

## 2021 VASBO Virtual Spring Conference

Join us for the 2021 VASBO Virtual Spring Conference! This year's conference will take place over the course of three Tuesdays in May, May 11th, 18th, and 25th. We are excited to provide VASBO members and partners with an opportunity to engage in a variety of professional development and networking opportunities over the course of these three days! This year's conference will feature a host of speakers on various topics effecting school business officials across the state, including:

- Cybersecurity
- Short Term Disability & Long Term Disability
- Use of ESSER Funds
- Leadership and Staff Wellness
- Learning Loss
- Procurement
- Special Guest Speaker Gerry Brooks!

Visit [vasbo.org/conferences](https://vasbo.org/conferences) to learn more about this year's conference!



## Upcoming Events

### JUNE 2021

Eagle Award Applications Due - June 1

Emerging Leaders Scholarship Applications Due - June 1

### JULY 2021

Legislative Advocacy Conference - July 13-15

ASBO Eagle Institute - July 20-23

### OCTOBER 2021

ASBO Annual Conference and Expo - October 13-16

VASBO Fall Conference - October 21-22

### JANUARY 2022

2022 VASS-VASBO Winter Conference - January 9-11

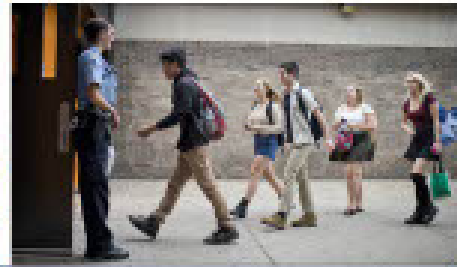
### FEBRUARY 2022

Executive Leadership Forum - February 3-5

### SEPTEMBER 2022

ASBO Annual Conference and Expo - September 14-17

# WE KNOW THE UNIQUE RISKS SCHOOLS FACE WE KNOW HOW TO RESPOND



IMAGINE A TRUE PARTNER IN MEETING  
YOUR RISK MANAGEMENT NEEDS

VACORP is here for you and wants to be your one-stop provider of insurance-related coverages and services. We know the risks your educators, school staff, and administration face to provide a safe and caring environment to educate our future leaders.

**WE ARE HERE TO HELP YOU AND WE TAKE THAT COMMITMENT VERY SERIOUSLY.**

#### SUPPORT YOU NEED

When school divisions were closed due to the threat of COVID-19, VACORP was there to provide DOLI training, guidance and support by reviewing reopening plans. Now, the Board has voted to return a \$2,000,000 dividend to members at renewal. We continue to review plans to help you feel comfortable and confident in your efforts to provide a safe environment for your community. Contact us for a risk management review of your reopening plan.



#### COVERAGES YOU NEED

Peace of mind is as important to us as it is to you, so we provide increased limits for Cyber Risks up to \$10,000,000. This covers the ever-increasing threats of social engineering scams and fraudulent instruction through deceptive email phishing. This increased level of coverage has no sublimits and no pooled aggregate limit.

#### TRAINING YOU NEED

VACORP continues to provide the training required for your operations staff, including your bus drivers, school nutrition staff, and custodians. Training can be done in person or through virtual platforms.



**VACORP**

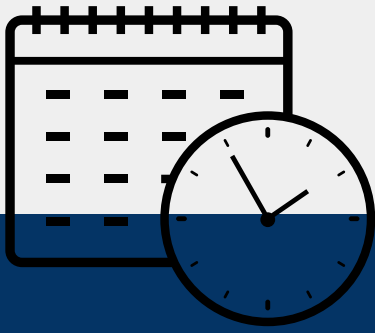
We've Got You Covered  
[www.vacorp.org](http://www.vacorp.org)

844-986-2705

[info@riskprograms.com](mailto:info@riskprograms.com)

©2021 VACORP | All Rights Reserved

**WE'RE HERE FOR YOU**



## MARK YOUR CALENDAR!

The ASBO international Conference and Expo will be held October 13-16, 2021 in Milwaukee, Wisconsin

The Annual Conference & Expo brings together more than 1,000 school business leaders from around the world for engaging professional development and educational sessions covering the top issues impacting school finance, countless networking opportunities, and the latest products and services in school business.

Learn more about this year's conference and register at [asbointl.org](https://asbointl.org)!

### **Biden's American Families Plan To Expand Universal Pre-K**

President Joe Biden has proposed a \$1.8 trillion package of policies, the American Families Plan (AFP), which would expand universal prekindergarten access, make it easier for high-poverty schools to serve free meals, and fund programs to train and support teachers. The centerpiece of the plan would add four years of education for every student, with \$200 billion to fund universal preschool for all 3-4 year olds, and \$109 billion for two years of community college later. "When this nation made 12 years of public education universal in the last century, it made us the best-educated and best-prepared nation in the world," Biden said. "But the world is catching up. They are not waiting. Twelve years is no longer enough today to compete in the 21st Century." The AFP also provides \$9 billion to "train, equip, and diversify American teachers" through expanded federal scholarships for would-be educators, "grow-your-own" programs that help paraprofessionals become full-time teachers, and teacher residency and leadership programs. Forty-five billion dollars will be used to expand nutrition programs, allowing more schools to participate in the existing Community Eligibility Program, which allows schools in low-income areas to serve universal free meals without individually qualifying students. The proposals are likely to face hurdles in passing the Senate, where Democrats do not hold a filibuster-proof majority and Republicans have criticized calls for additional federal spending.

## **U.S. Education Department Releases State Plan Template for the American Rescue Plan Elementary and Secondary School Emergency Relief Fund**

The U.S. Department of Education (Department) released the State plan application that will support states in describing how they will use resources under the American Rescue Plan Elementary and Secondary School Emergency Relief (ARP ESSER) fund to continue to safely reopen schools, sustain their safe operations, and support students—especially those most impacted by the pandemic.

In March, states received access to two-thirds of their ARP ESSER allocation—a total of \$81 billion. The remaining \$41 billion will become available after states' plans are approved by the Department. After the final one-third of funds are made available, states would have received access to nearly \$122 billion to help safely reopen and sustain the safe operation of schools and address the impact of the COVID-19 pandemic on our nation's students.

## **Virginia to Pilot COVID-19 Testing Program in Public Schools**

Dr. Laurie Forlano, a deputy commissioner for the Virginia Department of Health, said the agency is launching a pilot program to provide rapid antigen tests to schools across the state. VDH is rolling out the program with Abbott BinaxNOW tests — portable kits, roughly the size of a credit card, that provide results in around 15 minutes.

“We agree that testing can be a layer of prevention,” said Forlano, who oversees population health for the department. The concept of screening students and staff isn't a new one, and some colleges and private K-12 schools have been testing since the fall. But it's taken on new importance since Virginia — like many states across the country — began encouraging local school divisions to reopen for in-person instruction.

As of March 22, only three of Virginia's 132 school districts were operating fully remotely. The U.S. Centers for Disease Control and Prevention have also issued interim guidance for K-12 testing, which is largely mirrored by VDH in its own reopening guidelines for schools.

## As Schools Weigh How to Use New Aid for Homeless Students, Finding Them Is Step One



Districts will soon have a fresh surge of federal aid to help support students experiencing homelessness, many of who have lost a key source of stability they find in schools as they face pandemic-related challenges presented by remote learning, quarantines, and strained family networks. But the same pandemic-related circumstances that have created urgent new needs for homeless students have also made them more difficult to identify, district leaders told Education Week.

“Prior to the pandemic, school was the safest most stable place in the lives of children and youth who are homeless,” said Barbara Duffield, the executive director of SchoolHouse Connection, an organization that advocates for students experiencing homelessness. “It was the place for noticing what was going on in their lives and for educators to do something about it. It’s not like things are better. It’s that we can’t find them.”

## Voluntary Benefits Specialist

◆ Take advantage of our buying power ◆

### Would you be interested if...?

We could save you and your employees time and money while enhancing your voluntary benefits program.

### Did you know...?

You have the ability to piggy-back onto our existing contracts through **Cooperative Procurement**.

Virginia Public Procurement Act  
§ 2.2-4304(A)

Tailored Benefit Plan Designs  
Best-in-Class Plans  
Higher Participation  
Concierge Service  
Technology

**Inspiring Solutions**



Farmville, NC

**To Learn More**

**Lonnie Pierce**

252-725-3064 (mobile)  
lonnie@pierceins.com

www.pierceins.com



*Discover how Pierce Insurance can "benefit" you!*

# 2021 ASBO Awards

ASBO International honors school business professionals who stop at nothing to be change-agents for the students in their district and beyond.

The International Eagle Award is presented with a \$5,000 scholarship to a high school senior from the recipient's district and more! Three ASBO International Members will receive the Distinguished Eagle Award with a \$2,500 scholarship to present to a high school senior from their district.



APPLY OR NOMINATE BY JUNE 1, 2021!



The Emerging Leaders Scholarship recognizes new professionals and helps them develop into tomorrow's leaders.

18 scholarships are awarded each year with each recipient receiving a \$2,000 scholarship toward ASBO International's Annual Conference and Expo, a strong network of peers and mentors before, during, and after the event, and exclusive training session and networking events

APPLY or NOMINATE by June 1, 2021!

Learn more about ASBO's award programs by visiting [asbointl.org](http://asbointl.org)!

An advertisement for Keystone Information Systems, featuring a computer desk with two monitors. The text "KEYSTONE Information Systems" is prominently displayed in red and white. Below it, a red box lists the "Comprehensive Software Suite for VA School Divisions" including Budgeting, Financials, Payroll, and Human Resources. A red banner at the bottom says "We want to exceed our clients' best expectations". Contact information is provided in a red box at the bottom right.

**KEYSTONE**  
Information Systems

Comprehensive Software Suite  
for VA School Divisions

- Budgeting
- Financials
- Payroll
- Human Resources

*We want to exceed our clients' best expectations*

One Tall Oaks Corporate Center  
1000 Lenola Road  
Maple Shade, NJ 08052

Phone: (800) 735-4862  
E-mail: [info@keyinfosys.com](mailto:info@keyinfosys.com)  
[www.keyinfosys.com](http://www.keyinfosys.com)



# Quality Employee Benefits

Provided by  
First Financial Group of America

## WHO IS FIRST FINANCIAL?

First Financial Group of America specializes in providing supplemental health insurance benefits and financial services that help protect your employees and their families. With more than 50 years of experience assisting school systems, hospitals, counties and city governments, we stand ready to educate your employees on their benefits and offer a full range of services to make your benefits administration a breeze.

---

## HOW WE CAN HELP

First Financial understands that employers are faced with many decisions about employee benefits and building a robust benefit portfolio. You may even wonder what products are best for your unique team. To help you build a strong benefits package, we offer the following services that make the process as smooth as possible.

- **Financial Wellness:** We partner with TCG to bring you a variety of retirement and wealth management options so that you can help employees improve their financial wellness and better plan for their future.
- **Administrative Solutions:** Our full range of services such as online billing, record keeping, and program evaluation will keep your organization's benefits running smoothly and efficiently.
- **Enrollment Services:** We are with you every step of the way during enrollment, whether it's in person or online, to make the process easy for you and employees.
- **Benefits Consulting:** Let us help you with all aspects of plan design, communication needs and employee education through our comprehensive, integrated approach.

To learn more about First Financial and our services, visit your [custom VaCO webpage](#). You can also visit our website at [www.ffga.com](http://www.ffga.com) to read detailed descriptions about our administrative and enrollment services.

Rich Mangiere, Account Development Coordinator

(804) 510-3401

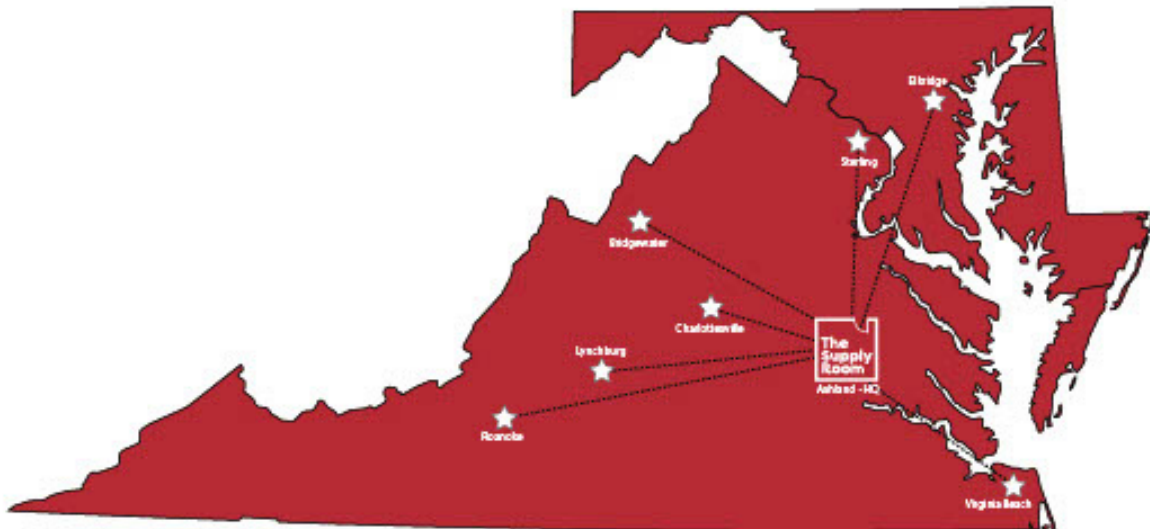
[Rich.Mangiere@ffga.com](mailto:Rich.Mangiere@ffga.com)

[www.ffga.com/vaco/](http://www.ffga.com/vaco/)



# Proudly Serving Virginia's Counties Since 1951

We are proud to have been Virginia's number one supplier of PPE, safety and sanitation products in 2020. Our combination of size and flexibility is unique to our industry and the cornerstone to our success. As a SWam-certified small and woman owned business (WS-6360) we strive to be the one-stop-shop for all of your needs, from office essentials, to school and office furniture, to PPE and safety products.



As a third-generation family-owned and -operated business we are the second-largest independently-owned office supplies company in the United States. We purchase directly from manufacturers and stock more than 4,000 products in 9 locations throughout Virginia and Maryland; as a result we provide our customers with extremely competitive pricing and offer free, next-day delivery on a large variety of products.



## Save money, save the day!



[thesupplyroom.com](http://thesupplyroom.com) | 804.412.1200





Mark III Employee Benefits has been a family owned, operated, and licensed Brokerage & Consulting firm since **1973**. Currently, we serve over **150** public sector clients and insure over **250,000** employees throughout Virginia, North Carolina, Tennessee, Georgia, South Carolina, and Florida. We provide best-in-class voluntary benefits and medical consulting to public sector clients while understanding and evaluating the needs and desires of their employees. Mark III is qualified to evaluate, design, implement, manage, and enhance your overall benefits program. We are committed to becoming **Your Trusted Benefits Partner**.

“The communication and enrollment capabilities of the Mark III staff is truly impressive. Our employees felt comfortable with the ease and thoroughness of which the enrollment is conducted. The array of products available to our staff at such an affordable cost is greatly appreciated.”

*Cole Spencer Ed. D.  
Director of HR  
Smyth County Schools, VA*

**Services/Areas of Expertise:**

- ✓ Medical Consulting
- ✓ Customized Voluntary Benefits
- ✓ Online Enrollment Platforms
- ✓ Employee Communication
- ✓ Benefit Administration
- ✓ Bill Reconciliation
- ✓ Compliance Updates
- ✓ Wellness Programs

Start a conversation at [markiiieb.com](http://markiiieb.com)

[markiiieb.com](http://markiiieb.com) | (800) 532-1044 | [trustus@markiiieb.com](mailto:trustus@markiiieb.com)

# SAVE THE DATE!

## 2021 VASBO Fall Conference October 21 - 22, 2021

Registration and conference information will be shared soon!



# Upcoming Webinars

---

**MAY 5 - 3PM-4PM**

[A Roundtable Discussion: Building Staff & Public Confidence in Returning to Schools](#)

**MAY 6 - 12PM-1PM**

[Tackling Wellness Through a School District and Hospital Partnership \(LIVE\)](#)

**MAY 27 - 12:00PM-1PM**

[Perspectives from the U.S. Department of Energy's Better Buildings Challenge: Achieving Energy Efficiency and Cost Savings \(LIVE\)](#)

Visit [learn.asbointl.org](https://learn.asbointl.org) for more virtual professional development opportunities!

**Are your educators struggling with student loan debt?**

*It doesn't have to be this way.*



Horace Mann Student Loan Solutions will help your staff manage their student loan debt, apply for federal loan forgiveness and get on a path toward a brighter financial future — helping you better attract, support and retain the quality, full-time educators you need.

Learn more at [horacemann.com/student-loan-debt-help/schools](https://horacemann.com/student-loan-debt-help/schools).



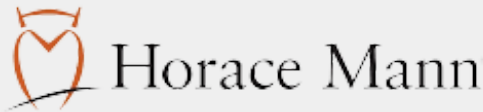
*The information provided here is for general informational purposes only and should not be considered a recommendation. Horace Mann's Student Loan Solutions program includes services provided by a third party. Horace Mann is a private, independent company not affiliated with the Department of Education or the federal government. Horace Mann does not negotiate, adjust or settle debts. No assistance provided by Horace Mann constitutes official action for purposes of student loan forgiveness programs or guaranteed results. Horace Mann's Student Loan Solutions program terms are subject to change. Horace Mann and its affiliates enter into agreements with educational associations pursuant to which Horace Mann or its affiliate pays the educational association to provide various services that are aimed at familiarizing the association's members with the Horace Mann brand, products or services. For more information or to ask questions about your educational association's services agreement, please email your inquiry to [association.relations@horacemann.com](mailto:association.relations@horacemann.com).*

# A SPECIAL THANK YOU TO OUR VENDOR PARTNERS

## DIAMOND



## PLATINUM



## GOLD



## SILVER



## Education professionals deserve a specialist.

You take care of your people. We know. Your teachers and staff work hard—pulled in all directions. You search for partners who ease your workload and worry, while giving your colleagues guidance and support. For more than 55 years, the education community has turned to us for employee benefits solutions they can trust. Maybe you should, too? Consider American Fidelity for a different opinion.

### Help is here.

- Tax-Favored Benefits Enrollment Support
- Cost-Effective Benefit Solutions
- Simplifying Technologies

**Brian "Putty" David**  
**Account Development Executive**  
Eastern Regional Branch Office 7132  
Office Park Drive  
West Chester, OH 45069  
877-518-2337  
[americanfidelity.com](http://americanfidelity.com)

**AMERICAN FIDELITY**  
a different opinion

