President’s Message

Have you ever had that feeling of dread? You just don’t want that day to come? You hope you make it through it? Well, I do, and it involves IASBO.

For the last two years, I have been a member of a great IASBO team. I was lucky enough to be selected to be a member of the IASBO Leadership Academy. The Leadership Academy is a two year commitment, meeting two days, four times each year. We are 40 members strong, from all over the state, from school corporations of all sizes.

We have spent 14 fun filled days together so far, learning all aspects of leadership to help each of us grow as individuals, professional leaders, as well as better team players. With each session, we seem to grow closer and stronger. My dread is the result of having only two days left to meet with my peers, my mentors, my friends.

Listed below is just a sampling of the experts we have been getting to know and learning from:

- Billy Riggs, Illusionist, dare I say, Disillusionist. You’ll hear more from Billy at the IASBO annual meeting.
- Dr. Jeff McCausland, retired Army Colonel, expert on executive leadership development
- Colonel Art Athens, retired from the USMC, expert on ethical leadership

continued on page 2
President’s Message . . . continued from page 1

- David Hulings specializing in communication and human behavior
- Denny Costerison discussing events of 1968 that rocked the world
- Dr. John Park teaching about nimble organizations and embracing change
- Dr. Mike Jacoby, Illinois ASBO, Situational Leadership

In addition, Senator Luke Kenley spent an afternoon with us discussing our concerns with school finance. It was nice to have a direct conversation with someone who is influential in state government.

During these sessions we laughed, we listened, we shared, we even cried together. We were able to break out of our shell and grow toward our true potential, all while feeling safe and among friends.

All indications are that the Leadership Academy will start a new cohort in the fall, 2017. Please watch Denny’s emails for details on the application process and deadline. I hope each and every one of you has the opportunity to participate in the IASBO Leadership Academy. When you do, you will understand my feelings.

INDIANA ASBO APPAREL

IASBO has secured a contract with a company to provide shirts, sweaters, jackets, hats, etc. with the IASBO logo to Indiana ASBO members. Please go to the IASBO website and click on “IASBO Apparel”. Review the offerings that include many different colors. The IASBO Board of Directors hope that many members will purchase IASBO merchandise and wear it at the Annual Meeting and other educational activities. If you have questions on the IASBO apparel, please contact Ella at the IASBO office.
DESIGN-BUILD
GUARANTEED ENERGY SAVINGS
SOLAR POWER
ENERGY LEADERSHIP PROGRAM

DELIVERING HIGH PERFORMING BUILDINGS SINCE 1998
OWNER CONTROLLED PROCESS
ENERGY EFFICIENT BUILDINGS
GUARANTEED NO CHANGE ORDERS
We can now see the light at the end of the tunnel regarding the 2017 Indiana General Assembly. As we move into April, bills have passed both houses and the last 21 days of the session will be focused on a handful of very important bills. The elephant in the room is the road bill. Ever since the election campaign last year, road funding has been at the top of the list of priorities for the 2017 session. The House has a plan to fund roads in the future as does the Senate. There are major differences between the plans and the next few weeks will be interesting to see what the final plan will be. The final state budget hinges on what is decided on road funding; therefore, once that is decided everything else will fall in place.

The 2017 IASBO Annual Meeting is approximately six weeks away. IASBO President Weedie Smith has chosen “Embrace Change” as the theme for this year’s conference. There is no doubt that change is an everyday occurrence for all of us. The next few months will have plenty of change for Indiana’s school business officials and the Annual Meeting will provide the direction we all will need. IASBO will “Embrace Change” as we move forward in Fort Wayne in May. The professional development offerings on May 10-12 are listed in this edition of the IASBO InterCom.

I am very pleased to announce that the IASBO Board of Directors has chosen Mr. Eric Rody from the Lafayette School Corporation as the recipient of the 2017 IASBO John F. Young Lamplighter Award. The Lamplighter Award is the highest honor that IASBO can bestow on a member. Eric is a former IASBO President who has mentored so many business officials over his career. He has served on numerous IASBO committees and he has presented at seminars and the Annual Meeting. For over ten years, he was been a primary speaker for the IASBO 4-day Budget Workshop. Eric Rody is most deserving of the John F. Young Lamplighter Award. I will have the great opportunity to present the award to my friend at the Annual Awards Banquet.

Keep watching your emails as I update you on the General Assembly and the upcoming activities at the Annual Meeting.

Horace Mann has a menu...
...savings and benefits come standard with each meal. Attend one of our interactive workshops to gain knowledge and share best practices on: flexible benefit plan services, convenient payroll payment options, employee retirement and financial success strategies, teacher recognition programs, supporting classroom needs and much more. Give us 20 minutes. We'll make your job easier.

To learn more, find your local agent at horacemann.com.
Health and Workers Compensation Plans

24-HOUR COVERAGE FOR INDIANA PUBLIC EMPLOYEES
April, 2017

April 11  Certification Courses
The Palms, Plainfield
-BG110  Emergency Preparedness Management
-BG115  Custodial Operations

April 11-12  Treasurer Workshop – Days 3 & 4
MSD of Warren Twp.,
Education & Community Center, Indianapolis

April 14  Good Friday

April 18  Extracurricular Accounting / Purchasing
The Palms, Plainfield

April 20-21  IASBO Leadership Academy
Marriott North, Indianapolis

April 26  IAPSS Spring Seminar
The Palms, Plainfield

April 27-28  Budget Workshop – Days 3 & 4
MSD of Warren Twp.,
Education & Community Center, Indianapolis

May, 2017

May 10-12  IASBO Annual Meeting
Grand Wayne Center, Ft. Wayne

May 10  Certification Courses
-A114 Accrual Accounting
-ADM112 School Law & Administrative Rules - Advanced
-ADM118  Food & Nutrition Administration

May 29  Memorial Day

June, 2017

June 1-2  IASBO Board of Directors
Leadership Conference/Board Meeting
I.U. Memorial Union, Bloomington

June 6-7  Summer Institute – Certification Courses
The Palms, Plainfield
-ADM11 School Law & Administrative Rules - Basic
-HR114 Collective Bargaining Strategy & Law
-ADM113 Public Works Law & Administration
-ADM114 Construction Finance

June 9  ISBA School Law Seminar
The Palms, Plainfield

June 14  Joint Budget / Finance Seminar - ISBA / IAPSS / IASBO
The Palms, Plainfield
Wednesday, May 10

8:00 a.m. – 5:00 p.m.  Registration

8:00 a.m. – 8:30 a.m.  Pre-Conference Workshop & Certification Course  
Refreshment Break

8:30 a.m.  
**Pre-Conference Workshops**

♦  **Federal Education Update**  
Noelle Ellerson Ng, Associate Executive Director, Policy & Advocacy, AASA: The School Superintendents Association  
Mrs. Ellerson Ng, legislative liaison for the Association of School Business Officials International, will provide a federal education update dealing with the latest goings on of the new Congress and the new administration. The voice of school business officials matters when it comes to federal education policy, and Ellerson Ng will provide updates on ESSA, school funding, Supreme Court cases, the Trump administration, and more.

♦  **Affordable Care Act Compliance (ACA)**  
W. James Hamilton, Partner, Bose, McKinney & Evans, LLC  
Significant modifications will be made to the Affordable Care Act and accompanying regulations during 2017. These changes may generate opportunities for public schools that are sufficiently prepared. Mr. Hamilton will provide attendees with practical, timely advice about how to best take advantage of these changes in 2017 and beyond.

**Five Top Things to Consider When Reviewing Ancillary Employee Benefits**  
Panel: Jon Becker, Church, Church, Hittle & Antrim, Paul Gabriel, Chief Financial Officer, Center Grove CSC, Ann O’Hara, Of Counsel, Ice Miller, LLP, Brian Simkins, Assistant Superintendent for Human Resources, MSD of Warren Township; Chris Cazares, Vice President of Employee Benefits, Educational Services Company  
During the final hour, a panel of practitioners, vendors, and legal experts will discuss 403(b) best practices within the context of the overall importance of reviewing ancillary employee benefits. Trends in employee benefits within the public education sector will also be discussed.

**Certification Courses**

♦  **Accrual Accounting (A114)**  
Michelle Cronk, Director of Business, Kokomo School Corporation  
The course will compare and contrast cash and accrual accounting and explore strengths and weaknesses in each method. Students will learn to read, understand, and explain the difference between Income Statements and Balance Statements prepared under accrual-basis vs. the same types of reports prepared under cash-basis accounting. Students will discover why the terms Owner’s Equity, Retained Earnings, Profit, Prepaid Expenses, Accounts Receivable, Accounts Payable, Capital, Net Fixed Assets and the relationship between Assets, Liabilities and Owner’s Equity are important to the businesses who use accrual accounting. Students will learn how revenue and expenditures are recorded in accrual-based...
Wednesday, May 10

Certification Courses, cont’d.

Accrual Accounting (A114), cont’d.
accounting vs. cash-basis accounting and the importance of recognizing the value of fixed assets and real property. This course will help participants to be able to communicate with various organizations such as the community, the school board, and the Chamber of Commerce.

♦ Collective Bargaining Strategy & Law (HR114)
Susan Traynor Chastain, Esq., Director, Lewis & Kappes
The course is designed to provide an in-depth look at tort liability, students with disabilities, and employment issues, including terms and conditions of employment, benefits, discrimination, hiring procedures, termination, employee rights, special education, and interlocal agreements.

11:30 a.m. – 1:00 p.m.  Lunch for Pre-Conference Workshops & Certification Course Participants

1:30 p.m.

Pre-Conference Workshops

♦ Federal Education Update
Noelle Ellerson Ng, Associate Executive Director, Policy & Advocacy, AASA: The School Superintendents Association
Mrs. Ellerson Ng, legislative liaison for the Association of School Business Officials International, will provide a federal education update dealing with the latest goings on of the new Congress and the new administration. The voice of school business officials matters when it comes to federal education policy, and Ellerson Ng will provide updates on ESSA, school funding, Supreme Court cases, the Trump administration and more.

♦ Affordable Care Act Compliance (ACA)
W. James Hamilton, Partner, Bose, McKinney & Evans, LLC
Significant modifications will be made to the Affordable Care Act and accompanying regulations during 2017. These changes may generate opportunities for public schools that are sufficiently prepared. Mr. Hamilton will provide attendees with practical, timely advice about how to best take advantage of these changes in 2017 and beyond.

Five Top Things to Consider When Reviewing Ancillary Employee Benefits
Panel: Jon Becker, Church, Church, Hittle & Antrim, Paul Gabriel, Chief Financial Officer, Center Grove CSC, Ann O’Hara, Of Counsel, Ice Miller, LLP, Brian Simkins, Assistant Superintendent for Human Resources, MSD of Warren Township; Chris Cazares, Vice President of Employee Benefits, Educational Services Company
During the final hour, a panel of practitioners, vendors, and legal experts will discuss 403(b) best practices within the context of the overall importance of reviewing ancillary employee benefits. Trends in employee benefits within the public education sector will also be discussed.
Wednesday, May 10

1:30 p.m.

Pre-Conference Workshops, cont’d.

♦ Fiscal Management of Federal Funds: Title I, Special Education, School Nutrition
  Presenters: Nathan Williamson, Director of Title Grants & Support, Title I Office, IDOE; Jennifer Thompson, Grants Supervisor, Special Education Office, IDOE, Tina Herzog, Nutrition Program Claims & Reporting Specialist, School & Community Nutrition Division, IDOE; Marcia Yurczyk, School & Summer Monitoring Programs Coordinator, School & Community Nutrition Division, IDOE
  This seminar is designed for the school business officials and program directors responsible for ensuring fiscal compliance with federal funding. Title I, Special Education – IDEA, and School Nutrition experts from the IDOE will discuss federal regulations, fiscal procedures, and recordkeeping requirements relating to their program. Topics may include procurement rules, suspended/debarred vendors, indirect costs, personnel, and others. A question and answer session will follow.

Certification Courses

♦ Food & Nutrition Administration (ADM118)
  Sara Gasiorowski, Child Nutrition Director, MSD of Wayne Township
  The course provides an overview of recordkeeping, basic laws governing food nutrition sales and purchasing, government commodity program, staffing, free/reduced lunch programs, labor relations, and safety practices. The course will also discuss menu planning, nutrition standards, and marketing.

5:30 – 7:00 p.m.       Opening Mixer
Thursday, May 11

6:30 a.m. – 8:00 a.m.   Breakfast
7:00 a.m. – 8:15 a.m.   Registration
8:15 a.m. – 9:30 a.m.   Opening Session
9:45 a.m. – Noon        Exhibit Hall Open

10:00 a.m. – 11:10 a.m.

**Treasurer / Deputy Treasurer Round Tables**
*Choose 2 of the following 30-minute sessions*

- **Records Retention**
  Jim Corridan, *Director & State Archivist, Indiana Archives & Records Administration (IARA)*
  This session will provide information every school business official should know about records retention and destruction for both paper and electronic media.

- **ADA Leave**
  Jonathan Mayes, *Esq., Bose, McKinney & Evans LLP*
  Attendees will learn about ADA leave, who qualifies, how it impacts wages, and the paperwork required.

- **Procurement Cards**
  Katie Aeschliman, MBA, *Sr. Vice President, BMO Harris Bank, N.A.*
  This session discusses procurement cards, their benefits, and the process involved.

- **Indiana Public Retirement System (INPRS)**
  INPRS Staff
  This session will provide current information on INPRS and ERM and give the audience opportunities for Q & A.

- **Ask the Experts -SBOA, IDOE, DLGF**
  Ryan Preston, *Supervisor of Audits, State Board of Accounts*; Melissa Ambre, *Director/Office of School Finance, IDOE*; Courtney Schaafsma, *Commissioner, Indiana Department of Local Government Finance (DLGF)*
  This Q&A session provides attendees the opportunity to ask questions of the expert panel.

Noon – 1 p.m.                Lunch
1:00 p.m. – 3:00 p.m.        Exhibit Hall Open
Clinic Sessions

♦ Collective Bargaining Compliance: Perspective from IEERB & a School Attorney
  Amy Matthews, Esq., Church, Church, Hittle + Antrim; Sarah Cudahy, Director, Indiana Education Employment Relations Board
  In the 6 years since collective bargaining laws changed, various agencies have overseen compliance with differing rules and expectations. Since IEERB began overseeing compliance, they have issued guidance through annual compliance rubrics and within the appeal process. The IEERB Director and an experienced school attorney will discuss the current state of collective bargaining compliance rules and laws.

♦ Special Ed Maintenance of Effort (MOE)
  Jennifer Thompson, Grants Supervisor, Special Education Office-IDOE
  Ms. Thompson will discuss Maintenance of Effort and the process of determining a school district’s MOE as it relates to Special Education IDEA Part B grant funding.

♦ Risk Management / Cyber Security
  Dana Hensley, Account Executive, Bond & Specialty Insurance, Travelers
  This session will provide an introduction & review of risks that are associated with cyber threats. It includes items that school districts should consider in protecting district data along with student/staff personal information from loss or theft. Real life examples and the types of insurances available to cover these potential losses will be presented.

♦ Update from the State Board of Accounts (SBOA)
  Ryan Preston, Supervisor of Audits, State Board of Accounts, Chase Lenon, Director of Audit Services, Indiana State Board of Accounts
  This session will provide up-to-date audit information from the experts at the State Board of Accounts. There will be time for Q & A.

♦ Preparing for Salary Negotiations
  Panel: Steve Snider, Chief Financial Officer, DeKalb County Central USD, Mike Shafer, Chief Financial Officer, Zionsville Community Schools, Regina May, Controller, Zionsville Community Schools, Scott Gralla, Sr. Analytics Advisor, Forecast5, Inc., Wes Karsten, Relationship Manager, Forecast5, Inc.
  Be prepared for salary negotiations by leveraging the power of information. Providing stakeholders qualitative & quantitative information will streamline the process and set the table for the best possible outcome for parties.

♦ IDOE School Nutrition Audit: Administrative Review Overview & Tips
  Marcia Yurczyk, School & Community Nutrition Division, IDOE; Betsey Willard, Child Nutrition Supervisor, Franklin Township CSC; Lindsey Hill, Director of Nutrition, South Madison SC
  These topics & more will be covered during this session: Nonprogram Revenue Tool; how to set up Point of Sale Systems to facilitate accounting; technology shortcuts; and learning from the IDOE issues they have discovered.

♦ Operational Staffing Models – Using Data to Accomplish Operational Results
  Darin Miller, General Manager, Hillyard Indiana
  This session will demonstrate effective use of industry analytics to benchmark and optimize your custodial staffing model.
Thursday, May 11

4:30 p.m. – 5:30p.m.

Clinic Sessions

♦ Collective Bargaining Compliance: Perspective from IEERB & a School Attorney
  Amy Matthews, Esq., Church, Church, Hittle + Antrim; Sarah Cudahy, Director, Indiana Education Employment Relations Board
  In the 6 years since collective bargaining laws changed, various agencies have overseen compliance with differing rules and expectations. Since IEERB began overseeing compliance, they have issued guidance through annual compliance rubrics and within the appeal process. The IEERB Director and an experienced school attorney will discuss the current state of collective bargaining compliance rules and laws.

♦ Office of School Finance: Review of Recent Issues
  Melissa Ambre, Director, Office of School Finance, Indiana Department of Education (IDOE)
  This session will provide attendees with current information from the Office of School Finance.

♦ Special Ed Maintenance of Effort (MOE)
  Jennifer Thompson, Grants Supervisor, Special Education Office-IDOE
  Ms. Thompson will discuss Maintenance of Effort and the process of determining a school district’s MOE as it relates to Special Education IDEA Part B grant funding.

♦ Ins & Outs of Hiring School Nutrition Administration: A Practical Guide
  Marcia Yurczyk, School & Community Nutrition Division, IDOE; Lindsey Hill, Director of Nutrition, South Madison CSC
  The speakers will present the guide that was a joint effort between IDOE & Indiana School Nutrition Association. The guide is a great resource to help school administrators fill School Nutrition Director positions with applicants who are capable and meet USDA requirements. Additional topics will be discussed during this session.

♦ Farmland Assessment
  Belvia Gray, Principal, Umbaugh & Associates
  This session will provide an introduction and review of Assessed Valuations of School Districts with the focus on the impact of future changes in farmland assessment values.

♦ Peer School Analysis
  Jeff Mercer, Executive Director of Finance, Franklin Community Schools
  You will be introduced to simple Six Sigma tools and techniques that will allow you to prioritize a series of key financial variables that will result in the creation & effective communication of your district Peer Group analysis.

♦ Leadership vs. Management
  Chad Blacklock, Chief Financial Officer & Interim Superintendent, MSD of Franklin Twp., Brian Simkins, Asst. Superintendent of Human Resources, MSD of Warren Twp.
  A successful public school leader needs to be both a strong leader and manager to get their team to follow them towards key goals. In this clinic session, understanding the difference between effective leadership and management will be addressed. Both are necessary and often used interchangeably, but they are two distinctive and complimentary processes involving different characteristics and purposes.
Thursday, May 11

6:30 p.m. – 8:30 p.m.  Awards Banquet

8:45 p.m.  Live Band Dance Party
   Sponsored by American Fidelity & Stifel

Friday, May 12

6:30 a.m. – 8:00 a.m.  Breakfast

7:00 a.m. – 8:00 a.m.  Research Committee Meetings

8:00 a.m. – Noon  Registration

8:15 a.m. – 9:15 a.m.

Clinic Sessions

♦ Department of Local Government Finance (DLGF) Update
   Courtney Schaafsma, Commissioner, Indiana Department of Local Government Finance
   This session will provide attendees with current information from the DLGF and provide time for Q & A.

♦ Update from the State Board of Accounts (SBOA)
   Ryan Preston, Supervisor of Audits, State Board of Accounts, Chase Lenon, Director of Audit Services, Indiana State Board of Accounts
   This session will provide up-to-date audit information from the experts at the State Board of Accounts. There will be time for Q & A.

♦ Legal Issues Update – ISBA
   Lisa Tanselle, Esq., General Counsel, Indiana School Boards Association
   This session will provide a legal update and review cases relevant to the management and operations of Indiana school districts.
Friday, May 12

8:15 a.m. – 9:15 a.m.

**Clinic Sessions, cont’d.**

- **E-Rate 2017**
  Charlie Hobbs, President, AdTec
  This session will provide current information the FCC has released concerning E-rate for fiber projects & network upgrades. The session will share how to prepare for FY_2018 with or without a State Master Contract for internet and fiber circuits (WAN services).

- **Analysis & Evaluation of Creating a District Police Department**
  David Holt, Chief Financial Officer, MSD of Warren Township, Kevin Scott, Chief Financial Officer, Elkhart Community Schools
  Student, staff, and facility safety & security is of utmost importance for school districts. This session will examine questions to evaluate the benefits of a district police department and other options in providing safety & security for your district.

- **Teacher Licensing, Emergency Permits, Transition to Teaching**
  Risa Regnier, Director of Educator Licensing, IDOE
  This session will provide an update on changes in licensing statutes, rules, or processes that will impact teachers, administrators, and HR personnel in schools and districts who approve applications and PGPs and need to provide information and answer questions for their staff.

- **Best Practices for Grant Management**
  Amanda Brackett, Chief Financial Officer, Tippecanoe School Corporation; Stephanie Pittman, Corporation Treasurer, Bremen Community Schools
  This session will examine best practices for grants in both larger and smaller school settings. Included will be suggestions for developing, organizing, and maintaining grant files, and provide outside resources and key information needed to effectively monitor grant funds.

9:30 a.m. – 10:30 a.m.

**Clinic Sessions**

- **Department of Local Government Finance (DLGF) Update**
  Courtney Schaafsma, Commissioner, Department of Local Government Finance (DLGF)
  This session will provide attendees with current information from the DLGF and provide time for Q & A.

- **Office of School Finance: Review of Recent Issues**
  Melissa Ambre, Director, Office of School Finance, Indiana Department of Education (IDOE)
  This session will provide attendees with current information from the Office of School Finance.

- **Legal Issues Update – ISBA**
  Lisa Tanselle, Esq., General Counsel, Indiana School Boards Association
  This session will provide a legal update and review cases relevant to the management and operations of Indiana school districts.
Friday, May 12

9:30 a.m. – 10:30 a.m.

Clinic Sessions, cont’d.

♦ School Bus Seatbelts & Transportation Update
  Mike LaRocca, Director of School Transportation, IDOE; Terry Butler, Director of Transportation, School City of Hammond, Barney Summers, Cooperative Purchasing Coordinator, Central Indiana Educational Service Center
  How do you get kids to wear seat belts? What is your liability? What are other expenses? These topics and more will be discussed during this session.

♦ Sailing the Seas of Disability Law: Navigating the Storm of FMLA, Disability Accommodations, and More!
  John Mayes, Esq., Bose, McKinney & Evans LLP; Andrew Manna, Esq., Church, Church, Hittle + Antrim
  Experienced attorneys will address the overlap between FMLA, ADA, and Workers’ Compensation and how school corporations can comply with each.

♦ Feeding the 1:1 Beast – Tom Ashley, Director of Technology, Huntington County CS; Don Chase, Director of Technology, Southwest Allen County Schools; Mel Glick, Director of Technology, MSD of Steuben County; Adela Dickey, Director of Technology, Northwest Allen County Schools
  Making the decision to implement a 1:1 program is only the beginning of the process. What are the costs of supporting a 1:1 program? How does a district create a program that is sustainable? The panel will discuss issues such as how to budget for repairs and maintenance, controlling loss, strategies for funding successive iterations of their program, and lessons learned from their first implementation.

♦ Bank Services & Products
  Michael Gilmore, Sr. Vice President, Huntington National Bank, Beth Bingham, Treasury Banking Manager, Huntington National Bank, Jeffery Messer, Director, Umbaugh Cash Advisory Services
  This session provides an introduction & review of banking services that are available to Indiana school districts and a process to follow to select the financial institution that best suits the needs of the district.

10:30 a.m. – 11:00 a.m. Break/Hotel Check-Out Time
Friday, May 12

11:00 a.m. – Noon

**Think Tank Round Tables**
- Chief Financial Officers/Superintendents – Small Corporations 2,000 and less ADM
- Chief Financial Officers/Superintendents – Medium Corporations 2,001- 8,000 ADM
- Chief Financial Officers/Superintendents – Large Corporations 8,001 + ADM
- Treasurers / Business Office Specialists
- Human Resources
- School Operations: Facility / Technology / Transportation

12:15 p.m. – 1:30 p.m. Closing Lunch

1:30 p.m. – 2:30 p.m. Super Session
2017 Indiana General Assembly Review
Dennis Costerison, IASBO Executive Director
With a tradition of service in Indiana since 1899, Boyce and Komputrol continue to provide products to enhance productivity, save time, save money and reduce paper waste.  *K-Time*, our Time and Attendance Software promotes accuracy and efficiency by eliminating duplicate data input.  *Doculivery For Payroll*, our online Pay Stub and W2 service enhances your Green Initiative by reducing unnecessary printing! For more information contact sales@boycesystems.com.
IASBO New Members

Region 1

JENNIFER LITTLE
Office Manager
Discovery Charter School

ERNESTO MARTINEZ
Principal/School Leader
Discovery Charter School

ANNEMARIE MOEN
Deputy Treasurer
Tri-Creek

Region 2

TERRY HARVEY
Director of Trust Operations – MASE Insurance Trust
John Glenn

JACK HEATH
Executive Director – MASE Insurance Trust
John Glenn

MICHELE LIVERMAN
Payroll/HR/Cash
Bremen

RODGER SMITH
Executive Director – MASE Insurance Trust
John Glenn

KATHY WILKINSON
Food Service Director
Rochester

Region 3

LISA SCHNORR
Food Service Director
Whitley County

REGION 4

LI ZHAO
Chief Technology Officer
Lafayette

Region 5

MELISSA BRISCO
Superintendent
Alexandria

Region 6

AMY BLAKE
Director of Special Education
New Castle

Region 7

JAKE ALLEN
Principal
Mooresville

Region 8

LUISA ALEJOS
Human Resources Secretary
Avon

TRACY BROWN
Director of Accounting
Indiana Department of Education

DEREK DEUTH
Director Financial Services
Indiana Department of Education

GEOFFREY DOBBINS
Accounting Coordinator
Indianapolis

KATHY SELCH
Human Resources Secretary
Avon

Region 10

TONYA MASCHINO
Nutrition and Wellness Coordinator
Madison

DAVID PHELPS
Director of Technology
Brown County

TAD POWLESS
Director of Human Resources
Warrick County
2017 Indiana ASBO Awards

The Indiana ASBO Awards Committee chaired by Denise Seger conducted a conference call to select the statewide award recipients for this year. The statewide recipients are:

**Treasurer of the Year** – Denise Sempf, Hanover Community School Corporation

**School Business Official of the Year** – Vaughn Sylva, Bartholomew Consolidated School Corporation

**School Support Professional of the Year** – Jena Schmidt, New Castle Community School Corporation

All regional and statewide award recipients will be honored at the Award Banquet at the Annual Meeting in Fort Wayne on May 11. *Congratulations to the statewide recipients and all regional recipients.*

**TREASURER OF THE YEAR**

Region 1 – Denise Sempf, Hanover
Region 2 – Marla Steffen, Fairfield and Nancy Winnicki, Baugo (tie)
Region 3 – Pamela Good, Garrett-Keyser-Butler
Region 4 – Janelle Wade, West Lafayette
Region 5 – Lisa Baker, Eastbrook
Region 6 – Melissa Kosisko, Randolph Southern
Region 7 – Amy Kinnett, Southwest SC
Region 8 – Veronica Jones, Avon
Region 9 – Carrie Alford, Washington
Region 10 – Fred McWhorter, New Albany

**SCHOOL BUSINESS OFFICIAL OF THE YEAR**

Region 1 – Rob James, Lake Central
Region 2 – Roger Zentz, Wa-Nee
Region 3 – Steve Snider, DeKalb County Central
Region 4 – Eric Rody, Lafayette
Region 5 – Tarinna Morris, Madison-Grant
Region 6 – Randi Libby, Blackford County
Region 7 – Tim Thrasher, Monroe County
Region 8 – Jeff Mercer, Franklin Community
Region 9 – Tim Armstrong, South Gibson
Region 10 – Vaughn Sylva, Bartholomew Cons.

**SCHOOL SUPPORT PROFESSIONAL OF THE YEAR**

Region 1 – Christian Flores, Lake Central
Region 2 – Kim Johnson, Baugo
Region 3 – Gina Buhr, DeKalb County Central
Region 4 – John Layton, Lafayette and Mary Sheldon, North Newton (tie)
Region 5 – Jennifer Hopkins, Peru
Region 6 – Jena Schmidt, New Castle
Region 7 – Terry Beasley, South Putnam
Region 8 – Gretchen Sitton, Mt. Vernon
Region 9 – Steve Ritter, North Lawrence
Region 10 – Gregory Hopkins, East Washington
Extra-Curricular Accounting Seminar (ECA)

April 18, 2017

The Palms Conference Center
2353 E. Perry Rd., Plainfield

8:30 a.m.  Registration
9:00 a.m.  Welcome
9:05 a.m.  Legal Responsibilities, Fund, Revenue, & Investments
           Steve Nauman, Business Manager, Seymour CS
           Expenditures, Bank Reconcilements, & Balancing
           Vicki Andrews, Treasurer, Southern Wells CS
10:30 a.m. Break
10:45 a.m. Expenditures & Purchasing, cont’d.
11:00 a.m. ECA Risk Report, Internal Controls, & Audits
           Rob James, Director of Business Services, Lake Central SC
12:00 p.m. Lunch
1:00 p.m.  Break-Out Group Discussions
           Discussion sessions will be broken down by interests of
           Elementary/Jr. High and High School ECA Treasurers
3:00 p.m.  Adjournment (Forms & Evaluations)

continued on page 21
IASBO Registration Form

EXTRACURRICULAR ACCOUNTING SEMINAR
April 18, 2017
2353 E Perry Road, Plainfield, IN 46168

Corporation: ____________________________________________________________

Please indicate for each attendee which afternoon breakout session they will attend: Elementary or Middle School/High School

Registration Fee is $95.00 per person and includes continental breakfast and lunch.

Dietary Restriction __________________________________________________________

☐ Enclosed is a check ☐ Please bill the corporation PO# _______________________

<table>
<thead>
<tr>
<th>Name:</th>
<th>Email Address</th>
<th>Elem</th>
<th>MS/HS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Name:</td>
<td>Email Address</td>
<td>Elem</td>
<td>MS/HS</td>
</tr>
<tr>
<td>Title:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Name:</td>
<td>Email Address</td>
<td>Elem</td>
<td>MS/HS</td>
</tr>
<tr>
<td>Title:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Name:</td>
<td>Email Address</td>
<td>Elem</td>
<td>MS/HS</td>
</tr>
<tr>
<td>Title:</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Please return this form via email, mail or fax to IASBO at:

ckattau@indiana-asbo.org

One N. Capitol Ave., Suite 1215
Indianapolis, IN 46204-2095

317-639-4360 (fax)

To receive a refund, cancellation must be received in writing by April 7, 2017.
Thank you, Indiana public school corporations, for helping us become the #1 Public Financing Bond Counsel in Indiana for 2013, as ranked by The Bond Buyer. It takes great clients to do great work.

BARNES & THORNBURG LLP
Uncommon Value

In Indiana:
Elkhart
Fort Wayne
Indianapolis
South Bend
Purchasing Issues Seminar
April 18, 2017

The Palms Conference Center, 2353 E. Perry Rd., Plainfield

8:30  Registration

9:00  Public Purchasing and Public Works Procedures
Ryan Preston, Supervisor of Audits, State Board of Accounts

10:00  Purchasing Ethics
Lisa Tanselle, General Counsel, Indiana School Boards Association (ISBA)

10:30  Break

10:45  Assets Management
Joe Barry, Follett Consultant-Technology

11:30  Credit Card Fraud Prevention
Holly Wallace, Sponsored Programs Coordinator, Illinois ASBO

12:15  Lunch

1:00  Bid Specification Development
Sandy Hubbard, E Rate Consultant, AdTec

2:00  Considerations for Purchasing Financial, Student and Nutrition Software Systems
Amanda Brackett, Chief Financial Officer, Tippecanoe SC
Devin Arms, Director of Technology, Tippecanoe SC

3:00  Adjournment

continued on page 24
IASBO Registration Form

PURCHASING ISSUES SEMINAR
April 18, 2017
The Palms, 2353 E. Perry Road, Plainfield IN

Corporation: ____________________________________________________________

To receive the ‘Early Bird’ discount, registrations must be received in the IASBO office by 4:00 pm on April 7, 2017.

Registration Fees: Members - $130.00 through April 7, 2017 & $155.00 thereafter.
Non-Members - $170.00 through April 7, 2017 & $195.00 thereafter.

Enclosed is a check □ Please bill the corporation PO# __________________________

<table>
<thead>
<tr>
<th>Name:</th>
<th>PositionTitle:</th>
<th>Email Address</th>
<th>Member</th>
<th>Non Member</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Please return this form via email, mail or fax to IASBO at:

ckattau@indiana-asbo.org

One N. Capitol Ave., Suite 1215
Indianapolis, IN 46204-2095

317-639-4360 (fax)

Dietary Restriction: ____________________________________________________________

To receive a refund, cancellation must be received in writing by April 7, 2017.
IASBO Business Associate Members

EMCOR Construction Services
Tim Pitts
5128 W. 79th St.
Indianapolis, IN 46268
(317) 714-0432
tpitts@jshambough.com
http://www.emcorcs.com
Providing turnkey resolutions to help make your schools more productive, more comfortable, and much more efficient.

Energy Systems Group
Mark Falahae
3905 Vincennes Rd Suite 505
Indianapolis, IN 46268
(317) 228-3676
mfalahae@energysystemsgroup.com
http://www.energysystemsgroup.com
Guaranteed energy savings programs. Cost reduction in facility operations.

Envoy, Inc.
John Barbee
6330 E 75th Street, Suite 170
Indianapolis, IN 46250
(317) 594-4600
businessdevelopment@envoy-cm.com
http://www.envoy-cm.com
Project and Construction Management Solutions

Ergo Resource Management, Inc.
Thomas E. Green
801 N Huntington Street, Suite 7
Syracuse, IN 46567
(317) 457-8020
ergoresmgmt@centurylink.net
http://www.ergo-syracuse.com
Management and human resource consulting services, OSHA, EPA, and indoor air quality program assistance.

Fanning/Howey Associates, Inc.
William Payne
9025 N. River Rd. Suite 200
Indianapolis, IN 46240
(317) 848-0966
wpayne@fhai.com
http://www.fhai.com
Architects/Engineers widely credited with setting new standards in flexible and innovative school design.

Fifth Third Bank, Indiana
Paul Burch
251 N Illinois Street, Suite 1200
Indianapolis, IN 46204
(317) 383-2668
paul.burch@53.com
http://www.53.com
Providing municipal services for school corporations, including municipal leasing, investment management and depository services.

Fifth Third Securities Inc.
Jay Ryals
Suite 1200
251 N. Illinois St.
Indianapolis, IN 46204
(317) 383-2086
Jon.Ryals@53.com
http://www.53.com
Bond underwriting and financial services, bond refinancing, tax exempt leases, bond reinvestments, energy loans, TANS.

Financial Solutions Group, Inc.
Greg Guerretzet
2680 East Main Street, Suite 223
Plainfield, IN 46168
(317) 837-4933
greg@fsgcorp.com
Financial and municipal advisory services to municipalities across the State of Indiana. (30 years experience)

Fink Forms, Inc.
Becky Chase
619 E. Dupont Rd. #94
Fort Wayne, IN 46225-2055
(260) 489-7149
dchase@finkforms.com
http://www.finkforms.com
Budget forms for schools that are Gateway compatible.

George K. Baum & Company
Damian Maggos
600 E. 96th St., Ste. 540
Indianapolis, IN 46260
(317) 818-1760
maggos@gkbbaum.com
http://www.gkbbaum.com
One of the nation’s leading municipal finance investment banking firms providing a full range of public finance services to borrowers and investors.

Gibraltar Design, Inc.
James B. Thompson, NCARB
9102 N Meridian Street, Suite 300
Indianapolis, IN 46260
(317) 580-5777
jthompson@gibraltardesign.com
http://www.gibraltardesign.com
Full service Architectural/Engineering Firm with focus on K-12 and Higher Ed facilities.

GBM Architecture + Engineering
Jason Miller
85 E. 8th Street, Suite 200
Holland, MI 49423
(676) 796-0200
jasonm@gbm.com
http://www.gbm.com
A relational, co-designing firm that creates facilities to enhance learning.

Hilliard Lyons
Randy Ruel
10 West Market Street, Suite 2450
Indianapolis, IN 46204
(317) 991-9137
ruhl@hilliard.com
http://www.hilliardlyons.com
Regional investment banking firm specializing in origination, pricing and distribution of tax exempt bonds to Indiana School Corporations.

Hilliard Indiana
Darin Miller
14317 West Painter Drive
Daleville, IN 47334
(800) 296-4213
dmiller@hilliard.com
http://www.hilliard.com
Family owned national manufacturer of cleaning chemicals and developer of an industry-leading cleaning cost analysis program.

Horace Mann Companies
Lynn Schmale
301 E. Carmel Dr., Suite G300-002
Carmel, IN 46032
(217) 725-6822
Lynn.schmale@horacemann.com
http://www.horacemann.com
We specialize in providing 403(b), Section 125 & auto insurance payroll deductions to school employees.

HPS
Jennifer Zech
3275 N. M-37 Hwy.
PO Box 247
Middleville, MI 49333
(860) 632-4572
jzech@hpsnet.com
http://www.hpsnet.com
HPS is a member-owned group purchasing organization providing competitive contracts and dealership pricing on furniture and equipment.

Huntington National Bank, The
Michael Gilmore
45 N. Pennsylvania St.
Indianapolis, IN 46204
(317) 237-2504
Michael.Gilmore@huntington.com
http://www.huntington.com
Banking, Loans, Investment, Lockbox and Treasury Management Services

Ice Miller LLP
Jane Herndon
One American Square, Ste 2900
Indianapolis, IN 46282
(317) 236-2437
herndon@icemiller.com
http://www.icemiller.com
Provide school construction and cash flow financing; referendum, employee benefits and other related legal services.

Indiana Bond Bank
Ron Mangus
10 W. Market St., Suite 2410
Indianapolis, IN 46204
(317) 233-0888
mangus@inbondbank.com
http://www.inbondbank.com
Our mission is to assist local government in obtaining low-cost finance for their operations.

InterDesign
Daniel D. Rawlins
141 E. Ohio St.
Indianapolis, IN 46204
(317) 263-9655
drawlins@interdesign.com
http://www.interdesign.com
Architecture and Design-Build Criteria Development

Interface
Larry Boyle
235 West 84th Street
Indianapolis, IN 46260
(317) 445-2813
larry.boyle@interface.com
http://www.interface.com
Interface modular carpet tile, 12 mergeable dye lot, life time Antimicrobial Inersept no mold warranty with solution dyed nylon – Highest recycled content

J & D Turf
Jamie Mehringer
12955 Ford Drive
Fishers, IN 46038
(317) 359-1185
kmehringer@jd-turf.com
http://www.j-dturf.com
J & D Turf is a full service sports turf consulting, construction, maintenance and distribution company.

JA Benefits, LLC
Christy McNichols
16730 Columbus Parkway
Columbus, OH 43235
(614) 549-6970
jmcnichols@jabenefits.com
http://www.JABenefits.com
Client focused benefit consulting firm providing clear, simplified solutions to 11630 complex school and trust issues.

Johnson-Melloh Solutions
Craig Martin
5925 Stockberger Place
Indianapolis, IN 46241
(317) 536-6106
cmartin@johnsonmelloh.com
http://www.johnsonmelloh.com
Renewable, sustainable, and reliable alternative energy projects for schools.

JPMorgan Chase Bank, N.A.
Nancy Dorsa
1 East Ohio St, IN1 - 0045
Indianapolis, IN 46277
(317) 767-8344
nancy.a.dorsa@jpmorgan.com
http://www.jpmorgan.com
Banker for Government entities in the State of Indiana including cities, counties and K12 school corporations.

KeyBanc Capital Markets
Kelly L. McNairy
10 W. Market St, Suite 900
Indianapolis, IN 46204
(317) 464-8488
kelly.mcnairy@key.com
http://www.key.com
KeyBanc Capital Markets provides banking and bond underwriting services to municipal entities and educational institutions

Keystone Architecture, Inc.
Mark Brandyberry
322 Main Street
Lafayette, IN 47901
(765) 457-8157
mark@keystonearch.com
http://www.keystonearch.com
Keystone Architecture is one of Indiana’s largest architectural firms.

KI/Binford Group
Susan Binford
14725 Herriman Blvd
Noblesville, IN 46060
(317) 770-7300
susan.binford@KI.com
http://www.ki.com
School furniture with installation, design and budget services.
Lancer & Beeche Architecture
Terry Lancer
719 East New York Street
Indianapolis, IN 46202
(317) 797-6595
terrylancer@comcast.net
Architecture, Planning, Interior Design

Lewis & Kappes P.C.
Robert Rund
One American Square, Suite 2500
Indianapolis, IN 46204
(317) 639-1210
rund@lewis-kappes.com
http://www.lewis-kappes.com
Legal Services

LWG CPAs & Advisors
Jennifer Hudson
One Independence Center
1776 N. Meridian St., Ste 500
Indianapolis, IN 46202
(317) 634-4747
jennifer.hudson@lwgcpa.com
http://www.lwgcpa.com
LWG provides comprehensive budgeting, capital planning, debt management and post compliance services to Indiana schools.

MacAllister Power Systems
Ryan Campbell
8800 Brookville Road
Indianapolis, IN 46239
(317) 860-4495
ryanncampbell@macallister.com
http://www.macallisterpowersystems.com
School buses, generator sets, mobile power generation and landscaping equipment.

Main scape, Inc.
Raymond Robin
13418 Britton Park Road
Fishers, IN 46038
(317) 646-3744
robin@ainscape.com
http://www.ainscape.com
Landscape Management and Snow Removal Services.

Matrix Integration
Sara Gerber
417 Main Street
Jasper, IN 47546
(812) 634-1550
sgerber@matrixintegration.com
http://www.matrixintegration.com
We are technology advisors. Our expertise includes data center, networking, computing collaboration, and managed services.

Maverick Energy Consulting, Inc.
John Righeimer
4228 Chaparral Drive
Naperville, IL 60564
(815) 498-3855
righeimer@maverickce.com
http://www.maverickce.com
Energy procurement and price risk management specialists.

Mid-American Cleaning Contractors/Fiber Care
Liz Fletcher
1046 King Avenue
Columbus, OH 43212
(800) 284-3994
liz@mac.net
http://www.mac.net and www.fibercare.net
ISSA CIMS-GB certified Janitorial Services & IBCCR certified Carpet Cleaning

Milliken Carpets
Joe Salerno
13945 Brisbane Drive
Fishers, IN 46038
(317) 695-6675
joe.salerno@milliken.com
http://www.milliken.com
Milliken offers cushioned back carpet tiles that have anti-microbial technology, better acoustics and adhesive free installation.

MJ Insurance, Inc.
Frank T. Crossland
9225 Priority Way West Drive
Suite 100
Indianapolis, IN 46240
(317) 805-7500
frank.crossland@mjinsurance.com
http://www.mjinsurance.com
Employee Benefit Advisory Services

National Insurance Services
Landon Mowry
11350 N Meridian Street, Suite 120
Carmel, IN 46032
(317) 846-9202
lmowry@nisbenefits.com
http://www.nisbenefits.com
Life and disability insurance and HRA, VEGA, 401(a), 403(b) solutions.

Odle McGuire Shook Corporation
Matt Mayol
429 N. Pennsylvania St., Suite 202
Indianapolis, IN 46204
(317) 842-0000
mmayol@omscorp.net
http://www.omscorp.net
Architecture, Master Planning, Interior Design, Landscape Architecture

Patcraft Commercial Flooring
Scott Martin
551 S Sawmill Rd
Franklin, IN 46131
(317) 432-0003
scott.martin@patcraft.com
http://www.patcraft.com
Floorcovering

Performance Services, Inc.
Tim Thoman
4670 Haven Point Blvd., Suite #200
Indianapolis, IN 46280
(317) 713-1750
TThoman@PerformanceServices.com
http://www.performance-services.com
Design-Build, guaranteed savings contracts, geothermal, and wind power.

Piper Jaffray & Co.
David Wimmer
459 East 96th Street, Suite 500
Indianapolis, IN 46249
(317) 581-6305
david.wimmer@pjc.com
http://www.pijperraffray.com
Not every firm can help underwrite and distribute bonds that lead to successful transactions. Piper Jaffray can. We use our experience, resources and trading capabilities to bring full-service support to our K-12 education clients.

PNC Bank, N.A.
Ellen Shirley
101 W Washington Street, Suite 400E
Indianapolis, IN 46204
(317) 267-7098
ellen.shirley@pnc.com
www.pnc.com
Providing financial products and services to schools, to include treasury management, leasing and investment management.

Primary Engineering, Inc.
Mike Lubehusen, PE
2828 Lake Avenue
Fort Wayne, IN 46805
(260) 424-0444
mlubehusen@primary-eng.com
www.primary-eng.com
Consulting engineering services for HVAC, lighting, power and communication systems. Infrared thermal imaging and wireless network modeling.

Public Trust Advisors
Greg Wright
717 17th Street, Suite 1850
Denver, CO 80202
(303) 244-0461
greg.wright@publictrustadvisors.com
www.publictrustadvisors.com
Public Trust Advisors manages TrustINdiana.

RE Sutton & Associates,
A Division of Brown & Brown
Richard E. Sutton
11555 N. Meridian St., Suite 220
Carmel, IN 46032
(317) 852-1937
Richard@RESutton.com
http://www.resutton.com
Employee benefit consultants specializing in Indiana public school corporations.

Regional Data Services, Inc.
Andy Kapitan
1260 Arrowhead Court
Crown Point, IN 46307-8222
(219) 661-3200
andy@regionaldata.com
http://www.regionaldata.com
Indiana based software provider specializing in administrative and web based software for over 25 years.

Regions Bank
Jenny Lukins
One Indiana Square, Suite 903
Indianapolis, IN 46204
(317) 221-6111
jenny.lukins@regions.com
http://www.regions.com
Regions is a full service financial institution offering solutions designed specifically for governments.

Ryan Fire Protection
Edwin Frieden
9740 E. 148th Street
Noblesville, IN 46060
(317) 473-1546
efrieden@ryanfp.com
http://www.ryanfp.com
Fire Sprinkler / Fire Alarm / Fire Extinguisher Installation, Inspection, Testing and Maintenance.

Schmidt Associates, Inc.
Ben Bain
415 Massachusetts Avenue
Indianapolis, IN 46204
(317) 263-6226
bbain@schmidt-arch.com
http://www.schmidt-arch.com
Schmidt Associates serves as your advocate for all aspects of facility design-encompassing planning, design, & implementation.

Security Benefit Corporation
Frank J. Vargo
12099 Lupine Lane
Granger, IN 46530
(800) 888-2461 x2760
frank.vargo@securitybenefit.com
http://www.securitybenefit.com/indiana
Security Benefit helps educators to and through retirement by providing 403(b), 457, 401a and VEGA programs.

Skillman Corporation, The
Bart York
3834 S Emerson Avenue
Indianapolis, IN 46203
(317) 783-6151
skillman@skillman.com
http://www.skillman.com
Project Administration & Construction Management
IASBO Business Associate Members

Software Systems, Inc.
Rich Miller
432 S Emerson Ave, Ste 200
Greenwood, IN 46143
(317) 783-5573
rmiller@softwaresysinc.com
http://www.softwaresysinc.com
Providing Indiana Schools with Financial, Payroll/Human Resources, Employee Portal, Extra-Curricular Software Applications.

Tandus Centiva
Jennifer Maynard
2527 Shannon Lane
Kokomo, IN 46901
(765) 480-3266
jennifer.maynard@tarkett.com
http://www.tandus-centiva.com
Carpet and luxury vinyl tile manufacturer, Extra-Curricular Software Applications.

Stair Associates, Inc.
Reggie Laconi
9641 Commerce Dr.
Carmel, IN 46032
(317) 228-1900
luann@stairnet.biz
http://www.stairnet.biz
Architectural and Engineering design for schools, with a focus on energy efficient systems including geothermal.

Statewide Credit Association, Inc.
Don Hodson
6957 Hillsdale Court
Indianapolis, IN 46260
(317) 684-1000
dhodson@statewidecredit.net
http://www.statewidecredit.net
Local agency that specializes in increasing book rental funds for school corporations at a low cost.

Stifel
Mike Schumaker
30 S. Meridian St., Suite 600
Indianapolis, IN 46204
(317) 808-7273
mschumaker@stifel.com
http://www.stifel.com
Financial services and bond underwriting.

Stifel, Nicolaus & Company, Inc.
Lorenzo Boyd
501 N. Broadway
St. Louis, MO 63102
(314) 342-8477
lorenzo.brody@stifel.com
http://www.stifel.com
Financial services and bond underwriting.

Stantec
Luann@stairnet.biz
http://www.stairnet.biz
Architectural and Engineering design for schools, with a focus on energy efficient systems including geothermal.

TRANE
Brian Pickering
5355 N. Post Rd.
Indianapolis, IN 46216
(317) 255-8777
bpickering@trane.com
Creating and sustaining safe, comfortable, and efficient environments.

TrustIndiana
Cindy Burres Barger
200 W. Washington St., Ste 242
Indianapolis, IN 46204-2792
(317) 232-0139
cbarger@tos.in.gov
http://www.trustindiana.in.gov
Local government investment pool

Tyson Onsite LLC
Bryan Ferry
2301 South Holt Road
Indianapolis, IN 46241
(317) 388-5888
bferry@tysononsite.com

U.S. Bank Global Corporate Trust Services
Lois Moore
10 W. Market St., Suite 1150
Indianapolis, IN 46204
(317) 264-2303
lois.moore1@usbank.com
http://www.usbank.com
US Bank is a leader in provider of bond trustee and paying agent services for school corporations.

Umbaugh
Belvia Gray
8365 Keystone Crossing, Ste 300
Indianapolis, IN 46240
(317) 465-1500
gray@umbaugh.com
http://www.umbaugh.com
Financial advisor to local governments.

VALIC
Amy Cummings
630 W Carmel Dr., Suite 140
Carmel, IN 46032
(317) 818-5904
amy.cummings@valic.com
http://www.valic.com
Number one provider of retirement programs for K-12 in the U.S.

Van Ausdall & Farrar, Inc.
Andrew Kimbrough
6430 East 75th Street
Indianapolis, IN 46250
(317) 634-2913
akimbrough@vanausdall.com
http://www.vanausdall.com
Leading business technology/services provider offering Copiers, MPS, IT Services, Software/Workflow solutions and on-site managed services.

Van Gorp Group
Anthony J. Van Gorp
10971 Four Seasons Place, Ste. 134
Crown Point, IN 46307
(630) 592-1301
anthonyjvangorp@gmail.com
http://www.vangorp.com
3M Security Window Film Distributor

Zions First National Bank
Robert Cafarelli
111 West Washington, Suite 1860
Chicago, IL 60602
312-763-4257
Robert.Cafarelli@zionsbank.com
http://www.zionsbank.com/business/trust-service-bf.jsp
Trustee, Paying Agent, Bond Register & Investment Services

Zions First National Bank
Robert Cafarelli
111 West Washington, Suite 1860
Chicago, IL 60602
312-763-4257
Robert.Cafarelli@zionsbank.com
http://www.zionsbank.com/business/trust-service-bf.jsp
Trustee, Paying Agent, Bond Register & Investment Services

28 - IASBO InterCom March 2017