

PROGRAM BOOK

2011 Annual Meeting & Expo
September 16-19
Seattle, Washington

am&e

2011

SEATTLE 9/16-19

Go For The Experience



Association of School Business
Officials International

ASBO International
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Go for the *Experience.*

GENERAL INFORMATION

Registration and ASBO Store Hours

Friday: 7:00 a.m. - 6:00 p.m.

Saturday & Sunday: 7:00 a.m. - 4:00 p.m.

Monday: 7:00 a.m. - 10:00 a.m.*

*The ASBO store will remain open until 1:30 p.m.

Exhibit Hall Hours

Saturday: 3:00 p.m. - 6:00 p.m.

Sunday: 10:30 a.m. - 2:15 p.m.

Be in the Know

For the latest information on daily AM&E activities, visit the ASBO International Annual Meeting & Expo registration area located on Level Four of the Convention Center.

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

Wear Your ASBO Pride

Shop at the ASBO Store, located on Level Four of the Convention Center across from registration, to pick up gifts for your staff and colleagues and souvenirs for yourself. ASBO gear is the perfect gift for the SBO who has it all.

Make the Most of Your Trip—Experience Seattle

Stop by the Seattle Visitor Center, located on Level One of the Convention Center, to get the inside scoop on shopping, restaurants, attractions, and transportation. Purchase sight-seeing tickets and make restaurant reservations here too.

ASBO Booth, Bookstore, and Pin Trading Zone

See page 60 for details about these and other Exhibit Hall highlights.

Live Chat Room

Head to Room 601 for an impromptu brainstorming or networking session. Start up your own discussion group on a topic of your choice or search the daily schedule for deep-dive sessions marked "Live Chat." To choose your own subject, simply jot down the topic you'd like to discuss and a discussion time on the dry erase board outside the room to invite colleagues to join you. Check back often to see what SBOs are buzzing about.

Badges

An official 2011 AM&E badge is required for admission to all functions, including General Sessions, educational sessions, Pre-Annual Meeting Workshops, the Exhibit Hall, and social events. Your badge is also your ticket to earn CPE and CEU credits, so be sure to have your badge scanned when entering the room for a CPE- or CEU-bearing session.



Before you head home, drop off your badge holder in a badge recycling container located at registration.

Ribbon Bar

Help yourself to unlimited ribbons at the ribbon bar located across from registration on Level Four.

Seattle is known for many things, but none better than its vibrant and cutting-edge music scene. Visit TIAA-CREF's Booth 229 to "vote" for your favorite music genre by picking

up a special music genre ribbon. Votes will be tallied at the close of the Exhibit Hall and ASBO members' favorite music genre will be revealed at the closing General Session.

Sponsored by TIAA-CREF

Wireless Hot Spot

For your convenience, an Internet lounge with wireless access and email kiosks is available for your use and located just off the escalators on Level Six of the Convention Center. Grab a comfy seat, check email, update your Live Learning Center Itinerary Planner, and peruse the electronic *Annual Meeting Daily*.

Sponsored by ARAMARK Education

ASBO Annual Meetings = Pins

Long-time ASBO International members know that part of the history and culture of our association is the pin trading that goes on at every Annual Meeting. This year, we'll add not just one, but two pins to the ASBO chronicles and your collection. Visit the pin trading zone in ASBO's Booth 126.

Sponsored by American Fidelity Assurance Company



Refillable Water Bottles

450 years. That's how long it takes a plastic bottle to decompose. Now, imagine 90,000 of those bottles just from a meeting like ours. That's not the legacy we want for the future. To help minimize our environmental impact, please use the refillable water bottle provided with your registration materials. Watch for water-filling stations around the Convention Center.

Sponsored by Grainger

First Aid

In the event of a medical emergency, please contact the Security Control office by dialing extension 5127 from any Convention Center house phone. In addition, there are red "hot line" phones located throughout the center that will connect you directly to the security department. You can also ask any uniformed Convention Center employee with a radio to assist you.

Programming Notes

The ASBO International 2011 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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Strategic Partners



Event Partners



SCHEDULE OF EVENTS

\$ = Additional Fee, IO = Invitation Only

Friday, September 16, 2011

7:00 a.m. - 6:00 p.m.	Registration & ASBO Store Open
8:00 a.m. - 12:00 p.m.	Half-Day Pre-Annual Meeting Workshops (\$)
8:00 a.m. - 5:00 p.m.	Full-Day Pre-Annual Meeting Workshops (\$)
8:45 a.m. - 4:45 p.m.	Bainbridge Island Ferry Adventure (\$)
9:00 a.m. - 1:00 p.m.	Seattle City Highlights Tour (\$)
10:00 a.m. - 11:00 a.m.	Orientation Workshop—Great for Newcomers!
11:00 a.m. - 4:15 p.m.	Bridges to the Future Scholarship Workshop (IO)
1:00 p.m. - 2:00 p.m.	Orientation Workshop—Repeat of 10 a.m. Session
1:00 p.m. - 5:00 p.m.	Half-Day Pre-Annual Meeting Workshops (\$)
2:30 p.m. - 4:00 p.m.	ASBO Choir Rehearsal
5:30 p.m. - 7:00 p.m.	Opening Reception

Saturday, September 17, 2011

7:00 a.m. - 4:00 p.m.	Registration & ASBO Store Open
7:30 a.m. - 8:30 a.m.	ASBO Choir Rehearsal
8:30 a.m. - 10:30 a.m.	Opening General Session—Dr. John Medina
10:45 a.m. - 1:30 p.m.	Affiliate Executive Directors Meeting and Luncheon (IO)
11:00 a.m. - 12:00 p.m.	Discussion Groups
11:00 a.m. - 12:00 p.m.	Guest Program: Book Club— <i>Hotel on the Corner of Bitter and Sweet</i> by Jamie Ford
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)
1:00 p.m. - 4:00 p.m.	Glassblowing Tour (\$)
1:45 p.m. - 2:45 p.m.	Discussion Groups
3:00 p.m. - 6:00 p.m.	Exhibit Hall Opening Reception
3:30 p.m. - 6:00 p.m.	Information Technology Showcase

Sunday, September 18, 2011

7:00 a.m. - 4:00 p.m.	Registration & ASBO Store Open
8:00 a.m. - 9:00 a.m.	Discussion Groups
9:15 a.m. - 10:15 a.m.	Discussion Groups
10:30 a.m. - 11:00 a.m.	Open Bylaws Meeting
10:30 a.m. - 2:15 p.m.	Exhibit Hall Open
10:30 a.m. - 2:15 p.m.	Information Technology Showcase
10:45 a.m. - 12:00 p.m.	Clinic Tables
11:00 a.m. - 12:00 p.m.	Guest Program: Starbucks Coffee Tasting and Education
11:30 a.m. - 1:00 p.m.	COE Advisory Committee and Reviewers Meeting and Luncheon (IO)
12:00 p.m. - 1:00 p.m.	Lunch in the Exhibit Hall
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
3:30 p.m. - 4:30 p.m.	COE Award Recipients Reception (IO)
3:45 p.m. - 4:45 p.m.	Discussion Groups
5:00 p.m. - 6:00 p.m.	President's Wine and Cheese Reception
6:00 p.m. - 10:00 p.m.	Famed Seattle Chef and Food Network Star Tom Douglas Restaurant Dine Around (\$)

Monday, September 19, 2011

7:00 a.m. - 10:00 a.m.	Registration Open
7:00 a.m. - 1:30 p.m.	ASBO Store Open
8:00 a.m. - 9:00 a.m.	Discussion Groups
9:15 a.m. - 10:15 a.m.	Discussion Groups
10:30 a.m. - 12:30 p.m.	Closing General Session—Victoria Labalme
1:00 p.m. - 3:30 p.m.	Sailing on Puget Sound (\$)
1:00 p.m. - 5:00 p.m.	Experience Northwest Wine Tour (\$)
1:30 p.m. - 4:30 p.m.	Positive Impact Program
2:00 p.m. - 5:00 p.m.	Leadership Communication—Candace BelAir (\$)

Missed a session? No Need to Miss Out on Learning!

Your AM&E registration comes with unlimited access to ASBO's Live Learning Center.

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www.asbointl.org/LiveLearningCenter

*When provided by the presentation speaker.



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Horace Mann congratulates Annual Meeting drawing winners!

As part of our partnership with ASBO International, these school business officials will receive free registration to the 2011 Annual Meeting & Expo (AM&E), along with other benefits:

Deb Adair, Moscow, Idaho

Laurel Kvarnberg, Nisku, Alberta

Amy Booth, St. George, Utah

Lori Miller, Lincoln, R.I.

Laura Cowburn, Columbia, Pa.

Lonnie Morin, Arlee, Mont.

John Deausy, Calgary, Alberta

DeAnn O'Neil, Sheridan, Ore.

Janice DeMeuse, Luxemburg, Wis.

Ron Orr, St. Ann, Mo.

Lory DuFrain, Wagner, S.D.

Denise Schneider, Springfield, Ohio

Jason Helsen, Whitehall, Mich.

Ryan Stechschulte, Lima, Ohio

Kevin Januszewski, St. Cloud, Minn.

Phil Turin, Nanaimo, British Columbia

Horace Mann proudly sponsors this year's opening keynote presentation.
We look forward to seeing you at the conference!

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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.



Social Responsibility

Addresses a principle that integrates social, environmental, and financial successes into operations and policies. SR is building green school facilities, purchasing local produce for the cafeteria, creating volunteer tutoring programs, encouraging quality of life for your employees, and explaining your budget to your community.



Economic Recovery/Stimulus

Sessions directly related to the economic stimulus (American Recovery and Reinvestment Act) and/or featuring revenue-generating or cost-saving strategies to aid your district's economic recovery and promote education reform.

CPE Continuing Professional Education

Some education sessions offer CPE credit. ASBO International is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing education on the National Registry of CPE Sponsors.



CPE Information

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 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 Pre-Conference Workshops is Group-Live and no prerequisites or advance preparations are necessary for participation, unless otherwise indicated. ASBO will offer CPE credit for select discussion group sessions at the Annual Meeting using the Group-Live instructional delivery method. Visit the ASBO Website at [www.asbointl.org/Annual Meeting](http://www.asbointl.org/AnnualMeeting) for more information about these sessions.

To receive CPE credit for select discussion groups, attendees must verify attendance by having their badge scanned when entering the room and by completing the session evaluation online after the meeting. CPE certificates can be printed at your home computer after completing the online evaluation.

Complaint Resolution and Refund Policy

For more information regarding administrative policies, such as complaint and refunds, contact our offices at ASBO International, 11401 North Shore Drive, Reston, VA, 20190 or call 866.682.2729 x7080. ASBO International reserves the right to cancel a Pre-Annual Meeting Workshop due to low enrollment. In the event ASBO cancels a Workshop, a full refund will be given or registrants may choose to register for another Workshop.

DAILY SCHEDULE: FRIDAY - SATURDAY

Friday, September 16

7:00 a.m. - 6:00 p.m.

Registration/ASBO Store
South Lobby, Level Four

8:00 a.m. - 12:00 p.m.

Half-Day Pre-Annual Meeting Workshops
(See page 10 for complete listing.)

8:00 a.m. - 5:00 p.m.

Full-Day Pre-Annual Meeting Workshops
(See page 10 for complete listing.)

10:00 a.m. - 11:00 a.m.

Orientation - All welcome; newcomers encouraged to attend
Room: 6E

11:00 a.m. - 4:15 p.m.

Bridges to the Future Scholarship Workshop
By Invitation Only
Room: 609

1:00 p.m. - 2:00 p.m.

Orientation - All welcome; newcomers encouraged to attend
Room: 6E

1:00 p.m. - 5:00 p.m.

Half-Day Pre-Annual Meeting Workshops
(See page 10 for complete listing.)

2:30 p.m. - 4:00 p.m.

ASBO Choir Rehearsal
Room: 6E

5:30 p.m. - 7:00 p.m.

Welcome Reception
Sheraton Seattle Hotel, Grand Ballroom, Second Floor

7:00 p.m. - 10:00 p.m.

Friends of Ron Reception

GameWorks
1511 7th Avenue, Seattle, WA
Sponsored by Colorado ASBO.

GameWorks is a short walk from the Sheraton Seattle Hotel at 7th Avenue and Pike Street.

Saturday, September 17

7:00 a.m. - 8:00 a.m.

Texas ASBO Breakfast

By Invitation Only
Sheraton Seattle Hotel, Pike Street Tower, Cedar, Second Floor

7:00 a.m. - 8:10 a.m.

Ohio ASBO Breakfast

By Invitation Only
Sheraton Seattle Hotel, Union Street Tower, Issaquah AB, Third Floor

7:00 a.m. - 4:00 p.m.

Registration/ASBO Store

South Lobby, Level Four

7:30 a.m. - 8:30 a.m.

ASBO Choir Rehearsal

Room: 6E

7:30 a.m. - 8:30 a.m.

General Session Coffee Break

East Lobby, Level Six
Sponsored by Tyler Technologies.

8:30 a.m. - 10:30 a.m.

Opening General Session

Room: 6ABC

Welcome to Seattle

Charles E. Linderman, RSBA
President, ASBO International

ASBO International Choir

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

Business Meeting

Charles E. Linderman, RSBA

Presentation of the 2011 ASBO International Eagle Awards

John D. Musso, CAE, RSBA
Executive Director, ASBO International

Bernadette Mitchell

Vice President, AXA Equitable

Introduction of Keynote Speaker

Richard R. Schulenburg
Vice President National Sales, Horace Mann



Dr. John Medina: Transformative Change "Rules"

Understanding how the brain functions has big implications for the way we work, design and run our schools. John Medina, Ph.D., author of the New York Times bestseller, *Brain Rules: 12 Principles for Surviving and Thriving at Work, Home, and School*, will prime your mind to engage new possibilities in his opening keynote. Strategically illustrated in real-time by artist Patti Dobrowolski, the experience is sure to ignite lasting changes in your thinking and action.

Proudly sponsored by The Horace Mann Companies.

DAILY SCHEDULE: SATURDAY

10:45 a.m. - 1:30 p.m.

Affiliate Executive Directors Meeting and Luncheon

By Invitation Only
Sheraton Seattle Hotel, Metropolitan Ballroom, Third Floor

11:00 a.m. - 12:00 p.m.

Guest Program

Book Club: *Hotel on the Corner of Bitter and Sweet*
Room: 303

Join us for a lively discussion of Jamie Ford's debut novel, *Hotel on the Corner of Bitter and Sweet*. Set in Seattle in the early 1940s, *Hotel on the Corner of Bitter and Sweet* is an extraordinary story of commitment, hope, and the power of human forgiveness. The novel explores the eternal conflicts between father and son, the fate of Japanese-Americans in the Seattle area during World War II, and the longing for love lost.

11:00 a.m. - 12:00 p.m.

Live Chat

Evolution or Revolution: Knowledge Is Power in Teacher Contract Negotiations
Room: 601

Facilitator: Gail M. Zeman, Consulting School Business Administrator, Rockport, MA

DISCUSSION GROUPS

11:00 a.m. - 12:00 p.m.

Working Together to Ensure Success: Technology, Curriculum, Purchasing, Operation, Finance, DG023



Room: 604

Technology is a vital component of education that requires coordination among and communication between various departments to ensure the successful implementation of a project. From systems hardware to educational and accounting software, the cost of technology is high and the implementation complex. A successful project requires a coordinated effort on the part of technology, operations, and purchasing to ensure a smooth implementation, consistent accounting of assets, and adherence to all school codes, purchasing laws, and district policies.

Speakers: Mike Prombo, Director of Finance and Operations, Westchester Public School District 92 1/2, Westchester IL; Jill Gildea, Superintendent, Fremont School District 79, Mundelein, IL

Welcome to Seattle! AXA Equitable is proud to partner with ASBO and sponsor the ASBO Eagle Awards and the Eagle Institute. We are proud to support you and your school staff with all your retirement planning needs. Please visit us at Booth 511 and a donation will be made on your behalf to the ASBO Research and Education Fund.



11:00 a.m. - 12:00 p.m.

Effectively Managing Your Food Service Program, DG044



Room: 612

Learn about three types of food service operations (self-op, hybrid, and food service management company) and how to manage each type most effectively. Effective oversight will result in a program that complies with state and USDA regulations, is financially stable, and integrates into your district's core values and curriculum.

Speaker: Mary Ellen Dunn, Assistant Superintendent for Finance and Business, Lexington Public Schools, Lexington, MA

11:00 a.m. - 12:00 p.m.

"Energize" Your Operational Cost Savings, DG051



Room: 603

All too often, school district decision makers don't fully understand how energy is used in their buildings and how that use affects the bottom line. Learn how to evaluate energy usage in your facilities and develop a clear and effective strategy for reducing utility costs. Topics will range from energy benchmarking to implementing moderate or high-intensity projects that will yield dramatic results, to creating a culture of energy savings. The session will include a case study of the energy audit performed for Bellbrook (Ohio) Middle School.

Speakers: Terry Liette, PE, LEED AP BD+C, Executive Director of Engineering, Fanning/Howey Associates, Inc., Celina, OH; Keith St. Pierre, Superintendent, Bellbrook-Sugarcreek Schools, Bellbrook, OH

DAILY SCHEDULE: SATURDAY

11:00 a.m. - 12:00 p.m.

School Business Management—An International Dimension, DG064



Room: 607

School business management takes many forms around the globe. Learn about the relative strengths and weaknesses of the various approaches and discuss how ASBO International should respond to this globalization within the profession.

Speaker: Trevor Summerson, Head of School Business Management Programmes, National College for the Leadership of Schools and Children's Services, Nottingham, England

11:00 a.m. - 12:00 p.m.

Shipping Spend Management: Time to Take Control, DG068



Room: 611

Managing the black hole of shipping charges is finally possible. Learn how a group comprised of multiple school boards leveraged their buying power, shipping execution software, and a third-party consultant to obtain deeper discounting, contract compliance, payment auditing, shipment visibility, and analytics to achieve complete spend management of this category. The discussion will cover project organization, vendor negotiation strategies (FedEx, UPS), stakeholder involvement, and the use of technology to manage inbound and outbound shipping spend.

Speakers: Richard Palarea, CEO, PA & Associates, Inc., Lutherville, MD; Richard Gay, Purchasing Manager, Baltimore County Public Schools, Timonium, MD; Morgan Porter, Managing Director, WMSI, Overland Park, KS

11:00 a.m. - 12:00 p.m.

School Budget Cuts and Special Education: Understanding the IDEA and School District Obligations to Serve Special Populations, DG076



CPE

Room: 606

CPEs: 1.0

Program Level: Basic

Field of Study: Regulatory Ethics

Program Prerequisites: None

Advance Preparation: None

This presentation will provide an overview of the Individuals with Disabilities Education Act (IDEA) and discuss the issues school districts and school business managers must under-

stand as the budget crisis continues, such as the requirement that school districts provide children a Free and Appropriate Public Education that includes all services needed for them to benefit from their education.

Learning Objectives: 1. Define and explain the current law as it applies to school districts. 2. Describe and contrast how the budget is impacted and how changes can be made legally to moderate costs. 3. Evaluate and debate the typical process used by departments to provide services and the costs associated with such action.

Speaker: David J. Peterson, Assistant Superintendent, Scottsdale Unified School District, Phoenix, AZ

11:00 a.m. - 12:00 p.m.

Increasing Classroom Technology: Awakening the Sleeping IT Infrastructure Giant. A Case Study, DG092



CPE

Room: 610

CPEs: 1.0

Program Level: Basic

Field of Study: Computer Science

Program Prerequisites: None

Advance Preparation: None

With increasing pressure to put more technology in the hands of students, staff, and the community during this time of limited budgets, the network and information technology infrastructure necessary to support all of this technology is often forgotten in the process. This session discusses how a small school district found itself with more technology than the IT infrastructure could handle, how this affected its educational and business operations, how the district developed a corrective action plan, and the key learning areas identified for future planning.

Learning Objectives: 1. Discuss how the growing technology demands of students, teachers, business officials, superintendents, and school boards must be coupled with IT's ability to support the technology. 2. Describe the critical areas of the IT infrastructure that impacted this district's ability to adequately support the technology already implemented. 3. Explain how this district identified the issue and obtained agreement and approval of a corrective action plan, and how this experience improved long-range technology planning.

Speaker: Stephen Martin, Business Administrator, Litchfield School District, Litchfield, NH

DAILY SCHEDULE: SATURDAY

11:00 a.m. - 12:00 p.m.

Financing Our Future—Navigating the New Normal, DG137



Room: 609

Financing Our Future is an award-winning tool designed to help school business officials create authentic community engagement. This session will provide a first-hand experience with the Financing Our Future tool, along with the necessary training to become a small-group table coach and a large-group "meeting facilitator."

Speaker: Daniel Romano III, Treasurer/CFO, Toledo City School District, Toledo, OH

11:00 a.m. - 12:00 p.m.

Turn a Penny into Millions, DG166



Room: 608

CPEs: 1.0

Program Level: Basic

Field of Study: Finance, Taxes

Program Prerequisites: None

Advance Preparation: None

Learn how one of the poorest revenue-generating districts in the state of Iowa is able to complete millions of dollars in renovations and technological upgrades due to a one-cent local option sales tax. Learn how the power of a single penny added to the sales tax can translate into more than \$10 million in renovations over a 20-year period.

Learning Objectives: 1. Describe how the implementation of a penny sales tax can generate millions of dollars in infrastructure upgrades for a school district. 2. Discuss how a properly implemented penny sales tax may empower poorly funded districts to compete with well-funded districts. 3. Evaluate the potential impact of this type of tax on your district in the near term and long term.

Speaker: Eric Small, Business Manager, Wapello Community School District, Wapello, IA

11:00 a.m. - 12:00 p.m.

Cut Costs, Drive Revenue, Improve Performance and Health Through Sustainable O & M, DG178



Room: 605

The studies are indisputable. Safe, healthy, high-performance learning environments improve student performance, increase district revenue through better attendance, minimize risk, reduce operational costs, and improve the health and

Welcome to Seattle! Horace Mann proudly serves the needs of America's educators with auto, home, and life insurance, and retirement annuities. We invite you to stop by the Horace Mann Booth 601 or attend our Clinic Table to learn more about the education support programs and services that set us apart from other companies. Join us: Sunday, September 18, 10:45 a.m. - 12:00 p.m.

Horace Mann teams with DonorsChoose.org to help fund classroom projects.



well-being of students, teachers, and staff. Learn the proven strategies for developing and implementing a sustainable, customized environmental management program within your district. Learn first-hand about the many tools and resources available to help you transform your schools into safe, healthy, high-performance centers of learning.

Speakers: Erin Green, Director of Business Services, Greendale School District, Greendale, WI; John Gayetsky, Environmental Management Specialist, IEQ Advisory Group, ASBO International, Dublin, OH; Kathy Prosser, Environmental Program Facilitator, IEQ Advisory Group, ASBO International, Dublin, OH

11:00 a.m. - 12:00 p.m.

Food Allergy Management in Schools: What Every School Business Official Needs to Know, DG355



Room: 613

Learn about the Food Allergy and Anaphylaxis Network (FAAN) and its newly updated School Food Allergy Program, a multimedia program that includes the Safe@School training presentation for educators and the Comprehensive Guide, a collection of resource materials for administrators, school nurses, teachers, food service staff, parents, and other school personnel. FAAN's SFAP has been used by school nurses, school administrators and personnel, and parents throughout the nation. This session is based on the Pre-Annual Meeting Workshop.

Speaker: Eleanor Garrow, Vice President of Education & Outreach, Food Allergy & Anaphylaxis Network (FAAN), Fairfax, VA

DAILY SCHEDULE: SATURDAY

11:00 a.m. - 12:30 p.m.

403(b) Part 1: Retirement Plan Education for Your Employees: Why It Is Important and How to Accomplish It, DG403



Room: 614

CPEs: 1.5

Program Level: Basic

Field of Study: Personnel, HR, Taxes

Program Prerequisites: None

Advance Preparation: None

A recent ASBO survey reveals your concern about educating your employees about their retirement needs in order to comply with this IRS requirement. A panel of industry experts will point you toward available resources to make the education experience easy to accomplish without undue burden to you. Carolyn Warner, founder and president of Corporate Education Consulting, Inc. will moderate.

Learning Objectives: 1. Discuss the importance of retirement education to district employees and the district. 2. Describe resources available from investment providers and their value in employee education. 3. Explain the role of financial advisors in effective employee retirement education. 4. Discuss how providing employees with easy access to plan providers facilitates the enrollment process. 5. Demonstrate the utility of ASBO's employee education resources.

Speakers: Bob Architect, Vice President, Compliance and Market Strategy, VALIC, Washington, DC; Linda Segal Blinn, Vice President, Technical Services, ING, Windsor, CT; Phil Haslam, Divisional Sales Director, MetLife, Carlsbad, CA; John Kevin, Market Manager, K-12, VALIC, Linthicum, MD; Ellie Lowder, President, TSA Training and Consulting for AXA Equitable, Tucson, AZ; Edie Russo, Vice President, Advanced Product Support, AXA Equitable, Secaucus, NJ; Rick Schulenburg, Vice President of National Market Alliance, Horace Mann, Springfield, IL; Richard A. Turner, Vice President and Deputy General Counsel, VALIC, Houston, TX

12:00 p.m. - 1:30 p.m.

Meritorious Budget Award Advisory Committee and Reviewers Meeting and Luncheon

By Invitation Only

Room: Waterfall Suite

12:15 p.m. - 1:30 p.m.

Committees Meeting and Luncheon

By Invitation Only

Room: 6E

1:00 p.m. - 4:00 p.m.

Glassblowing Tour

Additional Fee and Advance Registration Required

Buses depart from Union Street on the South Side of the Sheraton Seattle Hotel.

1:45 p.m. - 2:45 p.m.

Live Chat

School Business Management—An International Dimension
Room: 601

Facilitator: Trevor Summerson, Head of School Business Management Programmes, National College for the Leadership of Schools and Children's Services, Nottingham, England

DISCUSSION GROUPS

1:45 p.m. - 2:45 p.m.

Interviewing: Pitfalls and New Practices, DG030



Room: 612

In this brave new world, there are many new developments in the area of hiring. Join in the discussion to learn about the technology tools available to streamline the hiring process.

Speaker: Nan Wodarz, Head of School, Robinson School, San Juan, PR

1:45 p.m. - 2:45 p.m.

An Introduction to NSF/NSSEA 380 School Supplies and Equipment Standard and Certification Program, DG036



Room: 613

The National School Supplies and Equipment Association and NSF International have investigated methods to ensure product safety and compliance across industry product categories. Standard NSF/NSSEA 380, is an innovative way to accomplish this goal. Learn about the standard and the NSF International Certification Program for School Supplies and Equipment that will be developed along with NSF/NSSEA 380.

Speaker: Sarah Krol, General Manager of Consumer Products, NSF International, Ann Arbor, MI

1:45 p.m. - 2:45 p.m.

Shining Stars in School Business, DG061



Room: 614

Connecticut ASBO's Rising Star and Best Practices awards celebrate its members' successes. This session will help state organizations emulate similar programs for SBOs who perform exemplary work.

Speakers: Corinne Eisenstein, Director of Business Services, Meriden Public Schools, Meriden, CT; Jane Neel, Business Manager, Tolland Public Schools, Tolland, CT

DAILY SCHEDULE: SATURDAY

1:45 p.m. - 2:45 p.m.

Update on Religion and Public Education, DG073



Room: 604

This session highlights recent Supreme Court and lower court decisions in the two important areas of state aid to religiously affiliated non-public schools and prayer/religious activities in public schools. The interactive session also reviews such ongoing, controversial topics as prayer, teaching about religion, and human sexuality and gay marriage.

Speaker: Charles J. Russo, Panzer Chair in Education, Department of Educational Leadership, School of Education & Allied Professions, University of Dayton, Dayton, OH

1:45 p.m. - 2:45 p.m.

An Epic Budget Turnaround—How We Did It, DG074



Room: 609

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

Rio Rancho Public Schools faced a \$3 million budget deficit with a declining annual cash balance. How was this growing district going to get itself back on track? Major changes and innovative steps, allowed the district to build to more than a \$7.4 million cash balance just two years later. See how this turnaround was accomplished and how you can do the same.

Learning Objectives: 1. Explain how to make the necessary corrections to a bad budget situation. 2. Demonstrate how to create an environment that has everybody looking for ways to survive and succeed. 3. Give examples of how to handle public ridicule while maintaining focus on the desired outcome.

Speakers: Randy Evans, Executive Director of Finance, Rio Rancho Public Schools, Rio Rancho, NM; John Baber, Director of Finance, Rio Rancho Public Schools, Rio Rancho, NM

1:45 p.m. - 2:45 p.m.

Turning GPS into a Telematic Solution for a Student Transportation Program, DG087



Room: 603

Telematics is the blending of computers and wireless telecommunications technologies with the goal of improving management of a transportation function. The current state of telematics as a student transportation management tool will be explored. Participants will learn about the technology that is available, its cost, and the most effective ways to integrate it as a management tool into a school bus operation. Particular

emphasis will be placed on the outcomes of an effective integration of telematics, including improvements in the safety, service, and efficiency aspects of a district's operation.

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

1:45 p.m. - 2:45 p.m.

Communication Chain: Linking Numbers and Narratives, DG093



Room: 607

CPEs: 1.0

Program Level: Basic

Field of Study: Communications, Finance

Program Prerequisites: None

Advance Preparation: None

Communicating during the budget process is not just about displaying numbers, but also about explaining how these numbers affect stakeholders and decision makers. The budget process is also a time to articulate the services and accomplishments of departments of the school system. This session will provide tips for improving communication during the budget process.

Learning Objectives: 1. Outline steps for coordinating communication efforts internally and externally. 2. Describe the components of a written communication plan for the budget process. 3. Explain how and when to provide relevant and reliable information for stakeholders during the budget process.

Speakers: Marvin Dereef, Executive Director of Budget Services, Fulton County Schools, Atlanta, GA; Ramona Thurman, Director of Budgeting, Atlanta Public Schools, Atlanta, GA

1:45 p.m. - 2:45 p.m.

WOW - Weber On Wellness: Making a Wellness Program Work, DG099



Room: 610

Weber School District in Utah developed an award-winning wellness program to improve the health and energy of its employees and to reduce insurance costs. The district serves a diverse employee base, from high-school graduate custodians to highly skilled professionals with graduate degrees. Much has been learned and several obstacles have been overcome as the Weber School District wellness program has been implemented. Leave this session with information to start a wellness program in your district or improve the current one.

Speaker: Robert Petersen, Business Administrator, Weber School District, Ogden, UT

DAILY SCHEDULE: SATURDAY

1:45 p.m. - 2:45 p.m.

Lessons from the Trenches: Slash the Costs of Inspections, Surveys, and Audits, DG207



Room: 611

Join two health and safety experts on a virtual walkthrough, illustrated by photos, as they demonstrate practical tips and tricks that can be leveraged in any district to cut costs of required environmental health and safety inspections, surveys, and audits by half or more. Learn how a handicapped inspector was able to double the output of able-bodied peers despite significant physical challenges. The session will include a presentation, live demonstration, and interactive Q&A.

Speakers: Mark Fournier, Director of Sales, ApexOD, Lake Elmo, MN; Tim Burton, Director of Building and Grounds, Chisago Lakes School District, Lindstrom, MN; Duff Dorschner, President, ApexOD, Lake Elmo, MN

1:45 p.m. - 2:45 p.m.

Lessons Learned from Department of Education Audits of ARRA Grants, DG223



Room: 608

CPEs: 1.0

Program Level: Basic

Field of Study: Accounting (Governmental)

Program Prerequisites: None

Advance Preparation: None

The American Recovery and Reinvestment Act (ARRA) presented unique challenges for recipients. In addition to the existing grant requirements and restrictions, ARRA funds are accompanied by an unprecedented level of accountability and transparency. This focus on accountability and transparency has affected districts' administration, use, and reporting of Federal funds like never before, and it is not likely to end with ARRA. The U.S. Dept. of Education performed audits of ARRA recipients in a phased approach to assess internal control, determine compliance with ARRA requirements, and provide a national perspective on the use of ARRA funds. This session presents the results of the Department's ARRA audits.

Learning Objectives: 1. Describe the U.S. Department of Education's audit initiative related to ARRA funding. 2. Explain some of the major findings of the audit and best practices to address audit findings. 3. Identify what to expect from future audit efforts of the Department of Education.

Speakers: Karen E. Lyons, Assistant Regional Inspector General, U.S. Department of Education, Sacramento, CA; Jack Sauer, Auditor, U.S. Department of Education, Sacramento, CA

1:45 p.m. - 2:45 p.m.

SFO® Certification: What's in It for You?, DG299



Room: 606

CPEs: 1.0

Program Level: Basic

Field of Study: Personal Development

Program Prerequisites: None

Advance Preparation: None

What motivates you to do the job you do? Why would you consider a professional certification in school business management? You've heard that ASBO International has launched a certification for school business officials, so what does this mean for you and your profession? Learn more about the Certified Administrator of School Finance and Operations® program and what's in it for you from current SFO® certification professionals and members of ASBO's Certification Commission.

Learning Objectives: 1. Discuss the purpose of ASBO's certification program and the process ASBO used to create it. 2. Identify the eligibility criteria, exam content outline, and other aspects of the certification. 3. Outline the ways in which this program will impact practitioners and the profession.

Speaker: Bambi Statz, Professor, University of Wisconsin-Whitewater, Dane, WI

1:45 p.m. - 2:45 p.m.

Operational Success Through Data-Driven Facility Management, DG365



Room: 605

This session will examine how a data-driven approach to facility management and sustainability can drive overall cost minimization while improving educational performance and elevating stakeholder buy-in. Case studies will illustrate the strategies and technology essential to the effective implementation of a world-class data-driven facility and environmental management model with measurable goals and objectives.

Speakers: Steve Davis, Director of Budget and Business Operations, Blue Valley School District, Overland Park, KS; John Gayetsky, Environmental Management Specialist, IEQ Advisory Group, ASBO International, Dublin, OH

3:00 p.m. - 6:00 p.m.

Exhibit Hall Open

3:00 p.m. - 6:00 p.m.

Welcome Reception

Exhibit Hall 4AB

Sponsored by Johnson Controls, Inc.

DAILY SCHEDULE: SUNDAY

3:30 p.m. - 6:00 p.m.

Information Technology Showcase

Exhibit Hall Booth 627
(See page 46 for complete listing.)

7:30 p.m. - 10:30 p.m.

Come Together: Experience Music Project
325 5th Avenue North, Seattle, WA
*Badge Required

Hosted by ASBO affiliate organizations in California, Colorado, Illinois, Maryland/DC, Missouri, New Mexico, New York, Ohio, Oklahoma, and Wisconsin.

Come enjoy one of Seattle's best venues and get to know current and future ASBO International board candidates. The Experience Music Project includes Jimi Hendrix and Nirvana exhibitions, a Sound and Vision gallery where artists tell their stories, as well as a Guitar Gallery. You can even gather your colleagues to perform in a virtual stadium with screaming fans.

Catch the Seattle Center Monorail at Westlake Center, approximately two blocks from the Sheraton Seattle Hotel at 5th and Pine. Two minutes and one mile later, hop off at Seattle Center and look for the landmark Frank Gehry building at the base of the Space Needle.

Sunday, September 18

7:00 a.m. - 4:00 p.m.

Registration/ASBO Store

South Lobby, Level Four

7:00 a.m. - 8:00 a.m.

Coffee Break

East Lobby, Level Six
Sponsored by Tyler Technologies.

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

Live Chat: Open Space

Room: 601

Strike up an impromptu brainstorming or networking session.

DISCUSSION GROUPS

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

Leading Those Darn Millennials: Strategies for 21st Century Leadership, DG029



Room: 614

The employees we hire today have grown up with technology. They are accustomed to working differently and value a different reward system. Learn about some proven management strategies education leaders can use to work effectively with Millennials.

ING welcomes you to ASBO International's 2011 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 501 to learn about 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 ING Team



Speaker: Nan Wodarz, Head of School, Robinson School, San Juan, PR

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

Financial Sustainability: An International Perspective, DG045



Room: 613

The current financial constraints caused by the global recession have encouraged SBMs/SBOs to reflect on financial strategies for adopting sustainable financial policies in response to the volatility and uncertainty of financial support. This workshop reviews these approaches and identifies common themes across Canada, the United States, the United Kingdom, South Africa, and Australia.

Speakers: Trevor Summerson, Head of School Business Management Programmes, National College for the Leadership of Schools and Children's Services, Nottingham, England; Doug Green, School Business Management Course Writer, Independent Consultant, Nottingham, England

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

Changing the Role of the Business Manager, DG046



Room: 608

CPEs: 1.0

Program Level: Basic

Field of Study: Business Management & Organization

Personal Development

Program Prerequisites: None

Advance Preparation: None

In Michigan, we are changing the role of the business manager by centralizing back office services such as payroll and

DAILY SCHEDULE: SUNDAY

accounts payable, and by moving to a common, automated system. After the back office services are centralized at an intermediate school district, the business manager can focus on higher leverage tasks such as analyzing instructional programs, trending, and being more involved in value-added tasks. This adds value to the person and the position, but it requires people to think differently about their position and realize the value of leading versus managing.

Learning Objectives: 1. Describe an innovative model of school business management that has been successful. 2. Explain how school business managers can be influenced to think differently about their positions. 3. Outline the types of role changes that help to create leaders out of managers.

Speaker: Stephanie Weese, Finance Director, Kent ISD, Grand Rapids, MI

8:00 a.m. - 9:00 a.m. There's Data in That Mine, DG081



Room: 605

The Texas Association of School Business Officials (TASBO) is helping school districts make practical use of state education agency data through the TASBO eFACTS+ program. This program brings together up to seven years of data, including demographic, student performance, staff levels and ratios, school transportation, child nutrition, and school district financial information. Texas school district personnel will describe best practices for saving money by accurately benchmarking and analyzing data.

Speakers: Tom Canby, Director of Research and Technology, Texas Association of School Business Officials, Austin, TX; Becky Bunte, Director of Professional Development, Texas Association of School Business Officials, Austin, TX; Roger Young, Retired Assistant Superintendent for Finance/Facilities, Roger Young and Associates, Andover, MA

8:00 a.m. - 9:00 a.m. Strategic Sourcing and Cooperative Purchasing: A Match Made in Heaven, DG118



Room: 609

CPEs: 1.0
Program Level: Basic
Field of Study: Production
Program Prerequisites: None
Advance Preparation: None

Organizations across the country have seen the power of strategic sourcing to generate double-digit savings and improve the quality of goods and services provided to end-users. However, strategic sourcing comes with its own costs in terms of financial and staff resources. By pairing

strategic sourcing with cooperative purchasing, educational institutions can realize dramatic savings without the heavy expenditures typically associated with strategic sourcing. This session will discuss how procurement directors can implement cooperative sourcing in their districts with some real-life examples to serve as inspiration.

Learning Objectives: 1. Outline the key components of cooperative sourcing. 2. Explain how cooperative sourcing helps districts realize dramatic savings. 3. Describe the role of the procurement director in implementing cooperative sourcing.

Speaker: David Yarking, President, Government Sourcing Solutions, Washington, DC

8:00 a.m. - 9:00 a.m. Sustainability, Responsibility, Accountability—Saving Money Through the LEED-EB Process, DG144



Room: 610

Leadership in environmental and energy design is a new and emerging field. Unfortunately, it is also misunderstood as costly and difficult. Join teams from two northern Illinois school districts on their journey to sustainability. The team will present the rationale and decision-making process that led to the LEED-EB certification; the development of new LEED-EB operational guidelines; implementation of new accountability standards; and the LEED-EB application process. Throughout the process, the team will address sustainability through responsibility and accountability.

Speakers: Mark Michelini, Assistant Superintendent for Business, Adlai E. Stevenson High School, Lincolnshire, IL; Paul O'Mally, Assistant Superintendent for Business, Niles Township High School District 219, Skokie, IL

8:00 a.m. - 9:00 a.m. EDUNOMICS Part 1, DG182



Room: 607

CPEs: 1.0
Program Level: Basic
Field of Study: Finance
Program Prerequisites: None
Advance Preparation: None

This session will focus on how school districts can benefit from the use of U.S. economic data, including interest rate targets; yield curve analysis; historical returns; CPI, PPO, GDP, and ISM information; employment, retail sales, and housing data; and political, legislative, and economic trends. A panel of business officials from several geographic regions will discuss actions districts must take to succeed despite their region's changing economic and political environment, and evolving education trends.

DAILY SCHEDULE: SUNDAY



Learning Objectives: 1. Describe national economic trends and present action items for future consideration in your district. 2. Discuss your district's regional concerns and approaches for dealing with them. 3. Explain how to drill down to local level issues and share information, trends, and action plans with other school business officials.

Speakers: Jeff Carew, Vice President, Director-Wisconsin Office, PMA Financial Network, Inc., Milwaukee, WI; Erin Green, Director of Business Services, Greendale School District, Greendale, WI; Joan N. Saylor, Ed.D. RSBA, Business Administrator, Keansburg School District, Jacobstown, NJ; Marvin L. Dereef, SFO, Executive Director of Budget Services, Fulton County Schools, Atlanta, GA; Eric Smith, Assistant Superintendent for Business, Santa Barbara School District, Santa Barbara, CA

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

Politics, Perspectives, and School Tax Elections, DG187



Room: 612

Understanding how party identification—including the newly emergent Tea Party—can influence the outcome any school tax election will improve your chances of winning on Election Day. This session will review how different political orientations affect how voters perceive public schools in general and react to school referenda in particular. Understanding the influence of party identification and how to develop strategies to address these differences will contribute to higher success rates in school tax elections.

Speakers: Don Lifto, Senior Vice President, Springsted Incorporated, St. Paul, MN; J. Bradford Senden, Principal, Center for Community Opinion, San Ramon, CA; Dale Sundstrom, Director of Business Services, North St. Paul-Maplewood-Oakdale Public Schools, North St. Paul, MN

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

Cost Containment and Cost-Cutting Strategies in Troubled Times, DG209



ECON CPE

Room: 606

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

As public school systems feel the impact of budget shortfalls from all sources, cost containment and cost cutting are a major focus for budgeting in the short-term future. CFOs, budget directors, and operations managers are digging deep to evaluate operating costs for better efficiencies and for

Welcome to ASBO International's 2011 Annual Meeting. Our sponsorship of ASBO's Bridges to the Future Program demonstrates our continued commitment to fostering professional growth and development for new school business administrators. We're equally committed to providing 403(b) plan tools and resources for your employees' financial security now and into retirement.

Visit the MetLife Booth 201 for your collectible pin, and join us during Sunday's Clinic Table Session "Budgets, Benefits and Talent—Building a Win, Win, Win Scenario for Your District."

Sincerely, MetLife Resources

MetLife

balancing future operating budgets. This session focuses on cost review for dealing with budget shortfalls that have rocked all public schools. The presenters have extensive experience as providers and recipients of recent cost containment and cost-cutting reviews in public school systems. Participants will conduct a budget evaluation for targeted cost analysis while focusing on service level impacts.

Learning Objectives: 1. Outline strategies for evaluating cost containment and cost cutting in operating areas based on credible financial and program data. 2. Describe steps for cost evaluation, including valid data-collection methods, review of published operating data, similar operations comparisons, interviews with school staff, and structured review programs in various operating areas. 3. Explain and evaluate cost containment and cost-cutting review in key operating areas.

Speaker: Charles Yaple, Shareholder, Null Lairson. PC, Houston, TX

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

Child Nutrition Act Reauthorization, DG235



Room: 604

Important components of the reauthorized Child Nutrition Act will affect school nutrition programs and school operations. Learn about the nutrition standards, proposed federal reimbursement rates for school meals, direct certification and expansion of programs, and farm-to-school programs.

Speaker: Nancy Rice, Director, School Nutrition Division, Georgia Department of Education, Atlanta, GA

DAILY SCHEDULE: SUNDAY

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

"Show Me" Performance: Results from a Decade of High Performance Schools, DG450



Room: 611

How do high performance schools really stack up against their traditional "old school" counterparts? This session will explore the ever-expanding body of knowledge on the key building performance metrics derived from post-occupancy studies at the state, district, and school building levels. Case studies will examine the actual energy and environmental performance of several high performance schools compared with design specifications and recognized industry baselines like Energy Star. Learn how to leverage this information in your district to make immediate cost saving and quality enhancement upgrades and to direct future construction/renovation projects.

Speaker: Bill Orr, Executive Director, Collaborative for High Performance Schools (CHPS), Sacramento, CA

9:15 a.m. - 10:15 a.m.

Live Chat: SFO[®] Certification: What's in It for You?

Room: 601

Facilitator: Bambi Statz, Professor, University of Wisconsin-Whitewater, Dane, WI

DISCUSSION GROUPS

9:15 a.m. - 10:15 a.m.

The Tech-Savvy Business Official, DG062



Room: 608

CPEs: 1.0

Program Level: Basic

Field of Study: Computer Science, Personal Development

Program Prerequisites: None

Advance Preparation: None

How do you organize and keep up to date with all the information you need? How do you manage the projects and tasks you and your staff need to complete? How do you collaborate and network with your colleagues? Thanks to the Web, these old questions have new solutions you may have never considered. This session will introduce you to some of the most popular productivity tools available.

Learning Objectives: 1. Describe how to incorporate Web-based tools into your own personal information management system to save time and accomplish more. 2. Discuss how to find and evaluate similar tools and follow trends in technology that could impact your productivity in the future. 3. Explain how to acquire free Web tools that can benefit you with no cost to you or your district.

Speakers: Jennifer Bolton-Carls, Assistant Superintendent for Management Services, Otsego Northern Catskills BOCES, Stamford, NY; Matthew Cardinale, Director of Membership and Operations, NYSASBO, NY

9:15 a.m. - 10:15 a.m.

Technology, the Law, and Schools: Emerging Issues, DG070



Room: 604

This interactive session is designed to provide school business officials with a basic working knowledge of emerging issues involving technology, the law, and education. Examine controversies about such issues as social networking sites, sexting, and acceptable use policies for district-owned and operated computer systems. Review relevant litigation and practical considerations for developing sound policies that ensure not only the appropriate use of technology, but how school business officials can work with other education leaders to avoid being sued over misuse of technology in educational settings.

Speaker: Charles J. Russo, Panzer Chair in Education, Department of Educational Leadership, School of Education & Allied Professions, University of Dayton, Dayton, OH

9:15 a.m. - 10:15 a.m.

Key Performance Indicators for Facility Operations, DG101



Room: 605

Establishing key performance indicators (KPIs) is essential for determining how well your department is doing. Demonstrating success through quantitative measuring is important for benchmarking and communicating to the school board. This presentation will identify key performance indicators for facility operations and present a strategy to determine the KPI for your school district.

Speaker: Roger Young, Retired Assistant Superintendent for Finance/Facilities, Roger Young and Associates, Andover, MA

9:15 a.m. - 10:15 a.m.

Transforming School Procurement Through Better Spend Visibility, Cooperation, and Measurement, DG120



ECON

Room: 606

With better access to information about how much is spent, on what, and with whom, purchasing and procurement teams can make significant contributions to their districts' bottom line and reduce costs without harming the education experience of their students. Learn how Baltimore County Public Schools and four other districts set out to identify savings opportunities, procure cooperatively to reduce costs, and measure their results.

DAILY SCHEDULE: SUNDAY

Speakers: Jonathan White, Director, Spikes Cavell Analytic Inc., Herndon, VA; Richard Gay, Purchasing Manager, Baltimore County Public Schools, Timonium, MD

9:15 a.m. - 10:15 a.m.

The New Fiscal Reality: Understanding the Issues and Surviving the Crisis, DG125



ECON

Room: 610

The financial environment for school districts is changing considerably and will continue to change in the coming years. Educational achievement mandates remain high, yet essential sources of revenue at federal, state, and local levels are limited and uncertain. More than ever, school business officials must find ways to convince school boards and other district administrators that the crisis is real and to seek their support in sometimes difficult efforts to increase revenues and reduce expenditures to bring their budgets in balance.

Speakers: William T. Hartman, Ph.D., Professor, Pennsylvania State University, University Park, PA; Robert Schoch, Director of Business Administration, North Penn School District, Lansdale, PA; Timothy Shrom, Business Manager, Solanco School District, Quarryville, PA

9:15 a.m. - 10:15 a.m.

Understanding and Managing FMLA Compliance for Ill and Injured Employees, DG147



Room: 612

School districts must protect employee rights under Workers Compensation, the Americans with Disabilities Act, and the Family Medical Leave Act, as well as individual state ill and injured employees protective laws. The patchwork approach by federal and state legislatures have left a framework of criss-crossing rights and responsibilities. Learn how to develop a reasoned and understandable approach to this tangled web of compliance obligations.

Speakers: Bret McKittrick, Attorney, Simandl & Prentice, SC, Waukesha, WI; Robert Simandl, Attorney, Simandl & Prentice, SC, Waukesha, WI

9:15 a.m. - 10:15 a.m.

Understanding the Process: Key Performance Indicators to Benchmarks to Best Practices, DG203



CPE

Room: 609

CPEs: 1.0

Program Level: Basic

Field of Study: Management Advisory Services

Program Prerequisites: None

Advance Preparation: None

School business officials need to know that their operations are well managed. Using Key Performance Indicators (KPIs) and benchmarking as a regular part of the management routine is an important way to provide high-quality services to students. KPIs allow school business officials to identify problem areas in operations, to measure progress at correcting those areas, and to demonstrate the efficiency and effectiveness of programs. Participants will learn how to turn KPIs into benchmarks and use those benchmarks to establish best practices.

Learning Objectives: 1. Explain how to define and develop a KPI and how to effectively capture the data required to use it. 2. Discuss how to turn KPIs into benchmarks. 3. Describe how to analyze benchmarks to determine best practices.

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

9:15 a.m. - 10:15 a.m.

403(b) Part 2: Taking Ownership of Your District's 403(b) Plan, DG404



ECON CPE

Room: 614

CPEs: 1.0

Program Level: Basic

Field of Study: Personnel, HR, Taxes

Program Prerequisites: None

Advance Preparation: None

Our expert panel will continue Saturday's discussion to help you encourage employee 403(b) plan participation and retirement readiness, with a focus on responding to your individual questions. First, they will provide updates on the final IRS 403(b) prototype program, if it has been issued, and on IRS compliance activity in the area of "universal availability". Carolyn Warner, founder and president of Corporate Education Consulting, Inc. will moderate the session.

Learning Objectives: 1. Discuss the components of an effective employee retirement plan education program and how it can enhance this employee benefit. 2. Discuss recent IRS activity regarding "universal availability" and identify measures to keep your district in compliance. 3. Assuming it's release, explain the status of the IRS prototype 403(b) plan program and whether it meets the design needs for your district's plan.

Speakers: Bob Architect, Vice President, Compliance and Market Strategy, VALIC, Washington, DC; Linda Segal Blinn, Vice President, Technical Services, ING, Windsor, CT; Phil Haslam, Divisional Sales Director, MetLife, Carlsbad, CA; John Kevin, Market Manager, K-12, VALIC, Linthicum, MD; Ellie Lowder, President, TSA Training and Consulting for AXA Equitable, Tucson, AZ; Edie Russo, Vice President, Advanced Product Support, AXA Equitable, Secaucus, NJ; Rick Schulenburg, Vice President of National Market Alliance, Horace Mann, Springfield, IL; Richard A. Turner, Vice President and Deputy General Counsel, VALIC, Houston, TX

DAILY SCHEDULE: SUNDAY

9:15 a.m. - 10:15 a.m.

Creating Healthy Schools for the Next Generation, DG232



Room: 603

A healthier school environment can result in greater academic achievement and healthier lives for students and staff. Learn how one national cooperative purchasing program offers contracts that offer healthy solutions for your district.

Speakers: Richard Krumrine, Supervisor of Buildings and Grounds, Great Valley School District, Malvern, PA; Barbara Nissel, Food Service Supervisor, Great Valley School District, Malvern, PA; Stacy Lofton, Registered Dietician, Premier, Inc., Portland, OR

9:15 a.m. - 10:15 a.m.

EDUNOMICS Part 2, DG182b



Room: 607

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

This presentation of U.S. economic data includes interest rate targets; yield curve analysis; historical returns; CPI, PPO, GDP, ISM information; employment; retail sales; housing data; and political, legislative, and economic trends. A panel of business officials will discuss education trends and the actions districts must take to change the economic and political environment.

Learning Objectives: 1. Describe national economic trends and present action items for future consideration in your district. 2. Discuss your district's regional concerns and approaches for dealing with them. 3. Explain how to drill down to local level issues and share information, trends, and action plans with other school business officials.

Speakers: Jeff Carew, Vice President, Director-Wisconsin Office, PMA Financial Network, Inc., Milwaukee, WI; Erin Green, Director of Business Services, Greendale School District, Greendale, WI; Joan N. Saylor, Ed.D. RSBA, Business Administrator, Keansburg School District, Jacobstown, NJ; Marvin L. Dereef, SFO, Executive Director of Budget Services, Fulton County Schools, Atlanta, GA; Eric Smith, Assistant Superintendent for Business, Santa Barbara School District, Santa Barbara, CA

10:30 a.m. - 11:00 a.m.

Open Bylaws Meeting

Room: 305

10:30 a.m. - 2:15 p.m.

Exhibit Hall Open

10:30 a.m. - 2:15 p.m.

Information Technology Showcase

Exhibit Hall Booth 627

(See page 46 for complete listing.)

10:45 a.m. - 12:00 p.m.

Clinic Tables

Room: 6E

(See page 40 for complete listing.)

11:00 a.m. - 12:00 p.m.

Guest Program

Starbucks Coffee Tasting and Education
Sheraton Seattle Hotel, Willow AB, Second Floor

Experience Seattle's world famous coffee culture. The caffeine-driven lifestyle that Seattleites crave is often attributed to the Starbucks Coffee Company. Founded in Seattle in 1971, Starbucks is an essential experience for any local visitor. A Starbucks Education Specialist will inform you about the Starbucks Company, share the "bean to cup" philosophy, and teach the proper way to "taste" coffee.



ASBO's Coffee Tasting and Education program benefits the Starbucks Foundation, which supports coffee, tea, and cocoa communities; finances sustainable water programs around the world; fosters education in China; and assists in the recovery and revitalization of Gulf Coast communities.

11:30 a.m. - 1:00 p.m.

Certificate of Excellence Advisory Committee and Reviewers Meeting and Luncheon

By Invitation Only

Room: Waterfall Suite

12:00 p.m. - 1:00 p.m.

Lunch in the Exhibit Hall

Sponsored by BMO Financial Group.

2:15 p.m. - 3:15 p.m.

Eagle Award Recipients Reception

By Invitation Only

Sheraton Seattle Hotel, Pike Street Tower, Cedar, Second Floor

2:15 p.m. - 3:30 p.m.

Gold Mine Sessions

Room: 6E

(See page 43 for complete listing.)

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

Live Chat: Cut Costs, Drive Revenue, Improve Performance and Health Through Sustainable Operations and Management
Room: 601

Facilitators: John Gayetsky, Environmental Management Specialist, IEQ Advisory Group, ASBO International, Dublin, OH; Kathy Prosser, Environmental Program Facilitator, IEQ Advisory Group, ASBO International, Dublin, OH

DAILY SCHEDULE: SUNDAY

DISCUSSION GROUPS

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

Accelerating Continuous Improvement: Applying Quality Management Principles and Practices to Tough Budgets, DG160



Room: 613

Applying quality management principles and practices to difficult budget decisions can benefit school business managers. This session will showcase studies from the support and the instructional services areas relative to the use of quality management to raise revenues and reduce expenditures.

Speaker: Robert Schoch, Director of Business Administration, North Penn School District, Lansdale, PA

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

SPED Business Matters: New Trends in Outsourcing, Procurement, and Technology, DG049



Room: 609

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: none

Advance Preparation: none

School business officials are entrusted with spending billions of dollars on special education (SPED) personnel, goods, and services annually. Outsourcing can provide considerable cost savings to the district, but not without pitfalls. This discussion will explore SPED outsourcing options and other methods of purchasing and procurement. We will explore new assistive technology, its usefulness, and the anticipated costs to the district.

Learning Objectives: 1. Identify benefits and pitfalls of SPED outsourcing. 2. Discuss methods of SPED purchasing and procurement. 3. Outline new trends in assistive technology.

Speaker: Richard Weeks, Business Manager, Northeast Metro Tech Regional Vocational School, Wakefield, MA

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

Continuous Professional Development—A Cost or Benefit?, DG090



Room: 603

This session will share examples of continuous professional development (CPD) programs to advance the SBO/SBM profession which, while in the short term has proved a major

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investment in time and money, has led to significant cost and resourcing efficiencies that have more than counter-balanced the initial and ongoing investment. The presenters will argue that investment in CPD is critical for the profession, schools, and the children they serve, and must be supported by the sector/school and individuals.

Speakers: Trevor Summerson, Head of School Business Management Programmes, National College for the Leadership of Schools and Children's Services, Nottingham, England; Debra Scourfield, Director of SBM Programmes, Anglia Ruskin University, Chelmsford, England

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

Chemical Safety in Schools, DG109



Room: 604

The high school chemistry teacher retired after a 35-year career in your district and you discover chemicals in the storage closet or stockroom that were purchased 30+ years ago; many of the labels have disintegrated. One of the most-overlooked potential hazards to school occupant safety is the improper management of chemicals from the custodial closet to the classroom. This presentation will focus on best practices and processes for storing chemicals, dealing with legacy chemicals, inventory management, and disposal.

Speaker: Dave Waddell, Healthy Schools Project Manager, Local Hazardous Waste Management Program in King County, Seattle, WA

DAILY SCHEDULE: SUNDAY

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

How School Districts Have Navigated the Current Credit Climate, DG128



Room: 607

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

School district debt managers are being asked to understand new financing structures and deal with challenges surrounding other post-employment benefits (OPEB) and pension funding. How can they understand all these issues? This session will share how school districts have navigated the current climate successfully.

Learning Objectives: 1. Describe different financing vehicles including VRDOs, BABs, QSCBs, and swaps that may present challenges for school district debt managers. 2. Explain how other post-employment benefit and pension funding can create challenges for school districts. 3. Contrast different school districts and how they have navigated these issues.

Speaker: Misty Newland, Director, Standard & Poor's, San Francisco, CA

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

Making Strategic Benefit Decisions in the Era of Health Care Reform, DG145



Room: 608

CPEs: 1.0

Program Level: Basic

Field of Study: Personnel/HR, Business Law

Program Prerequisites: None

Advance Preparation: None

This session will begin with an overview of the latest health-care reform regulatory and legislative developments in 2011. Participants will receive a roadmap for making sound, strategic benefit decisions that drive employee attraction and engagement and maximize allocated resources given health care reforms requirements such as the pay-or-play mandate, free-choice vouchers, and Cadillac Plan taxes. Additional key strategic issues will be examined from an empirical perspective, including how the combination of significant health care reform changes and severe budgetary constraints may be changing the benefits dynamic in school districts.

Learning Objectives: 1. Describe strategies for maximizing the impact of allocated benefits resources given health care reforms penalties, voucher payments, and tax requirements. 2. Discuss how to apply the principles of total rewards strategies to overall business and human capital strategies and

objectives. 3. Explain how you would act on the changing dynamics of benefits expectations and negotiations in your school district.

Speakers: Keith Friede, Area Vice President, Training & Organization Development, Gallagher Benefit Services, Inc., Bloomington, MN; David Bein, Executive Director of Business Services, East Maine School District 63, Des Plaines, IL

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

Cyberbullying: Keeping Your Students Safe, DG176



Room: 612

The law says you should be doing something about bullying and cyberbullying. What are you doing? Is it enough? And more importantly, what policies do you need to have in place? This session will show what cyberbullying looks like, how you can prevent it from interfering with the educational process, and what to do when it does.

Speaker: Bill Bond, Specialist for School Safety, National Association of Secondary School Principals, Reston, VA

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

Environmental Excellence, DG195



Room: 611

By combining indoor air quality, energy conservation, safety, and pest management as a district standard, the Keller Independent School District in Texas is providing students with an excellent learning environment. Learn more about this exemplary program.

Speaker: John Gann, Director of Maintenance, Keller Independent School District, TX

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

Using the Cost of Risk to Positively Impact Your Budget, DG213



Room: 606

CPEs: 1.0

Program Level: Intermediate

Field of Study: Management Advisory Services

Program Prerequisites: None

Advance Preparation: None

This discussion group will review the essentials of risk management and how the cost of risk is captured and measured, interpreted, and used within an organization to effectively improve operations, thus positively affecting the budget.

DAILY SCHEDULE: SUNDAY

Learning Objectives: 1. Describe the essentials of risk management. 2. Explain how the cost of risk can be captured and measured. 3. Discuss how to interpret the cost of risk to more effectively manage the organization's exposures.

Speaker: Stacy Corluccio, Risk Management Programs, The National Alliance for Insurance Education and Research, Austin, TX; Priscilla Oehlert, Vice President, Risk Management Programs, The National Alliance for Insurance Education & Research, Austin, TX

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

Arizona ASBO Professional Programs, DG237



Room: 610

Arizona ASBO has developed extensive business manager and support staff training programs, including a two-year and four-year degree in school business administration. The program serves more than 400 participants annually with special emphasis on training prospective business managers.

Speaker: Jeffrey Gadd, Director of Professional Development, Arizona ASBO, Phoenix, AZ

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

HRA: A Tax-Free Solution for Rising Health Care Costs, DG134



Room: 614

The high cost of post-employment health care, including insurance premiums, often causes employees to delay their retirement. By directing unused sick/vacation day separation pay into a health reimbursement account (HRA), employees can use balances for unreimbursed health-related expenses tax free. When separating from employment, employees receive their funds free of federal, state (if applicable), and FICA taxes. Employers also save the matching FICA. Learn how HRAs are a simple solution to reduce health care costs for the employer and employee.

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

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

Community Use of Schools: Managing the Risks, DG113



Room: 605

Making school facilities available for use by the community is more than simply unlocking the door and allowing everyone in. It is about managing the risks of having school facilities used by the public. This presentation will identify the best practices and processes to manage the risks associated with the use of school facilities by community groups. Topics will include the importance of establishing consistent policies and procedures;

U.S. Communities welcomes you to ASBO International's 2011 Annual Meeting! We hope that you'll join us for our discussion group on Sunday, September 18, 9:15 a.m. - 10:15 a.m. and our Clinic Table session on Sunday. You can also visit us in the Exhibit Hall at Booth 427. We are proud to have ASBO as a co-founder and national sponsor. Thank you for your dedication to your district, your communities, and your students!



leveraging technology; managing insurance certificates; knowing who is using school facilities; avoiding mechanical failure; overbooking; and cost recovery.

Speakers: Devon Rauenzahn, Sr. Event Services Specialist, Spokane Public Schools, Spokane, WA; Lee Gaby, Executive Director, Public School Risk Institute, Athens, GA; Roger Young, Retired Assistant Superintendent for Finance/Facilities, Roger Young and Associates, Andover, MA

3:30 p.m. - 4:30 p.m.

Certificate of Excellence Award Recipients Reception

By Invitation Only

Sheraton Seattle Hotel, Pike Street Tower, Aspen, Second Floor

3:45 p.m. - 4:45 p.m.

Live Chat: Open Space

Room: 601

Strike up an impromptu brainstorming or networking session.

DISCUSSION GROUPS

3:45 p.m. - 4:45 p.m.

Dashboard Reports: The Next Revolution in School District Financial Management, DG100



Room: 608

CPEs: 1.0

Program Level: Basic

Field of Study: Finance, Computer Science

Program Prerequisites: None

Advance Preparation: None

DAILY SCHEDULE: SUNDAY

A dashboard report provides a real-time snapshot of an organization at any given time. School district dashboards are no different. They are not only useful in internal monitoring, but a great tool for reporting to the public. Find out how dashboards are being incorporated into the daily management of school district finances.

Learning Objectives: 1. Evaluate how your district could use dashboard reporting to better manage the district's financial and human resources and save money and time through efficiencies and resource management. 2. Discuss how your district could use dashboard reporting to better communicate financial, human resource, and other data to board members, staff, and the public. 3. Identify which dashboard reporting model best meets your district's needs.

Speaker: Craig Schilling, Associate Professor, Concordia University Chicago, IL

3:45 p.m. - 4:45 p.m.

Update on the Law of Special Education, DG071



Room: 603

CPEs: 1.0

Program Level: Basic

Field of Study: Business Law

Program Prerequisites: None

Advance Preparation: None

This interactive session will provide school business officials with a basic working knowledge of the legal issues associated with providing special education for students with disabilities. More specifically, this session examines the parameters of Section 504 of the Rehabilitation Act of 1973 and the re-authorized Individuals with Disabilities Education Act, paying particular attention to issues involving costs associated with the delivery of special education services for qualified children and their families.

Learning Objectives: 1. Describe provisions of the federal disability law generally. 2. Explain Section 504 of the Rehabilitation Act of 1973. 3. Discuss the re-authorized Individuals with Disabilities Education Act.

Speaker: Charles J. Russo, Panzer Chair in Education, Department of Educational Leadership, School of Education & Allied Professions, University of Dayton, Dayton, OH

3:45 p.m. - 4:45 p.m.

Health Care Reform Implementation—A School District's Perspective, DG077



Room: 611

Review the implementation of health care reform legislation in a school district with a focus on cost-effective strategies to minimize current and future liabilities and expenditures.

Speaker: Matthew James Malinowski, Director of Business Affairs, School District of Cheltenham Township, Elkins Park, PA

3:45 p.m. - 4:45 p.m.

Devolved School Resource Management in Victoria, Australia, DG078



Room: 613

Victoria, Australia has one of the most devolved school management approaches among OECD nations. Explore the fundamentals of this successful funding model, the rationale behind it, the linkages between this funding model and student learning outcomes, and the day-to-day decision making that is required of school leaders and business officials in a self-managing school environment.

Speaker: Nino Napoli, Asst. General Manager, Financial Services Division, Dept. of Education and Early Childhood Development—Victoria, East Melbourne, Victoria, Australia

3:45 p.m. - 4:45 p.m.

Bids, RFPs, RFQs: Which, When, Why, How, DG103



Room: 605

This hands-on, interactive session will guide participants through determining which procurement method is the most appropriate for obtaining goods and services and for satisfying the requirements of the organization. Participants will gain a working knowledge of how to manage the process from the legal ad through final selection, from information that should be submitted up front to the best way to handle fees, to the importance of treating all respondents fairly and ethically. They will take home a best practices primer.

Speakers: Corinne Eisenstein, Director of Business Services, Meriden Public Schools, Meriden, CT; Wilma Petro, Purchasing Officer, City of Meriden, Meriden, CT

3:45 p.m. - 4:45 p.m.

Leadership Skills in a Time of Crisis, DG163



Room: 606

CPEs: 1.0

Program Level: Basic

Field of Study: Personal Development

Program Prerequisites: None

Advance Preparation: None

DAILY SCHEDULE: SUNDAY

The Capitalizing on Complexity: Insights from the 2010 IBM Global CEO study, which was based on face-to-face interviews with 1,541 CEOs, general managers, and senior public sector leaders, attempted to explore the key leadership qualities at a time of recession and increased need to manage high levels of business complexity. Three leadership qualities stood out among others: creativity, integrity, and global thinking. Join this session to explore ways to awaken creative thinking in your organization, define the meaning of integrity, and identify ways of demonstrating integrity to contribute to organizational trust and engage global thinking to solve an organizational problem.

Learning Objectives: 1. Describe how to integrate creative thinking into your organization. 2. Discuss strategies for integrating integrity into your organization. 3. Explain how global thinking can benefit your organization.

Speaker: Sirin Koprucu, Principal, StrategicStraits, Inc., Washington, DC

3:45 p.m. - 4:45 p.m.

The BIG Program: An Innovative Approach to Budget Input and Communications, DG205



Room: 607

CPEs: 1.0

Program Level: Basic

Field of Study: Communications, Finance

Program Prerequisites: None

Advance Preparation: None

The world of school finance is a difficult topic to communicate to stakeholders. Learn how one district found an innovative way of explaining and involving constituents in the budgeting process and garnering their input. Facing unprecedented financial pressure due to potential funding cuts by the state, this Kansas district developed an electronic interactive budget generator that provided a visual representation of the difficulty of the budgeting process and provided statistical feedback to the district. This feedback helped the board in their decision making process regarding the upcoming budget.

Learning Objectives: 1. Describe a plan for establishing two-way budget communication with your school board and community. 2. Develop a user-friendly exercise that will educate all stakeholders about the difficult budget decisions and the relationship between the choices that must be made. 3. Demonstrate how you would provide immediate feedback to stakeholders to stimulate further discussion and to define areas of group consensus or high diversity.

Speaker: Doug Schwinn, Director of Business, USD 230 Spring Hill, Spring Hill, KS

3:45 p.m. - 4:45 p.m.

Internal Controls: Safeguarding Assets, Implementing Efficiency Improvements, and Reducing Fraud Risk, DG218



Room: 609

CPEs: 1.0

Program Level: Basic

Field of Study: Finance

Program Prerequisites: None

Advance Preparation: None

Review best practices in addressing internal control weaknesses at the central office, in school buildings, and with the student activity funds. Learn how to improve accounting practices, strengthen internal controls, and document procedures. Discuss audit and control techniques to reduce fraud risk.

Learning Objectives: 1. Describe methods for establishing accounting practices based on sound internal controls. 2. Explain how to implement stronger internal controls through documented procedures. 3. Describe how to build safeguards with less staff.

Speaker: Bert Nuehring, Executive, Crowe Horwath LLP, Oak Brook, IL; Daryl Okrzesik, Controller, Chicago Public School District 299, Chicago, IL

3:45 p.m. - 4:45 p.m.

Healthier U. S. Challenge Program, DG239



Room: 604

Explore the goals and provisions of the Healthier U. S. Challenge Program and learn about the process, application, and programming for achieving its various levels.

Speaker: Barbara Nissel, Supervisor of Food Services, Great Valley SD, Malvern, PA

3:45 p.m. - 4:45 p.m.

Evolution or Revolution: Knowledge Is Power in Teacher Contract Negotiations, DG424



Room: 610

Working with the support of the Massachusetts ASBO, this presenter has studied and compared more than 50 teacher contracts in the Commonwealth revealing certain patterns in most agreements and, more importantly, significant divergence from historically standard contract language and settlement conditions. Learn the latest about contract negotiations.

Speaker: Gail M. Zeman, Consulting School Business Administrator, Rockport, MA

DAILY SCHEDULE: SUNDAY - MONDAY

3:45 p.m. - 4:45 p.m.

Are You Aware of the Many Costs Associated with Clutter?, DG179



Room: 612

Nearly every school district across America has a clutter problem that is not being properly addressed. Greendale and Laconia School Districts have demonstrated sustainable results in reducing clutter throughout their facilities by implementing various successful strategies and policies. Come learn how these strategies and policies can help eliminate clutter in your schools and improve your bottom line.

Speakers: Brian Koffarnus, Director of Buildings, Grounds and Food Service, Greendale School District, Greendale, WI; Ed Emond, Business Administrator, Laconia School District, Laconia, NH

5:00 p.m. - 6:00 p.m.

President's Wine and Cheese Reception

Sheraton Seattle Hotel, Metropolitan Ballroom, Third Floor

6:00 p.m. - 10:00 p.m.

Famed Seattle Chef Tom Douglas Dine Around

Additional Fee and Advance Reservations Required
Restaurants Include Dahlia Lounge, Etta's, Lola, Cuoco, and Seatown Seabar and Rotisserie.

Tom Douglas opened his first restaurant, Dahlia Lounge, in 1989, and has since become one of the most recognized chefs in the country. He has appeared on the popular television show, Iron Chef America, where he beat renowned chef, Masaharu Morimoto. As a Seattle celebrity chef, Douglas prides himself in creating delicious food featuring fresh Northwest ingredients.



Giving back never tasted so good. A portion of the profits from ASBO's Tom Douglas Dine Around will be donated to a local food bank.

Monday, September 19

7:00 a.m. - 10:00 a.m.

Registration/ASBO Store

South Lobby, Level Four

7:00 a.m. - 8:00 a.m.

Coffee Break

East Lobby, Level Six

Sponsored by Tyler Technologies.

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

Live Chat: Open Space

Room: 601

Strike up an impromptu brainstorming or networking session.

DISCUSSION GROUPS

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

Tying Budget to Student Achievement, DG065



CPE

Room: 608

CPEs: 1.0

Program Level: Basic

Field of Study: Finance, Statistics

Program Prerequisites: None

Advance Preparation: None

The Educational Program Review Technique (EPRT) allows a district to define the value of an educational program in relation to its cost and provides the board and administration members with program evaluation centered on student achievement and the detailed financial information necessary to set educational priorities. Learn more about EPRT and how it allows a district to plan ahead for a range of budget scenarios.

Learning Objectives: 1. Discuss how the EPRT programs in school curriculum and daily operations are described and reviewed in terms of their expected outcomes, activities, and evaluation plans. 2. Explain the process and how it is adaptable to the size of the district, its manpower, and available financial resources. 3. Describe how the program evaluation is comprehensive and focused on improving programs at defined levels of expenditure.

Speakers: Cheryl Crates, CFO, CUSD #300, Carpentersville, IL; Mike Prombo, Director of Finance and Operations, Westchester Public School District 92 1/2, Westchester, IL

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

Five Keys to Investing Funds to Meet OPEB Liabilities, DG098



CPE

Room: 607

CPEs: 1.0

Program Level: Basic

Field of Study: Accounting (Governmental)

Program Prerequisites: None

Advance Preparation: None

GASB 45 created new requirements for public entities to recognize and value post-employment benefit (OPEB) liabilities. All school entities that have OPEB now have a liability reported on the statement of assets and liabilities. Public entities that plan to fund the liability must meet special requirements to optimize the benefit to the financial statements. Funds invested toward an OPEB obligation must be invested in a specific fashion through an irrevocable trust in order to be used to offset the OPEB liability on the balance sheet. This session focuses on the keys to setting aside and investing funds against OPEB liability and explaining the options to your school board.

DAILY SCHEDULE: MONDAY

Learning Objectives: 1. Describe the requirements of GASB 45 for reporting an OPEB liability and for setting aside funds to meet that liability. 2. Review the attributes of an investment program that would meet the requirements of GASB 45 in relation to offsetting the OPEB liability to the maximum degree possible. 3. Present techniques for framing the OPEB liability issue for the school board and helping them understand the pros and cons of investing funds against an OPEB liability.

Speakers: David Sallack, Managing Director, PFM Asset Management LLC, Harrisburg, PA; John Molloy, Senior Managing Consultant, PFM Asset Management LLC, Harrisburg, PA; Charles Peterson, Jr., Director of Cooperative Business Services and Operations, Central Susquehanna Intermediate Unit No. 16, Lewisburg, PA

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

School Risk Management for the New Business Official, DG116



CPE

Room: 606

CPEs: 1.0

Program Level: Basic

Field of Study: Management Advisory Services

Program Prerequisites: None

Advance Preparation: None

Many school business officials are assuming the role of school risk or safety manager. This session will address the leading loss exposures for public schools, requisite insurance coverages, and practical risk control methods to control these exposures. Topics will include major loss drivers for property, motor vehicle, public, and employment liability, and important insurance coverages such as special exposures, sexual misconduct, athletics, student travel, and facility use by outside groups. Loss control methods for preventing accidents and litigation will be introduced.

Learning Objectives: 1. Using historic loss trends, identify loss exposures existing within a public school district with the potential to cause significant injury or property damage. 2. Describe how to implement risk management programs within your district. 3. Identify best practices and risk management controls to control loss exposures.

Speaker: Bob Bambino, Sr. Vice President of Risk Management, Wright Risk Management and WRM America, Uniondale, NY

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

Shared Services for Procurement: Empowering Procurement Through Centralization, DG119



ECON

Room: 611

As budgets tighten and organization leaders look for savings, the time is right for school districts to establish shared service

Consider partnering with an industry expert to help with the challenges of meeting 403(b) compliance regulations. Meet Retirement Manager, an easy-to-use online platform that will help you meet your compliance requirements and lets you direct your financial resources towards educating students instead of TPA fees. Visit us and get professional compliance solutions from an experienced industry leader. Booth 415 or attend our Clinic Table 001 with Bob Architect, 403(b) compliance, Sunday, 10:45-12:00.

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centers for functions like procurement, where virtually all contracting functions are fulfilled by a central procurement department, with programmatic departments only conducting tactical purchases. Hear about a year-long effort to centralize procurement in Pennsylvania that was referred to as the most sweeping transformation of state procurement in decades. Learn how you can implement shared services in your district.

Speaker: David Yarkin, President, Government Sourcing Solutions, Washington, DC

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

How to Beat Medical Cost Inflation, DG167



CPE

Room: 609

CPEs: 1.0

Program Level: Basic

Field of Study: Personnel/HR, Specialized Knowledge & Applications

Program Prerequisites: None

Advance Preparation: None

Medical cost inflation has averaged 10% -12% for the past several years. Some employers have been able to stave off the effects of these increases. One large consortium of more than 20 school districts has had annual increases of 6% or less for the past four years, saving their districts by avoiding some 40% in medical costs during that time. This session will include information and data about proven ways to cut district medical costs, followed by open discussion about such cost-cutting strategies as group purchasing discounts, negotiation tactics, the use of "consumerism" and health savings accounts, and data-driven wellness programs targeted at high-cost utilization components.

DAILY SCHEDULE: MONDAY

Learning Objectives: 1. Explain various methods that can be used to reduce medical costs. 2. Discuss data and results of each method and the process each district undertook to implement change. 3. Debate in open discussions the merits, challenges, and strategies needed for participants to make these changes in their own organizations.

Speakers: Andrea Billings, Plan Administrator, Valley Schools Employee Benefit Trust, Phoenix, AZ; Joel Wirth, Chief Financial Officer, Chandler Unified School District, Chandler, AZ

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

The Educator and the Business Administrator: Making the Most of This Relationship, DG171



Room: 610

Teachers and administrators often view school district business departments as a necessary evil. Conversely, school business officials are critical of their educator colleagues because they believe they have "no clue" when it comes to finances. Ultimately, both have the same goal: the education of children. A former high school teacher, the presenter has replaced two business administrators in separate districts who were removed because of their inability to work well with educators. He will discuss how school business managers can ensure positive working relationships with educators.

Speaker: Robert Petersen, Business Administrator, Weber School District, Ogden, UT

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

How's Your Competence Viewed?, DG230



Room: 612

In December 2010, the Baltimore County Public Schools Office of Purchasing attained the NIGP Outstanding Agency Accreditation Achievement Award. This award formally recognizes excellence in public procurement by establishing a body of standards that should be in place for a solid purchasing operation and a demonstration of best practices. Learn about the award requirements, how Baltimore County Public Schools met these requirements, and why it is important in obtaining credibility with your constituents.

Speaker: Richard Gay, Purchasing Manager, Baltimore County Public Schools, Timonium, MD

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

TIPRA Repeal of 511, DG236



Room: 604

A new federal requirement will impose additional federal reporting responsibilities on schools and other local governments. Under the Tax Increase Prevention and Reconciliation Act of 2005 (TIPRA) local government entities that spend more than \$100 million annually on goods and services will be required to withhold 3% of their payments to vendors and contractors. The withheld payments would be reported to the IRS and contractors would have to file with the IRS to receive the funds. The IRS has issued proposed regulations implementing the 3% withholding law that is scheduled to take effect on Jan. 1, 2012. While the threshold may limit the application of TIPRA, state contract purchases or other cooperative purchasing arrangements could subject much smaller school purchases to the withholding requirement. Learn about the requirement and how it will add another mandate and increase costs to schools for the benefit of federal tax collection efforts.

Speaker: Jay Himes, Executive Director, Pennsylvania Association of School Business Officials, Harrisburg, PA

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

Zero Waste Schools, DG350



Room: 603

Join us for a look at the basics of implementing zero waste, recycling, and composting programs in schools, including the purchase of compostable food-service ware. Zero waste is a feasible and important sustainability tool for schools nationwide. This session will touch on some of the basic operational and educational strategies that lead to a success. Lessons learned by the first comprehensive zero waste schools program in the nation will be explored, including purchasing of compostable food-ware, recycling, composting, and waste reduction practices appropriate in a school setting.

Speaker: Cyndra Dietz, Program Director, Boulder County School Recycling and Environmental Education Program—Eco-Cycle, Boulder, CO

9:15 a.m. - 10:15 a.m.

Live Chat: Open Space

Room: 601

Strike up an impromptu brainstorming or networking session.

DAILY SCHEDULE: MONDAY

DISCUSSION GROUPS

9:15 a.m. - 10:15 a.m.

Creating a Collaborative Transportation Service: A Case Study for Success, DG057



Room: 603

The state of Rhode Island has begun implementing a statewide student transportation system aimed at developing a shared transportation system that works across jurisdictional boundaries. The session will focus on all aspects of the process, from initial feasibility assessment to system design and the phased implementation process. The strategies Rhode Island officials used to address policy issues, allocation of costs and savings, operations, and on-going political challenges associated with making the system work also will be discussed.

Speakers: Tom Platt, President, Management Partnership Services, Inc., Rockville, MD; Carolyn Dias, Chief of Operations, Rhode Island Department of Education, Providence, RI

9:15 a.m. - 10:15 a.m.

The PASBO ERC: Your Professional Electronic Library, DG063



Room: 613

The Pennsylvania ASBO Electronic Resource Center (ERC) provides an online database of best practices and resource documents in school business management. Learn about the valuable resources housed on the ERC that can have a measurable impact within your local educational agency and how to access them.

Speakers: William McGill, Director of Technical Assistance, PASBO, Harrisburg, PA; Susan Nouse, Chief Technology Officer, PASBO, Harrisburg, PA

9:15 a.m. - 10:15 a.m.

LEAN Goes to School, DG084



Room: 610

This presentation will address performance improvements for school business procedures through the use of LEAN. This session will give an overview of LEAN as a method to reduce costs, increase efficiency, and provide accountability. School examples of efficiency improvement and savings will be shared.

Speaker: Betty Zimdars, Assistant Superintendent Business Services, Howard-Suamico School District, Green Bay, WI

Welcome to ASBO International's 2011 Annual Meeting and Expo in Seattle! Virco's long-standing support for school business officials includes serving as an ASBO International Corporate Strategic Partner, as well as sponsoring the ASBO Pinnacle Awards for 19 consecutive years. We invite you to stop by Virco's Booth 301 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.



9:15 a.m. - 10:15 a.m.

Preparing for Student Mobile Learning, DG086



Room: 614

CPEs: 1.0

Program Level: Basic

Field of Study: Computer Science

Program Prerequisites: None

Advance Preparation: None

Ready or not, here they come. Whether you prefer to ban or embrace student-owned or district-owned devices, a major influx of mobile Wi-Fi and 3G/4G devices are entering the classroom. Before being overwhelmed, it helps to understand the costs and benefits of these devices, plan for managing these devices, and develop the required wireless network infrastructure. Different approaches and actual district cost/benefit case studies conducted by the Consortium of School Networking (CoSN) will be reviewed, along with planning for wireless network requirements.

Learning Objectives: 1. Evaluate the benefits and costs of supporting mobile learning devices: district and/or student owned. 2. Explain considerations for developing or upgrading school wireless local area networks (WLAN). 3. Discuss other considerations that need to be addressed before embracing various mobile devices, including use and filtering policies.

Speaker: Rich Kaestner, Project Director, CoSN, Philomath, OR

DAILY SCHEDULE: MONDAY

9:15 a.m. - 10:15 a.m.
Leadership Matters, DG122



Room: 606

CPEs: 1.0

Program Level: Basic

Field of Study: Personal Development

Program Prerequisites: None

Advance Preparation: None

Educational reforms are coming at us fast and furious. How do we respond? What kind of leaders do we want to be? While leaders aren't necessarily born, they do have certain predispositions that make them leader ready. How they choose to lead as they develop leadership skills is critical now more than ever. This presentation focuses on the decline of common good and the Servant Leadership we need to stop the decline and rebuild common good in our educational system and country before it is too late.

Learning Objectives: 1. Describe the concept of "common good" as it applies to the educational system. 2. Discuss the characteristics of the Servant Leadership model and how this model differs from other forms of leadership. 3. Explain how you might adapt the Servant Leadership model to your role in the school district.

Speaker: William Roberson, Educational Leadership Professor and Consultant, Indiana Wesleyan University, Camby, IN

9:15 a.m. - 10:15 a.m.

Beyond the Bottom Line—The Extraordinary Evolution of the School Business Official, DG164



Room: 607

Education is big business. This session provides insights into the dynamic evolution and exponential expansion of education business and the rise of the school business official—now an indispensable member of educational leadership teams. School business officials are pivotal to future developments in education. Based on research from around the world, this session focuses on educational leadership capacity-building for business managers in its most comprehensive sense, while analyzing current trends to present probable and possible future scenarios for the profession.

Speaker: Karen Starr, Chair, School of Development and Leadership, Deakin University, Melbourne, Victoria, Australia

9:15 a.m. - 10:15 a.m.
Centralized Purchasing and Your Bottom Line, DG165



Room: 608

Every school district is unique in its purchasing practices. This session will provide guidance on developing a centralized purchasing program. The model presented can help a school district maintain a controlled budget that saves money and staff time, improving the budget's bottom line. It requires minimal work on the part of the district and allows access to a multitude of already-established national contracts and bidding services.

Speakers: Sue Hayman, Marketing Coordinator, Shared Purchasing Solutions, LaCrosse, WI; Joan Hauser, Marketing Consultant, Shared Purchasing Solutions, LaCrosse, WI; Jeff Schuster, Nutrition Services Manager, Shared Purchasing Solutions, LaCrosse, WI; Rick Gay, Purchasing Manager, Baltimore County Public Schools, Timonium, MD

9:15 a.m. - 10:15 a.m.

Wisconsin Schools Wage and Benefit Comparability Tool, DG170



Room: 611

With a change in state law that once again encouraged the use of collective bargaining arbitration, Wisconsin school districts began looking for a way to compare wages and benefits between school districts. A chance meeting between a school business manager and a school board member launched the development of a Web-based wage and benefit comparability tool. Learn more about this tool, which allows users to collect data by employee type, filter the data, and create html, PDF, or Excel reports by district size, geographic location, county, athletic conference, and/or union affiliation. Users are encouraged to upload collective bargaining agreements, allowing others to search for specific items.

Speakers: Jeff Dellutri, Director of Business Services, Nicolet High School District, Glendale, WI; Shawn Yde, Director of Business Services, Whitefish Bay School District, Whitefish Bay, WI; Laurie Letts, Global Benefits Coordinator, Aon Hewitt, Lincolnshire, IL

DAILY SCHEDULE: MONDAY

9:15 a.m. - 10:15 a.m.
GASB Update/CPE, DG226



Room: 612

CPEs: 1.0

Program Level: Basic

Field of Study: Accounting (Governmental)

Program Prerequisites: None

Advance Preparation: None

Learn directly from GASB about the new accounting changes and what else is on the horizon. This session will also cover methods to consider when addressing new GASB standards.

Learning Objectives: 1. List current projects being addressed by the Governmental Accounting Standards Board that could affect schools. 2. Describe the requirements of recently issued pronouncements. 3. Give examples of the current GASB requirements that concern your district.

Speaker: David Bean, Director of Research and Technical Activities, Governmental Accounting Standards Board, Norwalk, CT

9:15 a.m. - 10:15 a.m.
ESEA Reauthorization Update, DG234



ECON

Room: 604

NCLB is already more than three years overdue for renewal, and even as Secretary Duncan has been critical of the law, he and the Obama Administration are not pushing for the changes many would like to see. Come hear about the past, present, and future of federal involvement in U.S. education, and weigh in with your thoughts on whether things are heading in the right direction.

Speaker: Ron Skinner, Assistant Executive Director, ASBO International, Reston, VA

9:15 a.m. - 10:15 a.m.
IRS Perspective on Matching Your 403(b) Plan Operation to Your Written Plan, DG351



ECON CPE

Room: 605

CPEs: 1.0

Program Level: Basic

Field of Study: Accounting (Governmental)

Program Prerequisites: none

Advance Preparation: none

School districts are now required to have a written 403(b) plan. Does your plan operation match the provisions of the plan? Hear the latest information from the IRS and obtain guidance about how to correct form defects.

Learning Objectives: 1. Evaluate the operation of your plan vs. provisions contained in the plan. 2. Discuss the consequences of operational failures. 3. Describe the resources available to assist in compliance.

Speaker: Ed Salyers, Senior Employee Plans Specialist, Tax Exempt & Governmental Entities, Internal Revenue Service, Memphis, TN

10:30 a.m. - 12:30 p.m.

Closing General Session

Room: 6ABC

Business Meeting

Presiding: Brian L. Mee, SFO, RSBA
Vice President, ASBO International

Installation of Officers

Angela D. Peterman, RSBS
Past President, ASBO International

Presentation of the 2011 ASBO International Pinnacle Awards

Brian L. Mee, SFO, RSBA

Robert Virtue
President, Virco Inc.

Introduction of Keynote Speaker

Brian L. Mee, SFO, RSBA



Victoria Labalme: The Prism Effect™ & The Art of School Business

How can you tap into the creativity and unique talents that drive your best performance? Incorporating her theater background and communications experience, Victoria Labalme, creator of the groundbreaking theory and system called The Prism Effect™, gives you the specific tools to catapult your communications and teamwork skills to a new level. By understanding how your hobbies and passions can improve collaboration and communication in the workplace, you will gain new insights into how your team can be more productive.

12:30 p.m. - 1:30 p.m.

Book Sales and Signing

East Lobby, Level Six

Victoria Labalme's minibooks will be available for purchase immediately following the General Session. These minibooks engagingly summarize the key points from Victoria's live keynote performances and pack that perfect, quick inspiration we all need in a crazy-busy-nuts world.

DAILY SCHEDULE: MONDAY

1:00 p.m. - 3:30 p.m.

Sailing on Puget Sound

Additional Fee and Advance Registration Required
Buses depart from Union Street on the South Side of the Sheraton Seattle Hotel

1:00 p.m. - 5:00 p.m.

Experience Northwest Wine Tour

Additional Fee and Advance Registration Required
Buses depart from Union Street on the South Side of the Sheraton Seattle Hotel



1:30 p.m. - 4:30 p.m.

Positive Impact Program: Northwest Harvest

Advance Registration Required
Buses depart from Union Street on the South Side of the Sheraton Seattle Hotel

2:00 p.m. - 5:00 p.m.

Back by Popular Demand! Candace BelAir's Leadership Communication Training

Room: 608
Additional Fee Required

ASBO Thanks

Standby Speaker Carolyn Warner

Founder and President of Corporate Education Consulting, Inc.

LIVE CHAT SESSIONS

Room: 601

Continue the conversation. Dive deeper into a session topic. Set with round tables and comfortable furniture, Live Chat Sessions provide a more intimate, in-depth presentation format for conference presenters to really engage attendees in a casual, robust Q&A session. Head to Room 601 for an impromptu brainstorming or networking session. Start up your own discussion on a topic of your choice or attend one of the scheduled sessions below.

To choose your own subject, simply jot down the topic you'd like to discuss and a discussion time on the dry erase board outside the room to invite colleagues to join you. Check back often to see what SBOs are buzzing about.

Saturday

11:00 a.m. - 12:00 p.m.

Evolution or Revolution: Knowledge Is Power in Teacher Contract Negotiations

Facilitator: Gail M. Zeman, Consulting School Business Administrator, Rockport, MA

1:45 p.m. - 2:45 p.m.

School Business Management—An International Dimension

Facilitator: Trevor Summerson, Head of School Business Management Programmes, National College for the Leadership of Schools and Children's Services, Nottingham, England

Sunday

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

Open Space

Strike up an impromptu brainstorming or networking session.

9:15 a.m. - 10:15 a.m.

SFO® Certification: What's in It for You?

Facilitator: Bambi Statz, Professor, University of Wisconsin-Whitewater, Dane, WI

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

Cut Costs, Drive Revenue, Improve Performance and Health Through Sustainable Operations and Management

Facilitators: John Gayetsky, Environmental Management Specialist, IEQ Advisory Group, ASBO International, Dublin, OH; Kathy Prosser, Environmental Program Facilitator, IEQ Advisory Group, ASBO International, Dublin, OH

3:45 p.m. - 4:45 p.m.

Open Space

Strike up an impromptu brainstorming or networking session.

Monday

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

Open Space

Strike up an impromptu brainstorming or networking session.

9:15 a.m. - 10:15 a.m.

Open Space

Strike up an impromptu brainstorming or networking session.

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CLINIC TABLES

Sunday, September 18, 2011

10:45 a.m. - 12:00 p.m.

Room: 6E

A Clinic Table session features roundtables, each with a discussion group presented by exhibitors and focused on a specific aspect of school district financial 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 facilities management, ASBO's professional registration program, professional standards, outsourcing, and retirement plans.

Challenges of Meeting 403(b) Compliance Regulations, CT001

Speaker: Bob Architect, Vice President, Compliance and Market Strategy, VALIC, Washington, DC

U.S. Communities Marketplace Makes Purchasing Simpler!, CT002

Speaker: Alexis Turner, Program Manager, U.S. Communities, Shoreline, WA

Budgets, Benefits, and Talent—Building a Win, Win, Win Scenario for Your District, CT003

Speakers: Doug Peters, National Director, Distribution Strategies, MetLife, Somerset, NJ; Matt Sledge, Divisional Sales Director, MetLife, Tempe, AZ

Help Your Employees Understand the Importance of Participating in the District's Voluntary Retirement Plan, CT004

Speakers: Ketul Thaker, National Director, ING, Windsor, CT; Linda Segal Blinn, Vice President, ING, Windsor, CT

Horace Mann Teams with DonorsChoose.org to Help Fund Classroom Projects, CT005

Speaker: Paul Corsi, Vice President - Field Market Alliance, Horace Mann, Bel Air, MD

Make Your Retirement Benefits Package the Best It Can Be, CT006

Speaker: Curt May, Divisional Senior Vice President, AXA Equitable, Deerfield, IL

The Financial Impact and Feasibility of Shared Services in School Districts, CT007

Speaker: Rick Copeland, Director of Market Development, Tyler Technologies, Falmouth, ME

Solar for Schools, CT008

Speaker: Bruce Munson, Account Executive - K12, Johnson Controls, West Valley City, UT

Leave Management: FMLA, State Leaves, and Beyond, CT009

Speaker: Damien Balazs, Assistant Director - Absence Management, The Hartford, Simsbury, CT

Are You Ready for the 2012 Lighting Legislation Changes?, CT010

Speaker: Jeffrey Rehm, Services and Solutions Development Manager, Grainger, Lake Forest, IL

How to Benefit from Purchasing Card Programs During Tough Economic Times, CT011

Speaker: Andre Blanchard, Managing Director - North American Public Sector, BMO Spend & Payment Solutions, BMO/Harris, Toronto, ON

Key Cost and Labor Metrics for Your Facilities Operation and Practical Ways to Reduce Spending, CT012

Speaker: John Kandemir, Associate Vice President, Marketing, ARAMARK Education, Philadelphia, PA

What Is Your Health Care Strategy?, CT013

Speaker: Paul Arvin, Annuity Project Manager, American Fidelity, Oklahoma City, OK

Innovative Strategies for Reducing the Cost of Document Production and Print Management, CT014

Speaker: Troy Hamilton, National Program Manager - Public Sector Print, Office Depot, Seattle, WA

Software Integration: Six Steps to Success, CT015

Speaker: Pamela Ely, Product Manager, CRS Advanced Technology, Montoursville, PA

Innovative Management Methods for Curriculum-Based Devices, CT016

Speaker: Jason Lasiewicz, Product Manager, Follett Software Company, McHenry, IL

Student Integrated Billing/Online Payments, CT017

Speaker: Ryan Kerr, Solutions Specialist, Rycor Software, Vancouver, BC

The World of Roth: Understanding the New Roth 403(b) Rules, CT018

Speaker: David Blask, Senior Pension Consultant, Lincoln Investment Planning, Inc., Wyncote, PA

Budgeting—Shorten Your District's Budget Cycle, CT019

Speaker: Tony Olson, Vice President of Marketing, MyBudgetFile.com, Stony Plain, Alberta

Improve Your Financial Transparency with a Hosted Analytics Solution, CT020

Speaker: Wes Rehm, Solutions Architect, SAS, Cary, NC

Teacher Evaluations: New Policies = New Data Management Needs, CT021

Speaker: John Raymond, President, PowerIT, Oakville, CT

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FOR THE ONES WHO GET IT DONE

Sunday, September 18, 2011

2:15 p.m. - 3:30 p.m.

Room: 6E

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.

SFO® Certification: When Will You Earn It?, GM001

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 find out more in a small-group setting.

Speakers: Bambi Statz, Professor, University of Wisconsin-Whitewater, Dane, WI; Jason S. Hale, Ed.D., CPA, Director of Business, New Castle County Vocational Technical SD, Wilmington, DE; Avery L. Embry, MBA, Chief School Financial Officer, Talladega County Schools, Talladega, AL

Wellness and Negotiated Incentives to Participate, GM002

Learn how establishing a wellness program can save health care costs, and how employees who participate can reduce the cost of their health care premiums. Combining wellness with a health care committee can also lead to a better negotiated agreement, as well as a better informed consumer of health care at the point of service.

Speaker: Jerry Zgrabik, Business Manager, Bedford City SD, Bedford, OH

Writing for SBA, GM003

This interactive session will provide school business officials with a basic working knowledge of how *School Business Affairs (SBA)* is produced and what it takes to

get published in *SBA*. Learn how to select a topic and develop it into an article for publication, paying particular attention to providing busy practitioners with tips that can help them be more effective professionals.

Speaker: Charles J. Russo, Panzer Chair in Education, Department of Educational Leadership, School of Education & Allied Professions, University of Dayton, Dayton, OH

How to Prepare a Comprehensive Annual Financial Report (CAFR), GM004

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's Certificate of Excellence Advisory Committee

Utilizing Technology for Affordable and Effective Capital Planning, GM005

Now more than ever, educational leaders must properly forecast the capital replacement and renewal needs of their organizations to ensure that facilities are well maintained and provide an environment that supports teaching and learning. Accurate, timely, and comparable facility condition information is necessary for budget planning, obtaining funding, and establishing a timeline for completing needed improvements. With tight budgets further limiting funds available for capital planning, technology is the key to cost effectively projecting and managing your capital needs.

Speaker: Wayne Blazek, Facilities and Construction Manager, Douglas County Schools, Castle Rock, CO

GOLD MINE SESSIONS

Sunday, September 18, 2011

2:15 p.m. - 3:30 p.m.

Room: 6E

Integrating ENERGY STAR into Your K–12 Schools' Energy Management Program, GM006

K–12 schools are improving the efficiency of their buildings with the help of the U.S. Environmental Protection Agency's (EPA's) ENERGY STAR program. EPA provides tools, resources, and expert assistance in helping you manage your district's energy use—all at no cost. EPA's Portfolio Manager is an interactive energy management tool that helps track and assess energy and water consumption across an entire portfolio of buildings. The Cash Flow Opportunity Calculator helps decision makers answer questions about energy efficiency investments and provides innovative financing solutions for making upgrades. Many school districts across the country have earned Leaders recognition for improving their energy efficiency from 10% to 50%. The presentation will include real-world success stories from K–12 districts that have benchmarked their buildings and saved money with ENERGY STAR.

Speaker: Kudret Utebay, Senior Associate, The Cadmus Group, Inc./ENERGY STAR, Arlington, VA

IRS Update on 403(b) Compliance, GM007

Hear the latest on IRS activity in the 403(b) and other retirement programs in the K–12 venue. Ask questions concerning the operation of your 403(b) plan under the final regulations.

Speaker: Ed Salyers, Senior Employee Plans Specialist, Tax Exempt & Governmental Entities, Internal Revenue Service, Memphis, TN

ASBO International's Meritorious Budget Award Program, GM008

Learn about the Meritorious Budget Award (MBA) program and what it takes to earn this prestigious recognition. This session 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's Meritorious Budget Award Advisory Committee

Impact of Facilities Management on Budgets and Learning, GM009

Explore the growing evidence that supports the positive correlation between the physical environment, district revenue, and student performance by examining the latest scientific research, school district case studies, and anecdotal evidence of that relationship. Gain valuable insights from ASBO's own Indoor Environmental Quality Advisory Group on the many strategies, tools, and resources available to help transform existing school facilities into high performance centers of learning while managing the bottom line.

Speakers: John Gayetsky, Environmental Management Specialist, IEQ Advisory Group, ASBO International, Dublin, OH; Kathy Prosser, Environmental Program Facilitator, IEQ Advisory Group, ASBO International, Dublin, OH

High Performance Schools for the Rest of Us, GM010

With some 133,000 K–12 schools open for classes in the United States, most of the schools of the future are already built. Explore how states from Hawaii to Maine are using the CHPS[®] National Core Criteria and Credit Library to take an integrated design approach for upgrading the major building systems of their existing schools to realize the many benefits of high performance schools. The session will take a quick dive into successful strategies for HVAC, lighting, building envelope, and interior finishes for major renovation projects.

Speaker: Bill Orr, Executive Director, Collaborative for High Performance Schools (CHPS), Sacramento, CA

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INFORMATION TECHNOLOGY SHOWCASE

Join your colleagues at **Booth 627** in the heart of the Exhibit Hall for the Information Technology Showcase, featuring U.S. Communities, Retirement Manager, crisis communication, budget, and data management tools.

Saturday, September 17

3:30 p.m. - 4:00 p.m.

Social Media Boot Camp for Crisis Communications, IT001

This seminar will cover how school officials can use the power of social media to get the word out. We will discuss social media "pros and cons" as well as alternative ways to interact with parents, staff and the community. The K12 Alerts system empowers school administrators to simply publish alerts to social media outlets for instant crisis communications.

Speaker: Gregory Bender, President and CEO, K12 Alerts, Bainbridge Island, WA

4:00 p.m. - 4:30 p.m.

U.S. Communities Marketplace Makes Purchasing Simpler, IT002

As part of an ongoing effort to provide solutions to procurement professionals, U.S. Communities has launched an online marketplace to make purchasing quality products and services simpler! The marketplace is available at no cost, provides quick visibility into products and pricing, and integrates many U.S. Communities supplier contracts into a single shopping environment. Purchases can be made using a p-cards or credit card. See how the new marketplace can help your school district save time and money.

Speaker: Alexis Turner, Program Manager, U.S. Communities, Shoreline, WA

4:30 p.m. - 5:00 p.m.

403(b) Compliance Solution—Retirement Manager, IT003

Administering a retirement plan can be time-consuming and complicated, Retirement Manager can help you take care of that. Retirement Manager is an easy-to-use online platform that will help you meet your compliance require-

ments and lets you direct your financial resources toward educating students instead of TPA fees. It can help eliminate compliance administration headaches, aggregate plan data securely, and reduce unnecessary costs. Why not get professional compliance solutions from an experienced industry leader? To learn more, visit Booth 415.

Speaker: John Kevin, Market Manager K-12, VALIC, Houston, TX

5:00 p.m. - 5:30 p.m.

When Every Dollar Counts, IT004

Budgeting in most organizations is met with trepidation, stress, frustration and sometimes just pure lack of interest. These emotions are quite normal considering the final product is based in uncertainty, and intended to predict the future, or at least take a calculated stab at it. When absolutely every dollar does count, tools such as Enterprise Scenario Planning™, enable you to quickly and accurately rationalize and support the myriad of difficult decisions you face and make every day.

Speakers: Scott Cropley, President, Andrew-Scott, LLC, Vancouver, WA; Julie Olson, Director of Sales and Marketing, Andrew-Scott, LLC, Vancouver, WA

Sunday, September 18

1:00 p.m. - 1:30 p.m.

Teacher Evaluations: New Policies = New Data Management Needs, IT005

A consensus is growing among national, state, and local K-12 education leaders that real teacher accountability is one of the critical pieces of K-12 school improvement strategy, and that now is the time to get serious about it. This presentation looks at some of the recent events contributing to a more comprehensive, performance-based approach to teacher evaluation, challenges of implementation, and elements and systems a school district would need to institute such a program.

Speaker: John Raymond, President, PowerIT, Oakville, CT

STAND OUT FROM THE CROWD



What Is SFO® Certification?

ASBO International's Certified Administrator of School Finance and Operations® (SFO®) program recognizes school business officials who demonstrate a combination of experience and education and who have demonstrated a mastery of the knowledge and skills required to be an effective school business leader. The SFO program has five parts: eligibility, code of conduct, exam, annual renewal, and recertification.

Why Apply?

During these turbulent economic times, employers can afford to be very selective in who they hire. SFO certification demonstrates that you have the skills, knowledge, and ability to help lead your school district out of economic distress. Acknowledged anywhere in North America, certification is also portable, giving you the leading edge on your competition.

Congratulations New SFO Certificants!

ASBO International congratulates the individuals who have earned their certification.

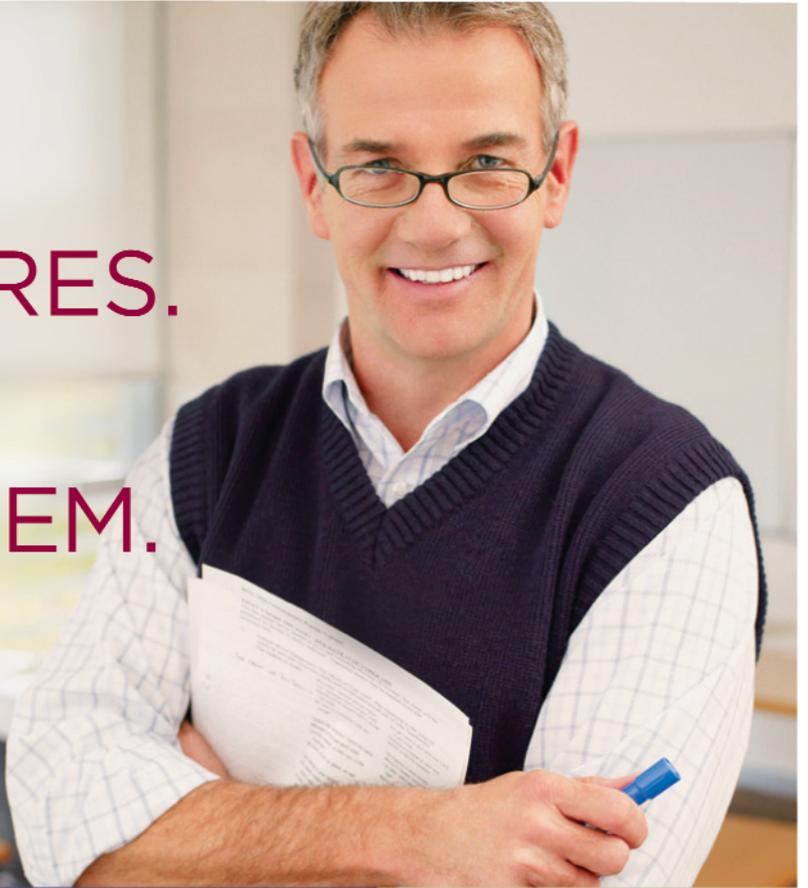
Visit the ASBO Website and use **SFOsearch**—the new SFO Public Registry—to locate professionals in your state or province who have earned their certification.

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GUEST ACTIVITIES

Registered guests are welcome to attend the General Sessions, visit the Exhibit Hall, and enjoy the two receptions alongside full registrants. Guests are not permitted to attend educational sessions. The following programs have been designed specifically for guests.

Saturday, September 17, 2011

11:00 a.m. - 12:00 p.m.

Guest Program

Book Club: *Hotel on the Corner of Bitter and Sweet*
Room: 303

(See page 15 for complete listing)



Sunday, September 18, 2011

11:00 a.m. - 12:00 p.m.



Guest Program

Starbucks Coffee Tasting and Education

Sheraton Seattle Hotel, Willow AB, Second Floor

(See page 26 for complete listing)



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2011 Eagle Awards

The ASBO International Eagle Award has honored exceptional leadership qualities and an exemplary commitment and dedication to education and the profession for more than 18 years. The Eagle Awards and the Eagle Institute are proudly sponsored by AXA Equitable. The 2011 recipients will be recognized at the Opening General Session on Saturday, September 17.



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2011 Pinnacle Awards

The ASBO International Pinnacle Awards Program recognizes school business officials annually for implementing innovative practices as models for others in the profession of school business management. Virco Inc. is proud to sponsor the Pinnacle Awards since 1993. The Pinnacle Awards ceremony will take place during the Closing General Session on Monday, September 19.



PINNACLE OF EXCELLENCE AWARD



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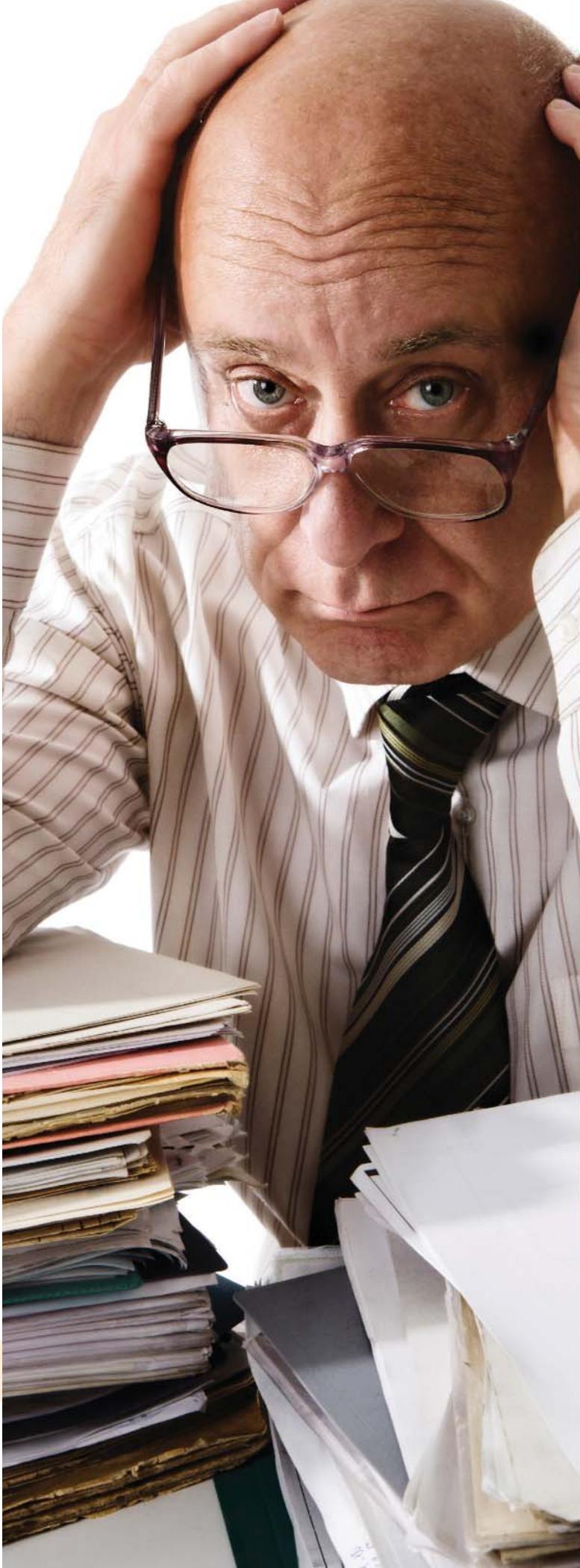
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EXHIBIT HALL HIGHLIGHTS

Saturday: 3:00 p.m. - 6:00 p.m.

Sunday: 10:30 a.m. - 2:15 p.m.

(Lunch 12:00 p.m. - 1:00 p.m.)

Saturday, September 17

3:00 p.m. - 6:00 p.m.

Opening Reception

Sponsored by Johnson Controls, Inc.

Sunday, September 18

10:30 a.m. - 2:15 p.m.

Tully's Custom Espresso Drinks in Lounge 717

Courtesy of Johnson Controls, Inc.

12:00 p.m. - 1:00 p.m.

Lunch in the Hall

Sponsored by BMO Financial Group.

Recharge at the Massage Lounge

Exhibit Hall Booth 103

Take a minute to relax with a complimentary upper body massage provided by professional massage therapists.

Sponsored by The Hartford.



Exhibitors with a Commitment to Social Responsibility Highlighted

ASBO has invited companies to highlight their green or otherwise socially responsible products, services, or practices with ASBO's Social Responsibility icon. ASBO International does not endorse these companies nor does it confirm the reliability of the companies' SR commitments. ASBO International strongly encourages members to undertake whatever investigation they feel necessary to ensure that participating companies meet their established criteria for socially responsible business practice.

ASBO Booth, Bookstore and Pin Trading Zone

Booth 126

The ASBO Bookstore features top-selling publications, friendly ASBO staff to assist you with conference information, and ASBO program and membership details. Visit daily to turn in your *Seattle Music Experience* game card for a chance to win prizes!

Create Your SFO Library

Booth 126

Thinking about ASBO's new Certified Administrator of School Finance and Operations (SFO) program? Check out the ASBO Bookstore. Browse books from the official SFO certification authoritative references list.



Go Green, Get Lean

Booth 126

According to Walk Friendly Communities, an organization devoted to promoting safe walking environments in U.S. cities, Seattle is one of the most walkable cities. How many steps will you walk at the AM&E? Be one of the first 300 attendees to enter ASBO's new pedometer contest and walk your way to winning the Grand Prize! Register and pick up your pedometer at Booth 126. Come back by 2:00 p.m. on Sunday, September 18, record your steps, return your pedometer, and be entered to win the Grand Prize. The winner will be announced at the Closing General Session. Limited to the first 300 registrants. Must be present to win.



Give the Gift of Butterflies/Backpack Collecting

Booth 126

Yes, butterflies. You know the feeling? The first day of school, the promise of an exciting new year, butterflies in your stomach? By partnering with Communities in Schools of Seattle (CISS), ASBO has made it easy for exhibitors and attendees to demonstrate their commitment to making a difference for the students we all serve. CISS provides school supplies for more than 7,500 low-income students at 32 schools. Each year, backpacks are the most-needed item. Make a difference for Seattle's underprivileged students—donate a backpack! Forgot to pack one in your luggage? Pick one up in downtown Seattle or make a monetary donation.

ABM Janitorial Services

Booth 509

2632 West Medtronic Way
Tempe, AZ 85281

ABM Industries Incorporated is the leading provider of facility services in the United States. With fiscal 2010 revenues of approximately \$3.5 billion and approximately 95,000 employees, ABM provides janitorial, facility, engineering, parking, and security services for thousands of commercial, industrial, institutional and retail facilities across the United States, Puerto Rico, and British Columbia, Canada.

The Active Network, Inc

Booth 805

10182 Telesis Court, Ste. 100
San Diego, CA 92121

Active Network, Educate provides leading school administration software solutions for public K-12 schools and school districts, including student fund accounting, student fee tracking and receipting, and online student store software. Our Blue Bear software solutions are available in Web-based or desktop-based platforms, can be hosted and managed by Active or by your organization, and are available as one integrated system. Thousands of schools are using Active to eliminate fraud, reduce staff workload, generate more revenue, and process onsite or online credit card and online payments. Learn more at www.ActiveEducate.com.

AEPA, the Association of Educational Purchasing Agencies

Booth 716

2111 Pontiac Lake Rd.
Waterford, MI 48328

AEPA's mission is to cooperatively serve our agency memberships through a continuous effort to explore and solve present and future purchasing needs. Our goals include working on your behalf to secure multi-state volume purchasing contracts that have benefits that are measurable and cost-effective, and that continuously exceed our membership's expectations. AEPA accomplishes this mission by using leading edge technology and futuristic business practices. Visit www.aepacoop.org for affiliate contact information and phone numbers. AEPA also has a strategic partnership with the Association of Education Service Agencies.

Aesop - Frontline Technologies, Inc.

Booth 219

397 Eagleview Blvd.
Exton, PA 19341

Aesop is an automated substitute placement and absence management system used by more than 2,700 school districts in the United States.



American Fidelity Assurance Company

Booth 521

2000 Classen Blvd.
Oklahoma City, OK 73125

American Fidelity Assurance Company provides employee benefit plans to educators and IRS Section 125 Plan Administration.

Apex Online Development

Booth 823

12445 55th St. North, Ste. A
Lake Elmo, MN 55042

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ARAMARK Education

Booth 414

1101 Market St.
Philadelphia, PA 19107

ARAMARK Education provides a complete range of food, facility, uniform, and other support services to more than 500 K-12 school districts nationwide. We offer on-site and off-site breakfast and lunch meal programs, after-school snacks, catering, nutrition education, and facilities management services, including maintenance, custodial, grounds, and energy management. Our programs are designed to encourage healthy eating habits, increase meal participation, and create safe, clean, comfortable learning environments for students and the district community.



ASBO International

Booth 126

11401 North Shore Dr.
Reston, VA 20190



The Association of School Business Officials International (ASBO) is a professional association that provides programs and services to promote the highest standards of school business management practices, professional growth, and the effective use of educational resources.

Ascension

Booth 709

3526 E. Ft. Lowell Rd.
Tucson, AZ 85716

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AXA Equitable

Booth 511

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AXA Equitable specializes in retirement planning for school business administrators and educators. As a full financial service provider and leader in the industry, we are dedicated to making your future easier.

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Booth 621

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BidSync **Booth 620**

629 East 700 South, Ste. 101
American Fork, UT 84003

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CBIZ Valuation Group, LLC **Booth 607**

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Germantown, WI 53022

CBIZ Valuation Group's Capital Asset Practice specializes in providing cost-effective capital asset inventory, bar code tagging, and valuation services to school districts related to the financial reporting requirements set forth by GASB 34.

Chartwells School Dining Services **Booth 101**

3 International Dr.
Rye Brook, NY 10573

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manages more than 500 public school districts; we serve approximately 2.3 million students in over 4,000 elementary, middle, and high schools across the country. With over 8,000 associates, we are dedicated to providing our customers with the best school dining program possible. For more information, please visit www.eatlearnlive.com.

Chevron Energy Solutions **Booth 315**

345 California St., 1824-6
San Francisco, CA 94104

Chevron Energy Solutions is one of the largest installers of solar power in the U.S. education market and has developed hundreds of projects that improve energy efficiency and provide renewable power for education, government, and business facilities.

Computer Automation Systems **Booth 308**

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Mountain Home, AR 72654

Let us maximize your Medicaid revenue! Computer Automation Systems' staff are special education experts and have successfully implemented Medicaid recovery in 10 states. We provide stellar support for all your needs, including billing/provider requirements, IEP compliance, FERPA and SPED requirements, parental consent, Medicaid regulations, and IDEA questions and legislative issues. Our specialists have education backgrounds and will lead your team through the compliance requirements for Medicaid as it relates to special education.



CPI Qualified Plan Consultants **Booth 706**

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CRS Advanced Technology is a trusted leader in automated human resource management with an innovative product line that includes SubFinder and SubPay, and exceptional service and support. Visit www.crsadvancedtechnology.com

Decision Lens **Booth 537**

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Arlington, VA 22203

Decision Lens offers a transparent decision-making process that districts can defend to parents and the community. Our methodology and collaborative software platform allow stakeholders to prioritize and quantify important success criteria, and then evaluate options against those criteria. The result is a prioritized list of what options best meet the district's goals. If your district faces important planning or strategic decisions, Decision Lens can help.

District Administration Magazine **Booth 609**

488 Main Ave.
Norwalk, CT 06851

District Administration is the leading provider of practical insights and strategies for K-12 administrators throughout the United States. The District Administration Leadership Institute produces special events and creates communities for the nation's top K-12 leadership.

Durham School Services

Booth 715

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Durham School Services is a full-service student transportation provider, committed to getting kids to school safe, on time, and ready to learn, every day.

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Jericho, NY 11753

E&I aggregates the purchasing power of 1,600+ members to provide lower costs for higher ed. Public Sourcing Solutions (PSS) is a division of E&I delivering contract savings to public entities.

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Booth 618

26877 Northwestern Hwy., Ste. 305
Southfield, MI 48034

Emergency Communications Network

Booth 616

9 Sunshine Blvd.
Ormond Beach, FL 32174

The CodeED communication solution enables school administrators to rapidly deliver thousands of personalized voice, email, and text messages to parents, faculty, and staff. A comprehensive notification solution is built on three basic principles: reliability, speed, and ease of use. CodeED was designed for educators to improve communications with their school communities.

Enterprise Scenario Planning

(Andrew Scott, LLC)

Booth 333

22011 NE 99th St.
Vancouver, WA 98682

Enterprise Scenario Planning (ESP™) is a full-featured budget modeling and decision support system geared toward public sector organizations with diverse operating units challenged to meet the ever-increasing demands for efficiency, accuracy, and accountability in their budgeting processes. ESP utilizes a logical process in developing an organization's budget from high-level strategic modeling and forecasting all the way down to creating the actual operating budget details suitable for loading back to the ERP Systems.

E-Rate Online, LLC

Booth 432

622 Clinton Ave.
Bridgeport, CT 06611

First Investors Corporation

Booth 533

9400 SW Beaverton Hillsdale Hwy. Ste. 250
Beaverton, OR 97005

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First Student, Inc.

Booth 121

600 Vine St. Ste. 1500
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More school districts trust First Student for safe, reliable, and cost-effective student transportation than any other provider. Visit us at Booth 121 or at www.FirstStudentInc.com to learn how we deliver customized service solutions designed to meet each district's unique needs, from routing to maintenance and GPS tracking.

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Booth 515

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Combining proven thought leadership with digitally powered, K-12 technology solutions, Follett Software helps sustain a rich, collaborative, 21st century learning environment that supports student success. Follett's integrated educational technologies, training, and services help districts achieve better results by maximizing resources—from library materials, digital content, textbooks and other assets, to school and student data.

Gallagher Benefit Services

Booth 233

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Gallagher's Public Entity & Scholastic Group serves more than 950 public employer, school, and school district clients nationwide, providing comprehensive employee benefit programs and risk management services.

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Booth 808

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GBC serves educators with a complete line of laminating machines and films to preserve and protect classroom materials. Now, GBC has teamed up with Canon to offer a simple and affordable color poster-making solution for schools. To learn more, visit www.gbconnect.com/gbc/canoncatena/CanonCatena_Lndpg.aspx

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Booth 810

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GOJO Industries

Booth 122
PO Box 991
Akron, OH

GOJO Industries, Inc., inventors of PURELL® Instant Hand Sanitizer, distributes PURELL in consumer and away-from-home markets throughout the world. In addition, GOJO manufactures and distributes a full line of products under GOJO® and PROVON® brand names. GOJO has a 64-year history of leadership in improving well-being through hand hygiene and healthy skin. GOJO has products and programs to kill germs on hands and solve skin care-related problems in a variety of markets, including healthcare, foodservice, food processing, manufacturing, automotive, education, government and military.



Grainger

Booth 611
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Lake Forest, IL 60045

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Booth 530
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Glendale Heights, IL 60139



The Hartford - Group Benefits

Booth 100
200 Hopmeadow St., A2W-9
Simsbury, CT 06089

The Hartford Financial Services Group, Inc. is one of the largest insurance and investment companies based in the United States. The Hartford is a leading provider of life insurance, group, and employee benefits; automobile and homeowners insurance; and business insurance, investment products, annuities, mutual funds, and college savings plans. The Hartford serves millions of customers worldwide—including individuals, institutions, and businesses—through independent agents and brokers, financial institutions, and online.

HD Supply Facilities Maintenance

Booth 531
10641 Scripps Summit Court
San Diego, CA 92131

At HD Supply Facilities Maintenance, our competitively solicited contracts provide educational institutions access to thousands of quality maintenance and repair products at competitive prices. With our dedicated government support team, robust e-procurement capabilities, and free, next-day delivery on most orders to most areas, we can help you simplify procurement processes.

Home Depot

Booth 429
5481 W. Waters Ave.
Tampa, FL 33634

The Home Depot® is the world's largest home improvement specialty retailer. The Home Depot offers customized cost-reduction solutions that target and meet the evolving needs of specific professional customers involved in government, residential and commercial construction, and facilities maintenance.



Horace Mann

Booth 601
1 Horace Mann Plaza
Mail #C803
Springfield, IL 62715

Founded by Educators for Educators® more than 65 years ago, Horace Mann proudly serves the needs of America's educators with auto, home and life insurance, and retirement annuities. Today, we're the largest national multiline insurance company focusing on educators. Like no other company, we combine educator-tailored products with local agents.

Horizon Software International, LLC

Booth 516
2915 Premier Pkwy., #300
Duluth, GA 30097-5241

Horizon Software International offers computer software, hardware, and services specializing in online payment solutions and fee and activity management.

Husky Trucks, LLC

Booth 718
11222 East Marginal Way, South
Seattle, WA 98168

Husky Trucks, LLC (HUSKY) offers walk-in vans and tilt-cab trucks through contracts held with Association of Educational Purchasing Cooperatives (AEPA) coop members which are the result of nationally solicited bids. These contracts were developed through and conform to all rigors of the sealed municipal bid process. They adhere to the statutory mandates required for purchases made by political subdivisions (states, counties, cities, towns, school districts, utility districts, etc.). Consequently, HUSKY's contracts can be used by political subdivisions to make purchases without the need to independently solicit bids. Additional information is available from Jon Patrick Gould at 206.859.4314.

Image One Corporation

Booth 630
6206 Benjamin Rd. Ste. 301
Tampa, FL 33634

Image One Corporation's IMX is an information management for education platform of software tools built specifically to solve information issues and inefficiencies that school districts are faced with in today's world. Our Student Xcel solutions help ensure the highest level of quality education for all students.



Independent Stationers, Inc

Booth 426
250 E. 96th St., Ste. 510
Parkwood One
Indianapolis, IN 46240

Independent Stationers is a nationwide buying cooperative comprised of hundreds of locally owned office supply dealerships. Through our agreement with U.S. Communities, we are the designated office products supplier, providing world-class solutions, competitive pricing, and local service from someone in your community.

Infinite Visions/Windsor Management Group

Booth 714
8950 S 52nd St., Ste. 309
Tempe, AZ 85284

Windsor Management Group is K-12's leading provider of financial and human resources management software (Infinite Visions), services, and support.

Focused 100% on K-12 business solutions for more than 30 years, we serve 850+ school districts in the United States to ensure total customer satisfaction. Visit www.InfiniteVisions.com



ING

Booth 501

One Orange Way, B3N
Windsor, CT 06095-4774

ING educates the educator. Working closely with educators and other school employees, ING helps them understand their retirement options and how those options can work together to provide a more secure retirement. ING offers a broad range of retirement education tools, value-added products, and services to help educators save and invest wisely, along with a highly professional distribution force dedicated to serving the needs of educators. The company has a strong commitment to supporting and rewarding educators and is the proud sponsor of ASBO's Meritorious Budget Award.

InPro Corporation

Booth 710

580 W18766 Apollo Dr.
Muskego, WI 53150

InPro is the premier manufacturer of sustainable building products, serving schools in door and wall protection by reducing damage to wall surfaces, corners, doors, and door frames. InPro also offers a full line of building signage, including ADA-compliant identification, directional, regulatory, informational and vandal-resistant signs. Maintain a sanitary environment with Prism® Solid Surface vanities, countertops, and wall cladding.

IRS - Employee Plans

Booth 207

1 State St. Square
50 W. State St., 12th Floor
Trenton, NJ 08608

IRS Employee Plans provides free services and information on retirement plans through its workshops/conferences, educational products, guidance/publications, newsletters, and Website (www.irs.gov/ep).

ISCO Industries

Booth 331

926 Baxter Ave.
Louisville, KY 40204



Johnson Controls, Inc.

Booth 701

507 East Michigan St.
PO Box 423
Milwaukee, WI 53202

Johnson Controls is a world leader in creating environments for achievement. A Fortune 100 company, Johnson Controls provides construction program management, building control systems, and facility management services tailored to meet your education needs. We offer green business solutions for our customers to improve the classroom experience, reduce operating costs, conserve our environment, and promote community engagement.

K12 Enterprise

Booth 711

1220-C East Joppa Rd. Ste. 514
Towson, MD 21286

K12 Enterprise, built on Dynamic NAV, is Microsoft's leading financial and HR management software for K-12 school systems. A fully integrated financial and human resources management solution, K12 Enterprise helps school districts optimize their school business operations, including fund accounting, human resources, payroll, procurement, bid management, accounts payable, real estate tax billing, grant management, fixed assets, and state reporting. Find out more at www.K12Enterprise.com

KCDA Purchasing

Booth 217

18639 - 80th Ave. South
Kent, WA 98032

KCDA is a purchasing cooperative owned by Washington's public school districts. KCDA saves money for members by creating volume purchasing and fulfilling bid law requirements. KCDA manages centralized receiving, warehousing, and distribution while offering additional contracts to provide a single-source for consumable supplies, facilities projects, and technology equipment.

Kelly Educational Staffing

Booth 436

132 Fairway Landings Dr.
Canonsburg, PA 15317

Kelly Educational Staffing is dedicated to helping districts save money and operate at peak capacity by fulfilling all staffing needs, including substitute teachers and after school personnel, as well as non-instructional staff such as custodians, cafeteria workers, administrative assistants, school nurses, and more. Kelly Educational Staffing has proudly provided staffing to schools since 1997 with a daily placement rate greater than 98% and is the largest employer of substitute teachers nationwide. To date, over 90 million student learning days have been taught by a Kelly Educational Staffing substitute teacher.



KEV Group Inc

Booth 104

6221 Riverside Dr. Ste. 102
Irving, TX 75039

KEV Group specializes in school-level accounting, online payment processing, and tracking of student obligations.

Keystone Purchasing Network

Booth 328

90 Lawton Lane
Milton, PA 17847

The Keystone Purchasing Network offers national cooperative purchasing contracts for furniture, flooring, vehicles, food service equipment, matting, Medicaid billing, and many other commodities. Visit us at www.theKPN.org for more information or email: info@theKPN.org

EXHIBITORS (As of August 5, 2011)

KI

Booth 109

1330 Bellevue St.
PO Box 8100
Green Bay, WI 54302

KI manufactures innovative furniture and movable wall system solutions for educational environments. KI tailors products and service solutions to the specific needs of each customer through its unique design and manufacturing philosophy. For more information, visit www.ki.com

KOMPAN, Inc.

Booth 527

7717 New Market St.
Olympia, WA 98501-7248

Kronos Incorporated

Booth 519

297 Billerica Rd.
Chelmsford, MA 01824

Kronos helps organizations of all sizes unlock opportunities to control labor costs, minimize compliance risk, and improve workforce productivity. Our easy-to-own time and attendance, scheduling, absence management, HR and payroll, hiring, and labor analytics solutions and services provide complete automation and high-quality information and deliver the experience our customers expect.

Lakeshore Learning Materials

Booth 705

2695 E. Dominguez St.
Carson, CA 90895

Lakeshore Learning Materials is one of the nation's premier manufacturers of educational materials for elementary programs and early childhood organizations. We stake our reputation on the quality of our products, developing dependable, exclusive materials you won't find anywhere else—including rugged classroom furniture that's backed by a no-nonsense lifetime warranty! Plus, we offer a variety of services to make shopping with Lakeshore a breeze—such as paperless ordering and invoicing, online order tracking, custom Websites and more.

Lawson Software

Booth 632

380 St. Peter St.
St. Paul, MN 55102



Lincoln Investment Planning, Inc.

Booth 806

218 Glenside Ave.
Wyncote, PA 19095

Longleaf Solutions

Booth 626

3237 Satellite Blvd., Bldg. 300, Ste. 230
Duluth, GA 30096

Longleaf Solutions is a software development company and systems integrator focused on performance management solutions specifically for the K–12 education market. Its education intelligence solution, BaselineEdge™, delivers a cloud-based data warehousing platform capable of providing peer benchmarking, KPI tracking, integrated research, best practices, and strategic action planning.

Management Information Group

Booth 720

9746 N. 90th Pl., Ste. 105
Scottsdale, AZ 85258

SchoolLogic has been designed by and for schools that want a centralized online Web-based student management system. SchoolLogic provides teachers and administrators with immediate and easily accessible student information, all via the Internet. Visit us at schoollogic.com.

McKinstry

Booth 337

8451 Xerxes Ave. North
Brooklyn Park, MN 55444

Established in 1960, McKinstry is a full-service design, build, operate, and maintain firm. McKinstry's professional staff and trades people deliver a range of services, including engineering and design, construction, construction management, utility/energy/LEED® services, on-site facility management, architectural metals, commissioning, testing and balancing, 24/7 service, and maintenance. McKinstry's Cycle of Services creates a continuum of expertise and assistance that our clients can access at any point in the life of their building.



MetLife Resources

Booth 201

400 Atrium Dr.
Somerset, NJ 08873



MetLife Resources is a division of Metropolitan Life Insurance Company that specializes in providing retirement plan products and other financial products and services to health care, educational, governmental, and other nonprofit employers and their employees.

MICTA

Booth 223

515 N. Washington Ave., Ste. 405
Saginaw, MI 48603

MiCTA began in the early 1980s as a group of higher education telecommunications directors seeking solutions to common problems. Since then, MiCTA has expanded to offer technology solutions to nonprofit members in all 50 states. Educational, governmental, libraries, and other nonprofit organizations are eligible for membership. MiCTA produces and is the administrator of collaborative RFPs and resulting Master Service Agreements

MidAmerica Administrative & Retirement Solutions, Inc

Booth 617

211 East Main St., Ste. 100
Lakeland, FL 33801

MyBudgetFile.com

Booth 419

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

MyBudgetFile.com is 21st century budgeting technology designed for K–12 education. It is Web-based which means it operates in the clouds—no software, no templates. Your budget is tailor-made to meet your needs, managed through a single source, allowing the data to be available to you anytime from anywhere.



National Insurance Services

Booth 227

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

We are specialists in Public Sector Employee Benefits, bringing you solutions that help bridge the gap between you, your board, and your bargaining units, as well as helping you prevent liability and grievances.

National Joint Powers Alliance

Booth 604
200 First St. NE
Staples, MN 56479

The National Joint Powers Alliance® (NJPA) is a public agency established through Minnesota State Statute in 1978. It serves as a municipal contracting agency for more than 30,000 members throughout the nation with competitively awarded contract purchasing solutions through industry-leading vendors.



Office Depot

Booth 405
6600 N. Military Trail
MS C314N
Boca Raton, FL 33496

For more than 20 years, Office Depot® has proudly provided value to schools. We offer an extensive selection of products and services through our 1,600 worldwide retail stores, a dedicated sales force, comprehensive catalogs, and a \$4.1 billion ecommerce operation. As part of our corporate citizenship goals, we are steadfast in our commitment to buy green, be green, and sell green and affect schools across the nation with our community programs and partnerships.

Office Max

Booth 820
380 Bonham Rd.
Bristol, VA 24201

PCS Revenue Control Systems, Inc.

Booth 634
560 Sylvan Ave.
Englewood Cliffs, NJ 07632

PCS offers Integrated enterprise nutrition on the Web, front and back office systems supercharged with business intelligence and decision support systems for school food and nutrition departments. Parents can monitor their students' healthy choices via a Web portal for meal (and any other district activity) payments. Restaurant-style touch screen POS provide fast, accurate, and reliable point of service. Payment kiosks promote cashless cafeteria service. Vending machine interfaces provide alternatives to adding serving lines and servers. Interfaces and exports work with any SIS or finance system.

PEPPM

Booth 314
90 Lawton Lane
Milton, PA 17847

PEPPM is a national technology bidding and purchasing program for K-14 schools and agencies, libraries, four-year colleges, and universities. PEPPM aggregates buyers and demand across the country to get the lowest prices while saving time and money on the bidding process. PEPPM can maximize technology budgets and minimize administrative time.

PFM Group

Booth 628
One Keyston Plaza, Ste. 300
Harrisburg, PA 17101

The PFM Group is the nation's leading provider of independent financial and investment advisory services. Public Financial Management, Inc. (PFM) offers clients a complete scope of services and products to meet all of their financial needs. PFM Asset Management LLC (PFMAM) provides investment advice and portfolio management for school districts, governmental and not-for-profit organizations, and other institutions. In addition, PFMAM has established itself as the premier manager of local government investment pools (LGIPs) around the country.

Phoenix CVB & Arizona ASBO

Booth 237

PMA Financial Network, Inc.

Booth 602
788 North Jefferson St., Ste. 550
Milwaukee, WI 53202-3739



PowerIT

Booth 623
20 Main St.
Oakville, CT 06779

PowerIT's award-winning Web applications help school districts operate more effectively and efficiently. Teacher evaluation management, school-to-home communications, and paperless school forms are just three areas in which PowerIT offers easy-to-implement, cost-effective solutions. Founded in 2001, PowerIT has clients and K-12 partners in 25 states and is endorsed by the

American Association of School Administrators and several leading state K-12 administrator associations. For more information go to: www.poweritschools.com

Premier Inc.

Booth 428
1349 Tilton Dr.
Franklin, TN 37067

Premier is a new U.S. Communities supplier. Our contract covers foodservice distribution and individual manufacturer agreements that include 32,000+ products. U.S. Foodservice is the national authorized distributor for distribution and program access. In addition to cost of goods savings, the program includes menu programs that meet the new federal nutrition guidelines; branding concepts with menus, recipes, nutritionals and marketing; consolidated reporting tools; and much more.

Provista

Booth 327
125 E. John Carpenter Frwy.
Irving, TX 75062

As one of the nation's leading supply chain improvement companies, Provista provides group purchasing and business solutions services to help colleges and universities achieve their supply chain objectives. Through Novation, Provista's supply contracting company, Provista leverages nearly \$40 billion in annual purchasing power and provides members with the most competitive, extensive portfolio of products and services available to support every area of your school.

PublicSchoolWORKS

Booth 801
WORKS International
2010 Madison Rd.
Cincinnati, OH 45208

The WORKS! Automate, track, document complete online safety, compliance, and training for schools. The only complete, fully automated health, safety and behavioral management solution for schools.

EXHIBITORS (As of August 5, 2011)

Quill.com

Booth 517

100 Schelter Rd.
Lincolnshire, IL 60069

Quill.com is your best experience in school products! We offer more than 65,000 office and classroom products, including furniture, technology, arts and crafts, cleaning and janitorial products, ink and toner, and key essentials for your classroom. Everything you need, all in one place, delivered fast and free of charge.



RevTrak, Inc.

Booth 335

10800 Lyndale Ave., S., Ste. 355
Bloomington, MN 55420



Ricoh Americas Corp.

Booth 528

5 Dedrick Pl.
Caldwell, NJ 07006

Ricoh is a leading provider of advanced office technology and innovative document imaging products, services, and software. Ricoh's fully integrated hardware, customizable services, and software help businesses share information efficiently and effectively, enabling customers to control the input, management, and output of documents. Ricoh markets and distributes products directly or through its network of authorized dealers. Ricoh is the market share leader around the world and in the government and education in the United States.

Rycor Software

Booth 708

1106 -1633 West 8th Ave.
Vancouver, BC, V6J 5H7, Canada

Rycor Software provides integrated SaaS solutions to school districts. Maximize collections and revenue, guard assets, and prevent fraud with Acorn™ Integrated Student Billing and Leaf™ Textbook Management. By integrating with the student data in your school information system, Acorn™ automatically bills, collects, and processes school fees and tuition while keeping current with schedule/enrollment changes. Through automated inventory tracking and active loss recovery, Leaf safeguards your textbook assets, saving your school thousands of dollars per year.

SafeSchools

Booth 430

7437 Montgomery Rd.
Cincinnati, OH 45236

More than 2,500 districts nationwide automate their employee training, policy acceptance, and compliance management online with SafeSchools. Proven to reduce losses and save money!

SAS Institute

Booth 636

100 SAS Campus Dr.
Cary, NC 27513

SAS is the leader in business analytics software and services, and the largest independent vendor in the business intelligence market. Through innovative solutions delivered within an integrated framework, SAS helps education business users manage financial reporting, conduct workforce analysis, and monitor organizational performance to optimize strategic outcomes. Education professionals can turn to SAS to get the accurate, critical, and timely information they need. To learn more about SAS on-demand performance management for education, visit www.sas.com/edupm

SchoolDude.com

Booth 603

11000 Regency Pkwy., Ste. 200
Cary, NC 27518

More than 5,000 institutions rely on SchoolDude hosted applications to save time and money. Over 980,000 of your peers are achieving success in the areas of facility maintenance, preventive maintenance, facility scheduling, capital planning, IT helpdesk and inventory, supplies inventory, utility analysis, and school trip management with SchoolDude. Our integrated suite of products for IT, facilities, and business operations in public schools, private schools, and higher education is revolutionizing the way educational professionals manage their organizations.

School Planning & Management/

Peter Li, Inc.

Booth 622

4313 East Siesta Lane
Phoenix, AZ 85050

School Planning & Management is the industry's leading publication for facilities, security, technology and business in K-12

education. More than 78,000 top-level decision makers in K-12 school districts, colleges, and universities nationwide depend on SP&M and its sister publication, *College Planning & Management*, for information on topics from planning, design, and construction, to maintenance and operations, management strategies, funding issues, safety/security, technology innovations, and the latest news, developments, and trends in education.

School Specialty

Booth 115

W6316 Design Dr.
Greenville, WI 54942

School Specialty is an education company that provides innovative products, programs, and services to help PreK-12 educators engage and inspire students of all ages and abilities to learn. Supporting educators isn't just our specialty—it's our passion. We design, develop, and provide educators with the latest and very best core curriculum, supplemental learning resources, school supplies, and furniture. Our unmatched selection of quality education products, services and programs has been assembled to help educators ensure that all students succeed.

School-Link Technologies

Booth 434

PO Box 2410
Santa Monica, CA 90407

SL-Tech provides leading technology solutions for improved management, decision making, and financial tracking. Our Web-based payments solution provides parents with a one-stop, secure online shop for all school-related purchases, fees, and donations, resulting in faster payments, easier funds management, and new sources of revenue. Visit us to learn about Decision Support Toolkit, our K-12 business intelligence system, which will provide you with the data to measure and benchmark the performance of your district's school nutrition program.

Security Benefit Group

Booth 221
5482 Antler Run
Littleton, CO 80125

Founded in 1892, Security Benefit, a Guggenheim Partners Company, is a diversified financial services company. As a privately held corporation providing retirement and investment solutions through 27,000 licensed and appointed representatives, we serve the financial needs of customers in all 50 states. We are a Top 5 provider of retirement plan services in the K-12 education marketplace.

ServiceMaster Clean

Booth 615
3839 Forest Hill Rd.
Memphis, TN 38125

ServiceMaster Clean specializes in janitorial services, floor care maintenance, and disaster recovery. Along with our focus on consistent service delivery, we partner with you to understand your unique needs and monitor the overall condition of your educational facility. We pride ourselves on going "above and beyond" your expectations.

ServiceWear Apparel

Booth 431
7135 Charlotte Pike, Ste. 100
Nashville, TN 37209

ServiceWear Apparel distributes a comprehensive range of high-quality uniforms and apparel from leading brands, designed to fulfill the needs of various organizations and public agencies. Flexibility in our offering means that ServiceWear Apparel offers a wide range of sizes and customization options designed to ensure that each uniform and garment correctly and professionally identifies your agency appropriately. ServiceWear Apparel is the exclusive supplier partner of uniforms and apparel to the U.S. Communities Government Purchasing Alliance.

Shared Purchasing Solutions

Booth 334
2635 Hemstock St.
LaCrosse, WI 54603

Experience the power of a group purchasing organization with SPS. We offer value to your school district by providing cost-savings solutions for many areas within your district. SPS has a wide variety of regional and

national agreements. We're continually evaluating market trends and procurement policies to help your district make informed decisions. Let us do the work for you.

Sharp Electronics Corporation

Booth 804
2121 N. Kachina St.
Mesa, AZ 85203

Siemens Building Technologies

Booth 302
1000 Deerfield Pkwy.
Buffalo Grove, IL 60089



Skyward, Inc.
Booth 203
5233 Coxe Dr.
Stevens Point, WI 54481

Skyward is a leading provider of K-12 school administrative software that surpasses districts' needs in state reporting, improves operational capabilities, and opens communication between schools and families. Today, you can find Skyward's School Management System™ in more than 1,400 school districts worldwide, ranging from districts with more than 70,000 students to districts with as few as 50 students. Founded in 1980, Skyward serves school districts with its integrated student, finance, and human resources suite of products and is proudly made and supported in the United States.

SSC Service Solutions

Booth 209
1845 MidPark Rd. No. 201
Knoxville, TN 37921-5951

Staples Advantage

Booth 215
500 Staples Dr.
Framingham, MA 1702



Subway
Booth 326
325 Bic Dr.
Bridgeport, CT 06461

The SUBWAY School Lunch Program is available in three options: off-site delivery, onsite with a SUBWAY franchisee, or onsite with you as the SUBWAY franchisee. Whichever option you choose, you'll have the full support from our development agent and HQ.

SunGard Public Sector

Booth 503
3 West Broad St., Ste. 1
Bethlehem, PA 18018

SunGard K-12 Education delivers PLUS 360™, a new powerful and more efficient approach to K-12 education technology: A single integrated suite of software products for student information, learning management, special education, and financial and human resources.

Tarkett Sports

Booth 316
8088 Montview Rd.
Montreal, QC, H4P 2L7, Canada

TCPN

(The Cooperative Purchasing Network)
Booth 800
7145 West Tidwell Rd.
Houston, TX 77092

TCPN is a national governmental purchasing cooperative that has been helping education and state and local governments optimize efficiency, get the biggest bang for their budget, and stay compliant since 1997. See what the purchasing power of more than 5,500 governmental entities working together can do for you. www.TCPN.org



Tennant Company
Booth 535
701 North Lilac Dr.
Minneapolis, MN 55422

Tennant Company is a world leader in designing, manufacturing, and marketing solutions that help create a cleaner, healthier world. Its products include equipment for maintaining surfaces in industrial, commercial and outdoor environments, and coatings for protecting, repairing, and upgrading floors. Tennant's global field service network is the most extensive in the industry. With budgets to manage, health and safety requirements to fulfill, and sustainability goals to meet, Trust Tennant to help you achieve these results all at once.

EXHIBITORS (As of August 5, 2011)

The Public Group

Booth 306
PO Box 50676
Provo, UT 84605

The Public Group is a software development company that provides Web-based Software as a Service (SaaS) solutions to government agencies striving to improve the effectiveness and efficiency of their public auction

Thomas Edison State College

Booth 332
School of Arts and Sciences
101 West State St.
Trenton, NJ 08608

Thomas Edison State College provides flexible, high-quality, collegiate learning opportunities for self-directed adults. Thomas Edison State College offers graduate programs in educational leadership and school business administration entirely online.



TIAA-CREF

Booth 229
8500 Andrew Carnegie Blvd.,
B208
Charlotte, NC 28262

The TIAA-CREF family of companies is a prominent financial services organization dedicated to providing lifetime financial security to those in the healthcare, academic, cultural and research fields; for people whose work serves others. An organization with more than \$469.8 billion in total assets under management as of June 30, 2011, TIAA-CREF has more than 3.7 million participants in more than 27,000 plans and 15,000 public and private institutions

TimeClock Plus

Booth 608
3322 West Loop 306
San Angelo, TX 76904

Now in our 23rd year, TimeClock Plus has been the pioneer in real-time employee time and labor management technology. With Windows and Web-based offerings, our solutions benefit schools by maximizing budgets and enhancing FLSA compliance. Call us today to discuss your district's time-keeping needs.



Transfinder

Booth 721
120 Erie Blvd.
Schenectady, NY 12305

Founded in 1988, Transfinder is a national leader in student transportation management systems and services, offering routing and scheduling solutions for optimal transportation logistics.

Tremco

Booth 211
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 also offers energy management solutions to help meet your sustainable goals including leading renewable energy and cost reducing solutions. For more information, stop by booths 211 and 310 or contact Brian H. Burden, Market Development Manager, at bburden@tremcoinc.com



Tyler Technologies

Booth 321
370 US Route One
Falmouth, ME 04105

Tyler Technologies. It's solutions that empower. It's service that excels. It's a team that understands every K-12 educational professional has a job to do. And it's a commitment to making that job easier. Maybe that's why Tyler's financial, SIS, transportation, information warehouse, and district planning products are being adopted by more and more school districts every day.



U.S. Communities

Booth 427
9124 Drayton Lane
Fort Mill, SC 29707

U.S. Communities is the leading national local government purchasing cooperative, providing world-class government procurement resources and solutions to school districts (K-12), higher education institutes, local and state government agencies and nonprofits looking for the best overall supplier government pricing.

United Rentals

Booth 231
211 Towne Park Circle, Ste. 101
Louisville, KY 40243

United Rentals is the leading provider of equipment rentals in North America, with approximately 530 locations serving construction and industrial companies, government agencies, utilities, and municipalities.



VALIC

Booth 415
214 Rosalie Cove Court
Silver Spring, MD 20905



VALIC is a leading provider of retirement plans and investments to employees of education, health care, public sector, and other not-for-profit and for-profit organizations.



Virco Mfg. Corporation

Booth 301
2027 Harpers Way
Torrance, CA 90501



As America's leading manufacturer and supplier of K-12 furniture and equipment, Virco offers you best-selling ZUMA® models, traditional chairs and desks, and all-new TEXT™, Metaphor™ and Telos™ products. Hundreds of Virco models are Greenguard® certified. If you're faced with a major FF&E purchasing project, check out Virco's stress-free PlanSCAPE® service!

Weidenhammer Systems Corporation

Booth 702
935 Berkshire Blvd.
Wyomissing, PA 19610

Weidenhammer supports school districts nationwide, providing comprehensive student and financial software to the K-12 market.

Exhibitors listed here are ASBO Corporate Members who indicated their product/service preferences in the School Business Marketplace by August 10, 2011. For more information on membership, please visit www.asbointl.org/Corporate

Business Services

American Fidelity Assurance Company	Booth 521
AXA Equitable	Booth 511
Bankers Trust Company	Booth 621
BMO Financial Group	Booth 330
CPI Qualified Plan Consultants	Booth 706
CRS Advanced Technology	Booth 518
Educators Preferred Corp.	Booth 618
Enterprise Scenario Planning	Booth 333
Follett Software Company	Booth 515
The Hartford - Group Benefits	Booth 100
The Horace Mann Companies	Booth 601
Horizon Software International, LLC	Booth 516
Independent Stationers, Inc.	Booth 426
ING	Booth 501
K12 Enterprise	Booth 711
Kelly Educational Staffing	Booth 436
KEV Group Inc.	Booth 104
Lincoln Investment Planning	Booth 806
MetLife Resources	Booth 201
MyBudgetFile.com	Booth 419
National Insurance Services	Booth 227
National Joint Powers Alliance	Booth 604
Office Depot	Booth 405
Office Max	Booth 820
PFM Group	Booth 628
PMA Financial Network, Inc.	Booth 602

PublicSchoolWORKS	Booth 801
Quill.com	Booth 517
Rycor Software	Booth 708
SchoolDude.com	Booth 603
Staples Advantage	Booth 215
TIAA-CREF	Booth 229
U.S. Communities	Booth 427
VALIC	Booth 415
Virco Mfg. Corporation	Booth 301

Educational Materials/Instruction

Apex Online Development	Booth 823
ARAMARK Education	Booth 414
Computer Automation	Booth 308
CRS Advanced Technology	Booth 518
Follett Software Company	Booth 515
Independent Stationers, Inc.	Booth 426
Office Depot	Booth 405
Office Max	Booth 820
PublicSchoolWORKS	Booth 801
Quill.com	Booth 517
Staples Advantage	Booth 215

Equipment/Furniture

Independent Stationers, Inc.	Booth 426
KI	Booth 109
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Office Max	Booth 820
Quill.com	Booth 517
Staples Advantage	Booth 215
U.S. Communities	Booth 427
Virco Mfg. Corporation	Booth 301

2011 CORPORATE MEMBERS

Facilities

ABM Janitorial Services	Booth 509
The Active Network, Inc.	Booth 805
Chevron Energy Solutions	Booth 315
Grainger	Booth 611
Graybar Electric	Booth 530
The Home Depot	Booth 429
HD Supply Facilities Maintenance	Booth 531
Independent Stationers, Inc.	Booth 426
Johnson Controls, Inc.	Booth 701
PublicSchoolWORKS	Booth 801
Quill.com	Booth 517
SchoolDude.com	Booth 603
ServiceMaster Clean	Booth 615
Siemens Building Technologies	Booth 302
SSC Service Solutions	Booth 209
Tarkett Sports	Booth 316

Fine Arts/Physical Education/Athletics

Quill.com	Booth 517
Virco Mfg. Corporation	Booth 301

Food/Health

ARAMARK Education	Booth 414
Chartwells School Dining Services	Booth 101
Grainger	Booth 611
Horizon Software International, LLC	Booth 516
PCS Revenue Control Systems, Inc.	Booth 634
Premier Inc.	Booth 428
The Public Group	Booth 306

PublicSchoolWORKS	Booth 801
School-Link Technologies	Booth 434
Quill.com	Booth 517

Human Resources/Accounting

The Active Network, Inc.	Booth 805
American Fidelity Assurance Company	Booth 521
AXA Equitable	Booth 511
BMO Financial Group	Booth 330
CRS Advanced Technology	Booth 518
The Hartford - Group Benefits	Booth 100
The Horace Mann Companies	Booth 601
Infinite Visions/Windsor Management	Booth 714
ING	Booth 501
K12 Enterprise	Booth 711
Kelly Educational Staffing	Booth 436
Kronos Incorporated	Booth 519
MetLife Resources	Booth 201
MyBudgetFile.com	Booth 419
National Insurance Services	Booth 227
PublicSchoolWORKS	Booth 801
RevTrak	Booth 335
Rycor Software	Booth 708
TIAA-CREF	Booth 229
TimeClock Plus	Booth 608
Tyler Technologies	Booth 321
VALIC	Booth 415
Weidenhammer Systems	Booth 702

Management/Administration

The Active Network, Inc.	Booth 805
Aesop - Frontline Technologies, Inc.	Booth 219
CRS Advanced Technology	Booth 518
E-Rate Online, LLC	Booth 432
Follett Software Company	Booth 515
K12 Enterprise	Booth 711
Kronos Incorporated	Booth 519
Management Information Group	Booth 720
MyBudgetFile.com	Booth 419
PublicSchoolWORKS	Booth 801
Rycor Software	Booth 708
SAS Institute	Booth 636
SchoolDude.com	Booth 603
Skyward, Inc.	Booth 203
TimeClock Plus	Booth 608
Tyler Technologies	Booth 321
Weidenhammer Systems	Booth 702

Safety/Security

Genetec Inc.	Booth 810
Office Depot	Booth 405
PMA Financial Network, Inc.	Booth 602
PublicSchoolWORKS	Booth 801
Staples Advantage	Booth 215

Technology/Communications

The Active Network, Inc.	Booth 805
Follett Software Company	Booth 515
Grainger	Booth 611
Horizon Software International, LLC	Booth 516
K12 Enterprise	Booth 711
Office Depot	Booth 405
PublicSchoolWORKS	Booth 801
Quill.com	Booth 517
Ricoh Americas Corp.	Booth 528
SAS Institute	Booth 636
SchoolDude.com	Booth 603
Staples Advantage	Booth 215
U.S. Communities	Booth 427
Virco Mfg. Corporation	Booth 301
Weidenhammer Systems	Booth 702

Transportation

Durham School Services	Booth 715
First Student Inc.	Booth 121
SchoolDude.com	Booth 603
Transfinder	Booth 721

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¹ Source: LIMRA, Not-for-Profit Market Survey, first quarter 2011 results. Average assets per participant based on full-service business.

² LIMRA, Not-for-Profit Market Survey, first quarter 2011 results. Based on a survey of 30 companies; TIAA-CREF assets under management by market segment estimated; segment breakdown based on 20 companies representing 97% of the total reported full-service assets. Market share ranking does not reflect current investment performance. Please note average retirement account balances are not a measure of performance of TIAA-CREF retirement offerings. TIAA-CREF products may be subject to market and other risk factors. See the applicable product literature, or visit tiaa-cref.org for details.

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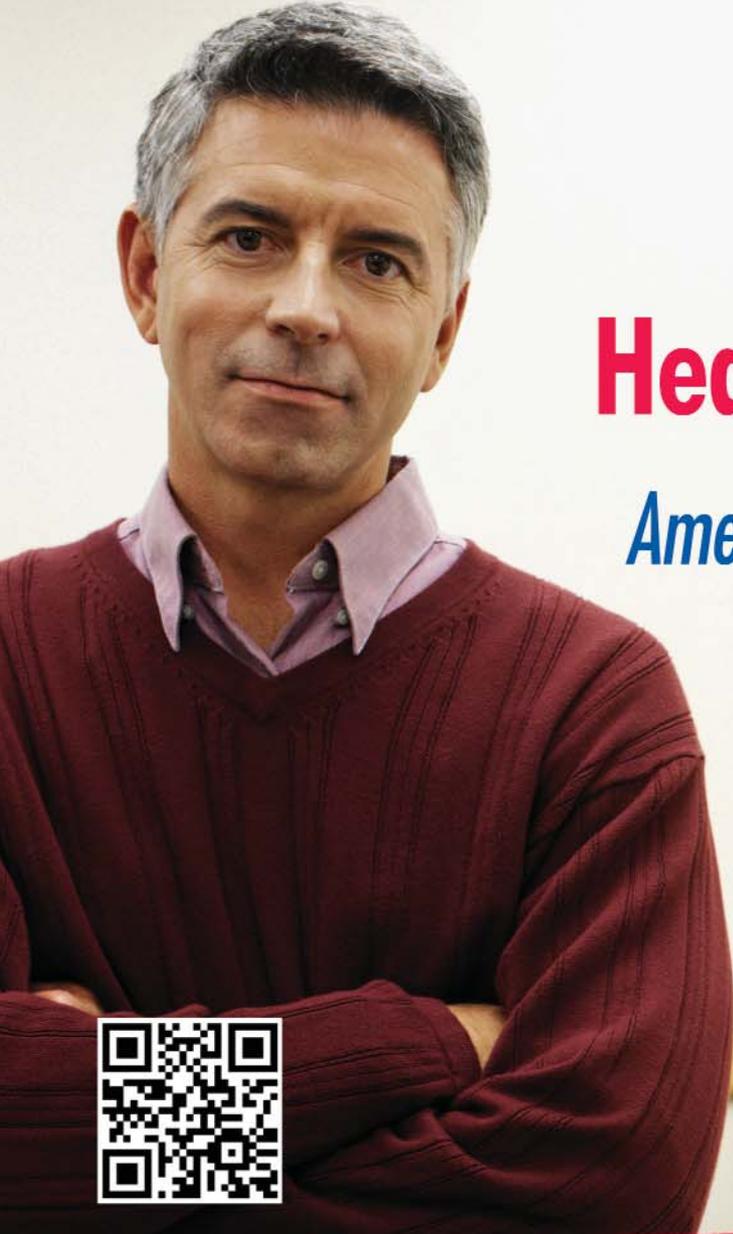
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