



56th

ANNUAL CONFERENCE & EXHIBITIONS

MAY 16-18, 2007
Peoria Civic Center
Peoria, Illinois

TUESDAY

AT-A-GLANCE

8:00 am - 3:30 pm

Location Key:

PM = Pere Marquette Hotel

CC = Peoria Civic Center

Pre-Conference Seminars

Understanding Your Financial Statements: Preparing Your Financial Statements, Strengthening Your Internal Controls and Presenting Your School District to the Financial Community
(An Approved Required Strand for Illinois Administrators' Academy Credit)

PM - Peoria-IL-Lincoln

Develop Three Year Financial Budget Projections for Your School District
(An Approved Required Strand for Illinois Administrators' Academy Credit)

PM - Cheminee

Leadership Requirements for Moving from Good to Great!

(An Approved Required Strand for Illinois Administrators' Academy Credit)

PM - LaSalle

10:30 am - 5:00 pm

38th Annual Golf Outing – Afternoon scrambles only

WeaverRidge Golf Club OR Coyote Creek Golf Club

4:00 pm - 8:00 pm

Registration Desk is Open

CC - Exhibit Hall

Exhibitors Setting Up

CC - Exhibit Hall

6:00 pm - 7:00 pm

Post Golf Hospitality & Dinner

PM - Cotillion Room/Marquette Ballroom

8:00 am - 3:30 pm

Pre-Conference Seminars

Accounting, Auditing & Financial Reporting (FRM) Committee

Understanding Your Financial Statements: Preparing Your Financial Statements, Strengthening Your Internal Controls and Presenting Your School District to the Financial Community

(An Approved Required Strand for Illinois Administrators' Academy Credit)

PM - Peoria-IL-Lincoln

The Auditing Standards Board (ASB) has issued 10 new Statements on Auditing Standards (SAS) that significantly change how auditors are expected to view the internal controls and the preparation of financial statements. In particular, SAS 112 will require your auditors to comment on your district's ability to prepare your own financial statements, this year. This session will explore what is expected of School Business Officials related to the preparation of financial statements. Can you prepare your financial statements? Learn how your auditors may answer this important question following the guidance of SAS 112.

The Government Accounting Standards Board (GASB) has been issuing more standards. Several years ago, GASB Statement 34 revolutionized school district financial reporting by requiring changes in the information presented and the Management Discussion & Analysis (MD&A). The MD&A is required to be prepared by the school district and not the auditor. This session will provide practical guidance in preparing the MD&A.

In addition, there have been several new accounting standards issued by GASB covering termination benefits and pollution remediation, both of which may impact your school district. Also, GASB 45's implementation is around the corner. This session will also spend some time explaining the truths and myths surrounding issues of other post employment benefits.

What is the impact of all of these auditing and accounting requirements? It is going to require planning and understanding to address the matters identified and there are going to be other stakeholders that will be interested in how your district will address these standards. The public and the financial community are key stakeholders who will carefully watch your approach. This session will provide insight into how the financial markets will view issues that maybe reported by your auditors.

Presenter(s): Bert G. Nuehring, Partner, Crowe Chizek & Company LLC, Oak Brook, IL
Andrew L. Mace, Principal, Miller, Cooper & Co., Ltd., Northbrook, IL
James N. Rachlin, Sr. Vice President, Griffin, Kubik, Stephens & Thompson, Inc., Chicago, IL

Moderator: Patricia McAndrews, Dir./Business, Wheeling CCSD 21, Wheeling, IL

8:00 am - 3:30 pm

**Budgeting & Financial
Planning (FRM)
Committee**

Pre-Conference Seminars (cont.)

Develop Three Year Financial Budget Projections for Your School District
(An Approved Required Strand for Illinois Administrators' Academy Credit)
PM - Cheminee

This seminar has been designed for school business managers and superintendents. The content of this seminar will include three-year projections for equalized assessed value, property taxes, enrollment, general state aid, the school district budget, and analysis of the annual financial report.

Presenter(s): Jay W. Grimes, Regional Financial Consultant, IL State Board of Education, Springfield, IL
Kyle B. McQuaid, Manager, Virchow Krause & Company, Oak Brook, IL
John Rossi, Vice President, Virchow Krause & Company, Oak Brook, IL
Brent Appell, Principal Consultant, IL State Board of Education, Springfield, IL

Illinois ASBO

Leadership Requirements for Moving from Good to Great!
(An Approved Required Strand for Illinois Administrators' Academy Credit)
PM - LaSalle

Some schools and school districts are good; some are great. What is the difference and what does it take to move an institution from good to great. The focus of this course is on leadership and behavioral characteristics that enable leaders to identify and accomplish their goals of moving from good to great.

Presenter(s): Calvin C. Jackson, Legislative Liaison/Prof. Dev. Consultant, Illinois ASBO, Fairbury, IL

10:30 am - 5:00 pm

38th Annual Golf Outing

Golf Outing Registration and Box Lunch pickup plus two beverage cart tickets. All Illinois ASBO members and Annual Conference attendees may participate in our 38th Annual Golf Outing at WeaverRidge Golf Club and Coyote Creek Golf Club.

4:00 pm - 8:00 pm

Exhibitors Setting Up & Registration Desk is Open

CC - Exhibit Hall

6:00 pm - 8:30 pm

Post Golf Hospitality & Dinner

PM - Cotillion Room/Marquette Ballroom

All Illinois ASBO members and Annual Conference attendees are invited to join us at the Post Golf Hospitality & Dinner. You don't have to golf to attend!

WEDNESDAY AT-A-GLANCE

7:00 am - 3:30 pm **Registration Desk Open:** *CC - Registration*

7:00 am - 8:00 am **Board of Directors' Breakfast Meeting:** *CC - RM 136*

7:00 am - 8:30 am **Welcome Reception:** *CC - Terrazzo Lobby*

7:00 am - 11:00 am **Exhibitors Setting Up:** *CC - Exhibit Hall*

8:00 am - 8:30 am **New Member Orientation:** *CC - RM 135*

9:00 am - 10:45 am **Opening General Session/Recognitions/Annual Business Meeting:** *CC - RM 220, 221, 222*

11:00 am - 11:45 am **Exhibit Hall Presentation: "Gaining the Most Through Participation in Illinois ASBO":** *CC - Exhibit Hall*

11:00 am - 12:00 pm Breakout Sessions

Accounting, Auditing & Financial Reporting (FRM) Committee

The Race Begins: Understanding the Annual Levy Process

CC - RM 136

Budgeting & Financial Planning (FRM) Committee

Incorporating the "Budget at a Glance" into Your Annual Budget Presentation

CC - RM 212

Cash Mgmt, Investments & Debt Mgmt (FRM) Committee

Understanding Banking Controls and New Technologies

CC - RM 203

Legal Issues (EE) Committee

TRS and Other Benefits Issues Arising In Collective Bargaining and Administrator Contracts

CC - RM 135

Maintenance & Operations (FM) Committee

Energy Management and Sustainability

CC - RM 200

12:00 pm - 1:30 pm **Complimentary Lunch:** *CC - Exhibit Hall*

12:00 pm - 3:30 pm **Exhibits Open:** *CC - Exhibit Hall*

2:00 pm - 3:30 pm Breakout Sessions

Accounting, Auditing & Financial Reporting (FRM) Committee

The Auditor's Big Ten: What You Need to Know for Your Annual Audit

CC - RM 134

Budgeting & Financial Planning (FRM) Committee

Costing out the Financial Components During the Negotiation Process

CC - RM 209

Cash Mgmt, Investments & Debt Mgmt (FRM) Committee

Understanding Senate Bill 1682

CC - RM 135

Legal Issues (EE) Committee

Residency/ Homeless Issues

CC - RM 213

Management Information Systems (IM) Committee

Selecting Software, Data Integration and Data Warehousing

CC - RM 203

Personnel, Human Relations, Benefits Administration, Labor Relations and Employment Agreements (HRM) Committee

TRS Update

CC - RM 210, 211

3:45 pm - 5:00 pm **Hospitality:** *CC - Exhibit Hall*

6:30 pm - 9:30 pm **Wednesday Night Dinner Events:** *Spirit of Peoria Dinner Cruise | O'Brien Field, Peoria Chiefs Baseball Game | Dinner*

9:30 pm - 12:00 am **Hospitality, DJ and Caricature Artists:** *PM - Cotillion*

Management Information Systems (IM) Committee

Telecommunication Trends for School Administrators

CC - RM 213

Personnel, Human Relations, Benefits Administration, Labor Relations and Employment Agreements (HRM) Committee

Legislative Updates Impacting Healthcare Costs

CC - RM 210, 211

Principles of School Finance (FRM) Committee

Managing Your Debt

CC - RM 201

Professional Development (HRM) Committee

Integrated Financial Planning: Bodies, Buildings & Books

CC - RM 209

Professional Development II

Procurement Card (p-Card): Streamlining Accounts Payable-Saving Both Time and Money

CC - RM 202

Professional Development II

IMRF Update: Focus on Individuals with both TRS and IMRF Service

CC - RM 134

Personnel, Human Relations, Benefits Administration, ... (HRM) Committee

Creative Ways to Address the 6% Cap and ERO

CC - RM 220

Planning & Construction (FM) Committee

From Good to "Green" - A Healthy, High Performing School Impacts the Bottom Line!

CC - RM 212

Professional Development (HRM) Committee

Are Your Buildings Managing You?

CC - RM 201

Professional Development II

Identity Theft: Protecting Student and Employee Data Information with No Budget Impact!

CC - RM 136

Purchasing and Supply & Fixed Asset Mgmt. (MSM) Committees

Purchasing, Bidding & Contract Management

CC - RM 221

Real Estate Management (FM) Committee

Best Practices Forum: Legal and Practical Steps for School Property Management

CC - RM 200

Risk Management (AS) Committee

Enterprise Risk Management-How to Identify and Plan for Risks Throughout Your Entire School District

CC - RM 202

WEDNESDAY EVENTS

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7:00 am - 8:00 am

Board of Directors' Breakfast Meeting

CC - RM 136

7:00 am - 8:30 am

Welcome Reception

CC - Terrazzo Lobby

7:00 am - 11:00 am

Exhibitors Setting Up

CC - Exhibit Hall

7:00 am - 3:30 pm

Registration Desk Open

CC - Registration

8:00 am - 8:30 am

New Member Orientation

CC - RM 135

For those who may be new to the Association and/or attending our Annual Conference for the first time, be sure to attend this session and meet our Executive Director, Dr. Michael A. Jacoby. He will explain to you how to reap the benefits of this great Association and how to maximize your participation at this conference!

CC - RM 220, 221, 222



The Strength of Laughter: Energizing Your Spirit With Humor. Joel Zeff, a former newspaper journalist and public relations executive, has performed with Ad-Libs, one of the country's premier improvisational comedy troupes that performs in downtown Dallas and across the country. As an improvisational actor, Joel studied for a short time at the famed Second City Conservatory in Chicago. His spontaneous humor and vital messages have thrilled audiences for years. As a national speaker and humorist, Joel captivates audiences with a unique blend of hilarious improvisational comedy and essential ideas on work and life. His funny and poignant presentations have been met with roaring approval from hundreds of companies and organizations and thousands of audience members. Joel will make you laugh, but he also makes you think. Come and have some fun and re-energize your creative spirit!

Recognizing Our Own: In addition, we will be recognizing those individuals who have acted in leadership roles in our Professional Development Committees and our Regional Organizations.

Annual Business Meeting for All Association Members: Your President, Terrie S. Simmons, the Officers, Directors and the Executive Director will report to the membership on the financial status and comprehensive overview of the Association. New leadership positions on the Board are also approved. This is your Association, your business meeting – take ownership through your participation!

CC - Exhibit Hall

This informal program presented by the Illinois ASBO Board and the Service Associate Advisory Committee (SAAC) will address

- how to be an effective exhibitor
- how to gain the most from this Conference
- how to gain the most from participation in Illinois ASBO.

**Accounting, Auditing &
Financial Reporting
(FRM) Committee**

The Race Begins: Understanding the Annual Levy Process

CC - RM 136

This session is designed for Business Managers who want additional information on understanding and working with the annual tax and levy process in Illinois. Included will be a description of the annual calendar as well as methods for developing a levy analysis document, understanding the impact of levying more or less than is necessary and methods to better manage the levy process long term.

Presenter(s): Stephen W. Miller, Sr. Financial Advisor, PMA Financial Network, Inc., Warrenville, IL
Scott K. Smith, Sr. Financial Advisor, PMA Financial Network, Inc., Warrenville

Moderator: Patricia McAndrews, Dir./Business, Wheeling CCSD 21, Wheeling, IL

**Budgeting & Financial
Planning (FRM)
Committee**

Incorporating the “Budget at a Glance” into Your Annual Budget Presentation

CC - RM 212

Each business manager is consistently faced with the challenge of communicating the annual budget to various audiences. Having one document that addresses the various skills of the reader is essential for school business managers. Due to the financial constraints that all school districts are under, the need to properly communicate the budget is more important than ever. This document provides the business manager the ability to communicate the District’s message about finances to the various stakeholders.

Presenter(s): John T. Reiniche, Asst. Supt./Business, Orland SD 135, Orland Park, IL
Christopher P. Whelton, Dir./Fiscal Services, Maine Twp. HSD 207, Park Ridge, IL

Moderator: Sarah J. Johnson-Millon, Business Manager, Comm. Cons. Sch. Dist. 168, Sauk Village, IL

**Cash Mgmt, Investments
& Debt Mgmt (FRM)
Committee**

Understanding Banking Controls and New Technologies

CC - RM 203

Participants will gain an understanding of new banking technologies in both payables and receivables, and how implementing these services can improve the District’s internal cash management, process flow and internal controls. Our discussion will include information on remote deposit, sweep accounts, and various electronic payable services.

Presenter(s): Aimee L. Briles, Vice President, Wintrust Financial, Glen Ellyn, IL
Kimberly M. Feeney, Vice President, Bank of America, Chicago, IL
Todd C. Sholeen, Vice President, Charter One Bank, Chicago, IL

Moderator: Todd C. Sholeen, Vice President, Charter One Bank, Chicago, IL

Legal Issues (EE) Committee

TRS and Other Benefits Issues Arising In Collective Bargaining and Administrator Contracts

CC - RM 135

Both collective bargaining and the negotiation of administrator contracts are heavily impacted by TRS rules and by the various retirement benefits that may be offered to individuals. This session will discuss how to work within the framework established by TRS rules and how other benefits, including 403(b) and 457 plans, HRAs and VEBAs may allow for creative solutions to common questions.

Presenter(s): Andrew A. Malahowski, Associate, Franczek Sullivan P.C., Chicago, IL
Moderator: Gary N. Frisch, Chief Financial Officer, Barrington CUSD 220, Barrington, IL

Maintenance & Operations (FM) Committee

Energy Management and Sustainability

CC - RM 200

This presentation will discuss an integrative approach to greening your operation. Topics will include: 1) energy conservation measures and associated costs/savings, 2) waste management strategies for source reduction and an enhanced recycling program, 3) best practices or standards, for new construction and existing buildings, 4) behavioral change programs that promote peer to peer education and sustainable living, and 5) marketing/Communications - why it is important to promote your successes.

Presenter(s): Meghan Duggan, Manager of Energy & Sustainable Services, Harvard Business School, Boston, MA
Moderator: Ruthann Kosma, Sr. Sales Director, GCA Services Group, Downers Grove, IL

Management Information Systems (IM) Committee

Telecommunication Trends for School Administrators

CC - RM 213

Jerry Steinberg of Telesolutions Consultants will be providing a focused overview of the basics of telecommunications systems and services. We will review the latest in Voice Over IP telephone, fiber optic and wireless systems, local phone service providers and E-Rate related strategies. This session will be beneficial for administrators to converse with their technology staff and to help make informed buying decisions.

Presenter(s): Jerry S. Steinberg, Sr. Consultant, Telesolutions Consultants, LLC, Bloomingdale, IL
Moderator: Thomas J. Zelek, Sr., Business Manager, Elmwood Park CUSD 401, Elmwood Park, IL

Personnel, Human
Relations, Benefits
Administration,
Labor Relations and
Employment
Agreements (HRM)
Committee

Legislative Updates Impacting Healthcare Costs

CC - RM 210, 211

New legislation has been passed to help mitigate the continued rise in healthcare costs. This session will bring you up to date on the latest changes to Flex Spending Accounts (FSA), Health Reimbursement Arrangements (HRA) and Health Savings Accounts (HSA).

In addition, the session will review the outcome of The Adequate Healthcare Task Force created by the 2004 Health Care Justice Act. The task force was charged with developing a health care access plan to ensure all Illinois residents have access to affordable health care, including access to a full range of preventive, acute and long-term health services.

Presenter(s): Tamara M. Vaughn Middleton, President & CEO, Gatekeeper Administration & Consulting, L.L.C., Flagstaff, AZ
Michael E. Wojcik, MBA, CLU, CFP, Sr. V. P./Employee Benefit Services, The Horton Group, Orland Park, IL

Moderator: Debra M. Parenti, Assoc. Supt./Finance & Operations, Twp. High Sch. Dist. 214, Arlington Heights, IL

Principles of School
Finance (FRM)
Committee

Managing Your Debt

CC - RM 201

With numerous borrowing options available to school districts, it's important to have a coordinated strategy to use the right type of bonds in any given situation. In addition, a well thought out capital plan will help to determine an appropriate debt structure to ensure that borrowing capacity is available when you need it. This session will review debt strategies for a variety of school district situations - stable districts, tax cap districts, fast growing districts and others. We will also review the use of bond premiums and their appropriateness in a variety of situations.

Presenter(s): James N. Rachlin, Sr. Vice President, Griffin, Kubik, Stephens & Thompson, Inc., Chicago, IL

Moderator: Paul A. Seymour, Business Manager, Galena USD 120, Galena, IL

**Professional Development
(HRM) Committee**

Integrated Financial Planning: Bodies, Buildings & Books

CC - RM 209

Does your District have a long range financial plan? Are you utilizing the plan to its full potential? Learn how forward thinking school districts are utilizing financial forecasting models to anticipate revenue and expenditure along with the issuance of debt instruments in order to sustain educational services and programs that meet community expectations. Gain insight from what some Boards of Education have done to position the School District for a long-term success.

Presenter(s): Vladimir Dragosavljevic, Sr. Vice President, PMA Financial Network, Inc., Warrenville, IL
Michael P. Frances, Sr. Financial Advisor, PMA Financial Network, Inc., Warrenville, IL
Robert E. Lewis, Managing Director, PMA Financial Network, Inc., Warrenville, IL
Linda M. Matkowski, Sr. Vice Pres./Man. Dir. Public Fin., PMA Financial Network, Inc., Warrenville, IL

Moderator: Laura A. Pauli, Associate Vice President, PMA Financial Network, Inc., Warrenville, IL

Professional Development II

Procurement Card (p-Card): Streamlining Accounts Payable - Saving Both Time and Money

CC - RM 202

Did your school district miss out on its share of the \$100,000 rebate distributed for 2005-06 through the Illinois ASBO p-Card Program? How about the \$200,000 that we will distribute this year? Come learn how to be a part of this rapidly growing program so you don't miss out again. Every time a school district issues a purchase order for less than \$2500.00, it wastes \$75.00 - \$200.00 in processing costs. That equates to 4% or MORE of the dollar value of the items being purchased. Shipping fees often get added to this as well. The current technology of a p-Card can drastically reduce these costs and improve the internal controls built into most purchasing systems. In this session, participants will learn 1) how to stream-line their procurement process, 2) how to customize a card for every employee selected to use a card, 3) how to use the free on-line purchasing management information system provided by the program and 4) how the rebate program actually expands what is available to purchase all kinds of products and services. The Illinois Association of School Business Officials (Illinois ASBO) created and manages the p-Card program. Illinois ASBO, IASA, IASB and IPA sponsor it. This program is provided on a state-wide basis to 1) reduce the legal costs of each school district setting up its own program, 2) create rebates at levels a single district could not obtain and 3) create an annual purchasing volume that provides a more favorable contract with the p-Card provider (Master Card - Harris Bank/BMO) that a single district could not create on its own. It's simple, it's state-of-the-art, it complies fully with Illinois law, it has no fees or hidden charges (totally free) and it's NOW.

Presenter(s): Ronald E. Everett, Marketing Director, p-Card Program, Sugar Grove, IL

Moderator: Kimberly K. Lamansky, Secretary for Special Services, Illinois ASBO, DeKalb, IL

11:00 am - 12:00 pm

Professional
Development II

Breakout Sessions (cont.)

IMRF Update: Focus on Individuals with both TRS and IMRF Service

CC - RM 134

IMRF provides retirement death and disability benefit coverage for 170,000 local government employees. Schools and educational employers are the largest single employer group and employees of these employers make up the single largest group of employees. These employees may have only IMRF service or may have IMRF service and Teachers Retirement Service and will therefore be eligible for benefits under the Reciprocal Act. IMRF expects there may be as many as 500 or more TRS retirements this year alone where IMRF figures into the situation. If you are planning on retiring this year or next and you have or could utilize IMRF service this program will answer a lot of questions for you. Some laws governing reciprocity have changed. Find out if the law changes affect you. Tecya Anderson and/or Cindy Lambin will be in attendance to review benefits issues and will be able to offer information at their booth as well. Stop by Booth #1009 to get this information.

Presenter(s): Tecya Anderson, Field Representative, Illinois Municipal Retirement Fund (IMRF), Oak Brook, IL
Cindy Lambin, Field Representative, Western Territory, Illinois Municipal Retirement Fund (IMRF), Peoria, IL

Moderator: Staff

12:00 pm - 3:30 pm

Exhibits Open

CC - Exhibit Hall

12:00 pm - 1:30 pm

Complimentary Lunch

CC - Exhibit Hall

2:00 pm - 3:30 pm

Breakout Sessions

Accounting, Auditing &
Financial Reporting
(FRM) Committee

The Auditor's Big Ten: What You Need to Know for Your Annual Audit

CC - RM 134

You have heard a lot lately about the Government Accounting Standards Board (GASB), but have you heard about the Auditing Standards Board (ASB)? The ASB has issued over 10 new Statements on Auditing Standards (SAS) that significantly change how auditors are expected to view the internal controls and the preparation of financial statements.

GASB is still very active, too. There have been several new accounting standards issued by GASB and the implementation of GASB 45 is getting nearer. This session will also spend some time explaining the truths and myths surrounding issues of other post employment benefits.

Presenter(s): Bert G. Nuehring, Partner, Crowe Chizek & Company LLC, Oak Brook, IL
Andrew L. Mace, Principal, Miller, Cooper & Co., Ltd., Northbrook, IL

Moderator: Stacey L. Bachar, Business Manager, Mundelein Elem. SD 75, Mundelein, IL

**Budgeting & Financial
Planning (FRM)
Committee**

Costing Out the Financial Components During the Negotiation Process

CC - RM 209

Many times the negotiations process can be more than costing salaries. In this informative presentation Mike and Jennifer will use their many years of negotiation experience to discuss the components that are important and some of the hidden costs. They will share with you ways to calculate the total cost of your contract proposals.

Presenter(s): Michael P. Frances, Sr. Financial Advisor, PMA Financial Network, Inc., Warrenville, IL
Jennifer J. Hermes, Asst. Supt./Business Services, Lake Forest SD 67, Lake Forest, IL

Moderator: John Rossi, Partner, Virchow Krause & Company, Oak Brook, IL

**Cash Mgmt, Investments
& Debt Mgmt (FRM)
Committee**

Understanding Senate Bill 1682

CC - RM 135

Whether you're thinking of a Limiting Rate increase or are in a tax capped county and want to issue working cash bonds, understanding the intricacies of Senate Bill 1682 are important to your district. This session will cover the history and legal aspects of this bill, take you through the calculations for a rate increase and discuss both pros and cons of this new law. Bring your questions and numbers and let professionals help you work through this bill.

Presenter(s): Lynda K. Given, Partner, Chapman and Cutler LLP, Chicago, IL
Elizabeth M. Hennessy, Principal, William Blair & Company, Chicago, IL

Moderator: Chad Thorson, Sr. Vice President, First Trust Portfolios, LP, Lisle, IL

**Legal Issues (EE)
Committee**

Residency/Homeless Issues

CC - RM 213

Don't let residency and homeless claims leave you helpless. Join us for a detailed discussion and review of the rules and regulations affecting your district.

Presenter(s): Tom B. Bookler, Assistant Regional Superintendent, DuPage County Regional Office of Education (ROE), Wheaton, IL
Lynn Strevell, Homeless Student Advocate, DuPage County Regional Office of Education (ROE), Wheaton, IL

Moderator: Steve P. Crouse, Business Office, Oswego CUSD 308, Oswego, IL

**Management Information
Systems (IM) Committee**

Selecting Software, Data Integration and Data Warehousing

CC - RM 203

This session will focus on the administrative side of software selection and integration. We will discuss: 1) the practical steps to take in selecting the best administrative software solution, 2) where data warehousing is being used and more importantly how it will help your district create efficiencies and save money, 3) where SIF, Schools Interoperability Framework, has been implemented as a data integration solution; and 4) how SIF can be used by your staff to make better use of your data.

Presenter(s): Christine E. Haeggquist, K-12 Marketing Specialist, Kirtley Technology Corporation, Darien, IL
Jason Wrage, V.P. of Application Development, Integrity Technology Solutions, Inc.,
Bloomington, IL
Connie M. Bowman, Account Representative, Skyward, Inc., Pekin, IL

Moderator: Dave Moravec, Business Development Manager, Integrity Technology Solutions, Inc,
Bloomington, IL

**Personnel, Human
Relations, Benefits
Administration,
Labor Relations and
Employment Agreements
(HRM) Committee**

TRS Update

CC - RM 210, 211

This session will cover the latest TRS reporting issues including a general overview of recent legislative impacts on remitting contributions and reporting salary and service information.

Presenter(s): TRS Representative

Moderator: Carol A. Reinhardt, Bookkeeper, Marissa CUSD 40, Marissa, IL

**Personnel, Human
Relations, Benefits
Administration,
Labor Relations and
Employment Agreements
(HRM) Committee**

Creative Ways to Address the 6% Cap and ERO

CC - RM 220

The new 6% cap has created a new issue in bargaining. Dr. Craig Schilling has been investigating creative alternatives to address this new dilemma and ERO as a whole.

Presenter(s): Craig A. Schilling, Asst. Supt./Business Affairs, Glenbrook HSD 225, Glenview, IL
Moderator: Wayne B. Berzon, Vice Pres./Public Sector, GCG Financial, Inc., Bannockburn, IL

**Planning & Construction
(FM) Committee**

From Good to “Green” - A Healthy, High Performing School Impacts the Bottom Line!

CC - RM 212

This session will provide an overview of Healthy, High Performing School Buildings (HHPSB) and the “green” movement in school design and construction. The benefits of HHPSB to student health, academic performance and energy efficiencies will be discussed. State and federal initiatives will be reviewed. An owner’s perspective will discuss how the various cost and operational impacts can be evaluated within a school building program. Two case studies will present recent applications of high performance schools/ LEED Certified schools in Illinois.

Presenter(s): Stuart Brodsky, AIA, LEED, Senior Associate, OWP/P Architects, Inc., Chicago, IL
Claris Olson, Environmental Health Specialist, Healthy Schools Campaign, Chicago, IL
Brad A. Paulsen, AIA, Dir./K-12 Education Practice, Wight & Company, Darien, IL
Gregg L. Worrell, Former Asst. Supt., Valley View CSD 365-U, Romeoville & Illinois ASBO Past President, Yorkville, IL

Moderator: Brad A. Paulsen, AIA, Dir./K-12 Education Practice, Wight & Company, Darien, IL

**Professional Development
(HRM) Committee**

Are Your Buildings Managing You?

CC - RM 201

Be proactive with building infrastructure so deferred maintenance and capital expenditures don’t get the best of you. This session will provide you with ideas and alternative solutions to maintain quality buildings through the use of performance contracting. The session will help guide you through legal issues and potential financing ideas that can be used with performance contracting.

Presenter(s): Jerome E. Brendel, Superintendent, Woodridge Elem. SD 68, Woodridge, IL
Wendy J. Flaherty, Vice President, First Trust Portfolios, LP, Lisle, IL
Michael J. Steffens, Account Executive, Ameresco, Inc., Oak Brook, IL

Moderator: Mary J. Chlystek, Dir./Business, Adlai E. Stevenson HSD 125, Lincolnshire, IL

Professional Development II

Identity Theft: Protecting Student and Employee Data Information with No Budget Impact!

CC - RM 136

In this session, you will learn: 1) what types of policies need to be implemented to ensure that student and employee data remains protected, 2) the types of protocols and procedures that must be in place to minimize risks related to employee actions that lead to data security breaches, and 3) what kind of alerting systems can be established to identify breaches as early as possible. If you had a breach, you will also learn how notifications should be handled so that they comply with existing and emerging laws and what can be done to maintain appropriate levels of productivity among employees who have become victims of identity theft.

Presenter(s): Donald B. Hall, Owner/Hall & Associates, Pre-Paid Legal Services, Inc., Rockford, IL

Moderator: Julie A. Warner, Administration Director for HR, Illinois ASBO, DeKalb, IL

Purchasing and Supply & Fixed Asset Mgmt. (MSM) Committees

Purchasing, Bidding & Contract Management

CC - RM 221

The Purchasing, Bidding & Contract Management workshop is a “hands-on” and very informative session for all administrators and staff members who work in the business environment of a school district. Those who attend will be given a very interesting look at the law and the proper procedures of purchasing for public schools. This session is intended as an update and review of current laws associated with purchasing. Topics that will be presented are: 1) Purchasing and the law, 2) Boiler plate bid specifications, 3) Bidding, 4) Leasing vs. Buying, 5) Sole sourcing and direct purchasing of utilities, 6) Illinois Preference Act, and 7) Electronic Purchasing.

Presenter(s): Lorence H. Slutzky, Principal, Robbins, Schwartz, Nicholas, Lifton & Taylor, Ltd., Chicago, IL

Moderator: Walter J. Korpan, Chief Financial Officer, Round Lake Area SD 116, Round Lake, IL

Real Estate Management (FM) Committee

Best Practices Forum: Legal and Practical Steps for School Property Management

CC - RM 200

The legal requirements to acquire, dispose and maintain annual exemptions will be addressed. The practical steps to develop and manage master site plans, intergovernmental relationships will be examined. Make sure that you are current with managing the school district’s largest financial asset. “Trump Tower, Joe’s Crab Shack or Feed Lot - How is the property managed?” Join an experienced panel to discuss best practice approaches.

Presenter(s): Anthony Ficarelli, Partner, Hinshaw & Culbertson, Lisle, IL

John McNutt, Vice President/Field Operations, ShalesMcNutt Contractors, Elgin, IL

Stephen M. Nelson, Principal/Partner/Education Planner, Gilfillan Callahan Architects, Batavia, IL

Moderator: Paul K. Halverson, Elgin, IL

Risk Management (AS) Committee

Enterprise Risk Management - How to Identify and Plan for Risks Throughout Your Entire School District

CC - RM 202

You can be hit with major legal and liability expenses that may or may not be covered by your school district insurance. You should look at all areas that may pose a risk to the district from injury due to negligence or other liability claims. You must know what to look for in avoiding this financial risk.

Presenter(s): J. Ryan Isaacs, Area Assistant Vice President, Arthur J. Gallagher & Co., Itasca, IL

Michael J. McHugh, Area Sr. Vice President, Arthur J. Gallagher & Co., Itasca, IL

Moderator: Rebecca J. Allard, Asst. Supt./Business Services, Geneva CUSD 304, Geneva, IL

CC - Exhibit Hall

Join us in the Exhibit Hall for Hospitality prior to Wednesday Night’s Dinner Options.

6:30 pm - 9:30 pm

Wednesday Night Dinner Events

Dinner Option #1

Spirit of Peoria Dinner Cruise

Check at the Registration Desk for Ticket Availability

Dinner Option #2

O'Brien Field Peoria Chiefs Baseball Game

Sold Out

Dinner Option #3

Dine at the Par-A-Dice and Gambling Boat

Check at the Registration Desk for Ticket Availability

9:30 pm - 12:00 am

Hospitality and DJ

PM - Cotillion

End the evening with friends and enjoy great hospitality, music and dancing!

THURSDAY AT-A-GLANCE

6:00 am - 7:00 am

5K Run & Walk

7:00 am - 3:30 pm

Registration Desk Open: *CC - Registration*

7:30 am - 9:00 am

Professional Development Committees' Planning Meeting & Breakfast: *CC - Exhibit Hall*

9:00 am - 9:50 am

Annual Service Associate Business Meeting: *CC - Exhibit Hall*

9:00 am - 11:15 am

Facility Management (FM) Committee: Facility Management Breakfast Forum: *CC - RM 135*

9:30 am - 10:30 am

Breakout Sessions

Accounting, Auditing & Financial Reporting (FRM) Committee
IPAM: The Latest From the State on the New Program Accounting Manual

CC - RM 136

Cash Mgmt, Investments & Debt Mgmt (FRM) Committee
Demystifying Bond Ratings

CC - RM 209

Cash Mgmt, Investments & Debt Mgmt (FRM) Committee
Student Activity Funds

CC - RM 210, 211

Legal Issues (EE) Committee
Update on School Safety Drill Act & Compliance with Emergency and Crisis Response Plan

CC - RM 203

Planning & Construction (FM) Committee
Laws, Codes and Requirements: What You Need to Know to Build and Run a School

CC - RM 201

10:00 am - 3:30 pm

Exhibits Open: *CC - Exhibit Hall*

10:45 am - 11:45 am

Breakout Sessions

Accounting, Auditing & Financial Reporting (FRM) Committee
IPAM and ASA and Continuation of AFR

CC - RM 136

Budgeting & Financial Planning (FRM) Committee
ISBE: Deficit Reduction Plans

CC - RM 220

Cash Mgmt, Investments & Debt Mgmt (FRM) Committee
How to Manage Your Total Tax Rate Strategy

CC - RM 213

Cash Mgmt, Investments & Debt Mgmt (FRM) Committee
Merchant Services

CC - RM 201

Legal Issues (EE) Committee
IEA and School Administration - Legal Issues and Negotiations

CC - RM 209

12:00 pm - 1:30 pm

Complimentary Lunch: *CC - Exhibit Hall*

2:00 pm - 3:30 pm

Breakout Sessions

Budgeting & Financial Planning (FRM) Committee
Negotiating an Intergovernmental TIF Agreement

CC - RM 222

Cash Mgmt, Investments & Debt Mgmt (FRM) Committee
The Current Interest Rate Environment for Investing and Borrowing

CC - RM 201

Cash Mgmt, Investments & Debt Mgmt (FRM) Committee
The Truth About Premium Bonds, Debt Limits & Cost Effective

CC - RM 136

Legal Issues (EE) Committee
10 Things that Get You in Trouble

CC - RM 210, 211

Maintenance & Operations (FM) Committee
Fire & Water Restoration

CC - RM 203

Management Information Systems (IM) Committee
Hot Topics in Technology

CC - RM 212

Personnel, Human Relations, Benefits Administration, Labor Relations and Employment Agreements (HRM) Committee
403(b) Compliance Update: What is the IRS Looking For and What Do They Want From Us?

CC - RM 221

Principles of School Finance (FRM) Committee
School Finance Expenditures for the Novice

CC - RM 200

Public Policy & Intergovernmental Relations (EE) Committee
Pension Issues

CC - RM 222

Public Policy & Intergovernmental Relations (EE) Committee
Swaps and Derivative Products for School Districts - Their Uses and Limitations
CC - RM 220

Risk Management (AS) Committee
School Security Begins at the Front Door With Visitors

CC - RM 212

Special Education: Administration & Finance (FRM) Committee
Nuts and Bolts of Special Ed. Funding

CC - RM 213

Maintenance & Operations (FM) Committee
1-5 Year Capital Development Plan (Restore the Core and Plan for the Future)

CC - RM 212

Principles of School Finance (FRM) Committee
History of State Aid in Illinois

CC - RM 221

Principles of School Finance (FRM) Committee
School Finance Revenues for the Novice

CC - RM 200

Professional Development (HRM) Committee
K-12 Shared Services - Real Cost Savings, Real Opportunities

CC - RM 210, 211

Public Policy & Intergovernmental Relations (EE) Committee
Hot Legislative Topics: School Funding & Accountability

CC - RM 222

Supply & Fixed Asset Management (MSM) Committee
Fixed Asset Management in the Education Environment

CC - RM 203

Personnel, Human Relations, Benefits Administration, Labor Relations and Employment Agreements (HRM) Committee
Collective Bargaining Issues and Strategies
CC - RM 220

Principles of School Finance (FRM) Committee
School Finance Revenues for the Novice
CC - RM 200

Professional Development (HRM) Committee
Oh, the Places You'll Go and the Things You'll Learn Along the Way
CC - RM 213

Professional Development II
The Illinois Energy Consortium (IEC): Saving Money on Energy Costs for School Districts
CC - RM 209

Purchasing (MSM) Committee
New Purchasing Legislation
CC - RM 135

Special Education: Administration & Finance (FRM) Committee
Mandate Shortfall Relief Levies: Powerful New Tools to Pay for Underfunded Mandates Without Debt
CC - RM 221

THURSDAY AT-A-GLANCE (cont.)

5:00 pm - 6:00 pm

Hospitality: *PM - Cotillion*

6:00 pm - 9:00 pm

Recognition Banquet & Entertainment: *PM - Marquette Ballroom*

9:00 pm - 12:00 am

Hospitality, DJ and Caricature Artists: *PM - Cotillion*



THURSDAY EVENTS

Location Key:
PM = Pere Marquette Hotel
CC = Peoria Civic Center

6:00 am - 7:00 am

5K Run & Walk

see orange insert in your Registration Packet for details.

Thanks to Jerry Brendel, Superintendent, Woodridge Elem. SD 68, for volunteering to coordinate this year's 5K run and walk.

7:00 am - 3:30 pm

Registration Desk Open

CC - Registration

7:30 am - 9:00 am

Professional Development Committees' Planning Meeting & Breakfast - We Need You

CC - Exhibit Hall

The backbone of Illinois ASBO is its professional development programs and the continued unselfish efforts of those members who volunteer to serve on the Professional Development Committees in either a leadership or member role. The sessions at this conference and the 100+ seminars offered yearly are due, in part, through the efforts of these committees. However, to continue providing these programs, we need volunteers to participate on these committees. We need you. Join us at this breakfast meeting and volunteer your services. There will be signs on each table naming the committee – cruise the room and reflect on which committee you would like to be a contributor on and sit down at that table. I assure you, you will be warmly greeted. If you'd like to check out each committee, go to our website at www.iasbo.org, click on Committees & Regional Groups, then Professional Development Committees, there you will find a listing of all our Committees, along with their objectives.

9:00 am - 9:50 am

Annual Service Associate Business Meeting

CC - Exhibit Hall

As a Service Associate member, this meeting is a must for you. Your representatives, the Service Associate Advisory Committee (SAAC), along with the Association's Officers and Executive Director, meet to discuss various issues affecting Service Associate members. In addition, you'll be asked to cast a vote for the candidates nominated for vacant positions on the SAAC - your vote counts.

The candidates are:

Two Year Vacated Term

Christopher Johnson, InterfaceFLOR Commercial

Three Year Term (two will be elected)

Sharon Gitles Uslan, Manager/Midwest Area, Chevron Energy Solutions

Fenil J. Patel, Associate Vice President, PMA Financial Network, Inc.

Wendy J. Flaherty, Vice President, First Trust Portfolios, LP

This is also an excellent opportunity for you to bring to the floor any issues you'd like discussed. Be sure to attend!

9:00 am - 11:15 am

Facility Management Breakfast Forum

**Facility Management (FM)
Committee**

CC - RM 135

Open forum discussion with Facilities and Buildings and Grounds Supervisors and Directors. Here is a chance to meet your neighbors, share problems, solutions and hear what your peers are doing. Have a cup of coffee, a roll and network with your peers. Share what you are doing. Share a problem. Share a solution.

Presenter(s): Grant L. Sabo, Asst. Supt./Facilities & Transportation, Berkeley SD 87, Berkeley, IL

9:30 am - 10:30 am

Breakout Sessions

**Accounting, Auditing &
Financial Reporting (FRM)
Committee**

IPAM: The Latest From the State on the New Program Accounting Manual

CC - RM 136

This session will focus on upcoming accounting changes such as, indirect costs calculations, annual financial report, financial profile and IPAM manual. This session will also review the budget report, definition of a balanced budget, the deficit reduction plan and budget forecasting.

Presenter(s): Craig A. Schilling, Asst. Supt./Business Affairs, Glenbrook HSD 225, Glenview, IL
Deborah I. Vespa, Division Administrator, IL State Board of Education, Springfield, IL
Brent Appell, Principal Consultant, IL State Board of Education, Springfield, IL

Moderator: Hillarie J. Siena, Dir./Business Affairs, Northfield Twp. HSD 225, Glenview, IL

**Cash Mgmt, Investments
& Debt Mgmt (FRM)
Committee**

Demystifying Bond Ratings

CC - RM 209

Our presentation will provide a perspective on credit ratings, explaining the importance of ratings, the reasons for which governments obtain a bond rating, and the differences between competitive and negotiated bond sales. This session will also discuss the role of rating agencies and the steps involved in the bond rating process, including necessary documents, typical participants, and tips for organizing a meeting with the credit rating agencies. We will conclude with a sample of actual Illinois school district ratings and a presentation of the rating criteria for general obligation bonds, as well as, some of the measures and ratios utilized in local credit analysis.

Presenter(s): Ogden Kniffin, Jr., Vice President, Raymond James & Associates, Chicago, IL
Steffanie Dyer, Associate, Standard & Poor's, Chicago, IL
Melanie A. J. Shaker, Director, Fitch Ratings, Chicago, IL

Moderator: Spiro C. Hountalas, Director, Standard & Poor's, Chicago, IL

**Cash Mgmt, Investments
& Debt Mgmt (FRM)
Committee**

Student Activity Funds

CC - RM 210, 211

This program is designed to offer an overview of the operation of student activity accounts: from implementing purchasing procedures, to maximizing earnings from investments, to safeguarding cash. Time will be available for a roundtable question and answer session to address your individual needs.

Presenter(s): Richard J. Hendricks, Asst. Supt./Business, Oak Lawn CHSD 229, Oak Lawn, IL
Ronald C. Steigerwald, Statewide Marketing Director, Illinois Energy Consortium (IEC), Buffalo Grove, IL
Patricia McAndrews, Dir./Business, Wheeling CCSD #21, Wheeling, IL

Moderator: Ronald C. Steigerwald, Statewide Marketing Director, Illinois Energy Consortium (IEC), Buffalo Grove, IL

**Legal Issues (EE)
Committee**

Update on School Safety Drill Act & Compliance with Emergency and Crisis Response Plan

CC - RM 203

This session will cover the role of the School Business Official in the newly required school emergency management teams modeled on the Incident Command System used by first responders; new regulations on type and number of school safety drills; and the minimal components of school emergency and crisis response plans. All these components are required to be in place by September 2007.

Presenter(s): Ron Ellis, Project Director, School Security Training Program, IL State Board of Education, Springfield, IL

Moderator: Joanna Medwick, Principal/Dir. of Buildings & Grounds, Franzen Intermediate School 10, Catalpa, IL

Personnel, Human Relations, Benefits Administration, Labor Relations and Employment Agreements (HRM) Committee

403(b) Compliance Update: What is the IRS Looking For and What Do They Want From Us?

CC - RM 221

This session will broaden your understanding of the 403(b) regulations both current and proposed. Learn how clarification items in the proposed regulation affect your administration requirements NOW and what the IRS is looking for in their random audit questions.

Presenter(s): Christopher J. Horstman, CFP, Preferred Planning Group, Downers Grove, IL
 Tamara M. Vaughn Middleton, CPC, QPA, QKA, President & CEO, Gatekeeper Administration & Consulting, L.L.C., Flagstaff, AZ

Moderator: Christopher J. Horstman, CFP, Preferred Planning Group, Downers Grove, IL

Planning & Construction (FM) Committee

Laws, Codes and Requirements: What You Need to Know to Build and Run a School

CC - RM 201

This session will provide an overview of laws, codes and ordinances applicable to the design, construction and operation of a school facility. The perspective of an architect, an owner and an attorney will help bring a practical approach to making sure that as you build, add on to or renovate your school building you can make decisions that work for your district and are code compliant. Once the building is built there are numerous operational requirements that must be met, keeping track of the current requirements and not getting caught unprepared for changing requirements will help keep your buildings safe, be in compliance with laws, codes and ordinances and may save you operational and maintenance dollars.

Presenter(s): Kerry Leonard, Principal/Sr. Educational Planner, OWP/P Architects, Inc., Chicago, IL
 Kenneth E. Roiland, Dir./Facilities Management, Arlington Heights SD 25, Arlington Heights, IL
 Lorence H. Slutzky, Principal, Robbins, Schwartz, Nicholas, Lifton & Taylor, Ltd., Chicago, IL

Moderator: Kerry Leonard, Principal/Sr. Educational Planner, OWP/P Architects, Inc., Chicago, IL

Principles of School Finance (FRM) Committee

School Finance Expenditures for the Novice

CC - RM 200

In this session, we will review the types of expenditures commonly incurred by school districts and how to appropriately code them to the proper fund, state function code and state object code. We will also discuss State Budget Development, Deficit Planning and Vendor Reporting.

Presenter(s): Susan L. Husselbee, Dir./Fiscal Services, Niles Twp. HSD 219, Skokie, IL

Moderator: Stanley E. Hall, Chief Financial Officer/Treasurer, Huntley CSD 158, Algonquin, IL

**Public Policy &
Intergovernmental
Relations (EE)
Committee**

Pension Issues

CC - RM 222

Listen to Ralph Martire from the Center for Tax and Budget Accountability to discuss public pension concerns in Illinois today.

Presenter(s): Ralph Martire, Executive Director, Center for Tax & Budget Accountability, Chicago, IL
Chrissy Mancini, Center for Tax & Budget Accountability, Chicago, IL

Moderator: Susan P. Bertrand, Sr. Financial Advisor, PMA Financial Network, Inc., Warrenville, IL

**Public Policy &
Intergovernmental
Relations (EE) Committee**

Swaps and Derivative Products for School Districts - Their Uses and Limitations

CC - RM 220

What is a swap? What other derivative products are available to school districts? What are their advantages? What are their legal limitations? Join us for a discussion of this cutting edge topic that will examine these issues and review an actual case study for at least one Illinois school district.

Presenter(s): Tim McGree, Partner, Chapman and Cutler LLP, Chicago, IL
Larry E. White, Partner, Chapman and Cutler LLP, Chicago, IL

Moderator: Todd R. Drafall, Dir./Administrative Services, Aurora West SD 129, Aurora, IL

**Risk Management (AS)
Committee**

School Security Begins at the Front Door With Visitors

CC - RM 212

In part, school security begins with the person making the first contact - often a receptionist or secretary. Yet seldom do these individuals receive adequate training in screening visitors and dealing with visitors who may not belong in the building. A school security system is only as good as those individuals responsible for running the system. This program focuses on training for school employees in "point of contact" controls and looks at additional training and steps we can take to improve security in our schools.

Presenter(s): Raelynn M. Roman, Bourbonnais, IL
Steven S. Wilder, President, Sorensen, Wilder & Associates, Bradley, IL

Moderator: Raelynn M. Roman, Bourbonnais, IL

9:30 am - 10:30 am

Breakout Sessions (cont.)

**Special Education:
Administration & Finance
(FRM) Committee**

Nuts and Bolts of Special Ed. Funding

CC - RM 213

Are you new to school business management, or an old timer who just wants more information on special education funding? This is the session for you. You know that special ed funding isn't keeping up with the costs, and you need to maximize your reimbursements so that you don't lose anything you're entitled to. In this session, Rich Kraft will discuss the types of Special Education Funds (State and Local). He will address the way these funds are claimed. He then will talk about federal funds and the new issues in special education funding and give an update on the latest information on the legislation and how it is progressing. This is a must to keep current with one of the major causes of increases in school expenses today.

Presenter(s): Richard E. Kraft, Comptroller, Black Hawk Area Spec. Ed. Dist., East Moline, IL

Moderator: Susan L. Krautstrunk, Crystal Lake, IL

10:00 am - 3:30 pm

Exhibits Open

CC - Exhibit Hall

10:45 am - 11:45 am

Breakout Sessions

**Accounting, Auditing &
Financial Reporting (FRM)
Committee**

IPAM and ASA and Continuation of AFR

CC - RM 136

This session will focus on upcoming accounting changes such as, indirect costs calculations, annual financial report, financial profile and IPAM manual. This session will also review the budget report, definition of a balanced budget, the deficit reduction plan and budget forecasting.

Presenter(s): Craig A. Schilling, Asst. Supt./Business Affairs, Glenbrook HSD 225, Glenview, IL
Deborah I. Vespa, Division Administrator, IL State Board of Education, Springfield, IL
Brent Appell, Principal Consultant, IL State Board of Education, Springfield, IL

Moderator: Hillarie J. Siena, Dir./Business Affairs, Northfield Twp. HSD 225, Glenview, IL

**Budgeting & Financial
Planning (FRM)
Committee**

ISBE: Deficit Reduction Plans

CC - RM 220

Learn about the new requirement of the Illinois State Board of Education to file a balanced budget. How is a balanced budget defined? What do I have to do if my budget is not balanced? A representative from ISBE will explain the requirements of this new legislation. Additionally, two business managers will share their experiences about how their districts fulfilled the new requirement by preparing a deficit reduction plan.

Presenter(s): Jay W. Grimes, Regional Financial Consultant, IL State Board of Education, Springfield, IL
Leonora J. Beck, Business Manager, Country Club Hills SD 160, Country Club Hills, IL
Nikita R. Johnson, Business Manager, Proviso Twp. HSD 209, Forest Park, IL

Moderator: Michael P. Frances, Sr. Financial Advisor, PMA Financial Network, Inc., Warrenville, IL

**Cash Mgmt, Investments
& Debt Mgmt (FRM)
Committee**

How to Manage Your Total Tax Rate Strategy

CC - RM 213

More districts are taking a proactive approach to their total tax rates. Taking steps to target a total rate is a strategy that can be useful to many districts. Why is this total tax rate approach appealing? How does this strategy help in both operating and bond referenda planning? When is the strategy appropriate? See how this strategy is being implemented to manage the largest Illinois school referendum to meet the goals of Oswego CUSD 308.

Presenter(s): Kristopher P. Monn, Asst. Supt./Finance, Oswego CUSD 308, Oswego, IL
Fenil J. Patel, Associate Vice President, PMA Financial Network, Inc., Warrenville, IL
Moderator: Fenil J. Patel, Associate Vice President, PMA Financial Network, Inc., Warrenville, IL

**Cash Mgmt, Investments
& Debt Mgmt (FRM)
Committee**

Merchant Services

CC - RM 201

Schools are streamlining the fee collection process for registration, books, food service, activities, and more. In addition to cash and checks, they are offering alternative payment services for parents and students. Learn about the many options for payment and merchant services, and their features and benefits. In-house services, such as credit card acceptance, electronic or point-of-sale checks, gift cards, and more will be presented. On-line payment options using credit cards, debit cards, and electronic checks will be explored. Regulatory and compliance issues will be incorporated into the presentation.

Presenter(s): Sherrie L. Erdenberg, Sales Representative, RevTrak, St. Charles, IL
Laura Shallow, Vice President, Fifth Third Bank, Oak Lawn, IL
Moderator: Chad Thorson, Sr. Vice President, First Trust Portfolios, LP, Lisle, IL

**Legal Issues (EE)
Committee**

IEA and School Administration - Legal Issues and Negotiations

CC - RM 209

This session will assist you in successfully negotiating the key issues in school labor negotiations and provide practical tips for effective negotiations. Experienced table negotiators from the IEA and a school law firm will discuss how to effectively negotiate critical issues in negotiations, including: 1) How to provide retirement benefits after enactment of the TRS 6.0% earnings increase cap, 2) Methods to control health insurance benefits costs and provide a competitive health insurance benefits package, and 3) Cost effective options to improve employee salary schedules and address salary equity, longevity, and step cost issues.

Presenter(s): Philip H. Gerner III, Attorney, Robbins, Schwartz, Nicholas, Lifton & Taylor, Ltd., Chicago, IL
Donna Mavros, UniServ Director, Illinois Education Association (IEA)/NEA Region 40, Naperville, IL
Moderator: Patricia A. Masterton, Assistant Superintendent, Addison Elem. SD 4, Addison, IL

**Maintenance &
Operations (FM)
Committee**

1-5 Year Capital Development Plan (Restore the Core and Plan for the Future)

CC - RM 212

Whether you need to get a better handle on deferred maintenance or a thorough life cycle analysis of your facilities, a plan is imperative. Learn how to develop a 1-5 year plan to avoid surprises while maximizing campus safety and the longevity of your assets and infrastructure. This session will include practical methods for assessing, analyzing, reporting, and funding 1-5 year plans.

Presenter(s): Robert T. Ungaro, Dir./Operations & Maintenance, Lake Park CHSD 108, Roselle, IL
John P. Conlon, Owner, Facility Tree, Carol Stream, IL

Moderator: Richard A. Bubula, Dir./Buildings & Grounds, Downers Grove SD 58, Downers Grove, IL

**Principles of School
Finance (FRM) Committee**

History of State Aid in Illinois

CC - RM 221

For FY07, General State Aid accounts for \$4.1 billion out of the \$6.5 billion general funds appropriated for elementary and secondary education in Illinois. In terms of dollars, it is by far the largest program in the I.S.B.E. budget. The GSA formula crafted in the early 1970's was an equalization formula whereby poorer school districts received more state dollars than wealthy ones. While the equalization concept remains, changes to the formula since its inception, coupled with the lack of progress in adjustments to property taxes, have served to mitigate the original intent. Bill Hinrichs will provide a history about what has happened to this critical formula and how it impacts school districts.

Gary will be updating the audience on the current status of the highly successful State School Construction Program. With the mounting backlog of grant applications and the recent ISBE/CDB survey of needs, these only accentuates the urgency of the General Assembly to provide capital funding for school construction. Who knows, Fiscal Year 2008 may finally be the year to see this happen.

Presenter(s): Gary V. Ey, K-12 Educational Consultant, Wight & Company, Springfield, IL
William L. Hinrichs, Retired Sr. Policy Advisor, IL State Board of Education, Springfield, IL

Moderator: Cheryl M. Crates, Chief Financial Officer, Comm. Unit Sch. Dist. 300, Carpentersville, IL

**Principles of School
Finance (FRM) Committee**

School Finance Revenues for the Novice

CC - RM 200

Learn about local revenue, the property tax cycle, and the ins and outs of the tax levy.

Presenter(s): David T. Lawson, Business Manager, Skokie SD 69, Skokie, IL

Moderator: Andrea J. Gorla, Asst. Supt./Business & Finance, DeKalb CUSD 428, DeKalb, IL

**Professional
Development (HRM)
Committee**

K-12 Shared Services - Real Cost Savings, Real Opportunities

CC - RM 210, 211

It is acknowledged that the School Districts in Illinois are providing a quality level of education for the students within the State. However, K-12 funding remains an on-going issue that will continue to exacerbate until the current operating models and administrative requirements are changed. The current rationale of wanting to continue to provide (additional) monies (in the form of more General State Aid) at the recognized school district financial crisis will not solve the growing challenge; there needs to be a dramatic change/enablement in the way school districts operate.

The Illinois Legislature has the Vision to provide the vehicle within the 2004 Education Reform Act, the opportunity now exists to design and build a new school operations platform that will significantly reduce the way school districts are run which will then enable those savings to be directed to the classroom. By borrowing from Industry, the opportunity exists to leverage the Shared Services Operations Model to enable school districts to reduce their overall administrative and operational expenses, while still maintaining their local autonomy and control, and provide incremental revenues back to the classroom.

“Feed a man a fish and you feed him for a day; teach him to fish and you feed him for a lifetime.” We now need to give our school districts the fishing pole (by incorporating a Shared Services Model), so they can meet their lifetime (operational) needs.

Mike Maher, Shared Services Practice Leader from Synch-Solutions, has been instrumental in developing the operational model in support of the K12 Regional Shared Services Initiative and is a driving force in promoting the model not only in Illinois, but Wisconsin, Missouri, Michigan and Ohio. Mike will outline five quick and easy ways to leverage Shared Services to enable School Districts to significantly reduce their administrative and operational spending while optimizing their available classroom resources.

Presenter(s): Mike Maher, Shared Services Practice Leader, Synch-Solutions, Chicago, IL

Moderator: Lisa D. Maher, Asst. Business Manager, Comm. Unit Sch. Dist. 200, Wheaton, IL

**Public Policy &
Intergovernmental
Relations (EE) Committee**

Hot Legislative Topics: School Funding & Accountability

CC - RM 222

Hear a distinguished panel discuss current legislative initiatives on school funding and accountability.

Presenter(s): Calvin C. Jackson, Legislative Liaison/Prof. Dev. Consultant, Illinois ASBO, Fairbury, IL
Michael A. Jacoby, Executive Director, Illinois ASBO, DeKalb, IL

Ralph Martire, Executive Director Center for Tax & Budget Accountability, Chicago, IL

Moderator: Calvin C. Jackson, Legislative Liaison/Prof. Dev. Consultant, Illinois ASBO, Fairbury, IL

10:45 am - 11:45 am

Breakout Sessions (cont.)

Supply & Fixed Asset
Management (MSM)
Committee

Fixed Asset Management in the Education Environment

CC - RM 203

We will review capital asset reporting requirements and discuss policies that should be in place to comply with GASB 34, as well as insurance reporting issues. We will discuss strategies for managing fixed assets through the fixed assets life cycle from acquisition to retirement.

Presenter(s): Patrick J. Collins, District Manager, American Appraisal Associates, Inc., Lisle, IL

Moderator: Barbara I. Stephani, Business Manager, Argo CHSD 217, Summit, IL

12:00 pm - 1:30 pm

Complimentary Lunch

CC - Exhibit Hall

2:00 pm - 3:30 pm

Breakout Sessions

Budgeting & Financial
Planning (FRM)
Committee

Negotiating an Intergovernmental TIF Agreement

CC - RM 222

TIF districts are being used with increasing frequency by cities and villages to promote redevelopment. A TIF district can have an adverse financial impact on school districts. Prior to negotiating TIF agreements with the cities of Park Ridge and Des Plaines, Maine Township High School District 207 felt like they had no choice other than simply go along. But after working with Dean Krone, the district is convinced that school districts can negotiate successful intergovernmental agreements to protect themselves. Come hear how it is done!

Presenter(s): Dean W. Krone, Partner, Hodges, Loizzi, Eisenhammer, Rodick & Kohn, Arlington Heights, IL
Merilee McCracken, Asst. Supt./Business, Maine Twp. HSD 207, Park Ridge, IL

Moderator: Christopher P. Whelton, Dir./Fiscal Services, Maine Twp. HSD 207, Park Ridge, IL

Cash Mgmt, Investments
& Debt Mgmt (FRM)
Committee

The Current Interest Rate Environment for Investing and Borrowing

CC - RM 201

Learn about the very interesting current interest rate environment which is being driven by mixed economic data that shows concerns for both higher inflation and an economic recession. Topics/questions to be covered include 1) The currently inverted yield curve, 2) What the Fed Funds futures market is predicting, 3) Current arbitrage opportunities, 4) Is it a good time to invest long term? and 5) Is it a good time to borrow?

Presenter(s): Jeffrey K. Schroeder, Sr. Managing Consultant, PFM Asset Management LLC, Chicago, IL

Moderator: Todd C. Sholeen, Vice President, Charter One Bank, Chicago, IL

**Cash Mgmt, Investments
& Debt Mgmt (FRM)
Committee**

The Truth About Premium Bonds, Debt Limits & Cost Effective

CC - RM 136

Has your school district ever issued premium bonds, capital appreciation bonds, or a combination of the two? Are you considering such a structure in the future? Does “premium” automatically mean “more costly”? What constitutes a “back-loaded” debt structure and when is it appropriate? Better yet, how do independent parties like rating agencies view premium bonds, zero coupon bonds and back-loaded debt structures? With the increased media attention to school building financings and debt limits, school leaders can’t afford to miss this presentation. This session will focus on understanding the types of bond structures that school districts use to meet tax rate objectives and long term capital project goals. Attend this session and you will be better prepared to respond to board and community questions on the reasons bond structures were implemented. Be there and be informed.

- Presenter(s):** Tammie S. Beckwith Schallmo, Director/Municipal Securities Group, UBS Investment Bank LLC, Chicago, IL
 Thomas L. Chapman, Director, Manager/Midwest Reg. Group, Raymond James & Associates, Chicago, IL
 Chad J. Thorson, Sr. Vice President, First Trust Portfolios, LP, Lisle, IL
 Todd S. Krzyskowski, Vice President, J. P. Morgan Securities, Inc., Chicago, IL
 Lynda K. Given, Partner, Chapman and Cutler LLP, Chicago, IL
- Moderator:** Sharone Levy, Analyst, Moody’s Investors Service, Chicago, IL

**Legal Issues (EE)
Committee**

10 Things that Get You in Trouble

CC - RM 210, 211

Keep yourself and your school district out of the papers and away from negative publicity with some helpful tips from an attorney who has experienced dealings with these troublesome issues.

- Presenter(s):** Daniel M. Boyle, Partner, Sraga, Engler, and Boyle, L.L.C., Oak Brook, IL
- Moderator:** Angeline Bisbikis, Asst. Supt./Business, Crete-Monee SD 201U, Crete, IL

**Maintenance &
Operations (FM)
Committee**

Fire & Water Restoration

CC - RM 203

Disaster Recovery & Emergency Preparedness reviewing the need for prompt, efficient response to an event, interacting with ALL concerned parties, assessment of site safety and security needs, developing a site specific disaster recovery plan, and utilizing the needed resources to control the event. A real life situation involving an association member will be used as an example.

- Presenter(s):** Mark Cosgrove, Large Loss Specialist, Brouwer Brothers Steamatic, Alsip, IL
 Richard Shields, Assistant Principal, Thornridge HS 205, Dolton, IL
- Moderator:** David Regelbrugge, Dir./EHS, Boelter Associates, Inc., Park Ridge, IL

**Cash Mgmt, Investments
& Debt Mgmt (FRM)
Committee**

Hot Topics in Technology: Updating and Implementing Your Technology Plan

CC - RM 212

This session will focus on: What you need to know about purchasing equipment, selecting software, deploying wide area networks and building an effective technology team. This is a result of the PDC technology survey.

Presenter(s): Rehman R. Ali, District Technology Director, Burbank SD 111, Burbank, IL
Jerry S. Steinberg, Sr. Consultant, Telesolutions Consultants, LLC, Bloomingdale, IL
Moderator: Rehman R. Ali, District Technology Director, Burbank SD 111, Burbank, IL

**Personnel, Human
Relations, Benefits
Administration,
Labor Relations and
Employment Agreements
(HRM) Committee**

Collective Bargaining Issues and Strategies

CC - RM 220

This session will enhance your understanding of the collective bargaining process, update you on various management strategies for addressing difficult salary and fringe benefits issues, explore significant contract language issues to avoid costly TRS sick leave and salary penalties, examine impasse and mediation strategies, and provide practical negotiations techniques for use in various types of negotiations – and you will enhance and sharpen your negotiation skills to allow you to get what you need at the bargaining table.

SESSION HIGHLIGHTS: 1) The collective bargaining process
2) How to deal with the “Rambo” Negotiator
3) Unique bargaining strategies
4) Contract language solutions to address health care, fringe benefits and salary, and
5) TRS Salary and Sick Leave Penalties -- what you should do at the bargaining table

Presenter(s): Barney R. Mundorf, Partner, Robbins, Schwartz, Nicholas, Lifton & Taylor, Ltd., Collinsville, IL
Moderator: Carol A. Reinhardt, Bookkeeper, Marissa CUSD 40, Marissa, IL

**Principles of School
Finance (FRM) Committee**

School Finance Revenues for the Novice

CC - RM 200

Learn the ins and outs of how to maximize General State Aid and the effect of tax cap on a rate increase. Federal funds will be reviewed. Augmenting your budget with outside financing and other revenue sources / bonding will be discussed.

Presenter(s): Susan L. Shepard, Supervisor, Des Plaines CCSD 62, Des Plaines, IL
Robert J. Bergland, Sr. Vice President, Hutchinson, Shockey, Erley & Co., Chicago, IL
Moderator: Stanley E. Hall, Chief Financial Officer/Treasurer, Huntley CSD 158, Algonquin, IL

Professional
Development (HRM)
Committee

Oh, the Places You'll Go and the Things You'll Learn Along the Way. Lessons to be Learned for the 21st Century Business Manager

CC - RM 213

Come join a panel of seasoned school district business professionals and hear lessons learned the hard way as well as, what they may have done differently. Bring any and all questions - all questions are game. This will be an open discussion with audience participation encouraged.

- Presenter(s):** Rebecca J. Allard, Asst. Supt./Business Services, Geneva CUSD 304, Geneva, IL
 Wendy J. Flaherty, Vice President, First Trust Portfolios, LP, Lisle, IL
 Bernard W. Madden, Asst. Supt./Finance & Operations, Glen Ellyn CCSD 89, Glen Ellyn, IL
 Luann T. Mathis, Accountant, Comm. Cons. Sch. Dist. 181, Westmont, IL
 Kristopher P. Monn, Asst. Supt./Finance, Oswego CUSD 308, Oswego, IL
- Moderator:** Mary J. Chlystek, Dir./Business, Adlai E. Stevenson HSD 125, Lincolnshire, IL

Professional Development II The Illinois Energy Consortium (IEC): Saving Money on Energy Costs for School Districts

CC - RM 209

The Illinois Energy Consortium (IEC) continues to save schools \$ on their energy costs, even with the increased costs others are experiencing.

If your school district has not inquired about how the Illinois Energy Consortium (IEC) can save your school district money on its energy costs, then do not miss this session. Since 1999 the IEC has saved school districts money on their energy costs by utilizing the expertise of not only their program administrators for electricity and natural gas but by also utilizing the expertise of their independent consultant, Latham & Associates. If you miss this session, your district may continue to lose money. Do not take this chance. Write down this session's date, time and room number as soon as you get this conference program and put it on your calendar.

- Presenter(s):** Ronald C. Steigerwald, Statewide Marketing Director, Illinois Energy Consortium (IEC), Buffalo Grove, IL
 Robert Latham, President, Latham & Associates, Cedar Rapids, IA
 Dr. David Grace, Superintendent Lincoln Elem. SD 156, Calumet City, IL
- Moderator:** Kimberly K. Lamansky, Secretary for Special Services, Illinois ASBO, DeKalb, IL

**Purchasing (MSM)
Committee**

New Purchasing Legislation

CC - RM 135

This session is a follow-up to Lorence Slutzky's Wednesday session entitled "Purchasing, Bidding & Contract Management." Mr. Slutzky will continue his discussion on purchasing and new laws that have an impact on schools and purchasing. This is a "hands on" session. Those in attendance will be active participants. Mr. Slutzky is well informed on these matters and will provide those in attendance with an interesting look at topics associated with actual examples that have occurred.

Some of the topics that he will discuss are:

- 1) new prevailing wage rules
- 2) new requirements for reporting contracts over \$1000 on the ISBE budget form
- 3) bidding electricity versus bidding on the open market
- 4) U.S. Community contracts
- 5) electronic purchasing
- 6) leasing versus buying.

Presenter(s): Lorence H. Slutzky, Principal, Robbins, Schwartz, Nicholas, Lifton & Taylor, Ltd., Chicago, IL

Moderator: Lorie M. Pilster, Coord./Business Services, Downers Grove SD 58, Downers Grove, IL

**Special Education:
Administration & Finance
(FRM) Committee**

Mandate Shortfall Relief Levies: Powerful New Tools to Pay for Underfunded Mandates Without Debt

CC - RM 221

How are you finding the \$1-2 million or more in local funds, tax-capped or not, to pay for your special education funding deficit each year? Depleting cash reserves? Cutting everything "nonessential" to divert the cash saved? Taking on new debt? Mandates without funding, or enough funding, force schools to make up the difference "somehow" with local revenue. Tax caps add to the problem of finding local revenue to make up the shortfall. New tools – Mandate Shortfall Relief Levies – are under consideration by the General Assembly for use by schools beginning July 1, 2007 (HB 0424). The two mandates initially covered are among the most costly: special education and student transportation. Learn how deficit spending and borrowing to cover these mandates can be virtually eliminated. Learn how to convert debt instrument dollars to revenue dollars in your district. These new tools, if they become available, promise a new era in local school finance. No bills before the General Assembly will do more to provide relief for local school finances than will HB 0424.

Presenter(s): Allan T. Smigiel, Dir./Finance, McHenry CCSD 15, McHenry, IL
Edward C. Wahl, Retired Asst. to the Supt. for Business Affairs, Homewood SD 153, Homewood, IL

Moderator: Richard E. Kraft, Comptroller, Black Hawk Area Spec. Ed. Dist., East Moline, IL

PM - Cotillion

6:00 pm - 9:00 pm

Recognition Banquet & Entertainment

PM - Marquette Ballroom

Recognitions: We will be awarding scholarships and recognizing those individuals who have acted in leadership roles in the areas of school business management.

Entertainment: Since it's inception in 1983, Mickey & The Memories, a ten member show (3 girls & 7 guys), has emerged as one of the hottest oldies bands in the country. For more than 15 years, they have been presenting "The Ultimate Rock'n Soul Reunion" to excited audiences everywhere. And what a show! ...50's innocence of Connie Francis... the rebellious heartache of the Ronettes... the electric and soulful elegance of the Supremes... and the infectious beat of the 70s dance floor. In short, Mickey & The Memories brings back the total feeling of a generation gone by. Will you enjoy yourself? You can bet that '68 Mustang on it!

9:00 pm - 12:00 am

Hospitality and DJ

PM - Cotillion

End the evening with friends and enjoy great hospitality, music and dancing!

Facing Page: ASBO Vice President and Illinois ASBO Past President (2002-2003) Jerome E. Brendel, 2000-2001 Past President Gregg L. Worrell and 1998-98 Past President Emmert P. Dannenberg welcome ASBO Dignitaries ede Fast, Executive Director, Manitoba ASBO; Susan Lang, Executive Director, Alberta ASBO; Bruce Moltzan, Canada ASBO; and Angie Peterman, Executive Director, Oregon ASBO to the 2006 Annual Conference.

FRIDAY AT-A-GLANCE

8:00 am - 8:30 am

Location Key:

PM = Pere Marquette Hotel

CC = Peoria Civic Center

Complimentary Plated Breakfast

PM - Marquette Ballroom (South/Central)

8:30 am - 9:00 am

Update from the IL State Board of Education

PM - Marquette Ballroom (South/Central)

9:00 am - 9:30 am

Update from the Alliance and Illinois ASBO's Delegate Advisory Assembly (DAA)

PM - Marquette Ballroom (South/Central)

9:30 am - 10:15 am

Closing General Session

PM - Marquette Ballroom (South/Central)

10:30 am - 12:00 pm

2006-2007 & 2007-2008 Board of Directors' Meeting

PM - LaSalle



8:00 am - 8:30 am

Complimentary Plated Breakfast

PM - Marquette Ballroom (South/Central)

8:30 am - 9:00 am

Update from the IL State Board of Education

PM - Marquette Ballroom (South/Central)

Welcome State Superintendent, Dr. Christopher Koch

9:00 am - 9:30 am

Update from the Alliance and Illinois ASBO's Delegate Advisory Assembly (DAA)

PM - Marquette Ballroom (South/Central)

Legislative Consultant, Cal Jackson, and DAA Chairperson, Todd Drafall, will provide a legislative update.

9:30 am - 10:15 am

Closing General Session

PM - Marquette Ballroom (South/Central)



End the conference with our closing presenter, **John Pullum**. With his trademark shaved head and hilarious sense of humor, John Pullum has entertained audiences across the globe with his unbelievable mind reading abilities. Actor, comedian, motivational speaker and all-around nice guy, John takes the mysterious and makes it hilarious.

Drawing from a lifetime of experience, John makes each performance & seminar unique by interacting with the thoughts of audience members. Although his comedy show defies easy labeling, it's been described by the press as "a psychic hotline, meets a comedy club, meets the X-Files, all in one show!"

Born and raised in the suburbs of Detroit, John started performing at local events while still in his teens. Earning a reputation for his baffling stunts and incredible comedic timing, he quickly became a favorite at corporate events and private parties. His educational background includes hypnosis, television and radio broadcasting, improv comedy, theater and marketing. John has combined all his educational training and performance into his motivational, educational seminars.

If John's face looks familiar it's probably because you've seen him on TV once or twice. He has appeared on several international television shows, in feature films with the likes of Danny DeVito and Jack Nicholson, and was recently featured as host of the Discovery Channel's series "More Than Human", and also appeared on "Unsolved History" and "More Science of Magic" as their hypnosis / mind reading expert.

Whether he's in front of a college, corporate, or private audience, John Pullum will amaze, amuse and get your audience motivated.

10:30 am - 12:00 pm

2006-2007 & 2007-2008 Board of Directors' Meeting

PM - LaSalle

