

# **SOUTHEASTERN ASSOCIATION OF SCHOOL BUSINESS OFFICIALS CONFERENCE**

## **Conference Program**



**Louisville Marriott Downtown  
Louisville, Kentucky  
April 3 - 5, 2023**



## Southeastern Association of School Business Officials Conference At a Glance

<b>Date</b>	<b>Agenda</b>	<b>Time</b>
<b>Sunday, April 2, 2023</b>	SASBO Board of Director Meeting SASBO Emerging Leaders Meeting Registration/Information Desk Open	9:00 am - 12:00 pm 2:00 pm - 5:00 pm 3:00 pm - 5:00 pm
<b>Monday, April 3, 2023</b>	Registration/Information Desk Open Exhibitor's Move in Exhibitor Meeting Concurrent Workshops Concurrent Workshops Exhibits Open with Refreshment Break Concurrent Workshops Lunch/Networking/Business Meeting Exhibits Open Executive Director's Meeting Concurrent Workshops Concurrent Workshops Welcome Reception with Exhibitors (Exhibitor Door Prizes)	7:00 am - 4:00 pm 7:00 am - 9:00 am 8:30 am - 8:45 am 8:30 am - 9:20 am 9:30 am - 10:20 am 10:20 am - 10:50 am 10:50 am - 11:40 am 11:40 am - 1:20 pm 1:20 pm - 2:00 pm 2:00 pm - 4:00 pm 2:00 pm - 2:50 pm 3:00 pm - 3:50 pm 4:00 pm - 5:30 pm
<b>Tuesday, April 4, 2023</b>	Registration/Information Desk Open Breakfast Discovery Forum Speaker Break Discovery Forum Speaker Lunch & Discovery Forum Sessions Free Night	7:30 am - 11:30 am 7:15 am - 8:20 am 8:30 am - 9:30 am 9:30 am - 10:00 am 10:00 am - 11:15 am 11:15 am - 4:00 pm 4:00 pm - Until
<b>Wednesday, April 5, 2023</b>	Registration/Information Desk Open Breakfast Discovery Forum Speaker Break Roundtable Discussions Lunch & Discovery Forum Sessions President's Reception (by invitation) Kentucky Derby Museum for Tour /Dinner/Entertainment	7:30 am - 11:30 am 7:15 am - 8:20 am 8:30 am - 9:45 am 9:45 am - 10:00 am 10:00 am - 11:15 am 11:15 am - 4:00 pm 4:30 pm - 5:30 pm 6:00 pm - 9:30 pm

## Sunday, April 2, 2023

9:00 am - 12:00 pm	SASBO Board Meeting	Rose
3:00 pm - 5:00 pm	Registration/Information Desk Open	Salon 7-10 Foyer
2:00 pm - 5:00 pm	SASBO Emerging Leader Committee Meeting - Invitation Only	Paddock

## Monday, April 3, 2023

Before 8:30am	Breakfast on Your Own	
7:00 am - 4:00 pm	Registration/Information Desk Open	Salon 7-10 Foyer

### Concurrent Workshops 8:30 am - 9:20 am

#### **You are in the "Winner Circle" with Google Tips and Google Lens** **Salon 7**

Presenters: Terry Haas & Debra Dixon Doss, North Carolina

You know how to use Gmail but there are many Gmail hidden features that you might have missed. Also, discover one of Google's best-kept secrets, Google Lens, which can save you time and effort when using your smartphone.

#### **"Check Your Footing" - Can Your General Fund Budget Survive After ESSER Funds?** **Salon 8**

Presenter: James Austin, Georgia

This session will focus on an innovative concept to assist finance leaders in preparing their general fund budget to outlive ESSER funding past September 2024. The session will be centered around these four pillars: Safety, Student Achievement, Sustainability, and Equity. If you are like me, you have a list of items to purchase for safety, new personalized learning initiatives to fund, and answering the notorious question of "can we sustain this purchase?" Do not worry, we are going to talk about applicable strategies to assist with navigating these four pillars and how to properly prepare a budget that will satisfy your Superintendent, Board Members, and all stakeholders. Bring your questions and this is a safe space. Let's dig in!

#### **"At the Post" of Capital Project Financing** **Salon 9**

Presenters: Bill Camp, Georgia

This presentation is a tutorial for municipal finance related to capital projects. We will cover the reasons municipalities borrow money; some different legal structures for how they borrow; and how these different legal structures impact the cost of funding your projects. Our discussion will include real world case studies of various types of financings. Additionally, the audience will learn about how current market conditions should influence their decisions on the timing of borrowing funds and the investment of their tax-exempt proceeds.

#### **"Hitting the Exakta" with Bots and Artificial Intelligence?** **Salon 10**

Presenter: Eddie Muns, Kentucky

The time is now. Technology is maturing fast. Presentation on how Jefferson County, Kentucky is using bots to process AP invoices and is moving forward using chatbots to be more efficient.

**Monday, April 3, 2023**

**Concurrent Workshops**  
**9:30 am - 10:20 am**

**Be a “Front Runner” for your School District by Accepting Cards at any Point of Sale! Salon 7**

Presenter: Hannah Lehman, Kentucky

Join us as we discuss how to implement a cashless program in your school district and then see a live demo of how this program works (invoicing, selling products, assessing fees, selling tickets).

**Be the “Lead Pony” with GASB 96 Site Licenses Requirements Salon 8**

Presenter: Sara McLeod, Georgia

This session will be an overview of GASB 96 *Subscription-Based Information Technology Arrangements* (SBITAs). GASB 96 is effective for years beginning after June 15, 2022, just one year after GASB 87, *Leases*. While some School Districts expect that GASB 96 will be easier to implement compared to leases, early indications are showing that the volume of SBITAs to be evaluated could exceed the population of leases for some School Districts. This course will help school finance professionals learn the unique challenges they will encounter with GASB 96 and what aspects of their GASB 87 experience will be relevant for making the implementation process as smooth as possible.

**Let’s Talk About ESSER “Off the Track” Salon 9**

Presenters: David Rubenstein, Mississippi, Adam Steele, North Carolina  
Anya Randle, Louisiana & Stacy Hopkins, Arkansas

Come listen and discuss possible strategies to deal with current and future challenges with ESSER funds.

**From “Millionaire’s Row to the Third Turn”:  
Internal Auditing for Large and Small School Districts Salon 10**

Presenter: Eddie Muns, Kentucky

Internal controls for large and small districts. Are the controls all that different? Come learn about how to implement needed controls in you district, regardless of size.

**10:20 am - 10:50 am Exhibits Open with Refreshment Break Salon 1-6**

**Concurrent Workshops**  
**10:50 am - 11:40 am**

**“Beat the Odds”: Tips for Fraud Prevention Salon 7**

Presenter: Susan Barkley, Kentucky

This session will equip you with the knowledge needed to help prevent and detect fraud in your district offices and schools. We will discuss high risk areas, effective internal controls, and review actual frauds in school districts.

**From the “Backstretch to the Homestretch” with Title IX Gender Equity Salon 8**

Presenter: Cory Kirby, Georgia

Come learn about current and potential gender equity issues.

# Monday, April 3, 2023

## Concurrent Workshops 10:50 am - 11:40 am

### **“Make a Future Wager” to Overcome Emotional Leadership Dilemmas**

**Salon 9**

Presenter: Anya Randle, Louisiana

As a leader, often you're faced with dilemmas. What do you do? How do you handle it professionally? In this session you will learn how to control your emotions while facing dilemmas and difficult situations.

### **“Track Conditions” – Taxable Fringe Benefits**

**Salon 10**

Presenter: James Driver, Kentucky

Learn what the IRS discovers during audits that are often missed in payroll. We will discuss the main fringe benefits that are most often left out of payroll such as clothing items, stipends, day meals, vehicles, and items of constructive receipt.

### **11:40 am - 1:20 pm Exhibitor Appreciation Lunch & Business Meeting**

**Salon 1-6**

## SASBO Annual Business Meeting Salon 1-6

Presiding/Welcome/ Introductions	Jackie Sparks, President
Special Recognitions	Jackie Sparks, President
Presentation of Outstanding Business Officials Sponsored by American Fidelity	Jackie Sparks, President
Presentation of Certified School Business Administrators Sponsored by Equitable	Chris Latimer, Past President
Greetings from ASBO International	Wanda Erb and Jackie Wallenstein
Committee Reports Nominations	Marla Carnes, Past President
Election of Officers and Directors	Jackie Sparks, President
Installation of SASBO Officers	Marla Carnes, Past President
Special Presentation	Adam Steele, 2023-2024 President
Invitation to 2024 Conference	South Carolina ASBO
Announcements Adjournment	Jackie Sparks, President

## Monday, April 3, 2023

**1:20 pm - 2:00 pm Exhibits Open**

**Salon 1-6**

**2:00 pm - 4:00 pm State Executive Director's Meeting - Invitation Only**

**Grandstand**

### Concurrent Workshops

**2:00 pm - 2:50 pm**

#### **The Most Exciting One Hour "Payoff" of Excel Formulas and Pivot Tables**

**Salon 7**

Presenter: Krista Kelly, Indiana

The Kentucky Derby is the most exciting two minutes in sports, and this session will be the most exiting hour in Excel training. You will hit the trifecta with face paced information on formulas, pivot tables, and general worksheet design...with a few tips and tricks thrown in for good measure. Participants will leave with the knowledge that they will be able to jockey workbooks into sleek, high-powered, work horses that can provide years of payout.

#### **Hit the "Trifecta" with Geothermal, Solar, and the Inflation Reduction Act**

**Salon 8**

Presenters: Chad Riggs, Kentucky and Christopher McIntyre, Kentucky

The Inflation Reduction Act looks to create a historic investment in Energy Production and Carbon Reduction and promises to cut emissions 40% by 2030. At more than \$370B in direct funding, the Inflation Reduction Act creates new funding streams for school districts to address facilities and transportation infrastructure that have never been available to school districts in the past. This session will lead school districts through an overview of the bill, the funding streams associated with it, and case studies for how school districts can maximize it's impact.

#### **GASB 87 Lease Requirements "Across the Board"**

**Salon 9**

Presenter: Chris McCarty, Tennessee

The Governmental Accounting Standards Board's Statement 87 took effect for fiscal years beginning June 16, 2021 or later. Statement 87 establishes a single model for lease accounting that is designed to increase the usefulness of state and local government entities' financial statements. Mr. McCarty discusses when Statement 87 applies and what Statement 87 requires.

#### **The MOA "Margin of Victory" in Light of ESSER Funds**

**Salon 10**

Presenter: Amy Rowell, Georgia

Learn the details on how to correctly apply Maintenance of Effort to assure compliance with your Federal funds. Also, hear about the Georgia Department of Education's experience with waiver requests for failing MOE on the ESSA calculation.

### Concurrent Workshops

**3:00 pm - 3:50 pm**

#### **Getting to the "Finish Line": Navigating the End of ESSER**

**Salon 7**

Presenter: Tyler Hall, New York

ESSER funds have played an important role for districts over the past two years. How can districts determine which programs and positions to phase out and which to build into their yearly budgets? When painful cuts have to be made, what change management and communication strategies can help? This session is designed to help districts prepare to navigate the difficult choices and conversations they will face as ESSER funds expire in 2024. We will discuss how to assess budgeting priorities when deciding what ESSER-funded expenditures to incorporate into regular budgets.

**Monday, April 3, 2023**

**Concurrent Workshops  
3:00 pm - 3:50 pm**

**Sick and Tired at Work? Let's Talk About "Reining In" FMLA**

**Salon 8**

Presenter: Cory Kirby, Georgia

Want to clear up the communication between you and your employees when it comes to FMLA?? Come join Cory Kirby, for his session that will help us "rein" in the do's and don'ts of determining eligibility of employees and paperwork required under FMLA. As we "take our final lap" through the subject, we will cover common misconceptions between employers and employees as well as "what's new" under the act. We can't cram the information together in 2 minutes like a run at the Derby, but you'll feel like a winner when you leave the class!

**How to Create a "Winning" Effective & Efficient Travel Handbook**

**Salon 9**

Presenter: Rodney Jackson, Kentucky

This session will focus on best practices of creating a Travel Handbook to create accountability and compliance processes and procedures that are effective and efficient in "Winning" for audit compliance for your annual District-Wide and grant single audit.

**Bookkeeper "Homestretch": A Review of Best Practices**

**Salon 10**

Presenters: Lynn Buch, Alabama and Chris Latimer, Georgia

A review of internal controls and best practices regarding revenues and expenditures.

**4:00 pm - 5:30 pm  
Welcome Reception  
Exhibitor Door Prizes  
Salon 1- 6**

**Entertainment by the Stokes Family Band**



**Tuesday, April 4, 2023**

**7:15 am - 8:20 am      Breakfast**

**Salon 1-4**

**7:30 am - 11:30 am      Registration/Information Desk Open**

**Salon 5-6 Foyer**



**Tuesday, April 4, 2023**

## **Discovery Tracks**

**8:30 am - 9:30 am All Tracks**

**Speaker: Dale Alexander**

**Salon 5-6**

### **“How to Live Happily Ever...Before”**

The knight slays the dragon. The cowboy stops the train robber...  
...and they lived happily ever after.

We all love a happy ending. Question is, why does some event have to occur until many of us live happily ever after? Why can't we all live life with a "Happily ever...before" mindset?

Join Dale as he goes through the indispensable qualities to live your happiest life, regardless of what dragons you face.



**10:00 am - 11:15 am All Tracks**

**Speaker: William Mitchell**

**Salon 5-6**

### **“Warm Up with a Triple Crown Hypnotist!”**

William Mitchell offers a funny and amazing perspective on the power of the mind, psychology and hypnotism.

His Comedy Stage Hypnosis Shows are always appropriate and hilarious.  
The Volunteers are the STARS of his shows!



**11:15 am - 12:15 pm**

**Lunch for All Tracks**

**Salon 5-6**

**11:15 am - 4:00 pm Choose Between Tracks –**

### **Track 1**

### **Escape with Team Building and Aspire to Greatness**

After lunch, walk to the Louisville Locked In Escape Rooms to focus on creative problem solving, precision communication and strengthening organization within a team, as well as building rapport with your peers as you aspire to escape.



Then walk to OvrDrive to challenge your skills with racing sims, ax throwing and VR games

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**Tuesday, April 4, 2023**

**11:15 am - 4:00 pm Choose Between Tracks –**

**Track 2**

**Transform to Make an Impact and Fuel Your Journey**

After lunch at the hotel, walk to Evan Williams Experience for a traditional tour taking you back in time to meet Kentucky's first licensed distiller, Evan Williams. Along the way, you will visit recreations of the Louisville wharf from the late 18<sup>th</sup> Century through the present. You'll learn how Heaven Hill's modern Bernheim distillery operates and discover how it is different from distilling in Evan's era



Then walk to OvrDrive to challenge your skills with racing sims, axe throwing and VR games.

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**Track 3**

**Zip into Adventure to Achieve Your Goals**

After lunch, load buses to a one-of-a-kind adventure to get your adrenaline pumping as you ziplining underground at Louisville Mega Caverns. What once started out as Louisville Crushed Stone and one of the best kept secrets in the city of Louisville, Kentucky has now been revealed to the public. It was created by a massive limestone quarry—with miners blasting out a mind-boggling amount of rock for over 42 years during the middle of the 20th century. It was acquired in 1989 by private investors who saw the potential to develop a portion of the cavern into an environmentally conscious high security commercial storage facility.



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**EQUITABLE**

**Track 4**

**Touring Organization at Its Best**



After lunch, load buses and visit the world's largest fully automated handling facility called Worldport. This 5.2 million square-foot UPS facility is located at the Louisville airport currently turns over more than 200 aircraft daily, processing an average of 2.5 million packages a day with a record 5 million packages processed each day during their Peak Season

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**ALLOVUE**

## Tuesday, April 4, 2023

11:15 am - 4:00 pm Choose Between Tracks –

### Track 5

#### It's All About the Barrels and Billets Wood



After lunch, walk to the Louisville Slugger Museum & Factory to celebrate the extraordinary role Louisville Slugger baseball bats have played in the sport's past, present, and future. From the forest to the field, you'll follow the timber that's transformed into hard hitting history.

Then visit Barrels & Billets where it's been long understood that 70% of the flavor and 100% of the smoothness of bourbon comes from the interaction of whiskey and wood. Taste and experience the unique blending of spirits under different aging processes.



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4:00 pm - Until **Free Night**

## Wednesday, April 5, 2023

7:15 am - 8:20 am **Breakfast**

Salon 1-4

7:30 am - 11:30 am **Registration/Information Desk Open**

Salon 5-6 Foyer

### Discovery Tracks

8:30 am - 9:45 am **All Tracks**

**Speaker: Steve Morgan**

Salon 5-6

#### **"The Challenge of Change"**

Understanding the inevitability of change and how to flow with the changes and even become the driving force in change rather than the victim of it.



10:00 am - 11:15 am **All Tracks**

**Trifecta Networking Session**

Salon 5-6

#### **"Show, Place and Win - Making Connections that Payoff"**

Multiple roundtable topics to share and network ideas with your fellow SASBO members to aspire towards greatness.

**Wednesday, April 5, 2023**

**11:15 am - 12:15 pm Lunch for All Tracks**

**Salon 5-6**

**11:15 am - 4:00 pm Choose Between Tracks -**

### **Track 1**

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Then walk the Muhammad Ali Center. Through dramatic multimedia presentations, interactive exhibits, historical video, countless images, and artifacts, you will learn about Muhammad Ali and his significant impact on the world: how Muhammad obtained greatness and then used it as a catalyst to do great things for the world and, in turn, inspire others to do the same. The visitor experience incorporates the six core principles of Muhammad Ali's life: Confidence, Conviction, Dedication, Giving, Respect and Spirituality.

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**Wednesday, April 5, 2023**

**11:15 am - 4:00 pm Choose Between Tracks –**

### **Track 3**

#### **Zip into Adventure to Achieve Your Goals**

After lunch, load buses to a one-of-a-kind adventure to get your adrenaline pumping as you ziplining underground at Louisville Mega Caverns. What once started out as Louisville Crushed Stone and one of the best kept secrets in the city of Louisville, Kentucky has now been revealed to the public. It was created by a massive limestone quarry—with miners blasting out a mind-boggling amount of rock for over 42 years during the middle of the 20th century. It was acquired in 1989 by private investors who saw the potential to develop a portion of the cavern into an environmentally conscious high security commercial storage facility.



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#### **Touring Organization at Its Best**



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**Wednesday, April 5, 2023**

<b>4:30 pm - 5:30 pm</b>	<b>SASBO President's Reception - Invitation Only</b>	<b>Rose</b>
<b>6:15 pm - 9:30 pm</b>	<b>Wednesday Evening Event</b>	<b>Kentucky Derby Museum</b>

**Wednesday Evening Event**  
**Evening of Food, Tours, Fun and Entertainment**  
**At The Kentucky Derby Museum!**



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Buses start running at 6:00 pm from the Louisville Marriott Downtown and will continue throughout the evening.

Tours starts at 6:15 pm. Dinner starts at 6:45 pm.

**Wear your “Derby” themed attire from headwear, ties, dresses, hats, etc.**

Entertainment provided by -





# SASBO Salutes the 2022-2023 State Outstanding Business Officials

Each of the State's Outstanding Business Officials were selected for their leadership and the contributions they have made to their school district and their state association, the service they have provided to their peers and subordinates and their service to their local community. Each is recognized as one of the top school business officials in their state and serve as a mentor and role model for members of their state ASBO as well as SASBO.

Alabama  
Arkansas  
Florida  
Georgia  
Kentucky  
Louisiana  
Mississippi  
North Carolina  
South Carolina  
Tennessee  
Virginia

Christy Mead, Chief Financial Officer, Albertville City School System  
Robyn Keene, Chief Financial Officer, Conway Public Schools  
Mike Hewett, Director of Maintenance & Warehouse, Pinellas County Schools  
James Austin, III, Asst Superintendent, Finance & Operations, Twiggs County Public Schools  
Deena Randolph, Manager, District-Wide Services, Casey County Schools  
Lesia Casanovas, Retired Director of Finance, Beauregard Parish School Board  
Stephen May, Chief Financial Officer, Forrest County Agricultural High School  
Mark Winters, Chief Finance Officer, Wake County Public Schools  
Harry Miley, Chief Financial Officer, Richland County School District 2  
Chad Presley, Business Manager, Loudon County Public Schools  
Christina Berta, Asst Superintendent of Business & Operations, Hanover County Public Schools



Christy Mead



Robyn Keene



Mike Hewett



James Austin



Deena Randolph



Lesia Casanovas



Stephen May



Mark Winters



Harry Miley



Chad Presley



Christina Berta

Special thanks to American Fidelity Assurance for their support  
of the SASBO Outstanding Business Officials program

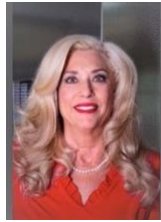
**AMERICAN FIDELITY**   
a different opinion

# **SASBO Salutes the 2023 Certified School Business Administrators**

The Southeastern Association of School Business Officials provides opportunities for professional education and development that can lead to the designation of qualified persons attaining the School Business Administrator (SBA) certification. Exemplifying a distinction in leadership, the following members applied and have met and exceeded the required qualifications in experience, education, professional development and leadership. Congratulations!



**Elton Bienvenue**  
Biloxi Public Schools  
Biloxi, Mississippi



**Lynn Buch**  
Homewood City BOE  
Homewood, Alabama



**T. J. Burleson**  
Pearl River County School District  
Carriere, Mississippi



**Jennifer Clanton**  
Hattiesburg Public School District  
Hattiesburg, Mississippi



**Jeff Davis**  
Tyler County BOE  
Middlebourne, West Virginia



**Jackie Sparks**  
Cook County BOE  
Adel, Georgia



**Adam Steele**  
Iredell-Statesville Schools  
Statesville, North Carolina



**Shane Switzer**  
Biloxi Public Schools  
Biloxi, Mississippi



**Adrienne Taylor**  
Appling County BOE  
Baxley, Georgia

Special thanks to Equitable for their support of the  
SASBO Certified School Business Administrators



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# **Southeastern Association of School Business Officials**

## **Board of Directors 2022-2023**

**President** - Jackie Sparks

Finance Director, Cook County Schools, Adel, Georgia

**President Elect** - Adam Steele

Finance Officer, Iredell-Statesville Schools, Statesville, North Carolina

**Vice President** - Jeff Davis

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**Director** - Sharon Hopkins - Springfield School District - Springfield, Arkansas

**Director** - Mike Hewett - Pinellas County School District - Largo, Florida

**Director** - Adrienne Taylor - Appling County School District - Baxley, Georgia

**Director** - David Stokes - McLean County Public Schools - Calhoun, Kentucky

**Director** - Anya Randle - Louisiana Department of Education- Baton Rouge, Louisiana

**Director** - David Rubenstein - South Panola School District - Batesville, Mississippi

**Director** - Heidi Kerns - Rutherford County Schools - Forest City, North Carolina

**Director** - Brandi Gist - Spartanburg School District 2 - Chesnee, South Carolina

**Director** - Anita Hays - Collierville Schools - Collierville, Tennessee

**Director** - Deborah White - Goochland County Public Schools - Goochland, Virginia

**Director** - David McClure - Greenbrier County BOE - Lewisburg, West Virginia

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**Associate Member** - Joel McKenzie - American Fidelity - Kentucky

**Associate Member** - Robert Ard, US Omni & TSACG Compliance Services - Florida

**Executive Director** - Sandy Halliwell - Clinton, Mississippi

**Save the Dates**

73rd SASBO Conference and Discovery Forum –  
April 16-18, 2024 Hyatt Regency, Greenville, South Carolina

*Thanks to our sponsors for their generous support and participation at this conference. The following companies assisted SASBO by contributing to our activities throughout the year.*

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## **ClassWallet**

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CLASSWALLET

## **Allsynx (Bronze)**

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[deviemil@amazon.com](mailto:deviemil@amazon.com)



## **Corebridge Financial (Diamond)**

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770-395-4794

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[allen.thomas@corebridgefinancial.com](mailto:allen.thomas@corebridgefinancial.com)



## **American Fidelity (Diamond)**

2525 Harrodsburg

Lexington, KY 40504

859-338-7745

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[Joel.McKenzie@americanfidelity.com](mailto:Joel.McKenzie@americanfidelity.com)



## **Digital Designs, Inc.**

3540 Torringdon Way

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704-790-7126

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[mailto:jfischer@ddilink.com](mailto:mailto:jfischer@ddilink.com)



## **ASBO International**

44790 Maynard Square

Ashburn, VA 20147

866-682-2729

<https://asbointl.org/>

[jwallenstein@asbointl.org](mailto:jwallenstein@asbointl.org)



## **Edlio-Online School Payments (Bronze)**

22375 Brodweick Drive

Sterling, VA 20166

571-382-6676

<https://osmsinc.com/>

[kristine@edlio.com](mailto:kristine@edlio.com)



## **BKM Services LLC**

4240 Moss Hill Drive

Nunnally, TN 37137

931-330-0050

[bkmservice.com](http://bkmservice.com)

[casey@bkmservice.com](mailto:casey@bkmservice.com)



## **Educational Benefits**

1616 Brookwood

Little Rock, AR 72202

501-733-5531

<https://www.ebiteam.com/>

[kylie.freyaldenhoven@ebiteam.com](mailto:kylie.freyaldenhoven@ebiteam.com)



# VENDOR DIRECTORY

## Edustaff (Silver)

1659 Candela Ct  
Orlando, FL 32820  
407-717-0017  
<https://www.edustaff.org/>  
[abitner@edustaff.org](mailto:abitner@edustaff.org)



## LINQ

2528 Independence Blvd  
Wilmington, NC 28412  
217-621-3337  
<https://www.linq.com/>  
[tschautd@linq.com](mailto:tschautd@linq.com)



## Equitable (Platinum)

3955 Empoli Ct.  
Wesley Chapel, FL 33543  
813-838-2832  
<https://equitable.com/>  
[scott.satalino@equitable.com](mailto:scott.satalino@equitable.com)



## Mobilease Modular Space, Inc

201 Route 130  
Pedricktown, NJ 08067  
740-927-1767  
[www.mobileasemodular.com](http://www.mobileasemodular.com)  
[pam@mobileasemodular.com](mailto:pam@mobileasemodular.com)



## First Financial (Diamond)

411 North Jefferson Ave  
Covington, LA 70433  
985-893-5519  
<http://www.ffga.com>  
[gayle.adams@ffga.com](mailto:gayle.adams@ffga.com)



## Myrtha Pools

950 Grand Villas Drive  
Miramar Beach, FL 32550  
901-832-0355  
[www.myrthapools.com](http://www.myrthapools.com)  
[gczettler@gmail.com](mailto:gczettler@gmail.com)



## HES Facilities Management

9202 S. Northshore Drive, Ste 202  
Knoxville, TN 37922  
865-263-1905 x 4000  
<https://hesfacilities.com/>  
[Brandon.McCormack@hes.com](mailto:Brandon.McCormack@hes.com)



## My School Bucks-HeartlandSchool Solutions (Bronze)

765 Jefferson Road  
Rochester, NY 14623  
800-724-9853 x 83482  
<https://www.myschoolbucks.com/>  
[mary.ryan@e-hps.com](mailto:mary.ryan@e-hps.com)



## Ion WaveTechnologies

3653 South Avenue  
Springfield, MO 65807  
417-8233-7773  
<https://ionwave.net/>  
[exhibit@ionwave.net](mailto:exhibit@ionwave.net)



## National Insurance Services

250 S. Executive Drive, Suite 300  
Brookfield, WI 53005  
262-780-1220  
<https://www.nisbenefits.com/>  
[kzast@nisbenefits.com](mailto:kzast@nisbenefits.com)



## John R Green Co

400 Reed Street, POB 392  
Clearfield, PA 16830  
800-252-3811 x 2602  
[www.johnrgreenco.com](http://www.johnrgreenco.com)  
[dpleskonko@johnrgreenco.com](mailto:dpleskonko@johnrgreenco.com)



## National Life Group (Bronze)

15455 Dallas Parkway, Ste. 800  
Addison, TX 75001  
904-466-1360  
<https://www.nationallife.com/>  
[rmccarthy@nationallife.com](mailto:rmccarthy@nationallife.com)



## Lifetouch

6701 W. 12<sup>th</sup> Street  
Little Rock, AR 72204  
800-537-6698  
<https://lifetouch.com/>  
[phand@lifetouch.com](mailto:phand@lifetouch.com)



## National Vision Administrators

1200 Route 46 West  
Clifton, NJ 07013  
404-967-4131  
[www.e-nva.com](http://www.e-nva.com)  
[ssnipes@e-nva.com](mailto:ssnipes@e-nva.com)

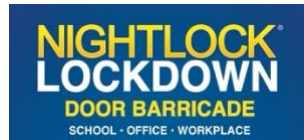




# VENDOR DIRECTORY

## Nightlock Lockdown

840 Tacoma Ct  
Cilo, MI 48420  
810-422-8664  
[www.nightlock.com](http://www.nightlock.com)  
[tentakejack@yahoo.com](mailto:tentakejack@yahoo.com)



## TCP Software (Bronze)

1 Timeclock Drive  
San Angelo, TX 76904  
800-749-8463  
<https://www.tcpsoftware.com/>  
[agarcia@tcpsoftware.com](mailto:agarcia@tcpsoftware.com)



## OperationsHERO

1249 Kildaire Farm Road, Suite 160  
Cary, NC 27513  
919-300-6818  
[OperationsHERO.com](http://OperationsHERO.com)  
[scott@operationshero.com](mailto:scott@operationshero.com)



## TCS Basys Control

2800 Laura Lane  
Middleton, WI 53562  
608-669-9418  
<https://www.tcsbasys.com/>  
[bdoll@tcsbasys.com](mailto:bdoll@tcsbasys.com)



## PenServ Plan Services, Inc (Gold)

102 Trade Zone Drive  
West Columbia, SC 29170  
803-354-5084  
[www.penserv.com](http://www.penserv.com)  
[mark.buckley@penserv.com](mailto:mark.buckley@penserv.com)



## The Nutrition Group (Silver)

580 Wendel Road, Suite 100  
Irwin, PA 15642  
724-978-2100  
<http://www.thenutritiongroup.biz>  
[lkerrick@thenutritiongroup.biz](mailto:lkerrick@thenutritiongroup.biz)



## Presentation Solutions, Inc

P O Box 159  
Buckner, KY 40010  
502-222-7277  
[www.presentationssolutions.com](http://www.presentationssolutions.com)  
[joecool@presentationssolutions.com](mailto:joecool@presentationssolutions.com)



## TIPS (Partner)

4845 US Hwy 271 N  
Pittsburg, TX 75686  
866-839-8477  
[https://www.tips-usa.com/](https://www.tips-usa.com/conferences@tips-usa.com)  
[conferences@tips-usa.com](mailto:conferences@tips-usa.com)



## PSST

303 N Hurstbourne Pkwy  
Lyndon, KY 40222  
502-244-9280  
[psst.com](http://psst.com)  
[janar@psst.com](mailto:janar@psst.com)



## U.S. Omni & TSACG Compliance Services (Gold)

15 Yacht Club Drive, NE  
Fort Walton Beach, FL 32548  
888-777-5827  
<https://www.tsacg.com>  
[rard@tsacg.com](mailto:rard@tsacg.com)



## Softdocs

807 Bluff Road  
Columbia, SC 29201  
704-290-4724  
<https://www.softdocs.com/>  
[sambrose@softdocs.com](mailto:sambrose@softdocs.com)



## USable Life (Bronze)

210 Hill Avenue, Suite B  
Nashville, TN 37210  
615-823-5942  
[www.usablelife.com](http://www.usablelife.com)  
[Lynsey.Jackson@usablelife.com](mailto:Lynsey.Jackson@usablelife.com)



## Solar Tint

5050 Montgomery Rd  
Cincinnati, OH 45212  
502-645-5301  
<https://solartint.com/>  
[bmileta@esppindowtint.com](mailto:bmileta@esppindowtint.com)



## Valu Teachers (Gold)

380 Town Plaza Ave, Suite 450  
Porte Verde Beach, FL 32081  
904-543-6400  
<https://www.valuteachers.com/>  
[zoe@vtnmo.com](mailto:zoe@vtnmo.com)



# VENDOR DIRECTORY

## Virco (Gold)

2027 Harpers Way  
Torrance, CA 90501  
772-834-8261

<http://virco.com>

<mailto:Briankirkwood@virco.com>



## VitalScan

1741 Elm Hill Pike  
Nashville, TN 37210  
931-305-1975

<https://vitalrecordscontrol.com/>

[jepperson@vrcofnc.com](mailto:jepperson@vrcofnc.com)



## Lion Electric (Bronze)

3835 Youngs Road  
Channahon, IL 60410  
514-943-1497

<https://thelionelectric.com/en>

[brian.simmons@thelionelectric.com](mailto:brian.simmons@thelionelectric.com)



## Strong Glass Systems

260 Jamie Lane, Suite C  
Wauconda, IL 60084  
224-715-3139

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

[tyler@mgtfilms.com](mailto:tyler@mgtfilms.com)



*thank you!*

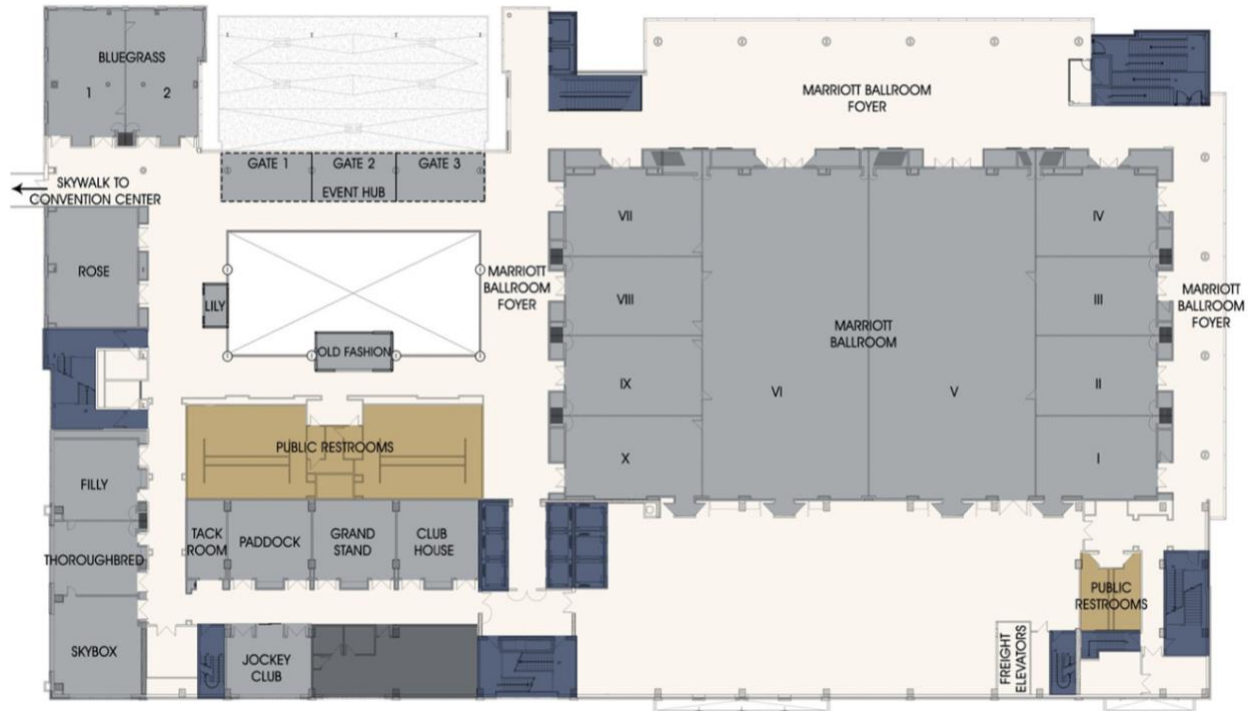


*to all our exhibitors*



# Louisville Marriott Downtown Floor Plan

## Second Level



## Ground Level

