



MASBO SOLUTIONS FAIR - March 20, 2019

Welcome to the 2019 MASBO Solutions Fair! Along with exhibits and demonstrations from expert Solutions Providers and opportunities for professional networking, this year's event will feature:

- **POWER KICK-OFF:** Josh Peach, Evangelist, *Dude Solutions*
- **GOVERNMENT AND PARTNER ROW:** Got questions? Get answers.
- **MEMBER-HELPING-MEMBER PANELS** featuring Solutions Providers and MASBO members sharing how they collectively solved a district challenge
- **KEYNOTE SPEAKER(S):** Honorable Charles D. Baker, Governor, Commonwealth of Massachusetts accompanied by Secretary of Education James Peyser

AGENDA AND SCHEDULE

8:00 a.m. – 8:45 a.m.
Hallway Entrance

Registration

Welcome! Sign in and have a great day!

8:00 a.m. – 10:00 a.m.
Ballroom

Continental Breakfast sponsored by the School Nutrition Association (SNA)

8:00 a.m. – 2:00 p.m.
Ballroom

Solutions Fair

Visit and talk with solutions providers to solve your procurement challenges!

8:00 a.m. – 2:00 p.m.
Hallway Entrance

Government and Partner Row

Visit tables staffed by representatives from MTRS, DESE Grants, OSD, Edventures, and MFAA.

8:45 a.m. – 9:15 p.m.
Ballroom

Power Kick-Off: Building Trust and Relationships

Joshua Peach, Evangelist, Dude Solutions

Renowned and charismatic speaker Josh Peach will open the day!

9:30 a.m. – 10:15 a.m.
Seminar Room

Crime Prevention Through Environmental Design for Schools
BCM Controls and Scituate Public Schools

Paul Donlan, Director of Business and Finance, Scituate Public Schools

Mark Thompson, Deputy Chief of Policy, Town of Scituate

Henry Francillon, BCM Security Senior Account Manager, Certified CPTED Trainer

The physical environment can dramatically affect feelings, behavior, the way in which we view others, and safety. Conscientious design, appropriate use, and good maintenance of properties can promote positive social interaction, orderly behavior, and increased perceptions of safety. These assertions are the basis of an evolving body of knowledge and public-safety initiatives referred to as Crime Prevention Through Environmental Design (CPTED). Certified CPTED Trainer Henry



Francillon will partner with the Scituate Public Schools to demonstrate the simple CPTED concepts of natural surveillance, natural access control, and territoriality applicable for both new and existing schools to make your schools significantly safer.

PDP Strand: Purchasing and District Level Facilities Management

Princess Room

Efficient Solar Procurement, Savings, and Student Enrichment

Solect Energy, PowerOptions, and Milford Public Schools

Kathleen Perry, School Business Administrator, Milford Public Schools

Matt Shortsleeve, VP, Solect Energy

Walter Gray, Program Manager, PowerOptions

Through the PowerOptions consortium, public schools can contract with Solect Energy for onsite solar PPAs, with no capital cost for the system or maintenance. The MA SMART Solar program launched in November 2018 offers incentives for projects, which translates to low cost solar PPAs for schools. Hear Kathy, Matt, and Walter present what Milford Public Schools has experienced for savings, the process, and how Solar projects provide information and expertise that can be applied in the classroom or special events for value-add student enrichment.

PDP Strand: Purchasing and District Level Facilities Management

Duchess Room

“Financing Our Future:” a MASBO Co-Developed Engagement Tool

Edventures in Learning, Inc. and Maynard Public Schools

Dan Romano, Co-Founder, Edventures in Learning, Inc.

Michelle Resendes, Business Manager, Maynard Public Schools

Hear how the Maynard Public Schools took the *Financing Our Future* solution to the next level by engaging students to facilitate the exercise in community forums. The solution, a resource in the MASBO EiL Professional Map Library, was co-developed with MASBO. This stakeholder group activity enables participants to learn, dialogue, collaborate, and become engaged around one of the critical issues of public education: how we finance growing students to be college and career ready, our collective future.

PDP Strand: Purchasing and District Level Facilities Management

10:30 a.m. – 11:15 a.m.

Seminar Room

What’s Happening in Your Cafeteria? Legislation’s Impact on School Meals
School Nutrition Association and Hamilton-Wenham, New Bedford, Walpole

Catherine A. Donovan, MEd, SNS; President School Nutrition Association

Robert Shaheen, Assistant Food Service Director, New Bedford Public Schools

Maria Hall, MSR, LDN, SNS, Director of School Nutrition, Walpole Public Schools

Bad debt, breakfast after the bell, and relaxation of nutrition standards; these are just a few of the hot topics affecting school meals programs across the state and across the country. This presentation will share what’s happening in these areas and how the School Nutrition Association of Massachusetts is helping its 1000+ members across the state understand and implement these new initiatives and what it all means to the bottom line.

PDP Strand: Purchasing and District Level Facilities Management

Princess Room

ComColor: Reducing Costs and Increasing Value in Education

RISO, Inc. and Brockton Public Schools

Aldo Petronio, Executive Director of Finance, Brockton Public Schools

Jak Kelly, Senior Sales Representative, RISO

Heather March, Boston Branch Sales Representative, RISO

Learn how ComColor printing in K-12 schools increased volume, speed, quality, and cost savings.

PDP Strand: Purchasing and District Level Facilities Management

Duchess Room

Tuition Management Solutions

FACTS Management and Hingham Public Schools

Aisha Oppong, Financial Assistant to the Director of Business, Hingham PS

Kate Henderson, Regional Vice President, FACTS

Learn how the Hingham Public Schools has partnered with FACTS for the past five years to manage tuitions for Full Day Kindergarten, Preschool, and our After-School Program. During that time receivables have been reduced to zero. This relationship and how other districts can benefit from this process will be discussed.

PDP Strand: Purchasing and District Level Facilities Management

12:00 p.m. – 1:00 p.m. ***Enjoy a hot lunch with Solutions Providers in the Exhibit Hall!***

1:15 p.m. – 2:00 p.m.

Seminar Room

**The Benefits of Managing Your Transportation Services
Transfinder and Wakefield Public Schools**

Michael Pfifferling, Business Administrator, Wakefield Public Schools

CJ Sohl, Account Executive, Transfinder

Better utilized buses, control of services from your contractor by knowing what you need, and greater resources at your disposal are all benefits of managing your routing operations in-house. Hear how a district was able to do this and hire a Transportation Coordinator without increasing costs. Working with their contractor, the district was introduced to Transfinder, and together they worked hand-in-hand to implement the software and gain control of their routing. Over the long-term, its benefits allowed the district to bring in additional personnel at no cost to manage the transportation, and serve as a spare driver when needed.

PDP Strand: Purchasing and District Level Facilities Management

Princess Room

**Long-Term Enrollment and Demographic Changes on Class Size: A Study
Habeb and Associates Architects and Scituate Public Schools**

Paul Donlan, Director of Business and Finance, Scituate Public Schools

Jack Shea, Educational Planner, Habeb & Associates Architects

Elizabeth Lewis, Project Manager, Habeb & Associates Architects

When enrollment fluctuations, demographic changes, and aging facilities required Scituate Public Schools to make hard decisions about the future of their district, they worked with Habeb & Associates Architects to develop a Master Plan for their elementary schools. Their case study will walk you through the process that resulted in parity for each school and greater efficiency throughout the District.

PDP Strand: Purchasing and District Level Facilities Management

Duchess Room

**Getting a Handle on the Electricity & Natural Gas Procurement Process
Competitive Energy Services and Quaboag Regional School District**

Paul Scordato, Account Manager, Competitive Energy Services

Every day, public schools strive to keep up with the rapidly evolving technology, infrastructure, and staffing needs of modern education. But this constant need for evolution can leave budgets tight and administration struggling to find creative ways to stretch funding without negatively impacting the quality of education in their schools. Energy management is a great place to start. In this presentation, Paul Scordato, *Business Development & Account Manager* of Competitive Energy Services (CES), will explore the benefits and opportunities public schools can gain from understanding the energy procurement process. Paul will outline the essential steps in a successful competitive bid process including, evaluating usage data, developing a strategy, soliciting and negotiating bids, and post-contract management, as well as highlight real-life clients and case studies from New England based school systems that have benefited from this process.

PDP Strand: Purchasing and District Level Facilities Management

2:30 p.m. – 3:00 p.m.

Ballroom

KEYNOTE SPEAKER(S):

Governor Charlie Baker accompanied by Secretary of Education James Peyser

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