurphy, Vice President, Business Development, Rycor Software, Chandler, AZ

TABLE 18**What It Takes for Districts to Go Cashless: The Rosemount School District Experience**

Speaker: Jeff Solomon, Director of Finance and Operations, Rosemount-Apple Valley-Eagan SD, Rosemount, MN

TABLE 19**Technology Positively Impacts Your Administrative Budget, and Protects Student Data While Enhancing Your Students' and Staff's Experience**

Speaker: Stu Parker, National Account Manager—U.S. Communities, Ricoh Americas Corporation, Highlands Ranch, CO

TABLE 20**Achieving Over 30% Energy and Operational Cost Savings**

Speaker: Jon Cramer, Regional Sales Manager, Distech Controls, Brossard, Quebec, Canada

TABLES 21 & 22**Healthcare Reform: Managing the Employer Mandate**

Speakers: Susan Relland, Vice President, Attorney, American Fidelity Corporation, Oklahoma City, OK; Monica Schermier, Healthcare Reform Consultant, American Fidelity Corporation, Granger, IN

SCHOOL BUSINESS LEADER

Standing Down: Why We All Should Do It

Standing down is an action the military takes to review, regroup, and reorganize. Standing down isn't just for the military, it's good for everyone! We need to take the time to stop and reflect on what is happening in our lives and in our careers.

Under the guise of being "too busy" and having "too much to do," we avoid standing down. However, whether as a person or an organization, we all must stop and determine whether what we are doing is effective, efficient, or with the right priority. Here are four tips to stand down effectively:

1. Have a vision of where you want to go.

Organizations and individuals must know where they're headed to determine the best way to get there. Even if the destination changes, without a vision, you can't effectively start your journey.

2. Find the best route to reach your destination.

Effectively map out your destination by considering distance, conditions, resources, and contingencies. Set goals and plan specific processes and procedures.

3. Confirm that you are on the right course.

Confirm your course by measuring your progress toward your goals and how well your processes and procedures are moving you toward your vision. If you're off course, make the appropriate corrections and get back on track.

4. Set aside time to rest.

Breaks are essential for remaining alert and on course, so take advantage of lunch breaks, coffee breaks, vacation time, and other opportunities, since they are essential to an organization's success and your own well-being.

Adapted from "Taking Stock and Standing Down" by Tom Peeler, CPPB. School Business Affairs, June 2009, pp. 26–27.

Featured in School Business Leader Volume 1 Issue 2

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GOLD MINE SESSIONS

Sunday, September 21

2:15 p.m. – 3:30 p.m.

Room: Osceola A

The Gold Mine sessions feature roundtables, each focused on a different aspect of school district management. Participants change tables every 20 minutes, with 10 people at a table each time.

TABLE 1

Criminal Activity: The Analysis of Crimes Perpetrated by a Principal

Despite policies, procedures, and safeguards to deter it, school theft happens. Even best practices cannot cover every possibility. This session will examine a school principal's multiple criminal activities that resulted in more than \$100,000 theft of school property and funds over a three-year period and the school policies that permitted it to go unnoticed. Lessons learned and recommendations for improvement will be shared.

Speaker: Steve Bounds, Associate Professor of Education Leadership Graduate Programs and Coordinator for School of Teacher Education & Leadership, Arkansas State University, State University, AR

TABLE 2

ASBO International's Meritorious Budget Award Program

Learn about the Meritorious Budget Award (MBA) program and what it takes to earn this prestigious recognition. This presentation will include practical advice on how to assemble data and complete the application, and how your district will benefit from the process, which includes peer review.

Speakers: ASBO International Meritorious Budget Award Committee

TABLE 3

How to Prepare a Comprehensive Annual Financial Report (CAFR)

Learn about the ASBO Certificate of Excellence in Financial Reporting recognition program for the Comprehensive Annual Financial Report (CAFR). Receive practical information about the application and submission process, common mistakes made in CAFRs, and hints to ensure a successful submission. ASBO has a new lower fee for this program; learn more by attending this session.

Speakers: ASBO International Certificate of Excellence Committee

TABLE 4

ASBO International's Global School Business Network

The Global School Business Network connects thousands of school business officials from different states, provinces, regions, and countries who, with a wealth of experiences and areas of expertise, share ideas, opinions, resources, and news about the profession. Come and discover how to get the most out of this member benefit and more.

Speaker: Siobhan McMahon, Assistant Executive Director, ASBO International, Reston, VA

TABLE 5

SFO Certification: When Will You Earn It?

Come learn about the Certified Administrator of School Finance and Operations® (SFO®) program from current SFO-certified professionals and members of ASBO's Certification Commission. Not sure how to prepare for the exam or want to learn more about the steps to earn the certification? Visit this Gold Mine session for a chance to have your questions answered in a small-group setting.

Speakers: ASBO Certification Commission

TABLE 6

Working During a Period of Financial Austerity

This session will involve SBMs/SBOs from the UK, Australia, Canada, the United States, and, potentially,

South Africa. The session will build on the previous Discussion Group, enabling colleagues to share openly the problems and issues they are confronting while exchanging good and effective management practices.

Speaker: Trevor Summerson, Retired Director, National College for Teaching and Leadership, Sheffield, UK

TABLE 7

IRS 403(b) & 457(b) Plan Update

Dan Gardner of the IRS will provide the latest information on topics, including common and not-so-common errors; recent guidance; 403/457 strategic/exam plan; 403(b) prototype determination program; employee plans compliance unit update; and additional resources and tools.

Speaker: Daniel Gardner, Mid-Atlantic 403/457 Coordinator, Internal Revenue Service, Independence, OH

TABLE 8

The Critical Synergies of Active Community Engagement

The “future of learning” is here today and has caught us unprepared. Resources are insufficient. Society in all its permutations, difficulties, and expectations shows up daily. How can school districts respond effectively to what seems at times a mission impossible? A powerful and often under-leveraged resource is creating synergy through active community engagement. Explore how listening and responding to the needs of the community and strengthening key community partnerships can engage the community in an ever-expanding collaboration that makes a critical difference for our kids.

Speaker: Carl Gruenler, Deputy Superintendent for Business Operations, Santa Fe Public Schools, Santa Fe, NM



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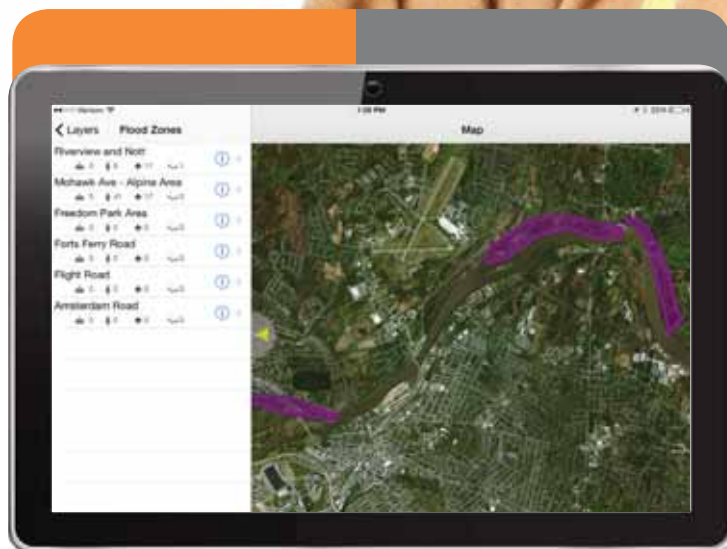




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A close-up portrait of a male firefighter. He is wearing a black helmet with yellow reflective stripes and a silver-colored face shield. He is also wearing a tan-colored firefighter's jacket with a silver-colored metal clasp. He has a friendly expression, smiling at the camera. The background is plain white.



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Annual Meeting & Expo

2014

September 19-22
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Leadership Development & Events



Registered guests are welcome to attend both General Sessions, visit the Exhibit Hall, and enjoy the all-attendee receptions alongside full registrants. Guests are not permitted to attend educational sessions. An official Annual Meeting & Expo registration badge is required for admittance to events for all attendees, including guests. The following programs have been designed specifically for guests.

Saturday, September 20

11:00 a.m. – 12:00 p.m.

Guest Program

Book Club: *Unbroken*

Room: Destin 1 & 2

(See page 17 for details.)

Sunday, September 21

11:00 a.m. – 12:30 p.m.

Guest Program

Stress Less—A Wellness Program

Room: Destin 1 & 2

(See page 26 for details.)



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SFO Certification: When Will You Earn It?, a Gold Mine roundtable that explores how to best prepare for the SFO exams.

The Value of the SFO Certification, a discussion group featuring current SFO certificants that examines the benefits of pursuing the SFO credential.

Friday Room: Tampa 1

Sunday Room: Osceola A

Monday Room: Osceola 6



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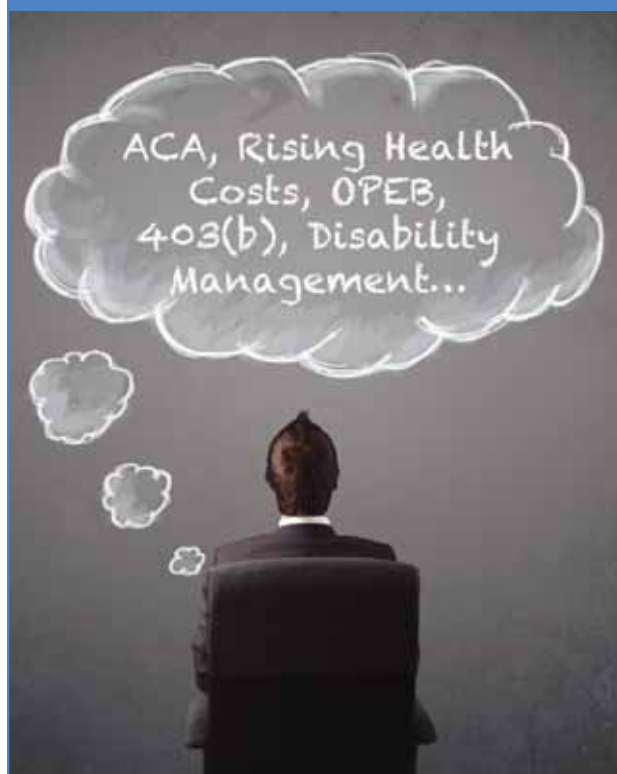


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SAVE THE DATE

Annual Meeting & Expo

2015

October 23–26
Grapevine, Texas


ASBO International

2015 ANNUAL MEETING & EXPO

October 23–26 • Grapevine, Texas

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EXHIBIT HALL HIGHLIGHTS

Annual Meeting & Expo



Saturday, September 20

2:30 p.m. – 5:30 p.m.

Exhibit Hall Opening Reception

Sponsored by Horizon Software

Sunday, September 21

12:30 p.m. – 1:30 p.m.

Lunch in the Hall

Sponsored by BMO Financial Group

11:30 p.m. – 2:15 p.m.

Meet Travis the Strolling Magician

Enjoy card mechanics, comedy, and verbal manipulations as Travis the Magician strolls around the Exhibit Hall!

Saturday & Sunday

Recharge at the Relaxation Station

Exhibit Lounge 319

Take a moment to relax with a complimentary upper body massage provided by professional massage therapists. Visit Booth 303 to pick up a massage ticket.

Sponsored by Aramark K-12 Education

Stop By and Say Howdy

Texas ASBO is excited to be the local host for ASBO International's 2015 Annual Meeting & Expo, October 23–26 in Grapevine, Texas. Be sure to make your way to Booth 224 and chat with your Texan colleagues to hear about all the great things Texas has in store for next year's annual meeting!

Exhibitor Appointment Lounge

Secure valuable face time with an exhibitor in the Exhibitor Appointment Lounge, Booth 833. Schedule your meeting via the Annual Meeting & Expo App. Lounge appointments are available Saturday, 2:30 p.m. – 5:30 p.m. and Sunday, 11:30 a.m. – 2:15 p.m. To request an appointment, open the app navigation panel, click "Exhibitors," and scroll through the list or search by name or category. Tap the exhibitor's name to access its profile and click "Request a Meeting."

Exhibit Hall Hours

Saturday: 2:30 p.m. – 5:30 p.m.

Sunday: 11:30 a.m. – 2:15 p.m. (New Hours!)

(Lunch 12:30 p.m. – 1:30 p.m.)



ASBO Booth & Bookstore

Exhibit Hall Booth 131

The ASBO Bookstore features top-selling publications, ASBO staff to assist you with conference information, and ASBO program and membership details.

SFO® Your Certification Information Center

Thinking about obtaining ASBO's Certified Administrator of School Finance and Operations® (SFO®), the only nationally recognized school business certification program in the United States and Canada? Visit the ASBO Booth to browse books that will assist you in test preparation, and find materials to answer your questions.

Exhibit Hall Game

Network with partners and exhibitors by participating in this year's Exhibit Hall game. Find your game card in your registration bag and set out to learn about the products and services these valued companies provide by visiting their booths. During your one-on-one conversations with exhibitors, collect as many raffle tickets as you can so you have more chances to win! It is up to the exhibitors to decide how many raffle tickets you receive, so have your questions about their products and services ready, and plan to gain some knowledge!

Visit daily to turn in your Exhibit Hall game cards for a chance to win prizes! Two \$250 prizes will be given away on Saturday and four \$250 prizes will be given away on Sunday!

*You must be present in the Exhibit Hall to win a prize.
Prizes will be announced 30 minutes before the hall closes.*

All in the Hall

ONLINE RESOURCES

Access ASBO International Anytime, Anywhere

You need timely, accurate information from trusted and knowledgeable sources to effectively lead your district. From industry news to your favorite school business publications, ASBO International is here to support you with the online resources you need to succeed.



ASBO INTERNATIONAL

Global School Business Network

Social networking, collaboration, and community tools come together in the Global School Business Network. Join a discussion, get answers, share documents, download templates, and access your professional network from anywhere in the world.

asbointl.org/Network

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Read your favorite school business magazine in a convenient digital format! Missed an issue of *SBA*? You have access to the digital archives, too.

asbointl.org/SBA

ASBO Radio

From the best use of educational resources to proven management and leadership techniques, ASBO Radio brings you thought-provoking interviews and discussions with experts who have hands-on experience in school business.

asbointl.org/Radio

Legislative Action Center

Stay up to date on the latest legislation and education policy. Find contact information for elected officials, members of Congress, governors, state legislators, local officials, and more.

asbointl.org/LAC



ASBO Buyer's Guide

Purchasing made easy! Search more than 225 categories and find the relevant products and services you need—without the unrelated clutter of a general Internet search engine.

asbointl.org/BuyersGuide

Resource Center

From healthcare reform to 403(b) guidance to going green, ASBO International has created a collection of toolkits and resources to help you navigate your district's challenges and stay ahead of upcoming issues.

asbointl.org/Resources



2014 EXHIBITORS

As of July, 30, 2014

Annual Meeting & Expo



ALICE Training Institute

Booth 125

3613 Reserve Common Dr.
Medina, OH 44256

The ALICE Training Institute is changing how schools, universities, and businesses respond to armed intruders. ALICE (Alert, Lockdown, Inform, Counter, Evacuate) teaches strategies to survive a life-threatening event. It's a research-based, proactive approach authorizing and empowering those engaged in such an event to use existing building infrastructure, technology, and human action to increase their chance of survival. Supported by educators and law enforcement across the country, ALICE is quickly becoming the new standard of care.



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Booth 518

2000 N. Classen Blvd.
Oklahoma City, OK 73106

Since 1960, American Fidelity Assurance Company has been providing quality insurance products and services to the education community. With 3,500 school districts nationwide using American Fidelity as their Section 125, Section 403(b), insurance provider, or healthcare reform resource, we consider it a privilege that so many districts and employees have put their trust in us. American Fidelity is endorsed by 44 state and national education associations. Our knowledge and experience can be a valuable resource to your organization when making decisions about your employee benefits or looking for ways to manage expenses. To learn more

about how American Fidelity can help you, contact us today at 800.654.8489.



Aramark K-12 Education

Booth 303

1101 Market St.
Philadelphia, PA 19107

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Arthur J. Gallagher & Co.

Booth 223

T2800 Livernois, Ste. 275
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Gallagher's Public Sector Practice serves over 2,000 public employer and scholastic clients nationwide. We build competitive and comprehensive employee benefit programs that incorporate health and welfare plans, voluntary benefits, and retirement services. Additionally, we are well-suited as a strategic partner with HR and compensation services, compliance and healthcare reform experts, cooperative purchasing solutions, and property and casualty/risk management services.

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Asset Control Solutions, Inc.

Booth 806

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Booth 904

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Pendleton, OR 97801



**Association of School
Business Officials
International**

Booth 131

11401 North Shore Dr.
Reston, VA 20190

ASBO International supports school business professionals who are passionate about quality education. We provide programs, professional development, and a global network that equip our members with the tools, resources, and services they need to do their jobs effectively and efficiently. Together, with our members, we're leading school business forward.

**A'viands Food & Services
Management**

Booth 709

1751 County Rd. B N, Ste. 300
Saint Paul, MN 55113

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Booth 711

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Booth 425

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BocaVox, LLC

Booth 713

2900 Glades Circle
Fort Lauderdale, FL 33331

BocaVox, developers of Maestro SIS, supports online and blended learning institutions across the United States.

Our flagship product, Maestro SIS, empowers educators and administrators to automate critical tasks, streamline operations, and reduce overhead with a user-friendly, customizable SIS. Maestro SIS, a cloud-hosted solution, offers game-changing technology for unlimited growth, and BocaVox's over and above customer support. From admissions and registration to reports and transcripts, Maestro SIS delivers superior results for states, districts, and individual schools nationwide.

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Booth 213

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digital and traditional printing, and document management solutions.
www.csa.canon.com.

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Booth 102

469 King St. West, 2nd Fl. Toronto,
 Ontario Canada M5V 1K4

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Booth 724

2035 Universal Ct.
 Oshkosh, WI 54904

CESA 6 helps schools work together to share staff, save money, and extend educational opportunities to all children. We offer cost-effective solutions. Our 4Schools products mean communicating with staff, students, and parents is quick and easy, and record keeping is accurate and efficient. Take advantage of innovative web applications: CMS4Schools websites, Calendar4Schools, WebOffice4Schools, SEEDS4Schools and Fitness4Schools. Plus, our communications experts provide a thorough website content review to help you develop high-quality content.
www.cesa6.org

Cintas

Booth 208

6800 Cintas Blvd.
 Mason, OH 45040

Cintas Corporation provides highly specialized services to businesses of all types primarily throughout North America. Cintas designs, manufactures, and implements corporate identity uniform programs and provides entrance mats, restroom supplies, tile and carpet cleaning, promotional products, first aid, safety, fire protection products and services,

and document-management services for approximately 1 million businesses. Cintas is a publicly held company traded over the Nasdaq Global Market and is a component of the Standard & Poor's 500 Index.

Colbi Technologies, Inc.

Booth 431

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 Tustin, CA 92780

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Construction Management Association of America

Booth 324

7926 Jones Branch Dr., Ste. 800
 McLean, VA 22102

An independent administrative body of the Construction Management Association of America (CMAA), the CM Certification Program is administered by the Construction Manager Certification Institute (CMCI). CMCI's mission is to recognize through certification, individual knowledge and experience that meet the established practices of construction management. CMCI's vision is to be the recognized authority in certifying managers of the construction process.

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Booth 825

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Norwalk, CT 06851

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2 Jericho Plaza
Jericho, NY 11753

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Education Facilities Clearinghouse Booth 807

One Old Oyster Pt. Rd., Ste. 220
Newport News, VA 23602

The Education Facilities Clearinghouse collects and disseminates resources on effective practices for the planning, design, financing, procurement, construction, improvement, operation, and maintenance of safe, healthy, and high-performing schools (PreK–Higher Ed). Resources are accessible at www.efc.gwu.edu. In addition, free technical assistance and training services for eligible schools and/or divisions is available. Contact askefc@gwu.edu or 800.EFC.0938 for more information. The EFC is funded by the USD OE through GWU.

Educational Furniture Industries Booth 631

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Melbourne, VIC 3048 Australia

EFI Furniture is excited to establish itself in the American market with its latest designs and innovative products. EFI Furniture is a family-owned Australian company that has been providing quality furniture to schools and government departments throughout Australia for the past 25 years. Ergonomics, robustness, and the environment are primary considerations in the company's development of cutting-edge products, which is why they have become leaders of innovation in their field.

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P.O. Box 2932
Toledo, OH 43606

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etfile

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Booth 911

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First Student, Inc.

Booth 310

600 Vine St., Ste. 1400
Cincinnati, OH 45202

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Food Service Management Solutions

Booth 105

229 Churchill Dr., Ste. 1
Richmond, KY 40475

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Forecast5 Analytics Inc.

Booth 524

2135 City Gate Lane, 7th Fl.
Naperville, IL 60563

Forecast5 is changing the way schools make strategic and financial decisions through utilization of data discovery and data analytics tools in a collaborative environment.

Graybar

Booth 206

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HCA Asset Management

Booth 903

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Milwaukee, WI 53217

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HD Supply

Booth 207

10641 Scripps Summit Ct.
San Diego, CA 92131



The Horace Mann Companies

Booth 503

1 Horace Mann Plaza,
Mail #C803
Springfield, IL 62715

Horace Mann offers a full line of personal insurance and retirement planning products, including 403(b) annuities. We provide school districts and their employees with solutions designed to maximize savings, enhance benefits, and support the mission of public education, including our educational workshops on state retirement systems and financial literacy; our ability to offer your employees insurance products through payroll deduction; and our best-in-class Section 125 flexible benefit plans.



Horizon Software

Booth 725

2915 Premier Pkwy., #300
Duluth, GA 30097-5241

MyPaymentsPlus, powered by Horizon Software International, offers a scalable, feature-rich, and user-friendly solution for online payments and registrations for school fees, activities, meals, exams, courses, and more. Used in over 10,000 schools and by more than 2 million parents worldwide, this cloud-based program provides a secure way for districts to reduce cash-handling, drive revenue, cut labor costs, go green, and improve parent communications.

Independent Stationers, Inc.

Booth 209

250 E. 96th St., Ste. 510
Indianapolis, IN 46240

Independent Stationers is headquartered in Indianapolis, Indiana, and has over 350 locally owned members across the United States and the Caribbean who sell school supplies, office supplies, furniture, machines and machine services, printing, computer/IT supplies, janitorial and break room supplies, and a wide variety of other products and services.

Interline Brands, Inc.

Booth 113

705 Griffith St., Ste. 300
Davidson, NC 28036

Interline Brands (dba: JanPak / AmSan / CleanSouce) is America's leading supplier of janitorial and cleaning products and equipment, providing the highest level of service, support, and expertise. We provide powerful solutions that help reduce operating costs, enhance efficiencies, and increase productivity while saving significant time and money. Contract holder with the U. S. Communities National Cooperative.

InTouch Receipting

Booth 913

4415 Pacific Highway East
Fife, WA 98424

InTouch Receipting is the best of breed Microsoft SQL™ integrated point of sale with online payments. Streamline and standardize with audit compliance. Integrate into your existing district systems. Eliminates duplication of efforts. Integrate with your financial system, SIS, Follett

Library™, many lunch systems. You pick your processor for the best rates; we don't touch your monies! Parents appreciate convenience, staff enjoys reduced work load, and districts highly recommend InTouch. www.intouchreceipting.com



Johnson Controls

Booth 811

507 E. Michigan St.
Milwaukee, WI 53202

Johnson Controls delivers products, services, and solutions that increase energy efficiency and lower operating costs in buildings for more than 1 million customers. Operating from 500 branch offices in more than 150 countries, we are a leading provider of equipment, controls, and services for heating, ventilating, air conditioning, refrigeration, and security systems. For schools, we create environments that help students achieve.

K12 Services, Inc.

Booth 613

11 N. Washington St., Ste. 510
Rockville, MD 20850

Kaba Access & Data Systems Americas

Booth 906

2941 Indiana Ave.
Winston-Salem, NC 27105

Kaba Access & Data Systems Americas offers comprehensive security solutions for access points into buildings and containers, as well as for recording personal and enterprise data. Our solutions include embedded access control systems with biometrics, electronic access control systems, multihousing systems, hotel locks, physical access systems, and high-security locks.

Kaba's products utilize the latest technologies, including RFID, remote access, biometrics, wireless, and GPS. Our brands include Kaba®, LA GARD, Simplex®, PowerPlex, and E-Plex®.

Kelly Educational Staffing

Booth 410

132 Fairway Landings Dr.
 Canonsburg, PA 15317

Kelly Educational Staffing® (KES®) is a specialty service of Kelly Services, Inc., a leader in workforce solutions and the first staffing provider to develop a comprehensive education talent management solution. Launched in 1997, KES is the largest provider of substitute teachers nationwide with a daily placement rate greater than 98%. In addition to the staffing of non-instructional positions, KES proudly offers our client schools unique value and unparalleled experience and expertise.

KEV Group, Inc.

Booth 812

1167 Caledonia Rd., Ste. 200
 Toronto, ON Canada M6A 2X1

KEV Group specializes in software solutions that ensure the secure and efficient management of school activity funds and has consistently set the industry standard for almost two decades. Over 6,600 schools work with our industry-leading school-level accounting, online payment processing, auditing, and student obligation-tracking software. Our easy-to-use software, painless implementation, and unique personalized training make choosing KEV Group's products one of the best decisions a district can make.

Keystone Purchasing Network

Booth 430

90 Lawton Lane
 Milton, PA 17847

National Cooperative Purchasing services and contracts for schools, local governments, colleges, and nonprofits. Current contracts cover office and classroom furniture, playground equipment, carpet, outdoor athletic surfaces, athletic field lighting, athletic equipment, grandstand seating, portable and modular buildings, food service equipment, and vehicles. More contracts coming soon. www.theKPN.org

KI

Booth 530

1330 Bellevue St.
 P.O. Box 8100
 Green Bay, WI 54302

KI manufactures innovative furniture and movable wall system solutions for education (K-12 & higher ed), healthcare, government, and corporate markets.

MidAmerica Administrative & Retirement Solutions, Inc.

Booth 810

402 S. Kentucky Ave., Ste. 500
 Lakeland, FL 33801

MidAmerica provides innovative employee benefit programs to over 2,400 plan sponsors and close to 1 million employees across the country. In addition to our 403(b) and 457(b) TPA, Special Pay, 3121, HRA, and other employee benefits, we recently introduced our newest service offering, Affordable Care Act Compliance Reviews, designed as an affordable way to find out if your health plan meets the new 2014 regulations.

Motorola Solutions

Booth 808

1303 E. Algonquin Rd.
 Schaumburg, IL 60196

Motorola Solutions is a leading provider of business and mission-critical communication products and services. With a new partnership, we now provide leading-edge SchoolSAFE, a web-enabled, two-way radio-based system that allows for communications interoperability between school radios and public safety radio systems, utilizing existing radios. Learn more and watch a 3-minute video about SchoolSAFE Communications at www.SchoolSAFEcom.org. Motorola Solutions trades on the New York Stock Exchange under the ticker "MSI." www.motorolasolutions.com

Municipal Leasing Consultants

Booth 611

7 Old Town Lane
 Grand Isle, VT 05458-2325

MLC specializes in equipment financing for capital equipment/projects essential to municipalities. Installment purchase financing is a competitive and flexible financing alternative to bonding and allows a municipality to acquire needed equipment today by tailoring it to your budget. Tax-exempt lease purchase agreements are used to finance technology projects, buses, vehicles, lighting upgrades, energy efficient projects, co-generation, geothermal, biomass, solar, and renewable projects.



MyBudgetFile Booth 412

1805 Third Ave. South,
No. 302
Minneapolis, MN 55404

MyBudgetfile.com allows you to create, store, and modify budgets online, using a secure, web-based program that integrates seamlessly with your existing finance software. It lets you design custom budgets that meet your organization's needs, keeping you in charge of how your budget works and who has access to it. Any changes you make are applied in real-time, so you can make critical decisions faster and more confidently knowing that your data is always accurate and up-to-the-minute.

National Alliance for Insurance Education & Research

Booth 706

3630 N. Hills Dr.
Austin, TX 78731

The Certified School Risk Managers Program (CSRMP) is a career-building, five-part designation program for school personnel and service providers responsible for the risk-management function. The CSRMP faculty is represented by the field's top practitioners. Five courses guide participants through the risk management process, emphasizing practice over theory. Each one-day course includes an optional multiple-choice examination. The five courses are reasonably priced, locally convenient, and available in the classroom or online. www.TheNationalAlliance.com

National Insurance Services Booth 302

250 South Executive Dr., Ste. 300
Brookfield, WI 53005-4272

National Insurance Services (NIS) is a leading provider of group insurance and retiree benefits for school districts. As a specialist in public sector employee benefits since 1969, NIS helps employers align their unique and complex benefit challenges with the hard-to-understand language and practices of insurance and investment products. Our expertise results in innovative benefit solutions that help use taxpayer dollars efficiently, build bridges between bargaining units and committees, and avoid employer liability and grievances.

National Joint Powers Alliance Booth 219

200 First St. N.E.
Staples, MN 56479

The National Joint Powers Alliance® (NJPA) is a municipal contracting agency serving its members through nationally competed and awarded contract solutions. NJPA purchasing contracts are competitively bid and leveraged on behalf of all government and education entities nationally. Membership for agencies is at no cost, obligation, or liability.

National Life Group/LSW Booth 819

15455 Dallas Pkwy. Ste., 800
Addison, TX 75001

National Life Group, a diversified family of financial service companies, is a product innovator that offers a comprehensive portfolio of life insurance, annuity, and investment

products to help people pursue their financial goals. Life Insurance Company of the Southwest (LSW) is a wholly-owned subsidiary, and recognized as an industry leader in annuity and life insurance products. LSW offers single-premium and flexible-premium annuities in versions designed for both qualified and non-qualified markets.

National Purchasing Partners Government Division

Booth 609

1100 Olive Way, Ste. 1020
Seattle, WA 98101

NPPGov is a national cooperative purchasing organization that offers a broad range of competitively bid, publicly awarded contracts to public entities. Our contracts have been solicited to national vendors and awarded by a lead public agency. Membership is free and there are no minimum purchasing requirements.

NVoicePay

Booth 612

8905 S.W. Nimbus Ave., Ste. 240
Beaverton, OR 97008

Simple and secure electronic payments backed by the highest level of service in the industry have made NVoicePay the leading choice for school districts. Only NVoicePay offers a simple and secure cloud-based workflow that works with every accounting system and all banking partners, and best-in-class vendor services to assure success. www.nvoicepay.com/education

**Office Depot, Inc.****Booth 406**

6600 N. Military Trail,
MS C314N
Boca Raton, FL 33496

Office Depot® delivers cost-saving solutions that provide real value to K-12 districts and help school budgets go further. The conversation starts with your instructional goals and technology vision and ends with customized solutions that drive college and career readiness. From school supplies and technology integration to professional development and parent engagement offerings, Office Depot provides a one-stop solutions resource for schools.

Omni Group, Inc.**Booth 821**

Watertown Office Park
1099 Jay St., Bldg. F
Rochester, NY 14611

Since 1996, OMNI has provided independent third-party administration with compliance, remittance, and customer support services. Servicing approximately 2,100 plans nationally, OMNI remits to 250 investment providers on behalf of 450,000 participants with \$1.5 billion in funds forwarded annually. OMNI handles approximately 75,000 transactions, 100,000 SRAs, and 90,000 calls a year. OMNI provides in-house legal counsel free of charge. Over the past two years, OMNI has successfully handled IRS audits for 13 clients. www.omni403b.com

Parent Booster USA, Inc.**Booth 322**

3554 W. Orange Country Club Dr.,
Ste. 250
Winter Garden, FL 34787

Parent Booster USA provides information, training, and help to set up and operate school support organizations (booster clubs and parent teacher organizations). Organizations that join PBUSA are registered with the IRS as 501(c)(3) tax-exempt organizations under PBUSA's group ruling. PBUSA's members do not have to complete Form 1023 or pay the IRS filing fees. PBUSA also offers free membership to school administrators and can provide a BoosterCheck on their district's club status.

PMA Financial Network, Inc.**Booth 522**

2135 City Gate Lane, 7th Fl.
Naperville, IL 60563

PMA Financial Network offers a diverse lineup of customized financial solutions, including cash flow, bond proceeds management, and long-term financial forecasting.

Premier Inc**Booth 211**

1349 Tilton Dr.
Franklin, TN 37067

PublicSchoolWORKS**Booth 703**

WORKS International
2010 Madison Rd.
Cincinnati, OH 45208

Bogged down with ever-changing safety and regulatory compliance requirements? PublicSchoolWORKS offers the only school-focused, all-in-one solution powered by purpose-built technology, deep industry expertise, practical tools, powerful research, and innovative thinking. Unlike outdated or time-consuming processes and products, PSW provides a reliable, practical, and proven safety solution

in any school environment, keeping administrators effortlessly in control.

Ricoh Americas Corp.**Booth 210**

9475 Painted Canyon Dr.
Highlands Ranch, CO 80129

Ricoh is a global information and technology company and a leader in information mobility for today's changing workforce. With our legacy of innovative technology that has changed the way we work, and our expertise in accessing, capturing, and managing information, we deliver solutions that harness the power of today's changing classroom. Ricoh makes information work for you. Let Ricoh show you how we can help your district provide more to your students for less.

RoofConnect, National Roofing Services**Booth 702**

44 Grant 65, P.O. Box 908
Sheridan, AR 72150

RoofConnect is a national commercial roofing services provider specializing in services, including annual roof inspection/reporting/repair, emergency leak response, preventative maintenance, restoration, re-roofing, and green roofing solutions. RoofConnect has been awarded cooperative contracts that can save you and your organization time and money on all of your roofing decisions.

Rycor Software**Booth 531**

4960 W. Gilbert Rd., Ste. 1-267
Chandler, AZ 85249

Rycor helps school districts collect, maintain, and reconcile funds into appropriate GL accounts.

2014 EXHIBITORS

As of July, 30, 2014

More than just a storefront, our solutions give districts automated tools to assess, bill for, and collect school fee revenue. Our software is designed to increase accuracy, provide financial transparency, and create automated processes to standardize revenue collection. For 14 years, our goal has been to combine technology and experience to increase your revenue collection and make the business office more efficient.

SafeSchools

Booth 507

2135 Dana Ave., Ste. 300
Cincinnati, OH 45207

School Specialty

Booth 607

West 6316 Design Dr.
Greenville, WI 54942

School Specialty and you—working together to bring you the best total value for your purchasing dollar. School Specialty provides innovative products and programs, servicing the needs of educators to ensure all students receive the scholastic support they need to advance their learning and reach their full potential. From early childhood through high school, we are committed to providing our customers with the breadth and depth of educational knowledge and resources they need.

SchoolDude

Booth 912

11000 Regency Pkwy., Ste. 110
Cary, NC 27518

SchoolDude, the market leader in education enterprise asset management, helps public and private schools, colleges, and universities

save time and money. Our cloud solutions streamline IT, facilities, and business operations, and provide institutions with a lower cost of ownership, scalable solutions, lifetime support, and benchmarks for success.

Scranton Products

Booth 424

801 East Corey St.
Scranton, PA 18505

For more than 25 years, Scranton Products premium brands have led the plastic partition and locker market, setting new benchmarks for the industry in quality and innovation. Scranton Products brands feature the most durable, low-maintenance, and best-looking products in the industry. They won't dent, rust, or need painting, and because they are color throughout, delamination is not a factor.



Security Benefit

Booth 511

5482 Antler Run
Littleton, CO 80125

Security Benefit is a 121-year-old, Kansas-based retirement company that in recent years has become one of the fastest-growing companies in the U.S. retirement market. Through a combination of innovative products, exceptional investment management, and a unique distribution strategy, we have become a leader in a full range of retirement markets and wealth segments.

Seon

Booth 730

111-3B Burbidge St.
Coquitlan, BC, Canada V3K 7B2



Siemens Industry, Inc.

Booth 519

1000 Deerfield Pkwy.
Buffalo Grove, IL 60089

The Siemens Building Technologies Division is the world's market leader for safe and energy-efficient buildings ("green buildings") and infrastructure. As a service provider, system integrator, and product vendor, Building Technologies has offerings for building automation, heating, ventilation and air conditioning (HVAC), fire protection, and security.

Single Path, LLC

Booth 623

905 Parkview Blvd.
Lombard, IL 60148

Skyward, Inc.

Booth 823

5233 Coye Dr.
Stevens Point, WI 54481

Since 1980, Skyward has been serving the K-12 administrative software needs of school districts. Skyward's School Management System represents an integrated student and financial management software system designed to keep administrators, educators, and families connected. Skyward's software is found in over 1,700 school districts throughout the world. Skyward is committed to providing products that meet or exceed the complex needs and the high expectations of the ever-changing K-12 environment.

Sodexo

Booth 103

283 Cranes Roost Blvd., Ste. 260
Jacksonville, FL 32201

Sodexo supports student engagement and improves the quality of life for the

entire schools community. By focusing on quality of life services, we reinforce the overall experience of a student's educational journey. From nutritious school meals to clean classrooms to safe playgrounds and more, Sodexo enhances every student's ability to learn and grow. For more information, please visit.

SSC

Booth 308

1845 Midpark Rd., Ste. 201
Knoxville, TN 37921

Staples Advantage

Booth 619

500 Staples Dr.
Framingham, MA 01702

A well-rounded education is about more than just homework and exams, and a comprehensive supply solution is about more than just paper and pencils. At Staples Advantage®, you'll find thousands of products that make it easy to stock your entire school, from the classroom to the lunchroom to the main office. We carry thousands of products representing leading suppliers in all categories, including teacher and classroom supplies, supplemental curriculum, facilities, technology, furniture, and print. staplesadvantage.com/solutionsK-12

Steelcase

Booth 830

901 44th St. S.E.
Grand Rapids, MI 49508

Steelcase is the global leader in furnishing great experiences in work and learning environments. For over 100 years, Steelcase has been bringing human insight to business by studying how people work, wherever

they work. Those insights can help organizations achieve a higher level of performance by creating places that unlock the promise of their people. Our goal is to help organizations create spaces that support how they work. Our passion is to help people love how they work.

SUBWAY

Booth 325

325 Bic Dr.
Milford, CT 06461

The SUBWAY® School Lunch Program can help you give the children in your care a product that they like, while offering menu options with nutritional content superior to other name-brand products. Our flexible programs, whether an on-site location run by our franchisee or your own staff or food service contractor, can supplement your existing menu offerings and help boost overall participation levels in your food service operations.

SunGard K-12 Education

Booth 712

3 West Broad St.
Bethlehem, PA, 18018

SunGard® K-12 Education software solutions serve one out of six students nationally. Offering student information, curriculum and assessment, special education, and financial and human resource management, our software products can be deployed to work together or implemented as powerful stand-alone systems. Experience the benefits of working with a single vendor and a fully integrated solution. Call 866.905.8989 for a demonstration, or visit sungardk12.com today!

TCPN

Booth 708

11280 West Rd.
Houston, TX 77065

TekVisions

Booth 707

40970 Anza Rd.
Temecula, CA 92592

Tennant Company

Booth 803

701 N. Lilac Dr.
Minneapolis, MN 55422

School buildings are places for knowledge to grow. The most successful educational institutions provide comfortable, productive learning environments. Incorporate best practices in health and safety, and portray a clean, professional image with help from Tennant. Keep your school clean and safe with Tennant's reliable coatings and equipment: affordable solutions that promote better health and safety in your community, provide a building image that represents your school's higher standards for cleanliness, and eliminate the use of floor cleaning solutions and chemicals with Tennant's innovative, chemical-free ec-H2O technology.

Texas ASBO

Booth 224

2538 S. Congress Ave.
Austin, TX 78704

Texas ASBO (TASBO) is the trusted resource for school finance and operations. TASBO has more than 6,000 members from more than 1,000 public school districts in Texas. Stop by TASBO's exhibit booth to learn more about the Gaylord Texan located in

2014 EXHIBITORS

As of July, 30, 2014

the Dallas-Fort Worth Metroplex, site of ASBO International's 2015 Annual Meeting & Expo.

The Public Group Booth 704

P.O. Box 50676
Provo, UT 84605



TIAA-CREF Booth 419

730 Third Ave., 5th Fl.
MS 73/5/40
New York, NY 10117

TIAA-CREF is a full-service financial services company serving the needs of those working in the academic, research, medical, cultural, religious, and governmental fields. TIAA-CREF Individual & Institutional Services, LLC, and Teachers Personal Investors Services, Inc., members FINRA—distributors.

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TimeClock Plus Booth 119

1 Timeclock Dr.
San Angelo, TX 76904

TimeClock Plus records employee hours for payroll while providing labor-reporting functions to hundreds of school districts nationwide. As a recipient of numerous awards that include Deloitte Technology Fast 500 and Texas Small Business of the Year, TimeClock Plus is an industry leader. www.timeclockplus.com, 800.749.8463.

TransAct Communications Booth 618

5105 200th St. S.W., #200
Lynnwood, WA 98036

Using key performance indicators developed by the non-profit Council of the Great City Schools, ActPoint KPI provides a nationwide benchmarking system to help districts measure their financial and operational effectiveness and use data to guide their strategic and operational decisions. www.actpoint.com

Transaction Point, LLC Booth 221

601 Via Tuni
Punta Gorda, FL 33950

Transaction Point, LLC has offered cash counting technology to schools for 14 years. Stop by our booth for a quick demo to better understand how your bookkeeper can save 90%–95% of the time counting and preparing deposits. We have also expanded our product line to include check processing, credit card services, logo mats, and other logo-branded products.

Transfinder Booth 114

120 Erie Blvd.
Schenectady, NY 12305

Transfinder is a national leader in student transportation management, offering optimal routing and scheduling solutions. In business for over 25 years and dedicated to the K–12 market, Transfinder brings innovative solutions, enhancing safety and efficiency in student transport.

Transportation Sector Consultants

Booth 532

885 Island Park Dr., Ste. 210
Charleston, SC 29462

Tremco, Inc. Booth 320

3735 Green Rd.
Beachwood, OH 44122

Tremco Roofing and Building Maintenance is committed in providing ASBO members with roofing and weatherproofing solutions on time, on budget, and with minimal class disruption. We have saved schools time and money when planning roofing and building envelope projects for decades. Tremco Roofing also offers energy management solutions to help meet your sustainable goals, including leading renewable energy and cost reducing solutions. For more information, stop by Booth 320 or contact: Regina Martino, 651.323.7431, rmartino@tremcoinc.com

TriMark Strategic Booth 731

1461 S. Belt Line Rd., Ste. 100
Coppell, TX 75019

TriMark Strategic specializes in foodservice equipment, supply, and design solutions. TriMark Strategic is a single source for comprehensive, seamless, foodservice equipment solutions, from initial concept and design to equipment installation and product replenishment. We serve industries such as food and beverage, hospitality, and healthcare.


Tyler Technologies
Booth 523

 Event Partner
 ASBO INTERNATIONAL

 6500 International Pkwy.,
 Ste. 2000
 Dallas, TX 75252

Schools and school districts of all sizes can focus more on your students and less on your data by implementing Tyler Technologies' comprehensive school software and service solutions that put students first. Integrated, enterprise school district software for K-12 schools that helps districts manage the needs of constituents—students, parents, teachers and taxpayers—delivering a cohesive system from the classroom and the business office to the transportation department and the superintendent's office.

United Rentals
Booth 318

 23535 Overland Dr.
 Sterling, VA 20166

U.S. Communities
Booth 203

 Strategic Partner
 ASBO INTERNATIONAL

 2033 N. Main St., Ste. 700
 Walnut Creek, CA 94596

U.S. Communities is the leading government purchasing cooperative that provides school districts with cost savings for products and services that address the unique needs of schools. From science and athletic supplies, and building maintenance, to technology, food services, school supplies, and more, schools can access our supplier's best overall government pricing while reducing the administrative costs of competitive bids. Registration is free and there are no commitments or minimum orders to participate. www.uscommunities.org


VALIC
Booth 331

 Strategic Partner
 ASBO INTERNATIONAL

 2929 Allen Pkwy.
 Houston, TX 77019

VALIC, an ASBO Strategic Partner and sponsor of the Certificate of Excellence, is a leading provider of retirement plans and investments to employees of education, healthcare, public sector, and other not-for-profit and for-profit organizations.


Virco Mfg.
Corporation
Booth 407

 Strategic Partner
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 2027 Harpers Way
 Torrance, CA 90501

Virco's industry-leading furniture and equipment selection for K-12 schools includes the ergonomically contoured ZUMA®, Sage™ and Metaphor® seating collections for healthy movement in the classroom; technology-ready TEXT® tables; and Parameter® workstations for teachers and administrators. Hundreds of Virco items are GREEN-GUARD® certified. For large-scale furniture purchases, Virco's complimentary, hassle-free PlanSCAPE® service delivers on-time, on-budget solutions.


Voya Financial™
Booth 603

 Strategic Partner
 ASBO INTERNATIONAL

 One Orange Way, B3N
 Windsor, CT 06095-4774

Voya Financial™ (formerly ING U.S.) welcomes you to ASBO International's 2014 Annual Meeting! We are proud to support your profession as a Strategic Partner of ASBO and the exclusive sponsor of the ASBO Meritorious Budget Award (MBA). We encourage you to visit us at Booth 603 to learn

how we can help make retirement planning and administration easier for you and your employees. Also, to this year's MBA recipients: Congratulations on your achievement! Respectfully, The Voya Financial™ Team.

Weidenhammer Systems Corp.
Booth 307

 935 Berkshire Blvd.
 Wyomissing, PA 19610

Weidenhammer is an established education management software leader serving the information technology needs of more than 1,500 school districts in 40 states since 1978. With nearly 200 IT professionals in eight locations throughout the United States, Weidenhammer is structured to align the requirements of any school district with the best-suited information technology applications, including the alio financial management and human resources system.

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board wants a dependent verification review



update section 125 plan document



develop Health Care Reform strategy



check 403(b) universal availability requirements

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Oklahoma City, OK 73106
800-638-4268 ext. 104
Kim Pugliese
National Director of New Markets



Visit Us at Booth #518

During the 2014 Annual Meeting
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