

# Southeastern Association of School Business Officials



Quarterly Newsletter - Fall 2018

## President's Message

The recent storms and subsequent flooding from Hurricane Florence and its impact on the Carolinas in lives and property lost will take months to ascertain. Our prayers and thoughts go to those affected by this devastating storm.

The officers and directors were scheduled to meet in Norfolk, Virginia for a Board meeting the week of the storm. The officers came in early and were able to meet for a day, but our meeting was cut short as the Governor declared a mandatory evacuation of the area we were staying. The meeting will reconvene in January at the Leadership Summit.

Coming up soon on October 18, the 2018-19 Expert Exchange kicks off with an "ESSA Update" from Sharie Lewis. Sharie is Director of Business Services & Operations with Parkrose School District in Portland, Oregon. Sharie presented at the recent ASBO International Conference in Orlando and was well received. There will be a total of nine monthly seminars. The cost is only \$200 for all nine, three for \$99 or a single seminar for \$49. Remember webcasts are live but are also recorded and maybe accessed later at your convenience.

In January, the SASBO Leadership Summit takes place in Savannah Georgia at the Brice Hotel January 23-25. A limited number of slots are allocated to each state so if you are interested in attending please contact your State Director. Now is also a good time to make plans for the annual conference in Norfolk. A block of rooms has been reserved for April 28-May 6, 2019, at Hilton The Main. Reservations may be made from our website. Conference activities will include Discovery Tracks involving: A visit to the Battleship Wisconsin & Nauticus, General MacArthur Memorial, Naval Station & NAS Oceana, and Team Building and Communication Through Improv Play.

Several of the SASBO family attended ASBO International Conference. The sessions were amazing! The general session speakers included Sally Hogshead, creator of the Fascination Advantage

Assessment and retired Colonel Arthur Athens. If you ever have a chance to hear Colonel Athens be sure to take advantage. His session on The Fulcrum of Leadership was outstanding. One of the best that I have had the privilege of hearing in my 32+ years in public education.

For the first time in years, there was no Pinnacle or Eagle award winner from the SASBO states. We will be sure to rectify this next year.

Enjoy the next few months with the football season underway, fall weather around the corner and Thanksgiving and Christmas will be here before you know it.

*Rob Terry, President  
Coordinator Risk Management and Audit  
Huntsville City Schools, Alabama  
robert.terry28@gmail.com*

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# 2018-2019 Expert Exchange Series

## Southeastern Association of School Business Officials Announces the 2018-2019 Expert Exchange Series

### Online Professional Development Series



Registration is now open at [www.sasbo.org](http://www.sasbo.org)  
Members may purchase the entire series for \$200, one for \$49 or select three for \$99.  
Earn up to 18 CPE units (2 hours for each session).  
Live Presentations are at 2:00 p.m. Eastern/1:00 p.m. Central.

**All sessions will be recorded for future viewing.**

#### **October 18, 2018 - "ESSA Update"**

*Sharie Lewis, CPA, Director of Business Services & Operations, Parkrose School District, Portland, Oregon*

#### **November 8, 2018 - "Crazy Collaboration"**

*LaTresa Carlisle, IT Specialist, Escambia School District, Pensacola, Florida*

#### **December 13, 2018 - "School Law for the Business Official"**

*Rebecca Owens, Deputy Director for Policy, Compliance & Employee Relations, Wilson County Schools, Lebanon, Tennessee*

#### **January 17, 2019 - "Purchasing Policies"**

*Susan Barkley, Director of Finance, Shelby County Public Schools, Kentucky*

#### **February 21, 2019 - "What Policies I Need, That I Never Knew I Needed"**

*Jackie Sparks, Finance Director for Cook County Schools, Adel, Georgia*

*Earl Burke, Assistant Superintendent of Business Services and Operations, and Chief Financial Officer for the Hinds County School District, Raymond, Mississippi*

#### **March 21, 2019 - "Succession Planning"**

*Bryan Packwood, First Financial Services, Houston Texas*

#### **April 18, 2019 - "Student Accident Insurance - Why Bother?"**

*Doug Young, President, The Young Group, Raleigh, North Carolina*

#### **May 16, 2019 - "Communication in the Business Office"**

*Anya Randle, Director of Business Services, Assumption Parish School Board, Napoleonville, Louisiana*

#### **June 13, 2019 - "FLSA"**

*Jill E Hall, Attorney, Jackson Kelly PLLC, Charleston, West Virginia*

Sponsored by:





# Save the dates!

## 2019 VASBO - SASBO Joint Conference & Discovery Forum

April 30 - May 2, 2019



Click link below to  
learn more about Norfolk, Virginia  
<https://vimeo.com/259196499>



**Book your room now at Norfolk Hilton The Main!**  
<http://www.hilton.com/en/hi/groups/personalized/O/ORFWAHH-SBO-20190428/index.jhtml>



**If you are not willing to learn, no one can help you.  
If you are determined to learn, no one can stop you.**

I recently have been listening to a cd version of a book that I read several years ago. The message is to do a few things every day that will move you closer towards your goals. The simple task of reading for 20 mins, listening to a podcast, researching something that you have been thinking about, etc. each day will bring about quantum changes in knowledge over time. When someone is determined to learn something new each day they become unstoppable. The reality is that if we become stagnate we actually get behind because everything around us continues to move forward.

Time block your day and allow yourself to learn something new. It just may help you realize your dreams.

Make it a great week.

Curtis May  
Executive Vice President  
AXA Advisor



# 2019 Conference At A Glance

Norfolk Hilton The Main, Norfolk, Virginia

Date	Agenda	Time
Monday, April 29, 2019	SASBO Officer Meeting	9:00 am - 1:00 pm
	VASBO Executive Team Meeting	3:00 pm - 7:00 pm
	SASBO Board of Director Meeting	3:30 pm - 6:00 pm
Tuesday, April 30, 2019	Registration/Information Desk Open	8:00 am - 4:00 pm
	VASBO SFO Study Group Meeting	8:00 am - 4:00 pm
	VASBO User Group Meeting	8:30 am - 11:30 am
	VASBO Management Team Meeting	9:00 am - 12:00 pm
	SASBO Emerging Leaders Meeting	10:00 am - 11:30 am
	Exhibitor's Move in	12:00 pm - 4:00 pm
	Conference Kick-Off Sessions	1:00 pm - 2:30 pm
	VASBO User Group Meeting	1:00 pm - 4:00 pm
	Conference Kick-Off Sessions	2:45 pm - 4:15 pm
	Exhibitor Meeting	3:00 pm - 4:00 pm
	Opening General Session	4:30 pm - 6:30 pm
	Exhibits Open with Reception	6:30 pm - 8:00 pm
Wednesday, May 1, 2019	Fun Walk/Run	6:00 am - 6:45 am
	Registration/Information Desk Open	7:00 am - 5:30 pm
	Breakfast with the Exhibitors	7:15 am - 8:00 am
	Concurrent Workshops	8:00 am - 9:00 am
	Concurrent Workshops	9:15 am - 10:15 am
	Break in Exhibit Area	10:15 am - 11:00 am
	Concurrent Workshops	11:00 am - 12:00 pm
	Exhibitor Appreciation Lunch/Business Meeting	12:00 pm - 1:30 pm
	Concurrent Workshops	1:30 pm - 2:30 pm
	Executive Director's Meeting	1:30 pm - 4:00 pm
	Break Exhibit Area & Exhibitor Door Prizes	2:30 pm - 4:00 pm
	VASBO Business Session	4:15 pm - 5:15 pm
	VASBO Past President/New Member Reception	5:15 pm - 6:15 pm
	Dinner on Your Own	
Thursday, May 2, 2019	Registration/Information Desk Open	7:00 am - 3:30 pm
	Breakfast Buffet	7:30 am - 8:20 am
	Discovery Forum Sessions	8:30 am - 3:30 pm
	Break	10:00 am - 10:20 am
	Lunch (Staggered Schedule)	11:30 am - 1:00 pm
	President's Reception for OBOs	4:30 pm - 5:30 pm
	Spirit of Norfolk River Cruise	6:30 pm - 9:00 pm

## SASBO Member Benefit - Electronic Resource Center (ERC)

SASBO has partnered with PASBO to host the Electronic Resource Center (ERC) for the 12 Southeastern states. To submit and find the resources you need go to <http://www.sasbo.org> (Resources / Electronic Resource Center).

No registration is required and use of the site is absolutely FREE! Once on the site, enter the Southeastern as your affiliate. You then can search for documents by category and/or type, keyword or document contents from the Southeastern States as well as the other states that participate in the ERC.





# The Power in Partnerships

By Scott Apsey, Vice President, Practice Leader at Kelly Educational Staffing

Districts across the country are facing a variety of stressors that have arisen from a lack of resources and support. But with outside help, districts can return to the crucial task of ensuring the best learning environments for students.

Successful organizations specialize in a specific industry or offering, and partner with other companies to complement vital areas. For example, a business may hire an accounting firm to handle financial tasks they don't have time or resources to complete otherwise.

Strategic partners are a practical way to ensure the success of any organization across any industry. It's common for corporate entities to form partnerships in the business world, and innovative school districts are taking a cue from the business community to identify creative solutions through valuable partnerships. One such district, Hillsborough County Public Schools in Tampa, needed an all-encompassing solution to the teacher shortage. Through our valuable partnership, the district relies on Kelly Educational Staffing (KES) to provide a seamless process for placing substitute teachers in classrooms.

If schools remain focused on their core mission of educating students and adopt the philosophy of partnering with outside organizations for expertise and support in other areas, couldn't they reap the same benefits that businesses do? The answer is a resounding yes.

## Why partner?

When a district seeks out a partnership, its administrators are using innovative thinking to identify solutions to gaps they couldn't otherwise address as efficiently or effectively as desired. There are numerous benefits for both districts and businesses when considering a joint partnership.

Schools today are asked to do more with less. With the support of an experienced business partner, there's less pressure on teachers, principals and other faculty members, alleviating many of the common operational stressors schools encounter all too often. Through partnerships, districts gain access to a variety of resources that contribute to the success of students and staff, and the relief of common administrative burdens. Sponsorship opportunities, strengthening community ties and valuable learning experiences for students are just a handful of positive byproducts of these relationships.

Seeking out a partnership shouldn't be a taxing decision. Here are some tips to ensure your partnerships are successful:

- **Choose a business that provides a sense of wholeness.** Prior to committing to a partnership, consider what is missing within your district, and how a partner could bridge the gap. This means evaluating the areas that are putting extra stress on resources and staff and finding unique solutions. If a school doesn't have the resources for a full-scale IT team, partner with a firm that provides these services. If a school is overspending time and budget on sourcing substitute teachers to fill absences, a staffing agency can do the heavy lifting, allowing the school to focus on student achievement.

- **Find shared values.** Like any relationship, it's a requirement that each party holds similar values in order to operate effectively. Compare mission statements, values and culture to identify if a partnership is the right fit. Seek out partners who are invested in the community and have good intentions. Dena Collins, general manager of personnel services at Hillsborough County Public Schools shares that it's important for her district to have "strong relationships with organizations who care about staff and students, and bring both immediate and long-term value." By sourcing out these similarities from the start of a relationship, it can be determined if a partnership will be equally beneficial for each party.
- **Identify complementary skills, traits and resources.** Working with a partner should alleviate much of the stress that a district typically undergoes, and can contribute to helping in areas that would otherwise drain budgets. Having a connection with an outside partner increases the district's knowledge base by providing valuable insights, giving more significance to decisions.
- **Develop community ties.** Building local relationships is important and brings value to the community. A partnership establishes trust and recognition with community members, increasing public opinion. When businesses are present and active within the school community, they draw prospective future staff and build goodwill locally.
- **Measure success.** To know if a partnership is working, establish success markers, expectations and communication preferences early in the relationship. For Dena, success at Hillsborough County Public Schools includes tapping into partner experts who ensure that "teaching and learning continues without interruption." Positive partners showcase a culture of continuous improvement, and bring insight and solutions to the table.

Successful partnerships not only relieve the burdens that many districts face – they also provide added benefits. Partnerships are an inventive option for schools, especially those that need additional resources and support. If we're serious about supporting the needs of all students, we need to take action through unique solutions.

*Scott Apsey is vice president and practice leader at Kelly Educational Staffing, where he provides leadership to operational areas and grows district partnerships through management of centralized operations.*



# B2B Payment Options

By: Kevin Russell, Business Development Executive with Digital Designs



Dear Expert,

***Would you please explain to me the different types of B2B payment options available to my company? How much does each one cost, approximately?***

Funny you should ask. The world of B2B payments has changed dramatically over the last several years. Technology is fast driving us toward a "paperless" business environment and the payment function is no exception to the rule.

**Virtual Payments:** The fastest-growing segment of B2B payments, a result of this technological advancement, is called VPay, ePayables of Virtual Payments. The terms are basically interchangeable and refer to virtual credit card payments. The term virtual applies because there is no physical card, they exist only in the online world. Cards are tied to actual accounts, contain card numbers and are posted against bank accounts. This payment method offers valuable benefits in that each card has an expiration date, a set limit (usually the invoice or batch amount) and provides additional payment data as each transaction is processed. In addition, many of these virtual payment platforms provide rebates back as you process payments which could amount to a substantial revenue stream.

**Cost:** You'll need to shop providers as rebate rates, ERP integration, vendor enrollment strategies and set-up fees vary. Many banks offer the service, but there are also many providers specializing in this area that offer competitive terms and high levels of support for integration and vendor enrollment. Do your homework!

**ACH/EFT:** These terms are often used interchangeably to describe funds that are moved electronically from one account to another. Rob-

ert Unger of NACHA – The Electronic Payments Association, provide a good summary when he wrote *"The quick answer is that all ACH (Automated Clearing House) network payments are EFTs (Electronic Fund Transfers), but not all EFT payments are ACH."* EFT is a much broader term encompassing ACH, wire, credit card, debit card, etc. Think of EFT as the solar system and ACH as a planet. Both methods require an authorization from the payee to move or transfer the funds. Within the ACH network, you have ACH Credit and ACH Debit transactions. A Credit transaction allows you to send payments from one account to another and a Debit transaction takes money from an account – for instance an automatic bill payment or recurring payments. Most payments take several days to process, but a new same-day service is now available for a higher fee.

**Costs:** Check with our bank on this one as most charge anywhere from \$1 to \$3 per transaction for ACH payments. Same-day services are typically more. You'll also have to complete form(s) before you can receive of pay money through ACH. You bank can explain their policies regarding other EFTs.

**Wire Transfer:** If speed of payment is a critical factor for a particular payment, a wire transfer could be your best bet. They are particularly useful when transferring funds internationally as the funds can be made available very quickly. The funds can either be wired directly to the receiver's account or to a cash office of the transfer provider.

**Costs:** Wire transfers can be costly as you may be charged fees for sending, receiving, or both. After searching the Nerd Wallet website, the average outgoing fees were \$25 per transfer within the U.S. Also, critical to remember that you cannot stop a wire transfer once you send it. For these reasons, wire transfers

are only used on rare occasions.

**Corporate/P-cards:** Many organizations use physical cards for areas such as T&E, small supply purchases or to pay certain vendors or recurring invoices. These work as standard credit cards with varying terms. One aspect of the cards is that since they are physical cards, they can be more susceptible to traditional card fraud. You may want to explore more secure methods where you can.

**Costs:** Once again, shop around for the deal that is best for your needs.

**Checks:** Of course checks are still a viable payment method but many organizations are moving away from checks to save on printing and paper costs, become more environmentally friendly, reduce lost or stolen checks and take advantage of new automation tools. In addition to paper checks, many organizations are taking advantage of electronic checks. You get the benefit of collecting the same data as you would from a paper check with the convenience of an electronic transfer.

**Costs:** Services can be contracted to print and mail your checks and typically run anywhere from \$0.50 to \$1.00 per check plus postage. Electronic checks should be a merchant service offered through your bank. You can contact them to discuss any applicable fees.

*Kevin Russell is Business Development Executive with Digital Designs, a leading provider of business process automation and their DocAgent suite of products. He also spent 17 years in sales and sales management with Jefferson-Pilot Communications, Greater Media, Raycom Media and Educational Media Foundation.*

# COMMUNICATION TIPS

## HOW TO START DIFFICULT CONVERSATIONS

Is there a conversation you've been putting off with a coworker, parent, or other person you need to talk to—but haven't? Maybe you've tried, and it didn't turn out as you had hoped. Or maybe you fear that talking will only make things worse. Whatever the reason, you probably feel stuck and want to free up that energy for more useful purposes.

Many people avoid difficult conversations because they don't know how to begin. Here are a few conversation openers to help you discuss a difficult topic and start off on the right foot.

- "I'd like to discuss something with you that I think will help us work together better."
- "I think we may have different ideas about \_\_\_\_\_. When you have some time, I'd like to talk about it."
- "I'd like to hear your thoughts on \_\_\_\_\_. Do you have a minute?"
- "I need your help with (what just happened/\_\_\_\_\_). Can we talk?"
- "I'd like to see if we can reach a better understanding about \_\_\_\_\_. I want to hear your thoughts."

All of these conversation starters help create *an environment of respect* and a *mutual purpose*. You can talk about almost anything as long as you maintain those two critical conditions.

Some other tips:

1. Practice! The art of conversation is like any other—with practice you acquire skill and ease. Practice mentally or with another person before speaking to the other party. Try out different scenarios and visualize how you'll handle them to reach the outcome you're hoping for.
2. Recognize that a successful outcome will depend on *how you are* and *what you say*. Whether you're centered, supportive, curious, eager to solve a problem, etc., will influence what you say.
3. Know your purpose and return to it at difficult moments. If you can find a mutual purpose for holding the conversation and extend and maintain respect, the conversation will be easier.

"Adapted from "Difficult Conversations—Getting Started," by Judy Ringer as cited in "How to Start Difficult Conversations," by ASBO International. School Business Leader, Volume 4 Issue 3, p. 1. (Creative Commons License, CC BY-SA 3.0. <https://creativecommons.org/licenses/by-sa/3.0/>). Reprinted with permission."

## Highlights From The ASBO International Annual Meeting & Expo

ASBO International held its Annual Conference September 21-24, 2018 in Kissimmee, Florida.

Check out these photos of some of the attendees that represented SASBO.





# MEMBER SPOTLIGHT

## Dana Fleming



Mississippi is spotlighting Dana Fleming, a current Director serving on the MASBO Board representing District 4. She currently serves as Chief Financial Officer for Gulfport School District in Gulfport, Mississippi. Dana has been in her current position since January

2009.

Previously she served 17 years in South Pike School District in Magnolia, Mississippi. Dana is passionate about her district. While busy with district finances, she also enjoys helping in the BOOST Mentor program at Central Elementary where she has the privilege of tutoring a child to improve their reading skills.

She has served in a leadership role with the Commission on School District Efficiency and currently serves on the Task Force for the Mississippi Achievement School District. She has also been a part of the Financial Transparency Working Group, a national organization designed to work through compliance issues relating to ESSA reporting. She is a Certified Public Accountant, a Certified School Business Administrator and holds an Educational Administrative License. She is also a member of SASBO and ASBO International.

Dana is a native of Natchez Mississippi. She has been married for 31 years and has two children. She loves to travel, enjoys her four granddaughters, craft projects, going boating, riding bikes and spending time with her family and friends.

## Faye Perry



North Carolina is spotlighting Faye Perry, our current Treasurer and Past President. She currently serves as Chief Finance Officer for Camden County Schools in Camden, North Carolina. She has served in leadership roles within NCASBO including Treasurer for approximately 7 years, President-Elect, and President. She is a graduate of our NCASBO Finance Academy as a Certified School Business Director as well as a Lifetime Certified Local Government Purchasing officer offered through UNC School of Government and Carolina Association of Governmental Purchasing. She currently is the only Finance Officer in our state to hold these 2 credentials. She is also a lifetime member of SASBO and has attended both leadership conferences as well as annual conferences.

Faye is a native of Camden County and has serving the district since March 1997. She has been in her current position since September 2004. She is passionate about the district she serves since she is a graduate of the high school along with her two children, Jeremy and Leslie. Her oldest grandchild Jordan will also graduate in this school year from the same high school his grandmother attended along with his dad. Her other grandchild Ashlyn is a current 4<sup>th</sup> grade student within the district as well. While she is busy with district finances she also enjoys watching her grandson play soccer, going camping and spending time with her family while making memories in pictures and turning those into craft projects.

## SASBO DATES TO REMEMBER

### 2019

January 23-25, 2019

Leadership Summit  
The Kimpton Brice, Savannah, GA  
VASBO - SASBO Joint Conference and Discovery

April 30-May 2, 2019  
Forum

Hilton Norfolk The Main, Norfolk, VA

### 2020

January 22-24, 2020

Leadership Summit  
DoubleTree Hotel, Chattanooga, TN  
SASBO Conference and Discovery Forum  
Marriott Downtown, Louisville, KY

April 21-23, 2020

### 2021

January 27-29, 2021

Leadership Summit  
DoubleTree Hotel, St. Augustine, FL  
SASBO Conference and Discovery Forum  
IP Resort, Biloxi, MS

April 20-22, 2021

### 2022

April 5-7, 2022

AASBO/SASBO Joint Conference and Discovery Forum  
Embassy Suites, Hot Springs, AR





# STATE HAPPENINGS



## Alabama

*Lynn Buch, Director*

The following summary of Alabama's FY20 Education Budget Proposal was taken from the School Superintendents of Alabama's Friday Round-up, September 21, 2018 edition:

The budget proposal presented by the SDE to the State Board of Education in last week's work session surpassed all of our expectations. Superintendents are proud of this budget as it reflects many of their concerns and unfunded requirements. As more and more mandated costs have been passed to local school systems, local funds have been depleted, leaving little money for local needs or projects. The increases proposed will go a long way in relieving that local burden and allow local schools system to use local funds for local priorities. People "in the know" have been dropping hints for weeks about the phenomenal revenue growth and the budget proposal makes effective use of that growth. We appreciate the work done by Dr. Eric Mackey and his extremely competent staff in developing a budget that is good for students, necessary for learning, and essential for the operation of schools.

### **Key points:**

- The overall proposed increase in K-12 funding is \$286,326,078.
- Of that \$54.8 million is for classroom instructional support (student materials, technology, professional development, library enhancement and textbooks).
- Divisors in grades 4-6 are proposed at 20.43, the first time divisors are less than 21. The cost of this is \$21.9 million.
- Other Current Expenses (OCE) funding has been increased by \$39.8 million with \$20 million going to school safety and \$19.8 million going to utilities. This is a first...a line item allocation for utilities!
- Foundation – Other includes an additional \$105.7 million. There is no description for the use of these funds but could possibly be used for a 2-3% pay raise.
- Transportation also gets a nice increase of \$11 million: \$5 million for fleet renewal (\$7985 per bus) and \$6 million for operations.
- For the first time in a very long time, the 1% salary adjustment is funded at \$20 million.
- School nurse funds are proposed to increase by \$30 million. This will probably not cover any new nurses but should compensate local school systems for the funds they are currently having to spend to address the medical needs of students that are provided by a nurse.



## Arkansas

*Sharon Chuculate, Director*

It's finally Fall, according to the calendar and in Arkansas budgets and AFR's are submitted! Arkansas ASBO is looking forward to our November Certification classes covering topics such as Internal Controls, Fixed Assets and Inventory Control, Risk Management, Food Service and Transportation as well as software updates. The ASBO Board will also be meeting to continue planning the Annual Conference to be held February 5-7, 2019, in Hot Springs.

We are also excited to begin a new year of the Mentoring Program. The Mentoring Program has continued to grow over the past several years and is certainly one of our greatest resources! Arkansas ASBO is very fortunate to have this program in place. It is beneficial for all of our members (and non-members), both new and veterans. I am certainly looking forward to meeting with my peers and discussing the challenges that we all face.

ASBO is also looking ahead to the beginning of the Legislative Session set to convene on January 14, 2019. Arkansas is fortunate to have staff and members of the Arkansas Association of Educational Administrators at the Capitol on a daily basis monitoring bills and keeping the membership informed on the goings on during the Legislative Sessions, making certain that all districts in the State are aware of the Bills filed and what impact they might have.

Happy Thanksgiving from all of us at Arkansas ASBO!



## Florida

*Robert Waremburg, Director*

Greetings from Florida. The new school year is underway and Florida has welcomed more students than ever. We opened the year with a little room in the budgets for raises and increases in security and behavioral health services.

Under the leadership of President Suanne Lee, Executive Director Robin Hukill and the officers and directors, FASBO had an amazing conference October 2-5 at Cape Coral Florida. This is the best place to connect and collaborate in school business! The conference highlighted 44 in-depth professional development sessions presented by state & national experts. There were 50 exhibitors showcasing their products and solutions at Florida's school business expo. FASBO took it to the "BEACH" in 2018.





## Georgia

*Jackie Sparks, Director*

Georgia Association of School Business Officials is gearing up for our annual conference in November 2018. Our board is wrapping up session topics, finalizing menus, and looking forward to another great conference. Our President, Mendy Goble, has a theme this year of GASBO: Let The Adventure Begin! As always, school finance is filled with highs and lows, and as a Board, we hope to encourage, motivate, and educate our members to take on the challenges that lie ahead.



We are pleased to have SASBO Executive Director, Sandy Halliwell, and Florida Emerging Leader, LaTresa Carlisle, join us for our annual conference. Both bring a wealth of knowledge and tons of SASBO excitement to share with our Georgia attendees.

GASBO along with our Platinum Sponsor, VALIC, will once again be presenting a SASBO scholarship to one fortunate attendee. Our goal is to educate our members of all the benefits SASBO has to offer and increase our GASBO participation in our annual SASBO Conferences. Here in Georgia we couldn't be more excited to be on the adventure, and we can't wait to see where SASBO will lead us!



## Kentucky

*David Stokes, Director*

KASBO is gearing up for our fall conference at the Marriott Griffin Gate Resort in Lexington, Kentucky. We have recently switched our event management to CVENT, an easy to use, powerful online event management software. KASBO is excited about this change! We hope it provides a smooth onsite experience for our members and makes us more efficient.

Pension reform continues to be a hot topic in Kentucky. Earlier this year, a sewage bill was amended at the last minute to include pension reform. The sewage bill was later ruled to have violated the state constitution and it was overturned. The governor appealed and now our Supreme Court has begun hearing arguments over this controversial pension law. It's not a surprise that a record number of educators, both active and retired, are running for state congress this fall.



## Louisiana

*Lesia Casanovas, Director*

After a busy summer spent closing books, processing professional development activities and back to school initiatives, LASBO board members met in September to plan the association's activities for the remainder of the year. Details were confirmed for the 2018 Fall Workshop in Baton Rouge on November 13th and 14th. Sessions of interest for school and district level employees were included along with a new offering, Boot Camp for New and Aspiring Business Managers, to meet the training needs of a growing number of LASBO members.

Board members reviewed the new website, LASBO.org. New features include online registration and several ways for members to communicate with their peers through groups and blogs. Presentation to general membership during the fall conference will allow members to begin utilizing the site and developing connections prior to the Annual Spring Conference. Plans are underway to provide learning and networking opportunities for members and sponsors for the Mardi Mambo themed conference on April 2-6, 2019 in Lake Charles, LA.



## Mississippi

*Earl Burke, Director*

Mississippi state school Superintendent, Carey Wright, asked state lawmakers for more money for state-funded preschool and more ways to improve teaching and school leadership. She requested added funds for public-private preschool networks, coaches to improve reading instruction, a new statewide computer data system and efforts to help superintendents and principals. Those various proposed increases would cost about \$11.5 million. She said that improving test scores and graduation rates show lawmakers are getting a good return on previous spending and should keep investing. She only briefly mentioned the cost to fully-fund Mississippi's K-12 funding formula, which would require a projected additional \$250 million on top of the \$2.2 billion the state is spending this year. Wright is required by law to ask for full funding, but the state Supreme Court has ruled lawmakers aren't required to follow a law demanding they appropriate the full amount. Lawmakers considered scrapping the formula last year and replacing it with a different one that didn't have such a funding guarantee, but ultimately abandoned the effort. Lawmakers have said they're unlikely to revisit the issue in an election year but could consider it again in the future.

Mississippi teachers may receive a pay raise in the 2019-2020 school year. The governor and lieutenant governor have indicated they each will support a teacher pay raise in the 2019 legislative session months before state elections, although they have not proposed a specific plan to do so. Spokespersons say they expect to work something out once lawmakers convene for the 2019 regular session in January. Mississippi lawmakers last approved a \$2,500 pay raise for teachers in 2014, taking effect over two years. That cost the state roughly \$100 million a year once fully in effect. Some teachers and other school employees are also getting bonus payments under a program that sends money to schools that score an A or B on the state's grading scale or improve a letter grade. Including payments going out

this fall, the state is spending \$46 million on that program over two years.

The Standing Commission on School District Efficiency will present its final Annual Report to the state board of education on November 8, 2018. The report will highlight efficiency recommendations that individual school district may opt to take to improve district operations.



## North Carolina

*Adam Steele, Director*

Fall is a great time in North Carolina! Budgets are complete and the weather gets cooler. We are all working through our state, federal, and local budgets, while working to complete our June 30, 2018 audits. Many North Carolina districts along the North Carolina East Coast are dealing with the effects from Hurricane Florence during early September. Prayers go out to the districts that have been affected and we all know you will come back strong.

The NCASBO Fall Leadership conference was held October 17-19 at the Courtyard by Marriott at Carolina Beach. Our presenters included Debra Dixon Doss, NCASBO Instructor and former SASBO Executive Director, Terry Haas, Mooresville City Schools CFO and past SASBO President, and Steve Morgan, Motivational Speaker. The title of the sessions are *Surviving and Thriving in the Face of Rising Seas* and *How to Part the Seas and Walk on Dry Land*. The fall conference always provides finance officers and other finance staff with great leadership classes and networking opportunities.



## South Carolina

*John Gardner, Director*

Autumn is here and once again; it is time for college football! Many South Carolinians are cheering for the Clemson Tigers to return to the Bowl Championship Series. Others are hoping that this will "be the year" for their respective State teams.

It truly seems that our work follows the seasons as well. During the winter and spring, budgets have been developed, deliberated, and finally approved. During the summer and fall, we close out our "books", await the arrival of our external auditors, and hopefully receive an "unmodified opinion" on our report card!

Hurricane Florence overstayed her welcome and brought severe freshwater flooding to portions of the Carolinas. In my home district, Horry County Schools, the students have missed more than 15 days due to the hurricane.

Another undesired consequence is the "skeeter" epidemic. There have been reports of mosquitos the size of humming birds. I personally have not seen them, but I may need to contact the Red Cross for a blood transfusion if conditions do not improve! On a positive note....we are extremely excited about our fall conference in November 7-9 at the Myrtle Beach Hilton. The theme is "Torchbearers: Expanding the Legacy" In addition, the Spring conference is slated for March 6-9 in Myrtle Beach. Our

President, Shelley Allen, would like to extend an invitation to join us at either conference.



## Tennessee

*Anita Hays, Director*

TASBO held its first virtual meeting in June 2018. President of TASBO, Lisa Higgs of Hardeman County, introduced us all to Zoom Video Conferencing and barring only a few technical snafus we had a very productive board meeting. In that meeting we discussed the upcoming November conference as well as the contract for the 2021 conference. The majority of our group is relatively new to the TASBO Board, so it is refreshing to get questions answered and problems tackled with this diverse and fun-loving group.

On the home front there was some shuffling around of departments at the end of the 2018 school year resulting in the School Nutrition program being relocated in the State Department. School Nutrition is now housed with several other departments such as Safe Schools and Coordinated School Health. School districts across the state are eagerly awaiting guidance on how this change will affect all involved.



## Virginia

*Christie Fleming, Director*

As Virginia moves into fall we are looking forward to better weather! It has been a very wet, hot, humid summer. Across Virginia, annual school reports have been submitted and work on the fiscal year 2020 budget has begun. Virginia ASBO met this summer on the scenic eastern shore, home to our President, Brook Thomas, for our annual planning meeting. Our fall conference was held at Wintergreen Resort on October 11<sup>th</sup> and 12<sup>th</sup> located in the beautiful Shenandoah Valley. There were four professional development tracks: Budgeting, Compliance, Financial Reporting and School Support. There was also a general session focusing on ESSA reporting and requirements.

Shout out to our own Lisa Frye, Financial Services Supervisor, Loudon County Public Schools for being on the cover of the ASBO School Business Affairs magazine this month!

We are looking forward to SASBO joining us in Virginia this spring for a joint conference at Hilton The Main, located at the Norfolk waterside.







# West Virginia

*Jeff Davis, Director*

West Virginia ASBO held its spring conference at the Embassy Suites in Charleston, West Virginia. This conference is held in conjunction with Finance and Child Nutrition Directors. The spring WVASBO conference is also our vendor fair, where approximately 30 vendors participate. There were many great topics on hand to help streamline the finance office. At the annual meeting a slate of new officers were installed for the 2018-2019 school year. The upcoming officers will be Annette Hughart, President, Monika Weldon, President-Elect, Jennifer Farley, Vice President and Tracy Gunter, Past-President.

The West Virginia Department of Education held the "Greatest Finance Show on Earth" Conference in Fairmont, West Virginia on July 17-19, 2018. The conference was geared toward Chief School Business Officials and Federal Program Directors. Agenda topics included revisions to the upcoming financial statements, GASB Updates, Medicaid Updates, IDEA Maintenance of Effort, ESSA, the CSBO's role and many more relevant topics.

WVASBO will hold its annual fall conference at Lakeview Golf Resort, Morgantown, WV October 23-26, 2018 and its annual spring conference at Embassy Suites, Charleston, West Virginia May 14-17, 2019.

## Congratulations

Congratulations to Nancy White, former executive director of SASBO for being appointed to the West Virginia Board of Education.

[https://www.heraldmillmedia.com/news/tri\\_state/west\\_virginia/berkeley-springs-resident-appointed-to-state-school-board/article\\_7a1dacf4-9ce0-11e8-8acf-f3658c38debe.html](https://www.heraldmillmedia.com/news/tri_state/west_virginia/berkeley-springs-resident-appointed-to-state-school-board/article_7a1dacf4-9ce0-11e8-8acf-f3658c38debe.html)



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