



Morning Kickoff Session

9:00 a.m - 10:00 a.m.

Statehouse Update

Roma Bank Auditorium

1 QPA Credit: Office Admin./General Duties

Michael Vrancik, Director, Governmental Relations

NJSBA

Michael Vrancik, Director of Governmental Relations at NJSBA will provide an update on the status of state school aid and late-breaking developments in the area of health benefits programs pertaining to local boards of education. This will include updates on legislative or executive branch initiatives regarding these areas and any other significant developments of importance to school board members, administrators, attorneys and any other interested district employees.

Breakout Sessions

10:15 a.m. – 11:15 a.m.

Project in Trouble? Now What?

Room 123

1 QPA Credit: Procurement Procedures

Marcus Rosenau, Principal
Tammy Stouchko, Associate
Jon Toth, Business Administrator

SSP Architects
SSP Architects
Franklin Township Public Schools

By some measures, only one-third of all facility construction projects are considered successful. That means as many as two-thirds of projects run into trouble with aspects such as schedule, scope, or cost. What can you do to maximize your chances of success? How do you know you are in trouble before it's too late? And once there, what can be done to get back on track?

Document Management and Retention

Room 122

1 QPA Credit: Office Admin./General Duties

Martin Regincos, Vice President of Sales
Greg Copeland, President

FileBank, Inc
FileBank, Inc

This program will cover many aspects of document management, retention and best practices to ensure compliance with mandated regulations without investing a lot of money in infrastructure.

Insurance Shortcuts that Kill

Room 116

1 QPA Credit: Procurement Procedures

Bill Mayo, Executive Director
Jill Deitch, Chief General Counsel

New Jersey Schools Insurance Group
New Jersey Schools Insurance Group

It can be challenging as a school administrator to be knowledgeable in contemporary insurance issues. How do you defend yourself against environmental risks and cyber threats? What questions should you be asking when talking to a prospective broker or selecting an insurer? Get the tools on how to avoid insurance shortcuts that could be a detriment to your district.

Protect against Ransomware and Malware

Room 117

1 QPA Credit: Information Technology

Bill McLaughlin, Chief Technology Officer
Bob Kutulis, Vice President

Atlantic Tomorrows Office
Atlantic Tomorrows Office

Ransomware, we've all heard about it, but what do you do to protect against it. What do we do if you have been hit by these vicious infections?

Become aware of these cyber threats and what steps to take to mitigate damage if and when hit by them.

Employee Voluntary Benefits

Room 171

1 QPA Credit: Office Admin./General Duties

Joseph Colombo, Area Vice President

Arthur J. Gallagher

With the cost of health care on the rise, employers are starting to shy away from "cover all" primary health care benefits. Instead they are choosing to offer workers a wide range of voluntary health benefits to help fill in the gaps.

Cost Saving of Bringing Your District into the Cloud: Your K-12 Disaster Recovery Guide**Room 123****1 QPA Credit: Information Technology**

Will News, Cloud and Managed Services Sales Specialist
Chris Clark, Director of Public Sector

Computer Design & Integration LLC
Computer Design & Integration LLC

How vulnerable is your data in the event of a natural or man-made disaster? How long would it take to get your servers up and running? How much would it cost the district? More and more districts around New Jersey are asking themselves these questions. And for many, the solution is a cloud-based disaster recovery platform that provides security, compliance, governance and most importantly – peace of mind.

Through any disaster, ensure your district's business critical systems are operational with off-site backups, disaster recovery, business continuity and always-on virtual machines living in our cloud. Attendees of this session will learn the value of using a cloud-based disaster recovery platform in today's evolving technology landscape.

Guaranteed Healthcare Savings**Room 122****1 QPA Credit: Procurement Procedures**

Jake Krakower, Senior Consultant
Chris Calderone, Northeast Sale Director
Alex Benanti, Business Administrator

The Difference Card
The Difference Card
North Brunswick School District

The Difference Card provides a guaranteed healthcare solution that saves taxpayers money. The Difference Guarantee will provide flexibility for employers to customize employee benefits and limit claim exposure, all while being insured by financially secured A-rated insurance carrier.

Self Insurance and Health Benefits**Room 116****1 QPA Credit: Procurement Procedures**

Jim Finn, Senior Vice President
Lou Della Penna, Jr., President
David Oliveira, Business Administrator

Brown & Brown Benefit Advisors
Brown & Brown Benefit Advisors
Piscataway Township School District

A detailed overview of self-insurance, specifically for school districts, and its potential risks and rewards, as well as the perspective and experience of a school administrator whose district is self-insured, will be presented.

Negotiations - Too Much Money or Too Little, Are the Results the Same?

Room 117

1 QPA Credit: Office Admin./General Duties

Andrew Brown, Partner
Adam Herman, Partner
Katine Slunt, Business Administrator

Adams Gutierrez and Lattiboudere
Adams Gutierrez and Lattiboudere
Montville Township School District

Over 100 school districts lost State aid in 2018 and will continue to do so in 2019. Others will benefit from increases in aid. The tax levy cap remains at 2%. The cost of health benefits keeps increasing and unions are increasingly adamant about their demands for relief. A review of the data reveals these factors have little bearing on settlement results. This session will address what Boards may do to change these results.

Lunch and Learn

12:15 p.m. – 1:00 p.m.

Afternoon Panel

1:00 p.m. – 3:00 p.m.

A View from the Playing Field

Roma Bank Auditorium

2 QPA Credits: Procurement Procedures

Robert Greitz, Consultant/Negotiator
Paula D. Clark, Esq., Dir. of HR, Compliance and Labor Relations
James Shoop, School Business Administrator
Chirs Clark, Director of Public Sector
Michael Esolda, Chief Information Officer

NJSBA
Wayne Township Public Schools
SHOOP SBA, LLC
Computer Design & Integration
Woodbridge Township
Municipality and School District

The fiscal and practical impact of changing health care plans or creating new healthcare coverage alternatives is crucial for boards of education. Further, the practical realities of procurement are something that many experienced administrators and board members struggle with.

This afternoon's panel discussion will provide attendees with an opportunity to hear from experienced practitioners in the areas of procurement and negotiating changes to the health insurance plans provided to employees. The panel will provide some background and legal requirements for procurement, as well as what to expect, both at the table and in administering the changes. This discussion is designed specifically for attendees to ask their questions.