

President's Message



As you know, I am and always will be a champion of public education. I was blessed to have had a mother who realized that one of the greatest gifts she could ever give to me was an education. She fostered in me a love of learning, and she nurtured my natural curiosity and competitive streak to challenge me to reach goals others thought were unattainable. Every child should be so fortunate. We know that some children come from disadvantaged homes, some disadvantaged economically, but some disadvantaged by disengagement. It is so very sad to see some of our children being raised on auto-pilot with no real role model to support them, encourage them or challenge them to reach for the stars. The silence is almost deafening as we see wasted potential and realize that we, as educators, are in many cases our students' only real advocate. The challenge for us now is to be involved and to make our voices heard. It is our responsibility to stand up for the values, ideals, and principles which are the foundation for who we are as a community, a state, and a nation.

Never has the need for level headed thinking and calm during a crisis been needed more than it is in today's highly charged political environment. As many of us anxiously await the announcement of imminent changes that will impact us in our profession, we can at least have some degree of comfort in knowing that we are in relatively good hands because of the care and commitment of our public school business leaders who are at the helm of the financial operations of their respective school divisions. This year, March Madness has many connotations for me. While we don't necessarily know how the educational landscape will change, we have a good idea that there will be many more options for parents to consider in choosing where and how their child will be educated. Of course these options will likely mean that public school funds will be diverted to other providers via charter schools or vouchers to private schools. It is likely that public education will no longer be "the only game in town" to consider when parents choose who will be the ultimate provider of education for their most valuable player, their child. This situation will challenge us to improve and expand our offerings and to be even more responsive to the needs and wants of our clientele, our students, while receiving less assistance to accomplish the task.

Deregulation is often touted to be a good thing in that competition will ultimately lead to a better product at a reduced price. However telephone company deregulation and cable company deregulation are examples where deregulation has not provided enough competition and the consumer ultimately pays more. In this political climate, many believing if it asserted, it must be so, right? Alternate facts, fake news, and political correctness all threaten our way of life and how we conduct business. The world desperately needs a Walter Cronkite who can deliver the news and be trusted as to the validity of the source and the accuracy of the content of the message. There is a reason that accounting firms are charged with the task of keeping the winner of the Miss America contest a secret. In our business, the accountants are the ones deemed to be trusted and whose judgment is valued and held in high esteem. By virtue of your position in your division, your voice carries a certain degree of weight and others will listen to your message. You must take that step, make that effort, and implore others to stand up for those who can't, or won't, stand up for themselves. Complacency is not an option.

As always, I am indebted to you for the opportunity to serve VASBO in the capacity of president for the 2016-2017 year. I hope that you know that I am always on your side and am pulling for each and every one of us to be successful in our bid to provide the highest quality of education for all of our children as they deserve no less. I will continue to be an advocate for children no matter my role in the organization or in my school division. It is a calling for me, sometimes even a curse as I lose sleep worrying about the future for our young people. I am sure our parents and grandparents feared the same type of things in their day but the world seems so much smaller now especially after the election. I pray that our leaders will be guided to make decisions which benefit us all and will make the world a better place in which to live now and for our future generations.

Virginia Association of School Business Officials (VASBO) Who Are We?

We are the Virginia Association of School Business Officials (VASBO), a statewide membership organization in Virginia for individuals that work in school business. VASBO promotes the highest standards of school business practices for its membership through professional development, continuing education, networking and legislative impact and access to data analytics for decision making.

Benefits:

- **Conferences:** We offer fall, winter, and spring conferences geared toward school business issues including financial reporting and compliance related topics. We engage relevant speakers on topics that directly assist finance staff meet their professional responsibilities. In addition, we invite vendor representatives to provide you with information on products and services available to meet the needs of your school division.
- **Collaboration:** Every VASBO member is encouraged to participate in the VASBO networking platform which provides a discussion board, a pictorial member directory, and a resource library.
- **Networking:** We offer opportunities to meet and network with other school divisions in your region and across the state. Several of our regions meet separately and regularly throughout the year to further share ideas and concerns.
- **Certificate program:** We offer a professional development program through the University of Virginia to provide members with a broad exposure of School Finance roles and responsibilities to strengthen their knowledge base.
- **Continuing Education:** We offer Continuing Professional Education credits for conference workshops to assist members in maintaining their professional licenses and certifications.
- **Legislative Updates:** We are active in formulating and communicating our legislative platform to affect Education Policy within the Commonwealth.
- **Data Analytics:** Virginia school divisions have access to a data analytics platform that contains datasets submitted by school divisions to the Virginia Department of Education. The cloud-based platform provides raw data as well as visualizations for 100% of Virginia divisions including student enrollment, demographic, and achievement data. It also contains financial, staffing, salary, transportation, and health insurance information.

Please visit the VASBO website at www.vasbo.org and join/rejoin VASBO!

Spring Conference and other Professional Development Opportunities

The VASBO Directors are still finalizing the Agenda for the Spring Conference, but VASBO is planning some great sessions on leadership, state budget, purchasing, GASB, food services, VRS, and maybe (fingers crossed) a session on the Annual School Report. Also, come learn about New Requirements of Transparency in Financial Reporting under ESSA. So, come and learn and at the Spring Conference in Williamsburg, VA at the Williamsburg Lodge on **May 31-June 2, 2017!**



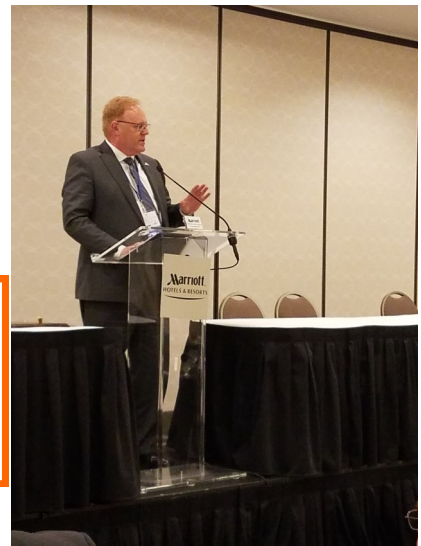
VASBO 2017 Winter Conference Highlights

Our sincere thanks to all of the speakers for donating their time and talents to make the VASBO Winter 2017 Conference a success!

Tim Sadler, Office of Inspector General
Adam Ashby, American Fidelity
Stacy Haney, Reed Smith
Thomas Taylor, Chesterfield County Schools
Cody Carpenter, Virginia Retirement Specialists
Kelly Miller, Virginia Department of Education
Chad Owen, Library of Virginia
Tracie Coleman, Virginia Department of Education
Amy Edwards, Virginia Department of Education
Emily Audette, UMASS
Kent Dickey, Virginia Department of Education



Kent Dickey, DOE
Talking about the State
Budget and General
Assembly



Bill Bowen, Henrico
County receiving his
Past Presidents Plaque
at the Winter
Conference



New members attending the Winter Conference; Marc Evans, Montgomery County, Dean Gilbert, Patrick County, Joe Hobbs, Lee County, Paula Schular, Chesterfield County, Terri Brown, Madison County, and Karen Fellows, Chesapeake City

**2015-17 Virginia School Business Officials Program
(VSBO)
Cohort III Graduates
February 2017**



Congratulations!

VASBO wishes to congratulate the Cohort III Completers who have earned the right to hold the distinguished VSBO designation!

Brenda Austin
Finance Officer / Purchasing Agent
Dinwiddie County Public Schools

Whitney Barrack
Director of Budget & Finance
Lancaster County Public Schools

Wendy L. Barringer
Supervisor of Finance and Budget
Tazewell County Public Schools

Marri Catlett
Deputy Superintendent
Fredericksburg City Public Schools

Matt Crossman
Supervisor of Finance and School Services
Rockbridge County Public Schools

Cheryl Fisher
Transportation Director
Fauquier County Public Schools

LaShahn Gaines
Chief Financial Officer
Spotsylvania County Public Schools

Gary Honaker
Director of Finance
Rappahannock County Public Schools

Carol Potter
Interim Finance Director
Petersburg City Public Schools

Dan Russell
Assistant Superintendent
Lancaster County Public Schools

Beth Shupe
Director of Finance
Wise County Public Schools

Bridgette Smith-Hurd
Senior Financial Analyst
Spotsylvania County Public Schools

Kristie Spencer
Director of Business and Facilities
Greene County Public Schools

Thomas Taylor
Division Superintendent
Middlesex County Public Schools

Vizel Townsend
Director of Business and Finance
Hampton City Schools

Stacey Whitt
Assistant Director of Finance & Food Services
Rappahannock County Public Schools

VASBO Strategic Plan Update

VASBO's strategic planning process is alive and well. As you are aware, strategic planning is a process for proactively creating an entity's preferred future. The strategic plan provides a blueprint for action to improve services, establishes priorities for enhancements, strengthens collaboration, and will assist with evaluating our progress as an association. Moreover, the strategic plan coupled with VASBO's rich history will aid the association in focusing its energy and targeting resources to better serve its membership.

To date, VASBO's strategic plan encompasses a vision statement, a mission statement, and seven core beliefs – leadership, accountability, excellence, collaboration, transparency, professionalism, and ethics. In addition, the five main strategic goals are:

- Goal 1 - Continuing Education
- Goal 2 - Legislative Priorities
- Goal 3 - Technology Enhancements
- Goal 4 - Fiscal Sustainability
- Goal 5 - Membership Engagement and Networking

Further, as a part of the strategic planning discussions during the 2017 Winter Conference, VASBO plans to increase its membership by expanding its diversity to include staff persons in such areas as Account Payable, Payroll, Food Service, Transportation, Grants, and Financial Supervisors as well as school bookkeepers. At a time when everyone is expected to do more with less, it is imperative that all operational staff are highly skilled school business officials. Also, as laws and regulations are modified, VASBO plans to keep you and your staff abreast of the changes in federal and state legislation that will have an impact on local budgets and provide viable strategies to help your school district be in compliance.

In order to better serve our members, a comprehensive curriculum will be developed that will outline fundamental school principles and expectations, that include leadership development, strategies for differentiating professional development, and provide training opportunities by job type, experience level, district size, and location.

By way of next steps, the committee team leads, with support from their team members, are in the process of drafting strategies and key performance indicators for their assigned goal areas. Updates will be shared during the May 2017 spring conference.

In closing, VASBO especially wants to thank the strategic planning team and committee team leads—Brook Thomas, Jonathan Miller, Misty Caish, Marilyn Woodall, Krista Kelly, Dave Cline, Tim Yetter, John Broderick, and Katie Miano.

VASBO is ecstatic about its future development and looks forward to seeing the organization grow as it serves you, the members and your school divisions. These are exciting times!

“Good business leaders create a vision, articulate the vision, passionately own the vision, and relentlessly drive it to completion.”

—Jack Welch



SASBO Report

There were 4 Attendees from Virginia @ the 2016 Spring SASBO Conference in Louisiana. Fun & professional development was had by all.

Christie Fleming, Past VASBO President from Dinwiddie County Public Schools will be taking over for the 2016-2019 term as SASBO Director from Virginia.

Mist Caish, Virginia Beach will be staying on as a member of the Emerging Leaders Committee for SASBO.

DATES TO REMEMBER:

April 1-6, 2017
SASBO Spring Conference & Discovery Forum
Rosen Plaza, Orlando, FL

Submitted by: Christie Fleming, SASBO Director 2016-19



**ASSOCIATION OF
SCHOOL BUSINESS OFFICIALS
INTERNATIONAL**

ASBO also offers a certification program called the Certified Administrator of School Finance and Operations (SFO). Virginia has six (6) members that have passed the exam to earn their SFO designation. They are:

Monique Barnes—Hopewell City
Lisa Frye —Frederick County
Penny Hodge—Roanoke County
Paul Imig—Powhatan County (retired)
Dennis Jarrett—York County
Thomas Yetter—Loudoun County

Details for this program and application requirements can be found at:

<http://asbointl.org/learning-career-development/certification>.



**ASSOCIATION OF
SCHOOL BUSINESS OFFICIALS
INTERNATIONAL**

SFO® Certification Program



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Legislative Program and Input

Each year, VASBO develops and the membership approves a number of legislative positions representing our concerns to the General Assembly. We are currently in the process of updating the package in preparation for the next legislative session. There are a great many items to consider, ranging from re-benchmarking, support costs, charter schools, and etc.... The current legislative program for FY 2017 can be found on the VASBO web site or by [clicking here](#).

Submitted by Dave Cline, Legislative Committee Chair

Association of School Business Officials, International Report

ASBO Conference:

The Annual Meeting and Expo will take place September 22–25, 2017 in Denver, Colorado. The annual conference brings together more than 1000 school business leaders for four days of learning and networking. It is an exceptional opportunity to advance professional and leadership skills, as well as to engage face-to-face with peers from around the world. This year's conference had more than 100 hours of hands-on professional development sessions, as well as guest speakers, discussion panels, and networking opportunities. Conference scholarships are available for new school business leaders with five or fewer years of experience. Applications for the 2017 conference are due by June 1, 2017 and can found on the ASBO website.

International and Distinguished Eagle Awards:

The International Eagle Award is presented to one individual who best exemplifies visionary leadership in school business management. It includes a \$5,000 scholarship to present to a high school senior of your choice and an all-expenses paid invitation to attend the prestigious Eagle Institute leadership conference. The deadline for applications is June 1, 2017. The 2017 Eagle Institute will be July 18–21 in Gettysburg, Pennsylvania.

Pinnacle Award: This award recognizes school business officials for outstanding practices and new ideas-from every field of school business management-that have enhanced schools and the lives of students. The top Pinnacle Award earns your district up to \$5,000 of school furniture and increased recognition and credibility, up to \$5,000 for the winner, recognition in ASBO publications, and an all-expense-paid trip for you and a guest to ASBO International's Annual Meeting& Expo. The deadline for applications is on May 1, 2017.

Certificate of Excellence in Financial Reporting: ASBO awards qualifying applicants the ASBO International's Certificate of Excellence in Financial Reporting (COE), which recognizes transparency and fiscal accountability. The deadline for applying is December 31, 2017.

Meritorious Budget Award: This award is designed to recognize excellence in school budget presentation, while enhancing your skills in developing, analyzing, and presenting a clear and effective budget. The deadline for applications is within 90 days of the legal approval of your school budget. There is a Pathways to MBA program specifically designed for first year applicants.

Certified Administrator of School Finance and Operations (SFO): The SFO designation defines the essential skills and knowledge that every effective school business professional should possess and lets employers know that you have real-world, practical expertise that can be readily applied to the current work environment. It is important to demonstrate to the community that the school's finances are managed by a knowledgeable and ethical administrator.

All of these programs are further detailed at the ASBO web site: <http://www.asbointl.org/learning-career-development/overview>

Submitted by: Bill Bowen, Immediate Past President

Vendor Members 2016-17



Name	Sponsorship	Primary Contact
American Fidelity Assurance Company	Diamond	Dixcy Kilduff
Forecast5 Analytics	Diamond	Mike English
VACORP	Platinum	Stephanie Heintzman
Virginia Retirement Specialist	Platinum	Robert Cox
Horace Mann Insurance	Platinum	Donny Brown
Sourse4Teachers/Mission One	Platinum	Paula Vercammen
ESS—Education Solutions Services	Gold	Russell Leboff
TRA School Software Solutions	Gold	Mallory Wiggs
RDA Systems	Gold	Dave Davis
Pierce Group Benefits	Gold	Donna Nixon
Sonny Merryman, Inc.	Gold	Whitney Kopanko
EDUStaff	Gold	Clark Galloway
YellowFolder	Gold	Josh Ferrel
Data Business Systems	Silver	Larry Harmon
First Financial Group	Silver	Scott Middlesworth
Facilitron	Silver	Trent Allen
Keystone Information Systems	Silver	Judd Van Dervort, Jr.
K12 Enterprise	Silver	Jeremy Fass
PCG Education	Silver	Josh Ellis
Online School Management Systems	Silver	Tony Watkins
Pittsburgh Stage, Inc.	Silver	Jake Poling
SODEXO	Silver	Amy Oliver
The Omni Group	Silver	Mark Buckley
Cunningham Recreation/Gametime	Silver	Gregg Dolings
Chalk Schools	Silver	Daniel Obregon
Frontline Technologies	Silver	Ben Alston
PSST, LLC	Silver	Bill Fowle
Hayes Software Systems	Silver	Blake Sobol
Kronos	Member	John Jamieson
VIRCO Manufacturing	Member	Tiffany Hanna
School Dude	Member	Scott Carpenter
First Student	Member	Jim Woods
US Communities	Partner	Matt East
Wells Fargo Bank	Partner	Greg Snow



Benefits of a High-Deductible Health Plan

At first glance, the thought of moving to a High-Deductible Health Plan (HDHP) in a time of rising healthcare costs could be daunting.

If employees are used to a more traditional health plan (with a lower deductible), the immediate challenges to switching to an HDHP seem obvious. It is true that HDHPs require the insured to pay more of the initial costs of healthcare, which could be a burden for someone with a large amount of medical expenses. And as more and more companies begin offering an HDHP instead of the more traditional health plan, the reality is that most people will enroll in one sometime in the near future.

With that said, enrolling in an HDHP offers several benefits worth noting. Paired with a Health Savings Account (HSA), it can become a great tool to save employees money on their monthly health insurance premium and help take control of their healthcare costs.

HDHPs and Health Savings Accounts

To take full advantage of an HDHP, it is best to open a Health Savings Account (HSA) to pair with it. An HSA allows employees to contribute funds pre-tax to pay for eligible medical expenses. This helps by decreasing their taxable income and giving them an account dedicated to paying for medical expenses – including copayments, prescriptions, dental, and vision – for employees, their spouses, and any dependent children. Additionally, with an HSA, any leftover balance rolls over from year to year and stays with the employee even if they switch jobs or change health insurance plans in the future.

[Watch this video to learn how HSAs and HDHPs work together.](#)

Save on Monthly Premiums

One of the most widely recognized benefits of switching to an HDHP is that employees could save significantly in monthly insurance premiums when compared to a more traditional plan. According to Kaiser's 2016 Employer Health Benefits Annual Survey, an individual with a single HDHP saves, on average, \$87 per month on premiums compared to an individual with a single PPO plan. Additionally, the survey suggests a family HDHP would save, on average, \$189 per month on premiums compared to a family PPO plan¹. Instead of spending a huge chunk of money solely on monthly premiums, an HDHP allows employees the flexibility to use that money towards deductibles. The best way to do this is by opening an HSA and storing any extra funds for when they are needed.

Adam Ashby
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434-996-4719

To see the whole article please [click here](#).

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Executive Director's Report



Steve Bateson
Executive Director

Since the Fall meeting in collaboration with VASS, VASBO members attended two separate drive in Professional Development sessions, one in Roanoke and one in Richmond, as well as one combined Legislative Conference put on by VASS. Our objective was to provide to the Superintendent and the Finance Officer valuable information to make decisions and inform them of resources that are available. In an effort to limit the amount of time school business professionals have to be out of the office during the hectic budget season, we, VASS and VASBO, are in negotiations to have only one combined meeting in early February. We know that time is a precious commodity and that it is very difficult to accomplish all of the tasks at hand during this critical time of year for school finance personnel. This Conference will combine the aspects of the VASS Legislative Conference and the VASBO Winter Conference.

Contracts are in place for the Fall Conference 2017 at the Hilton in Short Pump for October 12-13, 2017, and the Spring Conference at the Inn at Virginia Tech on May 23-25, 2018. VASBO has signed a Memorandum of Understanding from SASBO to solidify having a joint conference with VASBO in Norfolk at the Hilton on Main from April 28-May 2, 2019. VASBO is honored to have the opportunity to welcome Mr. John Musso, CAE, RSBA, and Executive Director of ASBO International along with Mr. Charles "Chuck" Peterson, Jr., MBA, PRSBA, SFO and current Vice President of ASBO International to upcoming our Spring Conference.

Mark Your Calendars for upcoming VASBO Conferences

Spring 2017 Conference—May 31-June 2, 2017
Williamsburg Lodge, Williamsburg, VA

Fall 2017 Conference—October 12-13, 2017
Hilton Hotel and Spa, Short Pump, VA

Past President Edie Williams

In recognition of the many contributions Mrs. Edie Williams made to VASBO and the children of the Commonwealth of Virginia, we invite you to join us as we wear Red, her favorite color, on Friday, June 2, 2017, the final day of our Spring Conference.

For 41 years, Edie served the Richmond County school system as the Director of Finance, earning a host of awards and building international affiliations that brought recognition at the highest levels of school business organizations. Included in those accomplishments were her election as President of the Virginia Association of School Business Officials (VASBO), her election to the Board of Directors for the Association of School Business Officials International (ASBO), and her receipt of the Cardinal Award for Outstanding School Business Official 2008-2009. Edie was also a key contributor to numerous committees for the Virginia Department of Education and the Virginia School Board Association.

Sadly, Edie passed away on Friday, March 3, 2017. She may be gone, but is certainly not forgotten.



Lee Brannon and Stephanie
Heinztleman from VACORP

One of our K-12 data themes for 2017 is “academic return on investment.” We are trying to identify new methods and visuals to link functional investments (expenditures) to academic outcomes. In this effort, we have recently rolled out some new analytics that examine expenditures on a “then-versus-now” basis. The reactions to the new analytics have been as interesting as the results.

We started with the idea that an investment should produce some type of measurable return within a three to five-year period...and we combined that idea with the old question “***are you putting your money where your mouth is?***” In simple terms, the new analytics compare a school division’s level of spending in each functional or programmatic area now versus what they were spending three and five years ago.

There are several things we are looking for in this analysis:

- Which functional areas have had the highest level of increased spending in both percent and dollar terms?
- Which functional areas have seen decreased spending?
- Are there any surprises at the top or bottom of the list?
- Do the areas of increased investment over the three or five-year period synchronize with the division’s strategic plan over the same time?

The analytic that we designed has a number of ways in which you can interact with it...and the more you play... the more you see. As we have been helping clients compare their expenditures then-and-now, we have received a number of different reactions...many of which have been repeated by other clients:

- “Hmm – I am surprised to see that is our largest growing expenditure, we need to investigate.”
- “That makes total sense and this picture is going to help us have a discussion with the Board.”
- “That’s a great picture...and, it matches up with our strategic plan from three years ago.”

How can this type of look-back analysis help a school division...and how does it relate to Academic ROI? The process of analyzing historical data can actually be quite valuable before looking forward and developing future investment plans. Consider the following questions that might be derived from the analytic:

- Did our spending match up with our strategic plan (money/mouth)?
- Did we see a positive outcome from a strategic increase in a particular expenditure?
- Is there an area in which we have decreased our spending...and, we have now seen a negative outcome?

These are just some of the types of questions that might come from this retrospective analysis. It is not always easy to find the time to go through this type of exercise, but for Forecast5 clients, the analytic model is already built...just point-and-click for these insights and answers.

Submitted By:

Michael English, President and CEO

2016-17 VASBO Officers and Committee Members



Pictured left to right are Christie Fleming, Tina Cropp, Brook Thomas, Jonathan Miller, LaShahn Gaines, Christina Berta, Shannon Irvin, Mandy Hall and Tim Yetter

VASBO 2016-17 Officers		
President	Shannon Irvin	Nelson County
President-Elect	LaShahn Gaines	Spotsylvania County
Treasurer	Brook Thomas	Northampton County
Secretary	Tim Yetter	Loudoun County
Director	Tina Cropp	Madison County
Director	Jonathan Miller	Chesterfield County
Director	Christina Berta	Williamsburg/JCC
Director	Mandy Hall	Salem City
Past President	Bill Bowen	Henrico County
SASBO Director	Christie Fleming	Dinwiddie County

VASBO 2016-17 Committee Members		
ASBO Rep	Bill Bowen	Henrico County
Audit Committee	John Broderick	Sussex County
Cardinal Award Oversight	Deborah White	Goochland County
Constitution & Bylaws	Karen Murray	Middlesex County
Constitution & Bylaws	Tracy Shaver	Harrisonburg City
Continuing Education	Krista Kelly	Manassas Park City
5Share/5Sight	Lisa Frye	Frederick County
Legislative	David Cline	Prince William County
Legislative	Lisa Frye	Loudoun County
Legislative	Barbara Stombock	Shenandoah County
Membership	Amy Eberly	Nottoway County
Membership	Katie Miano	Montgomery County
Membership	Chip Jones	Cumberland County
Nominations	Bill Bowen	Henrico County
Past President Liaison	Dennis Jarrett	York County
Resolutions	Marilyn Woodall	Chesapeake City
Resolutions	Vizel Townsend	Hampton City
Scholarship Chair	Penny Hodge	Roanoke County
Vendor	Tracey Worley	
Vendor	Amy Hardy	Pittsylvania County
Vendor	Misty Caish	Virginia Beach City
Vendor	Andrea Philyaw	Loudoun County
Vendor Reps	Dixcy Kilduff Paula Vercammen	American Fidelity Source4Teachers



Hotel Roanoke—Site of 2016 Spring Conference

VASBO 2016-17 Committees Members—Continued		
Technology Advisor	Bill Flaherty	Retired
Technology	Susan Casale	Loudoun County
Welcoming—Chair	JoAnne Wright	Gloucester County
Welcoming	Betty Clelland	Virginia Beach City
Welcoming	Monique Barnes	Hopewell City
Welcoming	Anita Kapper	Fairfax County

Consider expanding your 403(b) plan offerings with mutual funds

Is your 403(b) plan offering only annuities? Although annuities are a standard offering for most employers, increasingly employers are considering the inclusion of a mutual fund platform. Adding a mutual fund platform can expand the investment options offered and provide more diversification opportunities.

Coupled with the right product provider that offers an education and enrollment plan, adding mutual funds to your retirement plan offerings could help increase employee participation and improve the service experience for your plan participants.

Consider these benefits:

- ◆ **More choice**, with mutual funds offering a wide variety of style categories and risk levels.
- ◆ **Better flexibility** for employers to change the mutual fund offerings.
- ◆ **The right** product provider can deliver an easy-to-understand education and enrollment experience, plus online services for making investment changes.

With diverse retirement product offerings and the right provider, you can spend less time educating your employees and more time focusing on your staff and students.

Horace Mann Investors, Inc. offers mutual funds through accounts provided by MSCS Financial Services Division of Broadridge Business Process Outsourcing, LLC, a DE Limited Liability Company. Horace Mann Investors, Inc., member FINRA, is located at 1 Horace Mann Plaza, Springfield, IL 62715. You should read the prospectus carefully and consider the investment objectives, risks, charges and expenses carefully before you invest or send money. The prospectus will provide complete information about these subjects. As with all securities, mutual funds involve a risk of loss, including a loss of principal. To obtain a prospectus contact your Horace Mann Representative or call 1-866-488-0345.



Registration table manned by Jim Thorsen and Joanne Wright answering question from Tim and Janet Brown.

Open Letter to All Past Presidents



Letter to all VASBO Past Presidents:

Thanks to all of the past president's who participated in VASBO Conferences over the past years. Whether it was participating in the learning sessions, networking, or presenting, your participation greatly contributed to the success of the conferences. To highlight just one item, VASBO received numerous positive comments regarding the Past President's Panel Discussion that was held at the 2015 Spring Conference. Your leadership in public education and in the VASBO organization inspires and leads others in the profession today.

VASBO continues to grow and prosper, and past presidents are a major contributing factor to that success. VASBO continues to recognize the value you bring to the membership by extending into fiscal year 2017 the following benefits to past presidents.

For *retired* past presidents, VASBO will waive the registration fees for all conferences. In other words, retired past presidents can attend the fall, winter, and spring conferences free of charge. Lodging, golf, and special events are not included in this offer. In addition, all past presidents will continue to enjoy free membership to the Virginia Association of School Business Officials (VASBO) - your professional organization, retired or not.

VASBO invites all past presidents to share experiences, tell stories, and model leadership for its members. Your contributions add value to VASBO's newest generation. Please consider joining the program lineup by being a presenter or a discussion leader; or perhaps you have another idea. Contact me, your liaison, and we'll get you plugged into service!

VASBO hopes you will take advantage of these benefits and our invitation to participate or be a presenter. The organization truly values your past service to the organization and the expertise you bring to the profession.

If you should have any questions or would like additional information, please feel free to contact me.

Sincerely,

Dennis R. Jarrett
VASBO Past President Liaison
djarrett@ycsd.york.va.us
757-898-0449

VASBO Past Presidents

Past Presidents are still an integral part of the VASBO organization by being members of the Nominations Committee. Nominations for next year directors and officers are discussed and approved at the Winter Conference and to be voted on at the Spring Conference. Each year at the Spring Conference VASBO honors the Past Presidents at a reception. All VASBO Past Presidents are invited to all VASBO Conferences annually.



Past Presidents at 2016 Spring Conference include Bob May, Edie Williams, Bill Flaherty, JoAnne Wright, Glenn Burdick, Janet Brown, Steve Bateson, Christie Fleming, Dennis Jarrett, Jim Ward, Dave Cline, Jim Thorsen, Wayne Cosby and Penny Hodge

Past Presidents

Organizational Meeting		1965	Stephen	Partin	1990-91
W.C.	Campbell	1965-66	Glenn	Burdick	1991-92
Clement	Jacobs	1966-67	T. J.	Bise	1992-93
Bayes	Wilson	1967-68	Bobby	Hall	1993-94
Earle	Buffington	1968-69	Dave	Papenfuse	1994-95
Leon	Cashwell	1969-70	Alexander	Bostrom	1995-96
Marvin	Sutphin	1970-71	Norma	Frye	1996-97
Richard	Wingfield	1971-72	James	Beckner, Jr.	1997-98
Rolland	Bowers	1972-73	Janet	Brown	1998-99
John	Schneider	1973-74	Raymond	Leonard	1999-00
Joseph	Ringers, Jr.	1974-75	Robert	Aylor	2000-01
Jerome	Stern	1975-76	Robin	Corson	2001-02
Paul	Quintrell	1976-77	Steven	Bateson	2002-03
Virginia	Thomas	1977-78	James	Thorsen, Jr.	2003-04
David	Alexander	1978-79	Fred	Cabler	2004-05
Nathan	Young	1979-80	James	Meyer	2005-06
John	Shughrue	1980-81	Leslie	Peterson	2006-07
George	Atwell	1981-82	David	Cline	2007-08
Joseph	Black	1982-83	Dennis	Jarrett	2008-09
Colleen	Dryden	1983-84	Christie	Fleming	2009-10
F. Carroll	Alexander	1984-85	William	Flaherty	2010-11
John	Ryder	1985-86	Joanne	Wright	2011-12
Wayne	Mehanes	1986-87	Penny	Hodge	2012-13
Jim	Ward	1987-88	Lisa	Frye	2013-14
Bob	May	1988-89	Wayne	Cosby	2014-15
Edith	Williams	1989-90	Bill	Bowen	2015-16



Streamline Purchasing with Cooperatives

Thanks to the sponsorship of the Virginia Association of School Business Officials, schools have a tremendous opportunity to take the lead in utilizing innovative, cost-saving best practices. As they look ahead and develop strategies for the rest of the year, it would be beneficial to consider the use of cooperative purchasing, an effective tool to help save time and money. In an uncertain economic climate where schools are pushed to do more with less, cooperatives can easily assist with purchasing needs.

What is Cooperative Purchasing?

Cooperative purchasing combines the collective buying power of multiple agencies in order to provide a contract that can be utilized by other public agencies. A cooperative contract can improve the overall effectiveness of the purchasing process by providing volume discounts, administrative savings and other benefits. Essentially, if a public agency (a school district, city, or county, for example) goes out to bid for a product or service, other public agencies can piggyback off of that contract by using a cooperative and receive the same product or service at the negotiated discounted price. By avoiding the bid process, this is a great opportunity for schools to save valuable time and resources – piggybacking lowers the effort and the cost associated with traditional procurement.

About U.S. Communities

The largest national cooperative, U.S. Communities, is the only purchasing cooperative founded by public agencies, for public agencies. Since its founding twenty years ago, U.S. Communities has generated millions of dollars in savings for users. Today more than 55,000 registered counties, cities, education institutions and nonprofits utilize U.S. Communities contracts to procure more than 2 billion dollars in products and services annually. There are no fees to participate and no purchasing minimums, allowing maximum flexibility for participating agencies.

The distinguished sponsors that cofounded and co-own U.S. Communities include: the Association of School Business Officials, the National Association of Counties (NACo), the National League of Cities (NLC), the U.S. Conference of Mayors (USCM), and the National Governor's Association (NGA). In addition, the Virginia Association of School Business Officials, along with 90 state organizations, shows its support for U.S. Communities through sponsorship. For more information on U.S. Communities, please visit www.uscommunities.org.