



masbo

MASBO Winter Conference 2010

February 18 - 19, 2010

Doubletree Park Place Hotel

1500 Park Place Blvd.

Minneapolis, MN 55416

Join us for the 2010 MASBO Winter Conference—two days of education, information and networking!

The MASBO Winter Conference will once again be held at the Doubletree Hotel in St. Louis Park, offering exceptional programming, and an opportunity to connect with your peers--at this very convenient location.

On Thursday, it is all about planning. You'll get valuable information about Staff Planning, Enrollment Projections, Budgeting, Special Ed Revenue, Financial Forecasting...plus, Tom Gilapsy speaking on "The Future Demographics of Minnesota." Friday features resource committee meetings, a legislative update, plus the opportunity to choose from nine different breakout sessions—including How to Avoid Trouble with the IRS, Farm to School Initiative, Energy Efficiency Contracts, and How to Plan a Successful Referenda. Plus, James Olney will continue his popular session on Consumer Driven Health Care from the Fall Conference. Please see the following agenda for complete details...We hope you can join us!

***Please note that in an effort to be more environmentally responsible, there will limited handouts available at the conference. All presenters are requested to provide an electronic file to MASBO prior to the conference—our hope is to have these posted on our web site 7-10 days before to the event. If handouts are desired, attendees are encouraged to print them out prior to the conference. Members will be notified via email when the presentations are posted on the web site.*



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Agenda

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Thursday, February 18

8 - 8:30 am **Registration**

8:30 - 9:30 am **Your School District's Budget Development**

Learn the overall considerations for your district's budget around enrollment, revenue assumptions, expenditure assumptions, program changes/budget cuts, preliminary revenue, expenditures, fund balance and future outlook

Presenters Patricia Magnuson - Executive Director of Business Services, Eden Prairie Schools & Julane Meyer - Finance Coordinator, Eden Prairie Schools

9:30 - 10 am **Enrollment Projections**

Enrollment projections and analysis are important for planning, budgeting, staffing and facility planning. This presentation will look at both enrollment projections and licensed staff planning.

Presenter Ann Thomas - School Finances.com

10:15 - 10:45 am **Staff Planning**

A comprehensive review of staff planning and the information that can be utilized in a district to most comprehensively address staffing.

Presenter Jim Sheehan - School Finances.com

10:45 am - 12:15 pm **Special Ed Revenue & Excess Cost Aid**

Learn how special education aid, excess cost aid and tuition aid is calculated and how to make more accurate predictions of your special education revenue through reports that are available on the MDE and EDRS websites

Presenters Mike Landers - Education Finance Specialist, MDE & George Holt - Special Ed Fiscal Monitoring, MDE

12:15 - 1:15 pm **Lunch**

1:15 - 2:45 pm **The Art of Dynamic Financial Forecasting: The New Reality**

We live in a dynamic world that is changing at an exponential rate. School districts need fiscal tools to match this ever-changing environment on a realtime basis. What if the next biennium is worse than this one for education funding? What if you could reduce roll-up costs before even beginning the next collective bargaining process? What if all the dots were connected in a way that empowers the district with the necessary fiscal information to engage the community in order to make effective, data-driven

decisions? This session will give attendees knowledge on ways to look proactively at a scheduling change, provide ideas and insights on how to build financial flexibility as it relates to resource allocation, and shine a different light on how current contract settlements can result in future program trade-offs.

Presenters John Toop - Director of Business Services, Hopkins School District & Pam Carman - CPA, Carman Consulting

3 - 4 pm **Future Demographics of Minnesota**

The State Demographer, Dr. Tom Gillaspay, will present information on the future demographics of Minnesota. This information will assist school districts in doing a better job of predicting enrollment and the make-up of their community in the future.

Presenter Dr. Tom Gillaspay - State Demographer

Friday, February 19

8 - 9 am **Resource Meetings**

9 - 9:05 am **MASBO State of Affairs**

Presenter Connie Nordquist - MASBO Executive Director

9:05 - 9:50 am **Legislative Updates**

Presenter Barb Anderson - Legislative Committee

Proposed Legislation - Incentives for Shared Services

Presenters Senator Terri Bonoff

How to Make Your Voice Heard with Your Legislator

Presenter Valerie Dosland - Ewald Consulting

9:50 - 10:45 am **Minnesota's Social and Economic Future**

Presenter P. Jay Kiedrowski, Ed. D - Senior Fellow, Public and Nonprofit Center, Hubert H. Humphrey Institute of Public Affairs

11 am - 12 pm **Educational Sessions:**

How to Avoid Trouble with the IRS

The IRS is increasing efforts to enforce regulations related to municipal bonds - including arbitrage and continuing disclosure. Failure to comply with these regulations could result in serious consequences, including large financial penalties. The experts from Ehlers will explain what the IRS is doing to increase "post-issuance compliance" and describe some simple steps that districts can take to comply with these regulations and stay in the good graces of the IRS.

Presenter Joel Sutter - Ehlers & Associates



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Friday, February 19

How to Prepare MASBO Members to Testify at the Legislature

Learn what to expect when you testify at the Legislature: what you should say and how you should present it based on what Legislators may or may not know.

Presenter Valerie Dosland - Ewald Consulting

MSNA Farm to School Initiative

Learn more about the Farm to School trend and how to make it work for you while supporting your local economy and community. At this session, you'll have a chance to hear about farm to school efforts that are happening across the state. We will highlight what many districts are already doing and share easy to implement ideas to provide fresh, nutritious products in your school nutrition program. We'll also talk about a host of new resources that are available to districts. This includes promotional support, sourcing opportunities, through farmers and distributors, training opportunities for food service staff and the new Minnesota Farm to School toolkit.

Presenters Mary Anderson - Director of Culinary Express, Wayzata Schools & Joanne Berkenkamp - Program Director, Local Food for the Institute for Agriculture & Trade Policy

Saving Disposal Costs while Educating Students about Environmental Stewardship

"Go Green" seems to be the buzz word these days, but how can an organization be 'Green' without spending a lot of 'Green'? The Prior Lake-Savage Area Schools has developed and maintained a food waste and recycling program that has allowed for cost savings, education of students and staff and a positive impact on our planet. Come learn how this district has accomplished this task through partnerships, educational efforts and consequence awareness.

Presenters Cara Rieckenberg - Environmental Education Coordinator, Prior Lake-Savage Area Schools

12 - 1 pm **Lunch**

MSDLAF User's Group

1 pm - 2 pm

Educational Sessions:

Energy Efficient Contracts -Getting What You Pay For

The idea behind efficiency contracts is that a qualified providers guarantees that, over time, the savings for energy conservation measures will pay for the cost of those measures. The savings, however, can be illusory, resulting in

significant costs to the district. We will review the contractual process, identify pitfalls and discuss how to obtain a financially beneficial contract.

Presenter Joseph Langel - Ratwik Roszak & Maloney, PA

MASBO 20 Questions for Special Education Program Finance

This presentation will be responding to the top 20 questions provided by business managers across the state. Topics may include special education tuition billing, transportation and other topics.

Presenter George Holt - Tuition Billing Specialist, MDE

Key Tools to Plan and Execute Successful Referenda

This session will focus on what you can do and should be doing in the next few months to build a foundation for a successful election in November 2010.

Presenter Don E. Lifo - Senior Vice President, Springsted Inc.
2:15 - 3:15 pm

Educational Sessions:

Advanced Consumer Driven Health Care - Implementing the HRA, HSA and/or VEBA

This advanced session continues from Mr. Olney's Fall Conference Presentation.

Presenter James Olney - VP Senior Benefits Consultant, Associated Financial Group

ARRA, SERVS, & UFARS Financial Update

Continuing update! More questions and more answers! Do you have the correct UFARS codes for your audit?

Presenter Cathy Wagner - MDE

Negotiations and Plan Design Options for OPEBs

We will briefly review the basics of Defined Benefit OPEBs versus Defined Contribution OPEBs. Then we will discuss some cost control measures and design options to think about when discussing OPEBs for the future with current employees. We will move into discussing advantages of different designs based on what the District goals may be. We will highlight recent OPEB legislation and how this may come up and affect discussions/options during negotiations.

Presenter Jill Urdahl, FSA - President/Consultant Actuary, Hildi Incorporated



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Registration Information

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How to Register:

- Register online at www.mnasbo.org **OR**
- Complete this registration form and fax it to 651-917-1835, e-mail it to office@mnasbo.org or mail to: MASBO at 1821 University Ave W., Suite S256, St. Paul, MN 55104
- If you require an invoice, please call the MASBO office at 651-999-5357 to have one emailed to you.

	Entire Conference	2/18 Only	2/19 Only
Members	\$150	\$100	\$75
Non-Members	\$210	\$130	\$105
Retired/Life Members:	\$125	\$75	\$65

Payment Options*

- VISA
- MasterCard
- American Express
- Check (payable to MASBO)

Enclosed: \$ _____

CARD #	EXP. DATE
NAME ON CARD (PLEASE PRINT)	
AUTHORIZED SIGNATURE	

NAME
COMPANY
ADDRESS
CITY - STATE - ZIP
PHONE
EMAIL

Cancellation/Refund/No-Show Policy

Cancellations received by the MASBO office at least 48 hours prior to the event are eligible for a refund of the registration fee. No refunds will be provided for cancellations received fewer than 48 hours prior to the event. No-shows will be billed for any unpaid registration fees.

*Hotel Credit Card Policy

If you plan to use a P-card, or any credit card that is not in your name, to pay for your hotel lodging, you must download and complete the authorization form and send it to the hotel prior to your stay, or bring it with you when you check in. Any credit card not in your name cannot be used for your hotel lodging unless this form is completed and returned to the hotel.

Lodging Information

Doubletree Park Place Hotel, 1500 Park Place Blvd., Minneapolis, MN 55416; Phone: 952-542-8600

Guest should ask for the "MASBO Block of Rooms" to receive the special rate of \$132. Reservations must be made by Wednesday, February 3, 2010 to receive the discounted rate.