



Ameresco is proud to be a major sponsor of FASBO and has sponsored the printing of this program.

Wishing you a great conference!

Do you have an energy plan that has everything coming up green? Ameresco helps school districts and other organizations reduce energy costs and renew outdated facilities through an integrated approach that focuses on expert energy engineering; practical, vendor-neutral solutions; assistance with financing; and guaranteed results.

**AMERESCO**   
Green • Clean • Sustainable

---

**TRACEY E. GALLENTINE**  
Senior Account Executive

---

P: 321.264.8823 | F: 321.269.6806 | C: 321.431.5766  
tgallentine@ameresco.com | ameresco.com  
2202 N West Shore Blvd, Ste. 200 | Tampa, FL 33607

As the largest independent energy services company (ESCO) in North America, AMERESCO can assist you in exceeding your energy efficiency and energy conservation goals. Please call for a free energy assessment. AMERESCO is proud to support FASBO!

© 2015 Ameresco, Inc. Ameresco and the Ameresco logo, the orb symbol and the tagline "Green • Clean • Sustainable" are registered in the U.S. Patent and Trademark Office. All rights reserved.

**CREATING CONNECTIONS  
BUILDING BRIDGES  
TOGETHER**

**FLORIDA ASSOCIATION  
OF SCHOOL BUSINESS OFFICIALS**

**49<sup>th</sup> Annual  
Conference**

**October 5 - 9, 2015  
DoubleTree at Seaworld  
Orlando, FL**



# YOU TEACH. WE DO THE REST.

From research to delivery – we make school furniture shopping easy.

Educators should only worry about one thing: educating. That's why School Outfitters is committed to helping you through the entire purchasing process – from research and pricing to shipping and delivery. Our representatives work with you personally to provide the solution you need.

We know every space – and every learner – is different, and are here to make sure you have the right furniture and equipment for the job.

**See what we can do for you. Get started at 1-800-260-2776 or [SchoolOutfitters.com](http://SchoolOutfitters.com).**



# WELCOME

## DEAR FASBO MEMBERS,

Welcome to our Annual Conference. An exciting agenda is prepared for your benefit. As you know, FASBO is a member run association with a mission to serve one another with the finest professional development we can offer. Oh yea, we don't mind having a little fun either. Your participation is strongly encouraged so if you would like to serve in any capacity don't be shy and let us know. We also value your feedback, so please let us know how we are doing and what you would like to see offered in the future.

It is my sincere hope that you enjoy yourself while at the conference, collaborate with colleagues, make and reconnect with lifelong friends who are professionals sharing a common interest of serving students as school business officers. Thank you for your attendance and participation at the conference. If you have any questions or need assistance at any time during the conference please see me or any of the board members and we will be more than happy to help you.

Sincerely,

*Robert Waremburg*

Robert Waremburg



# FASBO OFFICERS

## PRESIDENT

Robert Waremburg, Clay County

## VICE PRESIDENT

Sam Bays, Broward County

## PAST PRESIDENT

Art Dunham, Pinellas County

## TREASURER

Jim Drake, Monroe County

## DIRECTOR AT LARGE

Jeff Robison, Hillsborough County

# FASBO DIRECTORS

## ACCOUNTING MANAGEMENT

Suanne Lee, Monroe County

## FINANCIAL MANAGEMENT

Rhonda Odom, Putnum County

## HUMAN RESOURCES MGMT

Rita Zazzaro, Lee County

## MIS

Kathy Cooper, Escambia County

## OPERATIONS MANAGEMENT

Jim Sarguine, Orange County

## PURCHASING MANAGEMENT

Rene Barnard, DeSoto County

# FASBO BOARD MEMBERS

## SASBO REPRESENTATIVE

Rita Zazzaro

## VENDOR REPRESENTATIVE

Tracey Gallentine

## NAYLOR REPRESENTATIVE

Sid Tally

## EXECUTIVE DIRECTOR

Robin Hukill

# MISSION STATEMENT

FASBO will be the comprehensive resource for business and operational personnel, providing professional development, networking and best practices.

# FASBO PAST PRESIDENTS

1965-66	Ed Hurst	1990-91	Bob Wilson, Collier
1966-67	Fred H. Kline	1991-92	Frank K. West, West Palm
1967-68	Thomas Smith	1992-93	Michael Bowen, Lee
1968-69	Anthony Telleck	1993-94	Samuel S. Scallan, Escambia
1969-70	Gladys Earnest, Volusia	1994-95	Robert Manley, Polk
1970-71	Donald C. Birch	1995-96	Mary Chambers, Alachua
1971-72	Joseph J. Smith, Duval	1996-97	John Atkins, Highlands
1972-73	John Guttner	1997-98	Dan Scott, Duval
1973-74	James O. Eddy	1998-99	John Pavelchak, Seminole
1974-75	George E. Geinzer	1999-00	Paul Duren, Seminole
1975-76	William C. Whitten	2000-01	Sid Tally, Orange
1977-78	John E. Dowda	2001-02	Margo Marten, Flagler
1978-79	Edward Smith, Orange	2002-03	Bill Humbaugh, Lee
1979-80	Pat Strickland, Osceola	2003-04	Len Krysko, Pinellas
1980-81	Tildon Davis	2004-05	Jim Drake, Lake
1981-82	Paul Phillips	2005-06	Edward Daugherty, Manatee
1982-83	L. B. Gravely, III, Alachua	2006-07	Pat Riggs, Pinellas
1983-84	Wallace S. Odom, Escambia	2007-08	Desiree Henegar, Sarasota
1984-85	Julia McCord	2008-09	Neil McDonald, Osceola
1985-86	Gary C. Harnage, Nassau	2009-10	Wayne Hart, Polk
1986-87	Alton J. Nolle, Jr., Orange	2010-11	Ritz Zazzaro, Manatee
1987-88	Billye M. Wilcox, Sr.	2011-12	Jeff Robison, Hillsborough
1988-89	Sandra J. McCracken, Pinellas	2012-13	Tommy Crosby, Marion
1989-90	Noah Powers, Marion	2014-15	Art Dunham, Pinellas

## The Easier Way to Analyze Data

Data Visualization Solutions optimized for School Nutrition Services

✓ Save Time

✓ Save Money

✓ Automate



“Mealdata gives us the ability to make good decisions based on real data that's available on demand. The impact of that is almost infinite.”



We Make Complex Simple | [www.mealdata.com](http://www.mealdata.com) | 941-257-9979

# TUESDAY, OCT. 6, 2015

## FREE IF ATTENDING CONFERENCE

The following sessions are held at Florida Bay-3

**8:00 AM – 10:00 AM Internal Accounts: Staying Out of Hot Water**

Speakers: Jennifer Christensen, CPA, Carr, Riggs & Ingram;  
Cheri Swaini, CPA, Carr, Riggs & Ingram

**10:00 AM – 12:00 PM Construction Accounting & Auditing**

Speakers: Jennifer Christensen, CPA, Carr, Riggs & Ingram;  
Vic Incinelli, CPA, Carr, Riggs & Ingram;  
Matthew Incinelli, CPA, Carr, Riggs & Ingram;

**12:00 PM – 1:00 PM Lunch Sponsored by Morris Business Interiors, Inc.**

Location: Coral A

**1:00 PM – 3:00 PM Internal Controls & Fraud Detection**

Speaker: Robert Neville, CPA, MBA, Audit Manager, Cherry Bekaert, LLP

**3:00 PM – 5:00 PM Why you Need to Pay More Attention  
To Your Deferred Compensation Program**

Speaker: David Jang, Partner, Wertz York Capital Management Group

## FREE IF ATTENDING CONFERENCE

The following sessions are held at Mediterranean A

**8:00 AM – 4:00 PM Payroll Certification**

**8:00 AM – 12:00 PM Payroll 101**

**12:00 PM – 1:00 PM Lunch Sponsored by Morris Business Interiors, Inc.**

Location: Coral A

**1:00 PM – 3:00 PM Record Keeping and Retention**

**12:00 PM – 1:00 PM Managing a Payroll Department**

## FREE IF ATTENDING CONFERENCE

The following sessions are held at the Indian Room

**8:00 AM – 4:40 PM Accounts Payable Certification**

**8:00 AM – 9:00 AM Internal Controls / Segregation of Duties**

**11:00 AM – 12:00 PM Payment Methods (ePay, Pcard, ACH, Checks)**

**12:00 PM – 1:00 PM Lunch Sponsored by Morris Business Interiors, Inc.**

Location: Coral A

**1:00 PM – 2:00 PM Document Management**

**2:00 PM – 3:00 PM Tax Compliance (1099's TIN, Matching)**

**3:00 PM – 4:00 PM Travel**

**3:00 PM – 4:00 PM Outsourcing Options**

**NCL**<sup>®</sup>  
National Chemical Laboratories, Inc.

Beautiful Floors  
are NOT  
**Magic!**

**Floor Care Solutions**<sup>™</sup>

Brand names you know and trust.  
National Chemical Laboratories, Inc.  
[www.nclonline.com](http://www.nclonline.com)

**World Class Cleaning Solutions**<sup>®</sup>

The advertisement features a man in a suit and hat pointing at several large white jugs of cleaning products. The products are labeled with 'NCL' and 'Bare Bones' and 'One'.



# TUESDAY, OCT. 6, 2015

## ROUNDTABLES

1:30 PM – 4:30 PM **Operations / Maintenance / Energy**  
Location: Mediterranean B

1:30 PM – 4:30 PM **Purchasing / Contracts / Warehousing / Property Records Fixed Assets Roundtable**  
Location: Caribbean B

2:00 PM – 9:00 PM **Vendor Set Up**  
Location: Pacific / Atlantic / Arctic Ballroom

5:00 PM – 5:30 PM **FASBO Board of Directors Meeting**  
Location: #205

5:45 PM – 7:00 PM **Registration**  
Location: Caribbean A

5:45 PM – 7:00 PM **Welcome Hospitality**  
Location: Tampa Bay Patio

# WEDNESDAY, OCT. 7, 2015

8:00 AM – 3:00 PM **Conference Registration**  
Location: Caribbean A  
Special Thanks to Ameresco and Valic for conference bags

8:00 AM – 9:00 AM **Continental Breakfast**  
Location: Pacific / Atlantic / Arctic Ballroom

8:00 AM – 9:00 AM **First Time Attendee Breakfast & Scholarship Recipients**  
Location: Mediterranean A  
Sponsors: Ameresco and Valic

8:30 AM – 9:00 AM **Vendor Greetings Meeting (Vendors Only)**  
Location: Pacific / Atlantic / Arctic Ballroom  
Presiding: Tracey Gallentine

9:00 AM – 10:00 AM **Opening Session**  
Location: Coral A&B  
Pledge of Allegiance and Moment of Silence  
Color Guard: AFJROTC, Oak Ridge High School  
Chorus: Visual & Performing Arts, Orange County Public Schools  
Welcome: Dr. Jesus Jara, Deputy Superintendent of Orange County Public Schools  
Presiding: Sam Bays, Vice President

### Introductions and Announcements

SASBO Greetings: Lesia Casanovas, SASBO President  
Vendor Greetings: Tracey Gallentine, Ameresco;  
Sam Bays, Spoke Strategy  
Presiding: Robert Waremburg, President

10:00 AM – 11:00 AM **How To Get Along With Everyone Who Isn't You**  
Plus Door Prize Drawing  
Motivational Speaker: Denise Ryan  
Presiding: Robert Waremburg

Tips on how to communicate (connect) with the styles that are different from your own.

11:00 AM – 1:45 PM **Expo Open Vendor Trade Show and Member / Vendor Luncheon**



850.288.1270

deb@morrisbusinessinteriors.com

www.ki.com



# WEDNESDAY, OCT. 7, 2015

## 2:00 PM – 3:00 PM SPECIAL INTEREST SESSIONS

### A Lean Six Sigma Continuous Process Improvement (CPI) Pt 1

Location: Caribbean B  
Target Area: Operations  
Speaker: Robert Wiebel, Project Administration Specialist Brevard County Schools  
Presiding: Jim Surguine, Operations Director

### B Bridging the Generation Gap

Location: Caribbean C  
Target Area: Leadership  
Speaker: Denise Ryan  
Presiding: Jim Drake

Issues such as generational stereotypes, improving inter-generational communication, and dealing with conflict will be discussed. You'll also learn three things that will tell you more about a person than simply when they were born and why the generations are the way they are.



### C Public Sourcing – What is the Benefit of Using An RFI (Request for Information)

Location: Mediterranean A  
Target Area: Purchasing, Contracts & Warehousing  
Speaker: Roberta Stanton, Buyer II, Seminole County Schools  
Presiding: Rene Barnard, Purchasing Director

Learn how you can obtain valuable results for your purchase needs by inviting vendor input during your specification development stage, and ensure optimum vendor participation for competitive costs. All function areas will be able to apply this procurement study to their individual department or division.

### D Family Medical Leave Act (FMLA) Pt 1

Location: Mediterranean B  
Target Area: HR/Payroll  
Speaker: William Richardson Jr., Outreach Specialist, US Department of Labor  
Presiding: Rita Zazzaro, HR Director

### E ERP Implementation – The Good, The Bad, and the Ugly

Location: Mediterranean C  
Target Area: Accounts Payable / Finance / Auditing  
Speaker: Kim Newman, ERP Project Coordinator, FOCUS  
Presiding: Suanne Lee, Accounting Director

## 3:05 PM – 4:05 PM SPECIAL INTEREST SESSIONS

### A Lean Six Sigma Continuous Process Improvement (CPI) Pt 2

Location: Caribbean B  
Target Area: Operations  
Speaker: Robert Wiebel, Project Administration Specialist Brevard County Schools  
Presiding: Jim Surguine, Operations Director

### B Firing Up the Troops

Location: Caribbean C  
Target Area: Leadership  
Speaker: Denise Ryan  
Presiding: Jim Drake

How to lead and motivate.



### C Florida DMS, Division of Purchasing – What is the Difference in their Term Contracts, Purchasing Agreements, and Alternate Contract Sources?

Location: Mediterranean A  
Target Area: Purchasing, Contracts & Warehousing  
Speaker: Cliff Chroust, Purchasing Director, Manatee County Schools  
Presiding: Rene Barnard, Purchasing Director

Learn how each contract or agreement may be used by educational facilities and what content other agencies/districts should be aware of. All function areas will want to know this information if using a State Contract, Agreement, or Alternate Source to make a purchase!

### D Family Medical Leave Act (FMLA) Pt 2

Location: Mediterranean B  
Target Area: H/R/Risk Management  
Speaker: William Richardson, Jr. Outreach Specialist, US Department of Labor  
Presiding: Rita Zazzaro, HR Director

### E Meeting the Mission: Investment Tools For Liquidity & Cash Flow Management

Location: Mediterranean C  
Target Area: Business  
Speaker: Richard Pengelly, CFA, CTP, Sr. Managing Consultant, PFM Asset Management  
Presiding: Rhonda Odom, Financial Director

The current economic environment creates challenges for entities to manage their liquid and reserve cash assets. Entities with a better understanding of the timing of revenues and expenditures are better able to establish effective investment strategies which may better preserve cash purchasing power. In this section we will break down different approaches to cash flow analysis and show how to use the results to determine an appropriate asset management strategy.

## 4:05 PM – 4:15 PM Beverage Break

Location: Caribbean Hallway

# WEDNESDAY, OCT. 7, 2015

4:15 PM – 5:15 PM **SPECIAL INTEREST SESSIONS**

## A **Mitigating the Arc Flash Threat**

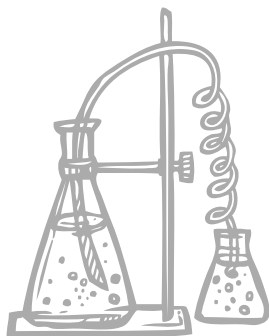
Location: Caribbean B  
Target Area: Operations  
Speaker: Mark Escott, P.E., LEED AP, CxA Director of Electrical Department, SGM Engineering  
Presiding: Jim Surguine, Operations Director

Everyone in Maintenance and Operations understands the importance of safety, and just about everyone has seen the tremendous damage and life-threatening hazard which result when the air becomes conductive in an Arc Flash. But convincing our customers of the necessity for real operational changes to mitigate this risk is still one of the most significant challenges for M & O professionals. In this breakout we'll hear about how one large District made the change and about the challenges of implementing this no-hot-work mindset in another District.

## B **My Files Are Where?**

Location: Caribbean C  
Target Area: MIS  
Speaker: Kathy Cooper, Manager, IT Support  
Presiding: Kathy Cooper, MIS Director

Cloud Based Productivity Suites such as Google Apps for Education, Office 365



## C **Stress Management**

Location: Mediterranean A  
Target Area: Leadership  
Speaker: Lesia Casanovas, SASBO President  
Presiding: Jim Drake

Managing Stress Levels – Quick tips in stress management for those too stressed to manage. Learn about the effects of stress and ways to decrease your stress level on a daily basis.

## D **Pros and Cons of Online Payments**

Location: Mediterranean B  
Target Area: Accounts Payable / Finance / Auditing  
Speaker: Tony Watkins, Manager of Operations, Online School Management Systems (OSMS), Inc.  
Presiding: Suanne Lee, Accounting Director

As online payments using credit and debit cards become more popular, gain valuable insight as to whether it is right for your district. Learn about overall trends to this online movement, including individual anecdotal examples. Leave with real information on both sides of the argument as to whether your district should offer online options for school fees and how it pertains to all parties involved.

## 5:30 PM – 7:00 PM **FASBO Member / Vendor Reception**

Location: Pacific / Atlantic / Arctic

## 7:00 PM – 7:15 PM **Vendor Wrap Up and Vendor Breakdown**

Presiding: Tracey Gallentine

# THURSDAY, OCT. 8, 2015

7:30 AM – 8:30 AM **Continental Breakfast**

Location: Pacific

8:00 AM – 11:00 AM **Registration**

Location: Caribbean A

8:30 AM – 10:00 AM **Vendor Round Tables**

Location: Pacific

This session will provide an opportunity for vendors and attendees to discuss more specifically and informally topics relating to Auditing, Energy/Facilities, Finance/Business Management, Fixed Assets/Property Control, Food Service, IT and Purchasing. This "roundtable discussion" will consist of a short presentation related to the topic as well as an in-depth Q&A opportunity. You won't want to miss being "around" this session! Three chances to win \$100!



10:00 AM – 10:15 AM **Beverage Break**

Location: Indian

10:15 AM – 11:15 AM **FASBO General Session**

Location: Indian

Topic: Legislative Update

Speaker: Scott Howat, District Negotiator, Orange County Schools

Presiding: Robert Waremburg, President

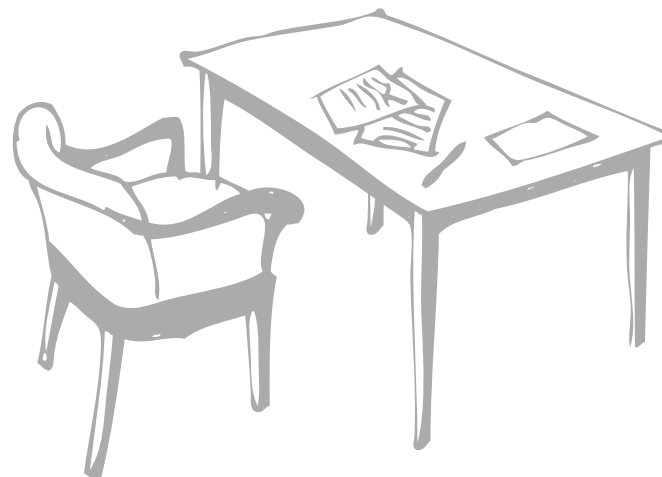
Door Prize Drawing

11:15 AM – 11:45 AM **FASBO General Business Meeting**

Location: Indian

Door Prize Drawing

11:45 AM – 1:00 PM **Lunch on Your Own**



# THURSDAY, OCT. 8, 2015

## 1:00 PM – 2:00 PM SPECIAL INTEREST SESSIONS

### A Inventory Management is Asset Management

Location: Caribbean B  
Target Area: Operations  
Speaker: Nancy Thomas, Logistic Manager, Orange County  
Presiding: Jim Surguine, Operations Director

It doesn't matter what you call it, Warehouse, Stockroom, Parts room or just a supply closet, learn about strategies to minimize cost to your district operations.

### B Security & Surveillance Within the Districts

Location: Caribbean C  
Target Area: MIS/IT  
Speaker: Gary Marsh, Investigator, Escambia County Schools  
Brain Johnson, Network Analyst, Escambia County Schools  
Presiding: Kathy Cooper, MIS Director

### C Legislative Updates – Impacts to Purchasing & Contracting

Location: Mediterranean A  
Target Area: Purchasing, Contracts & Warehousing  
Speaker: Suzanne D'Agresta, Shareholder, Brown, Garganese, Weiss & D'Agresta, P.A.  
Presiding: Rene Barnard, Purchasing Director

Learn how recent legislation will require solicitation & contract language revisions and what legal interpretation reviews are needed for required processes and procedures. All function areas may be interested to see what may affect upcoming purchase or contract needs.

### D Re-Designing Your Salary Schedules

Location: Mediterranean B  
Target Area: HR/Payroll  
Speaker: Rita Zazzaro, Director Payroll, Lee County Schools  
Presiding: Rita Zazzaro, HR Director

### E The Relationship of the CBO, CTO and Vendor Assessing and Implementing Technology

Location: Mediterranean C  
Target Area: Accounting  
Speaker: Craig Schilling, EdD, Consultant, Retired CBO and past Director ASBO International  
Chris Beyne, Marketing Mgr. Digital Schools & Education Channel Mgr. /Atom AMPD  
Presiding: Suanne Lee, Accounting Director

This will focus on the impact of Districts/Counties with the elimination of the E Rate: a significant financial burden particularly to those with VoIP Solutions.

## 2:05 PM – 3:05 PM SPECIAL INTEREST SESSIONS



### A Fixing the Custodial Function Pt 1

Location: Caribbean B  
Target Area: Operations  
Speaker: GCA  
Presiding: Jim Surguine, Operations Director

An overview of the Public School Custodial Function, including statistics on how it is commonly structured, what is (potentially) less-than-optimal about that structure, and the argument to outsource the entire function. GCA as Subject Matter Expert.

### B Collaboration vs. Competition: Charters That Build Bridges to Student Success

Location: Caribbean C  
Target Area: Charter Schools  
Speaker: Joy Boldree, Florida Educational Services Director, MycroSchool Charter High Schools  
Presiding: Jim Drake

Strategies to help school districts meet identified needs through partnership and collaboration with non-profit charter school organizations that share the mission to serve "at-promise" youth.

### C Cooperative Purchasing – Is There Really A Benefit?

Location: Mediterranean A  
Target Area: Purchasing, Contracts & Warehousing  
Speaker: Larche Hardy, Coordinator for PAEC Cooperative State Purchasing Program  
Presiding: Rene Barnard, Purchasing Director

Learn the reasons Legislators promote Cooperative Purchasing and how School Districts are using this process for increased economic advantage. All function areas will find this subject useful for their purchase & budget planning.

### D What Happens After You Run Payroll – Payroll Accounting

Location: Mediterranean B  
Target Area: HR/Risk Management  
Speaker: Rita Zazzaro, Director Payroll, Lee County Schools  
Presiding: Rita Zazzaro, HR Director

### E When is an FTE not an FTE?

Location: Mediterranean C  
Target Area: Finance  
Speaker: Mark Eggers, Assistant Deputy Commissioner, Finance & Operations, FL DOE  
Presiding: Rhonda Odom, Finance Director

Many factors influence the funding received for students through the FEFP process. This session will look at various FTE issues including recalibration, charters, dual enrollment, McKay, etc.

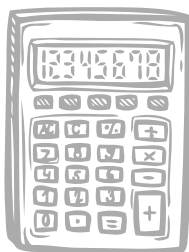
## 3:05 PM – 3:15 PM Beverage Break

Location: Caribbean Hallway



# THURSDAY, OCT. 8, 2015

## 3:15 PM – 4:15 PM SPECIAL INTEREST SESSIONS



A

### Rightsourcing

Location: Caribbean B  
Target Area: Operations  
Speaker: Jim Surguine, Sr. Director, Orange County Schools  
Presiding: Sam Bays, Vice President

B

### Making Sense (Cents) Out of the Food Service Reauthorization Legislation

Location: Caribbean C  
Target Area: Operations  
Speaker: Robin Safley, Director Food and Nutrition Management, Tallahassee, FL  
Presiding: Art Dunham, Past President, School Nutrition Accounting Programs

C

### Three Laws of Performance

Location: Mediterranean A  
Target Area: Leadership  
Speaker: Stephanie Riviello, Manatee County, Jim Drake, Monroe County  
Presiding: Jim Drake

Are you looking to make a difference in the performance of your employees and district? In this session you will receive “on the court” examples to rewrite the future of your organization as well as your own life. This presentation is based on the book “The Three Laws of Performance” by Steve Zaffron & Dave Logan.

D

### Move Over I’ll Drive

Location: Mediterranean B  
Target Area: IT  
Speaker: Kathy Cooper, Manager IT Support  
Presiding: Kathy Cooper, IT Director

Navigate the Internet Superhighway effectively and securely.

E

### Topic: Preparing for Supervisory Success

Location: Mediterranean C  
Target Area: Finance  
Speaker: Benjamin (Wayne) Rockmore, PhD., Lecturer of Mgmt., University of Central Florida  
Presiding: Rhonda Odom, Finance Director

The Art of Placing Square Pegs in Round Holes – emphasizes diversity from a different perspective. It will focus on challenges faced by supervisors in creating an integrating work unit experiencing individual differences, ethics, values, commitment, and performance expectations and attitudes.

## 4:20 PM – 5:20 PM SPECIAL INTEREST SESSIONS

A

### Fixing the Custodial Function Pt 2

Location: Caribbean B  
Target Area: Operations/Maintenance  
Speaker: Kevin Ballinger, Custodial Manager, Orange County  
Presiding: Jim Surguine, Operations Director

An alternative to outsourcing the custodial function, focusing on how other Florida School Districts have brought Custodial under Maintenance and Operations, the challenges of this initiative, and the payback in control/quality of service. This session will be informed by M & O Directors who are living this paradigm every day.

B

### Measuring the Success of Your Medicaid Program

Location: Caribbean C  
Target Area: Finance/Business  
Speaker: Jann Arnold, SEAS Education  
Presiding: Sam Bays, Vice President

You can see how much money your Medicaid program is bringing into your school district. But how do you know if you’re recovering all the money you should? What should you be reviewing to identify issues that might be impacting your revenue? This session will discuss best practices for analyzing your Medicaid program performance including questions to ask and data to review. This session is designed for school administrators, finance administrators, and Medicaid coordinators in order to become familiar with the best ways to measure the on-going success of your Medicaid program.

C

### Promoting Vendor Competition – The Benefits of Electronic Bidding

Location: Mediterranean A  
Target Area: Purchasing, Contracts & Warehousing  
Speaker: Neil McDonald, Crowne Inc.  
Presiding: Rene Barnard, Purchasing Director

Learn how Statutory and Florida Administrative Code allowances for electronic bidding can help stimulate vendor competition for lowest cost purchasing. All function areas will be able to apply this procurement method to bot commodities and services!

D

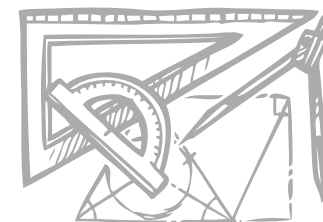
### You Don’t Need A Title To Be a Leader

Location: Mediterranean B  
Target Area: Leadership  
Speaker: Jim Drake, Executive Director, Finance & Performance, Monroe County Schools  
Presiding: Jim Drake

## 5:30 PM – 6:30 PM

### Reception

Location: Tampa Bay Patio  
Evening on your own



# FRIDAY, OCT. 9, 2015

7:30 AM – 8:30 AM **Continental Breakfast**

Location: Indian

8:30 AM – 9:30 AM **GENERAL SESSION**

**Balancing the Risks and Rewards of Social Media**

Location: Indian

Speaker: Sam Bays, Spoke Strategy

Presiding: Rita Zazzaro, H/R Director

9:35 AM – 10:35 AM **GENERAL SESSION**

**The Numbers Behind The Florida Retirement System (FRS)**

Location: Indian

Speaker: Chris Brown, Account Manager, Valic

Presiding: Rita Zazzaro, H/R Manager

In this session, Chris will reveal some startling statistics every FRS employee should know. He will cover details all employees need to consider during their early working years, just before they retire, or enter the DROP program.

10:40 AM – 11:40 AM **GENERAL SESSION**

**Economic Forecast – “Doom and Gloom”  
or “Rainbows and Sunshine”**

Location: Indian

Speaker: David Jang, Partner, Wertz York Capital Management Group

Presiding: Robert Waremburg

Door Prize Drawing

11:40 AM – 12:00 PM **Introduction of New Officers and  
Directors & Closing Remarks**

Location: Indian

12:15 PM – 1:30 PM **Board of Directors Meeting**

Location: Mediterranean C

Presiding: Sam Bays, President

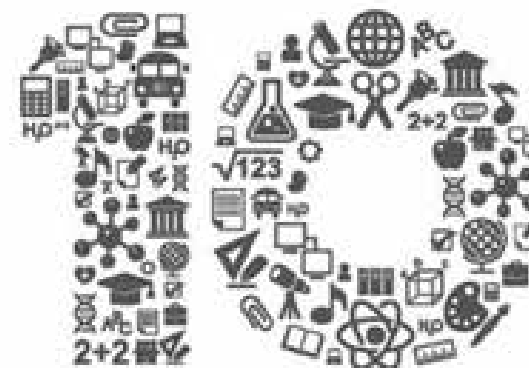
## State retirement plans are a moving target

Horace Mann tracks the system for changes. Our agents also offer educator workshops to explain the plan and answer questions.

**Give us 20 minutes.**

**We'll make your job easier.**

*To learn more, find your local agent at  
[horacemann.com](http://horacemann.com).*



CELEBRATING TEN YEARS

2005 of **PESG** 2015

We are proud to celebrate  
10 years of success as a national  
leader in educational staffing!

850-269-7296 [info@contractsubs.com](mailto:info@contractsubs.com)

# SESSIONS AT A GLANCE

## GENERAL

How To Get Along With Everyone Who Isn't You • Legislative Update  
Balancing the Risks and Rewards of Social Media • FRS  
Economic Forecast – "Doom and Gloom" or "Rainbows and Sunshine"

## ACCOUNTING

ERP Implementation – The Good, The Bad, and the Ugly  
Pros and Cons of Online Payments  
The Relationship of the CBO, CTO and Vendor Assessing and Implementing Technology

## FINANCE / BUSINESS

Meeting the Mission: Investment Tools For Liquidity & Cash Flow Management  
Collaboration vs. Competition: Charters That Build Bridges to Student Success  
When is an FTE not an FTE? • Preparing for Supervisory Success • Medicaid

## H/R SESSIONS

Family Medical Leave Act (FMLA) Pt 1 & 2 • Re-Designing Your Salary Schedules  
What Happens After You Run Payroll – Payroll Accounting

## MIS / IT

Security & Surveillance Within the Districts  
Move Over I'll Drive • My Files Are Where?

## PURCHASING

Sourcing – What is the Benefit of Using an RFI (Request for Information)  
Florida DMS, Division of Purchasing – What is the Difference in their Term  
Legislative Updates – Impacts to Purchasing & Contracting  
Cooperative Purchasing – Is There Really A Benefit?  
Promoting Vendor Competition – The Benefits of Electronic Bidding

## OPERATIONS

Lean Six Sigma Continuous Process Improvement (CPI) Pt 1 & 2  
Mitigating the Arc Flash Threat • Inventory Management is Asset Management  
Fixing the Custodial Function Pt 1 & 2 • Rightsourcing  
Making Sense (Cents) Out of the Food Service Reauthorization Legislation

## LEADERSHIP

Bridging the Generation Gap • Firing Up the Troops • Stress Management  
Three Laws of Performance • You Don't Need A Title To Be a Leader

# SPONSORS & EXHIBITORS



## GOLD SPONSORS

Matthews Buses Florida  
Valic

## SILVER SPONSORS

SchoolDude  
PFM Asset Management  
willSub/PCMI Staffing Services

## BRONZE SPONSORS

Ameresco, Inc.  
Crowne Procurement Services  
Digital Schools  
Federated Investors (Florida Prime)  
Focus School Software  
GCA Education Services  
Morris Business Interiors, Inc.  
Office Environment & Service K-12  
Source4Teachers/MissionOne

## EXHIBITORS

Buckeye International  
Complete Campus Security Solution  
by Ident-A-Kid  
Data Business Systems  
E&I Cooperative Services  
Equal Level Inc.  
Frontline Technologies Group  
GovDeals Inc.  
Heartland School Solutions  
Horace Mann Companies  
J.P. Morgan  
Kelly Educational Staffing  
MCC Innovations  
MealData, Inc.  
National Chemical Laboratories, Inc.  
Online School Management Systems  
Professional Educational Services Group  
Profit Solutions  
Respect of Florida  
RevTrak  
School Outfitters  
SES  
Snug Seat  
Spectra Contract Flooring  
Stambone & Associates, Inc.  
Sun State Bus Centers  
TeacherMatch  
The Nutrition Group  
Woofgang Solutions, LLC

## OTHER FASBO SUPPORTERS

Bencor  
Plante Moran  
SEAS Education  
United Data Technologies  
Wertz York Capital Management

# SPEAKERS

## **DR. JESÚS F. JARA**

*Deputy Superintendent, Orange County Schools*

Jesús Jara is the deputy superintendent for Orange County Public Schools. As the former superintendent and chief operations officer in Monroe County Public Schools, he increased participation and performance in Advanced Placement and Algebra I and led the district to a ranking of 8th, its highest ever. As executive director of the College Board's Florida Partnership based in Tallahassee, Jara was responsible for coordinating College Board programs and services to provide equity and access to minority and underrepresented students in Florida. Jara led the state and College Board research units to develop, refine and implement the data collection and evaluation process, and also served as a liaison between the College Board and state, district and school-level educators, and the governor's office.

Previously, Jara was senior educational manager for the New England Regional Office, where he was responsible for leading K-12 programs and services. Jara joined the College Board in 2005 after serving public school systems in Florida and Massachusetts as teacher and administrator.

Immediately after college, he joined Miami-Dade County Public Schools, where he taught science for five years, then spent time as dean of students at Coral Gables Senior High School before moving to the High School of Science and Technology in Springfield, MA as principal. During this time, he bolstered graduation rates, increased the number of college-bound seniors and doubled the number of AP® courses offered. In 2005, the high school was a semifinalist for a College Board Inspiration Award, an annual honor recognizing the most improved secondary schools in the United States.

While in Massachusetts Jara was also a member of the executive board for the Pioneer Valley Interscholastic Athletic Conference, where he worked to implement standards for academic excellence for athletes throughout the state.

Jara grew up in Florida and attended Miami-Dade public schools himself before earning his associate degree from Miami Dade College, then moving on to Barry University in Miami Shores, Fla., where he earned his bachelor's degree in sports medicine. He earned his master's degree in science education from Nova Southeastern University and completed his doctorate in educational policy from the University of Massachusetts Amherst with a focus on Fidelity of Formative Assessment System to Improve Classroom Instruction.

## **DENISE RYAN**

*Motivation Speaker*

A magna cum laude graduate of the University of South Carolina with a master's degree in business, what she really specializes in is lighting fires. After earning millions for clients in the corporate world, Denise realized she had a talent for firing people up. She parlayed this gift into FireStar, a company specializing in enthusiasm. Fifteen years later, Denise motivates and energizes large corporations and small businesses across America at conferences, board retreats and annual meetings. Her no nonsense, direct delivery coupled with her astute business savvy and irreverent wit leave audiences not only laughing, but with actionable tips.

## **SCOTT HOWAT**

*District Negotiator, Orange County Schools*

Scott Howat was appointed by former Governor Charlie Crist to Seminole State's District Board of Trustees for a term beginning Aug. 17, 2007, and ending May 31, 2011. He was reappointed by Governor Rick Scott for a term beginning Sept. 27, 2011, and ending May 31, 2015. Howat brings with him 20 years of experience in education, beginning with his first position as a social studies teacher and baseball coach at University High School. In 2002, he was appointed to the position of assistant principal at University by Superintendent Ronald Blocker, serving in that capacity for four years. In March 2006, Howat was appointed by Blocker as the senior director of labor and legislative relations for Orange County Public Schools, where he continues to serve.

Howat is a member of the Florida Education Legislative Liaisons and served as president from 2008-2010. In 2013, Howat was named the 2013 Florida Trustee of the Year by the Association of Florida Colleges (AFC) Trustee Commission. He was elected chairman of the Board of Trustees for four consecutive one-year terms starting in 2010.

Howat graduated from Rollins College with a B.A. in political science. He earned his master's degree in educational leadership from the University of Central Florida. His wife, Catherine, is a kindergarten teacher at Southwood Elementary. Howat is also a proud father of two children, Marisa and Mason. His family attends Summit Church in Orlando.

## **DAVID JANG**

*Partner, Wertz York Capital Management Group*

David Jang is a Partner, Client Advisory Services for Wertz York Capital Management Group and has over 26 years of treasury and investment advisory experience with emphasis in the Florida government sector the past 12 years. Mr. Jang has served on various FGFOA School of Governmental Finance subcommittees since 2003 and has given presentations on treasury, investment and economic topics at the FGFOA School of Governmental Finance, FGFOA Annual Conference, Florida School Finance Officers Association, Florida Association of School Business Officers, Council of Business Affairs and various FGFOA Local Chapter meetings. Mr. Jang has advised his clients on bringing more efficiencies to their banking/custodial relationships; consulted and managed on their operating surplus investment and bond proceeds portfolios to ensure adherence to state investment statutes and bond covenants; and advised on their deferred compensation programs to reduce costs to the participants.

Mr. Jang earned his bachelor's degree in economics from the Wharton School, University of Pennsylvania. Mr. Jang has earned the Association of Financial Professionals designation of Certified Treasury Professional and the Florida Public Pension Trustees Association designation of Certified Public Pension Trustee. He also has FINRA Series 7, 24, 63 and 65 licenses and is a Registered Investment Advisor with the Florida Department of Financial Regulation.

# SPEAKERS

## **SAM BAYS**

*Owner, Spoke Strategies*

I have called Washington, D.C. my home for the last 4 years after growing up, and then attending Wittenberg University, in Ohio. I love that this city is packed with change-makers and new ideas. My first few years in DC were spent navigating the nonprofit space before going on to work in marketing and digital agencies. I started working for myself full-time a year ago and I love it. Of course, none of this would be possible without the love and support of my equally ambitious wife, Katie.

## **CHRIS BROWN**

*Senior District Manager, VALIC Financial Advisors*

Mr. Brown has been associated with VALIC since 1999. He has been in the financial services industry working with educators since 1995. In that time, he has conducted hundreds of presentations to thousands of State employees on the Florida Retirement System, including the Pension Plan, Investment Plan, and DROP. He believes strongly in the importance of educating all employees in the details of the current pension system, and the possible changes that may come in the future.

## **ROBERTA STANTON**

*Buyer II, Seminole County Schools*

A native Floridian, Roberta earned her Associate of Applied Science degree from Columbus State Community College, located in Columbus, Ohio.

With over 20 years of purchasing experience in both the Private and Public sector, Roberta came to the School Board of Seminole County from the City of Ocala Purchasing Department. During her time at the School Board of Seminole County, Roberta has been instrumental in the creation of and the implementation of numerous RFI's, ITB's, ITN's, and RFP's. She currently resides in Sanford, FL.

## **CHERI SWAIN**

*CPA*

Cheri is an audit manager with Carr, Riggs & Ingram, LLC in Orlando where she has over 10 years of experience providing accounting and auditing services. She specializes in Not-for-Profits and educational industries. Cheri also works closely with Auditwerx, a division of CRI, providing service organization control reporting.

Cheri serves on the FICPA's State and Central Florida Young CPA committees, Nominations Committee, and during 2014 she served on the FICPA's Vision Force. Cheri was honored by the FICPA in 2013 and 2015 as one of Florida's Top 26 Under 36.

She earned her Bachelor's degree in Business Administration with an emphasis in Public Accounting as well as her Masters of Business Administration from the University of Central Florida. When not working, Cheri enjoys outdoor activities and spending time with her husband and two young children.

## **JENNIFER CHRISTENSEN**

*CPA*

Jennifer has over 15 years of experience in public accounting and has worked on a variety of clients performing audits, reviews, compilations, agreed-upon procedures, and Single Audits. Her industry experience includes governmental entities, including school internal accounts, not-for-profit organizations, and service organizations. Jennifer is the Partner in Charge of the Orlando CRI office and is a member of CRI's Audit and Accounting Quality Control Committee, which is responsible for reviewing new standards or other publications affecting auditing and accounting matters and setting new firm standards for the audit department.

Jennifer is a Board Member and past Treasurer of the Foundation for Seminole County Public Schools and is also a member of the Accounting and Financial Women's Alliance. She received her Bachelors in Accounting Degree from the University of Florida and her Masters in Accounting Degree from the University of Central Florida. Jennifer lives in Oviedo with her husband, Eric, and her two sons.

## **MATTHEW INCINELLI**

*CPA, CCA*

Matthew has been with Carr, Riggs & Ingram, LLC since 2002, working mostly in the areas of construction, real estate, and securities brokers/dealers. His main area of focus has become the performance of construction agreed-upon procedures engagements, which include all types of cost verification. He has served as the staff, in-charge, or manager for over 150 projects, providing him extensive experience with a wide range of construction owners and their construction managers and their job cost and billing systems.

Matthew graduated from the University of North Florida with a Bachelor of Science Degree in Business Administration, with an emphasis in Accounting and is a member of the American Institute of Certified Public Accountants (AICPA), the Florida Institute of Certified Public Accountants (FICPA), and National Association of Construction Auditors (NACA). Additionally, he is a Certified Construction Auditor. Prior to working for CRI, Matthew played baseball in the Arizona Diamondback minor league system. He currently enjoys coaching Babe Ruth youth baseball.

## **LESIA CASANOVAS**

*Director Business and Finance, DeRidder, LA. and SASBO President*

Lesia Casanovas began her school business career in 1991 with the Beauregard Parish School Board in DeRidder, LA. She was named Director of Business and Finance in 2008. She is a certified school business administrator in the state. Lesia has served on the Louisiana Association of School Business Officials board for several terms as the director from the Southwest Louisiana District and as the SASBO director. She was appointed to represent Louisiana on the SASBO board in 2011 and began her term on the Executive Team in 2013. Lesia is currently the president of the association.

# SPEAKERS

## **VIC INCINELLI**

*CPA, CCA*

With 40 years of experience in public accounting and 30 years as an audit partner at the Orlando office of Carr, Riggs & Ingram, LLC, Vic provides accounting, auditing, and assurance services to a variety of clients. He is known for his industry expertise in construction concerns and projects and is a recognized expert in construction accounting. In recent years, a majority of Vic's time has been spent providing various auditing and consulting services to Owners of construction projects, including contract cost verification and contract reviews. Other areas of specialization include real estate, professional services, and securities industries. Additionally, Vic has experience servicing and working with governmental entities.

Vic graduated from University of Illinois with a Bachelor of Science Degree in Accounting with high honors and is a member of the American Institute of Certified Public Accountants (AICPA), the Florida Institute of Certified Public Accountants (FICPA), Associated Builders and Contractors (ABC), Associated General Contractors (AGC), and the National Association of Construction Auditors (NACA). He is a Certified Construction Auditor. Additionally, he currently serves on CRI's Accounting and Auditing Quality Control Committee.

## **SUZANNE D'AGRESTA**

*Shareholder, Brown, Garganese, Weiss & D'Agresta, P.A.*

Suzanne D'Agresta is a shareholder with Brown, Garganese, Weiss & D'Agresta, P.A. She is certified by The Florida Bar as a specialist in City, County and Local Government Law, and has significant experience in transactional and litigation matters involving School Boards. She concentrates her practice in the area of local government law. She is the recipient of the highest rating (AV) given by Martindale-Hubbell for legal ability and ethics. Ms. D'Agresta is recognized as a Florida Super Lawyer by Law and Politics. She is a member of the Florida School Board Attorney's Association, and served as its President in 2006. She was appointed to the City, County and Local Government Certification Committee for the maximum 6 year term and the Ninth Circuit Grievance Committee "D" for the maximum 3 year term. She is also a member of the National School Board Association/Council of School Attorneys, and The Florida Bar Education Law Committee.

Ms. D'Agresta currently serves as the school board attorney for the School Board of Indian River County, and has performed significant legal work for the School Board of Osceola County, and other school boards and cities in Florida. She is a frequent speaker on such local government issues as Sunshine Law, public records, public procurement and employment matters.

Ms. D'Agresta is admitted to practice in Florida state and federal courts. She is admitted to The Florida Bar and the Bars of the United States District Court for the Middle District of Florida, the United States Court of Appeals for the Eleventh Circuit and the Supreme Court of the United States. She earned her law degree from the University of Florida, and received her Bachelor's degree from the University of Central Florida.

## **LARCHE HARDY**

*Coordinator, PAEC Cooperative State Purchasing Program*

The program works on behalf of Florida public schools, governmental agencies, and non-profit organizations to secure cost effective pricing on pre-bid products and services. He also serves as the Florida representative on the Association of Educational Purchasing Agencies (AEPA), an organization designed to leverage the combined purchasing power of 26 member states. He serves on the executive committee, chairman of the Association's marketing committee and the bid chair for security services and products. As the PAEC Cooperative State Purchasing Coordinator, Mr. Hardy's responsibilities include working with purchasing directors, finance officers, and business partners to obtain volume purchasing discounts, seamless business transactions, transparency, as well as adherence to and compliance with Florida's strict purchasing/bidding guidelines.

## **RICHARD PENGELLY**

*CFA, CTP Senior Managing Consultant, PFM Management*

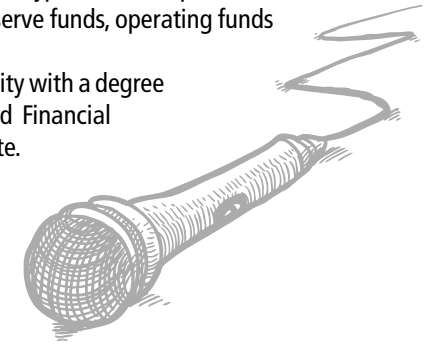
Richard Pengelly is a Senior Managing Consultant in the Orlando office. His primary role is to provide a broad range of investment advisory and portfolio management services to local governments and not-for-profit organizations.

Mr. Pengelly has more than 17 years of experience providing investment and financial management expertise to public sector entities in the US and Canada. He has been a financial products panelist for several municipal industry conferences and developed hedging strategies for numerous high profile transactions including a Non-Traditional Innovative Financing Deal of the Year award winner from The Bond Buyer.

Prior to joining PFM Asset Management, Mr. Pengelly was the Head of Municipal Structuring for the Jefferies Municipal Securities Group. At Jefferies his primary focus was structuring, and executing financial product strategies with a heavy emphasis on reducing financial portfolio risks for municipalities. Prior to Jefferies, Mr. Pengelly served similar roles at DEPFA Bank and Rice Financial Products.

Mr. Pengelly began his career at Public Financial Management providing securities portfolio construction, cash flow analytics, and investment performance reporting for tax-exempt investment clients. He has worked with all types of municipal investment portfolios including bond proceeds, long-term reserve funds, operating funds and statewide pools.

Mr. Pengelly is a graduate of Harvard University with a degree in Physics and has been awarded the Chartered Financial Analyst (CFA) designation by the CFA Institute. He is also a member of the CFA Institute and the CFA Society of Orlando. Mr. Pengelly is a Certified Treasury Professional (CTP) and a member of the Association of Financial Professionals. He also holds FINRA Series 6, 7, 52 and 63 licenses.



# SPEAKERS

## **NEIL MCDONALD**

*Crowne Inc.*

N. D. McDonald has over thirty-five years of experience in public procurement and consulting services with the last seventeen years being with Osceola County Schools as their Purchasing Supervisor. Mr. McDonald has CPPB certification and is past president of FASBO. Mr. McDonald is presently Director of Procurement Services with Crowne Inc. in Cocee, Fl.

## **CLIFF CHROUST**

*Director Purchasing, Manatee County Schools*

Cliff Chroust is the Director of Purchasing for Manatee County Schools. He is a Florida native whose professional experience includes work for State of Florida in the Division of State Purchasing, Finance Chair for the Florida Association of Public Procurement Officials, and as a contributor on the National Association of State Procurement Officials Body of Knowledge review. He has a Bachelor of Arts Degree in Economics from the University of California at Santa Barbara and a Master of Business Administration from Chapman University in Orange, CA. He is also a Certified Project Management Professional from Project Management Institute. He is an experienced Negotiator, eProcurement Subject Matter Expert, Contract Manager, and in the development of Performance Metrics.

## **TONY WATKINS**

*Manager Operations, Online School Management Systems*

Tony Watkins has an undergraduate degree in Information Systems, a Master's of Business Administration, and over 10 years of experience in the eCommerce, credit card, and point of sale industries. During this time, he has worked as a consultant for both public and private sectors. The public sector work included both federal and local government clients, but specifically school systems. His accounting and system work with the school finance departments and even individual schools, when coupled with his background in the eCommerce industry, gives him a unique understanding of the finance, IT, point of sale, and online requirements of school districts. He is currently the Manager of Operations at Online School Management Systems and has helped bring this expertise to a growing online payment movement required by schools across the country.

## **BENJAMIN WAYNE (ROCKY) ROCKMORE**

*Ph.D., Lecturer of Management, University of Central Florida*

Ph.D. in Management, The University of Georgia (June 1991), Master of Arts, The University of Georgia (March 1983), Magna Cum Laude, The Bachelor of Business Administration, The University of Georgia, (March 1975), Magna Cum Laude

ACADEMIC APPOINTMENTS: The University of Central Florida, Executive Lecturer, Department of Management, College of Business, Orlando, FL: August 2005 – Present. Courses taught in the undergraduate and graduate EMBA, PMBA, PMSM and MBA programs.

NON-ACADEMIC EMPLOYMENT: The BenRock Group Organizational Consultants, A Division of BenRock Enterprises, LLC. Organizational & Enterprise Development Consultants, President (Founded October 1996 – Present).

## **JANN ARNOLD**

*SES Education*

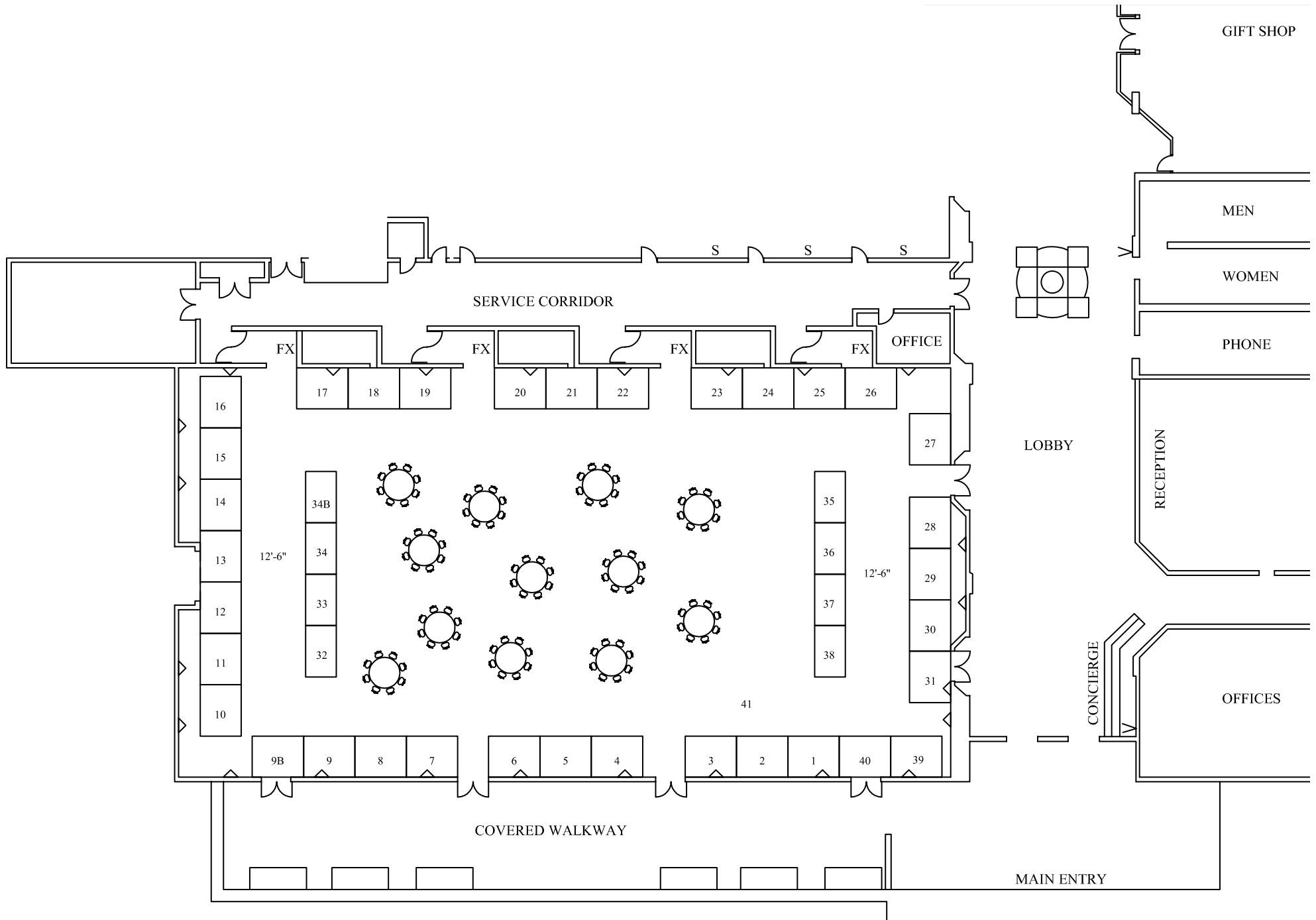
Since joining SEAS Education in 2006, Ms. Arnold has held the roles of CFO, and VP of Business Development, and President of Government Division. Immediately prior to joining SEAS, Ms. Arnold served the Mountain Home School District in Arkansas as finance director for nine years. She served on the Board of Arkansas Association of School Business Officials, served on the Legislative Advisory Committee, and was an active member of SASBO. Ms. Arnold currently serves on the US Department of Education Regional Advisory Committee. Early in her career, Ms. Arnold, obtained her CPA certification and managed governmental and public audit teams. Ms. Arnold holds a BS in Accounting from the University of Arkansas

## **MARK EGGERS**

*Assistant Deputy Commissioner, Finance and Operations, Department of Education*

Mark Eggers is Assistant Deputy Commissioner, Finance and Operations, Department of Education. Mr. Eggers' responsibilities include budget and policy formulation, operating categorical funds, school district financial reporting, student transportation, college system financial reporting, and capital outlay funding. Mr. Eggers began his career with the department in 1990, subsequently worked for the Florida Legislature for several years, and returned to the department in 2009. Mark has a Bachelor's degree in Accounting from the University of Wisconsin at Platteville, and a Master's degree in Educational Administration from the University of Wisconsin at Madison.

# CONVENTION MAP





# VENDORS



Gold Sponsor



Silver Sponsor



Bronze Sponsor

## AMERESCO, INC.

42 Lincoln Rd, Ste 357  
Miami Beach, FL 33139  
321.264.8823  
www.ameresco.com

*Independent energy solutions company delivering long-term customer value through innovative systems, strategies and technologies.*



## BENCOR

One Sarasota Tower, Ste 602  
Sarasota, FL 34236  
404.664.6644  
www.bencorplans.com

*Specializes in the design, implementation and administration of retirement plans designed to handle special compensation, such as accumulated sick/vacation pay, in a tax-advantaged manner.*

## BUCKEYE INTERNATIONAL

7576 Presidents Dr  
Orlando, FL 32809  
407.426.7644  
www.buckeyeinterantional.com

*Industrial maintenance, chemical manufacturer and distributor.*

## COMPLETE CAMPUS SECURITY SOLUTION BY IDENT-A-KID

1780 102nd Ave N, Ste 100  
St. Petersburg, FL 33716  
800.890.1000  
www.ccssvm.com

*Allows schools to track visitors, tardy students, volunteers, staff, etc. throughout their schools.*

## CROWNE PROCUREMENT SERVICES, INC.

2710 Rew Cir  
Ocoee, FL 34761  
321.221.0674  
www.crowneinc.com

*Provides School Districts with Procurement Consulting Services as well as Buyer Services when staff cuts make life difficult. Think of Crowne as your "in-house" purchasing agent.*



## DATA BUSINESS SYSTEMS

17011 Lincoln Ave, Ste 511  
Parker, CO 80134  
303.779.6573  
www.databusys.com

*Best-in-class software solutions for online payment, food service point-of-sale, student information and records management, school stores, and much more.*

## DIGITAL SCHOOLS

27764 Volo Village Rd, Ste A  
Volo, IL 60073  
888.939.7799 x115  
www.digital-schools.com

*Industry leader in providing a modular web-based Position Control, Human Resources, Time Management, Finance and payroll solution.*



## EQUAL LEVEL INC.

11140 Rockville Pike, Ste 100-35  
Rockville, MD 20852  
301.560.1492  
www.equallevel.com

*Cloud-based e-procurement marketplace platform that was founded with the mission of enabling public sector procurement organizations of all sizes to provide great service to their customers.*

## E&I COOPERATIVE SERVICES

2 Jericho Plaza, Ste 309  
Jericho, NY 11753  
800.283.2634  
www.k12eandi.org

*Member-owned sourcing cooperative focused on education. E&I connect members with cost-saving competitively awarded contracts, electronic procurement platforms and consulting services.*

## FEDERATED INVESTORS (FLORIDA PRIME)

1001 Liberty Ave  
Pittsburgh, PA 15222  
412.288.1900  
www.federatedinvestors.com

*Investment products, economic and market commentaries, retirement products and services*



## FOCUS SCHOOL SOFTWARE

475 Central Ave, Ste 400  
St. Petersburg, FL 33701  
727.388.6000  
www.focusschoolsoftware.com

*From managing your budget and purchasing needs, to human resources and payroll, the Focus ERP Solution is a powerful tool for districts of any size.*



## FRONTLINE TECHNOLOGIES GROUP

1400 Atwater Dr  
Malvern, PA 19355  
847.462.4826  
www.frontlinek12.com

*More than 5,000 school districts use Frontline's human capital management tools, including Aesop (absence management), VeriTime (attendance), and AppliTrack (recruiting and HR file management).*

# VENDORS



Gold Sponsor



Silver Sponsor



Bronze Sponsor

## GCA EDUCATION SERVICES, INC.

3704 N Liberty St  
Jacksonville, FL 32206  
561.252.3145



[www.gcaservices.com/k-12](http://www.gcaservices.com/k-12)

*Leading provider of Custodial, Grounds, and Facility operations and maintenance services to 300 education clients across the United States*

## GOVDEALS, INC.

100 Capital Commerce Blvd, Ste 110  
Montgomery, AL 36117  
800.613.0156

[www.govdeals.com](http://www.govdeals.com)

*Provides online auction services to government agencies to sell their surplus items online.*

## MATTHEWS BUSES FLORIDA

4802 W Colonial Dr  
Orlando, FL 32808  
800.330.1175



[www.matthewsbusesflorida.com](http://www.matthewsbusesflorida.com)

*"Matthews Buses local everywhere. Bus people serving great bus people! Any job, big or small, do it right or not at all!"*

## MCC INNOVATIONS

Po Box 2235  
Tallahassee, FL 32316  
800.262.2633

[www.mccinnovations.com](http://www.mccinnovations.com)

*Provides innovative public sector solutions that transform records and document management, document scanning, business workflow and open records request tracking including JustFOIA.*

## HEARTLAND SCHOOL SOLUTIONS

787 Elmgrove Rd  
Rochester, NY 14624  
800.724.9853 x3057

[www.heartlandschoolsolutions.com](http://www.heartlandschoolsolutions.com)

*Leading provider of secure online and on-campus payment solutions.*

## HORACE MANN COMPANIES

207 St. Andrew Blvd  
Campobello, SC 29322  
864.979.3584

[www.horacemann.com](http://www.horacemann.com)

*Offers retirement systems workshops, flexible benefit plan services and convenient payroll payment options for auto and life insurance and 403(b) annuities.*

## MEALDATA INC.

1450 Firwood Court  
Marco Island, FL 34145  
941.257.9979

[www.mealdata.com](http://www.mealdata.com)

*Cloud-based data analysis reporting solution servicing the K-12 school nutrition services industry.*

## MORRIS BUSINESS INTERIORS, INC.

25 E Wright St, Ste 2511  
Pensacola, FL 32501  
850.288.1270



[www.morrisbusinessinteriors.com](http://www.morrisbusinessinteriors.com)

*Specializing in K12 and higher education project planning, bu, space planning, design assist, furniture/related products, procurement, delivery/installation. Representing KI furniture and JSI furniture.*

## J.P. MORGAN

450 S Orange Ave, Ste 1000  
Orlando, FL 32801  
407.236.5383

[www.jpmorgan.com](http://www.jpmorgan.com)

*Provides relationship based consultation, commercial banking solutions. Serving the comprehensive needs of institutions including credit, treasury, leasing and liquidity solutions.*

## KELLY EDUCATIONAL STAFFING

5875 Catlin Lane  
Noblesville, IN 46062  
317.590.0227

[www.kellyeducationalstaffing.com](http://www.kellyeducationalstaffing.com)

*Largest provider of instructional and non-instructional staffing to school districts nationwide. KES helps school districts save time and money.*

## NATIONAL CHEMICAL LABORATORIES, INC.

401 N 10th St  
Philadelphia, PA 19123  
215.922.1200

[www.nclonline.com](http://www.nclonline.com)

*A manufacturer of world class cleaning products, programs and environmentally responsible solutions.*

## THE NUTRITION GROUP

4661 Windstarr Dr  
Destin, FL 32541  
850.420.0408

[www.thenutritiongroup.biz](http://www.thenutritiongroup.biz)

*Specializing in School Food Service Management since 1978. Put the burden of school meals on our plate!*

# VENDORS



Gold Sponsor



Silver Sponsor



Bronze Sponsor

## OFFICE ENVIRONMENTS & SERVICE K-12

1524 San Marco Blvd  
Jacksonville, FL 32207  
904.398.9761  
www.oesk12.com



*Provides educational facilities with a complete range of products and turnkey services, including space planning, design assist and installation. View our catalog at oesk12.com*

## ONLINE SCHOOL MANAGEMENT SYSTEMS

22375 Broderick Dr, Ste 130  
Sterling, VA 20166  
703.378.8299 x202  
www.osmsinc.com

*Products offered solutions to accept credit card payment for activity and cafeteria funds as well as track teacher receipts of cash and checks.*

## PFM ASSET MANAGEMENT LLC

300 S Orange Ave, Ste 1170  
Orlando, FL 32801  
407.406.5776  
www.pfm.com



*PFM Asset management LLC (PFMAM) is part of the PFM Group and has been providing investment advisory services to school districts nationwide for 35 years.*

## PLANTE MORAN

27400 Northwestern Hwy  
Southfield, MI 48037  
248.352.2500  
www.plantemoran.com

*Nationwide accounting and management consulting servicing more than 200 educational institutions providing ERP System Selection/Implementation, IT/Security Audit services.*

## PROFESSIONAL EDUCATIONAL SERVICES, LLC

495 Grand Blvd, Ste 206  
Miramar Beach, FL 32550  
805.269.7296  
www.mypesg.com

*Provides industry-leading Educational Staffing Services. With custom plans designed to meet your district's needs, PESG is proud to bring you the people, processes and solutions you need to save you money – without shortchanging your students!*

## PROFIT SOLUTIONS GROUP, INC.

845 106th Ave NE, Ste 109  
Bellevue, WA 98004  
919.606.2291  
www.p-s-g.com

*The Intelliscale money counters are invaluable, easy to use and accurate equipment designed to manage and speed up counting six times faster than by hand. Used by bookkeepers to save hours of time.*

## RESPECT OF FLORIDA

2475 Apalachee Pkwy, Ste 205  
Tallahassee, FL 32301  
850.942.0905  
www.respectofflorida.org

*Flags (USA & FL), gloves, first aid supplies, Purell, janitorial, lawncare.*

## REVTRAK

9201 E Bloomington Fwy #12  
Bloomington, MN 55420  
888.847.9471  
www.revtrak.com  
*Helps schools save time in receiving money from parents*

## SCHOOL OUTFITTERS

3736 Regent Ave  
Cincinnati OH 45262  
855.619.7394  
www.schooloutfitters.com

*Your source for school furniture, equipment and supplies. Our easy-to-use website and custom support make it simple to create the learning space you need.*

## SCHOOLDUDE

11000 Regency Pkwy, Ste 110  
Cary, NC 27518  
877.868.3833  
www.schooldude.com



*Develops cloud-based software specifically for educational institutions that helps them better manage their facilities, IT and business operations.*

## SEAS EDUCATION

971 Coley Dr  
Mountain Home, AR 72653  
877.221.7327  
www.seaseducation.com

*Makes the Medicaid reimbursement process more efficient, and quickly uncovers the broadest range of reimbursable services. There's always a positive return for the district with built-in compliance tools and audit support.*

## SES

PO Box 799  
White Springs, FL 32096  
386.884.9900  
www.speced.org  
*Medicaid Consultant/Premier Billing Agent*

# VENDORS



Gold Sponsor



Silver Sponsor



Bronze Sponsor

## SNUG SEAT

12801 E Independence Blvd  
Matthews, NC 28106  
800.336.7684  
www.sungseat.com

*Pediatric Rehabilitation Equipment, including mobility, gait training, standing, bathing, transportation and patient transfer.*

## SOURCE4TEACHERS/ MISSIONONE

800 Kings Hwy N, Ste 405 & 410  
Cherry Hill, NJ 08034  
877.983.2244  
www.source4teachers.com  
www.missionone.com



*Leader in educational management; specializing in full service, cost effective management of substitute teachers, paraprofessionals, and support personnel.*

## UNITED DATA TECHNOLOGIES

8825 NW 21st Ter  
Doral, FL 33172  
305.882.0435  
www.udtonline.com

*Leading provider of high-performance technology solutions in the Southeast and Mid-West United States. At UdT, we believe that your IT experience should always help you "accomplish more".*

## VALIC

4300 W Cypress St, Ste 100  
Tampa, FL 33607  
813.961.1019  
www.valic.com



*Retirement & Financial Planning Services*

## SPECTRA CONTRACT FLOORING

1802 Grant St, Ste 200  
Tampa, FL 33605  
813.254.7278  
www.spectracf.com

*Full service commercial flooring company with products and services for K-12 environments. All products and services are available on NJPA and TCPN contracts including full installation services.*

## STAMBONE & ASSOCIATES, INC.

PO Box 5858  
Lakeland, FL 33807  
863.646.6445  
www.stambone.com

*Representative for Scranton Products, Inc. – solid plastic toilet compartments, lockers and vanity tops.*

## WERTZ YORK CAPITAL MANAGEMENT

5502 N Nebraska Ave  
Tampa, FL 33604  
813.238.4800  
www.wertz york.com



*Local investment advisor specializing in cash management services and fixed income portfolio management for individual, corporate and governmental clients statewide. Wertz York manages FL-FIT (Florida Fixed Income Trust) and IDP (insured Deposit Portal).*

## WILLSUB/PCMI STAFFING SERVICE

140 Kent St  
Portland, MI 48875  
517.647.7533  
www.pcmiservices.com



*Creates savings and efficiencies for your school, eliminating hours of manual sub-calling, work data tracking, and absence management.*

## SUN STATE BUS CENTERS

6020 Adamo Dr  
Tampa, FL 33619  
813.621.1331  
www.sunstatebuscenters.com

*The new IC Bus dealer for the state of Florida with 17 locations throughout the states.*

## TEACHERMATCH

4611 N Ravenswood, #101  
Chicago, IL 60640  
773.332.4366  
www.teachermatch.org

*Features a comprehensive portfolio of innovative, cutting-edge solutions to recruit, assess, engage, develop, grow, and maintain your district's talent investment.*

## WOOF GANG SOLUTIONS, LLC

716 N Renellie Dr  
Tampa, FL 33609  
813.282.9663  
www.woofgangsolutions.com

*Develops the software ProPlan that provides comprehensive Maintenance and Capital Improvement management including, facilities assessment, capital expense planning, work order and equipment applications.*





