



2022 VASBO SPRING CONFERENCE



**HOTEL ROANOKE &
CONFERENCE CENTER**

May 18-20, 2022



A MESSAGE FROM OUR PRESIDENT

On behalf of the VASBO Team, I am excited to welcome you to the 2022 VASBO Spring Conference. We are pleased to be able to gather in the great city of Roanoke. The directors have worked hard to put together a program filled with educational and personal growth opportunities, along with a fun-filled night at the Casino!

The success of this year was made possible by the contributions and hard work of our Executive Director, the Executive Team, the Management Team, and the VASBO members. Together we “Rode the Wave of Change” and “Navigated through New Waters.” It has been a pleasure to serve VASBO as the 2021-2022 President, and I am honored to be joining the incredible group of VASBO Past-Presidents.

We hope you have a great conference!

Sincerely,

Tina Cropp
2021-22 VASBO President
Finance Director of Madison County Public Schools



**NAVIGATING
THE WAVE OF
CHANGE**

2021-22 VASBO EXECUTIVE TEAM

| | |
|-------------------------------|-------------------------------------|
| President..... | Tina Cropp, Madison County |
| Vice President..... | Mandy Hall, Salem City |
| Treasurer..... | Katie Miano, Montgomery County |
| Secretary..... | John Broderick, Sussex County |
| Director..... | Vizel Townsend, Charles City County |
| Director..... | Chip Jones, Cumberland County |
| Director..... | Kathleen Jackson, Roanoke City |
| Director..... | Brittany Branch, Hampton City |
| SASBO Director..... | Debbie White, Goochland County |
| Immediate Past President..... | Christina Berta, Hanover County |

MANAGEMENT TEAM

| | |
|------------------------------|---|
| Audit..... | Brittany Branch, Hampton City |
| Constitution and Bylaws..... | Whitney Barrack, Lancaster County Karen Murray, Middlesex County |
| Legislative..... | Prashant Shrestha, Spotsylvania County |
| Membership..... | Marcia Stevens, Caroline County |
| Nominations..... | Christina Berta, Hanover County |
| Past President Liaison..... | Brook Thomas, Northampton County |
| Resolutions..... | Christie Fleming, Dinwiddie County |
| Scholarship..... | Brook Thomas, Northampton County |
| Technology..... | Paula Aldous, Chesterfield County |
| Vendor Representative..... | Dixcy Kilduff, Mark III Employee Benefits |
| Welcoming..... | Monique Barnes, Prince George County |
| SASBO Emerging Leader..... | Marc Evans, Montgomery County |



CONFERENCE AGENDA

WEDNESDAY, MAY 18, 2022

- | | |
|-------------------------|--|
| 8:00AM - 4:00PM | REGISTRATION North Entry Foyer |
| 8:00AM - 9:00AM | VASBO MANAGEMENT TEAM BREAKFAST Hotel Level Lounge |
| 9:00AM - 12:00PM | VASBO MANAGEMENT TEAM MEETING Appalachian |
| 11:00AM - 4:00PM | EXHIBITOR SETUP Roanoke Ballroom C-D |
| 12:00PM - 1:00PM | VASBO MANAGEMENT TEAM LUNCH Regency |
| 1:00PM - 4:00PM | PRE-CONFERENCE: MAINTENANCE OF EFFORT Pocahontas Tracie Coleman , Virginia Department of Education |
| 2:30PM - 2:45PM | REFRESHMENT BREAK Hotel Level Lounge |
| 4:00PM - 6:00PM | VENDOR VISITATION Roanoke Ballroom C-D |

THURSDAY, MAY 19, 2022

- | | |
|------------------------|--|
| 7:00AM | REGISTRATION North Entry Foyer |
| 7:00AM - 8:00AM | BREAKFAST Roanoke Ballroom A-B |
| 7:00AM - 8:00AM | VASBO PAST PRESIDENT'S BREAKFAST Virginia Room |

| | |
|--------------------------|---|
| 8:00AM - 8:30AM | OPENING SESSION Roanoke Ballroom A-B |
| 8:30AM - 9:20AM | BREAKOUT 1: DATA COLLECTION FOR BUDGETING AND STAFF CONTRACT NEGOTIATIONS Crystal Ballroom A-C Stan Wisler , Frontline Education BREAKOUT 2: SELLING SURPLUS WITH GOVDEALS Crystal Ballroom D-E Chris Lassiter , GovDeals James Stuart , GovDeals Frank DonBullian , GovDeals |
| 9:30AM - 10:30AM | HUMAN RESOURCES PANEL: CHANGING EMPLOYEE NEEDS- TELEWORKING, PTO, FLEX SCHEDULES AND MORE! Roanoke Ballroom A-B Kirstine Barber , Salem City Public Schools Dominick McKee , Roanoke City Public Schools |
| 10:30AM - 11:15AM | VENDOR VISITATION AND NETWORKING Roanoke Ballroom C-D |
| 11:20AM - 12:20PM | BREAKOUT 1: WHERE IS THE CONSTRUCTION INDUSTRY GOING AND HOW CAN WE BUDGET APPROPRIATELY? Crystal Ballroom A-C Frank Gordon , National Ready Mixed Concrete Association BREAKOUT 2: OPTIMIZING SCHOOL MEAL PROGRAMS: GUIDELINES AND BEST PRACTICES Crystal Ballroom D-E Dr. Sandy Curwood , Virginia Department of Education |
| 12:20PM - 1:10PM | LUNCH AND VENDOR VISITATION Roanoke Ballroom A-B The Patrick Henry String Quartet Under the direction of Jeff Midkiff Roanoke City Public Schools |

1:15PM – 2:10PM

BREAKOUT 1: LEADING QUESTIONS – KEEPING YOUR FINGER ON YOUR PULSE

Crystal Ballroom A-C

Joel McKenzie, American Fidelity

BREAKOUT 2: FOIA TRAINING SESSION

Crystal Ballroom D-E

Alan Gernhardt, Esq., Virginia Freedom of Information Advisory Council

2:10PM – 3:00PM

U.S. DEPARTMENT OF EDUCATION OFFICE OF INSPECTOR GENERAL, INVESTIGATION SERVICES

Roanoke Ballroom A-B

Isabel Douroupis, Department of Education Office of Inspector General

Kris Park, Department of Education Office of Inspector General

3:00PM – 3:15PM

VENDOR VISITATION AND NETWORKING

3:15PM – 4:15PM

BREAKOUT 1: SCHOOL DIVISION RELATIONSHIPS WITH PTA/PTO AND BOOSTER ORGANIZATIONS

Crystal Ballroom A-C

John Aldridge, Brown, Edwards & Company, LLP

BREAKOUT 2: FINANCING CAPITAL PROJECTS FOR SCHOOLS

Crystal Ballroom D-E

Jay Mahone, Virginia Department of Treasury

Mark Saunders, Virginia Department of Education

4:15PM – 5:00PM

VENDOR VISITATION AND NETWORKING

Roanoke Ballroom C-D

5:00PM – 5:45PM

NEW MEMBERS RECEPTION

Appalachian

6:30PM – 7:30PM

HEAVY APPETIZERS & BAR (TICKETS PROVIDED)

Roanoke Ballroom C-D

7:30PM – 10:00PM

CASINO NIGHT

Roanoke Ballroom C-H

FRIDAY, MAY 20, 2022

6:30AM

RUN/WALK- EVERYONE WELCOME!

Meet in Hotel Lobby

8:00AM - 8:45AM

BREAKFAST

Roanoke Foyer

8:45AM - 10:00AM

KEYNOTE SPEAKER

Roanoke Ballroom A-B

Denise Ryan, FireStar Speaking

10:00AM - 10:15AM

BREAK

10:15AM - 11:30AM

VASBO AWARDS AND BUSINESS MEETING

Roanoke Ballroom A-B

11:30AM

DOOR PRIZES AND ADJOURNMENT



VASBO Job Board

VASBO is excited to now share position announcements for careers in school business across Virginia. For information on open positions visit vasbo.org/job-board.

Have a position announcement that you would like to advertise?

Visit vasbo.org/job-board! This is a free member benefit for all school divisions with active VASBO membership!



Scan the QR code
to visit the VASBO
Job Board

MEET THE PRESENTERS



Tracie Coleman is the Director of Special Education Finance and Budget at the Virginia Department of Education. She is a Certified Public Accountant and holds a BS degree in Accounting from North Carolina A & T State University and an MBA from Virginia Commonwealth University. Tracie has more than 28 years of experience consisting of internal audit and fiscal services and in her current role manages the Commonwealth's IDEA budget and oversees IDEA fiscal data requirements and fiscal monitoring. Tracie is married and has two wonderful daughters.

Stan H. Wisler has 38 years experience as a Pennsylvania school business official and is currently working as a Strategic Account Advisor for Frontline Education. Stan earned his MBA from Villanova University and is a past PASBO president and the 2017 recipient of PASBO's Gary Reeser Memorial Award. Stan is author of the book "Words Matter: Embracing the Power of Conversation."



Chris Lassiter, James Stuart, and Frank DonBullian have over 20 years experience in online government surplus sales. The group covers the entire Mid-Atlantic region helping agencies get maximum returns for their surplus assets.

Kirstine Barber is the Director of Human Resources for Salem City Schools. She has served in this position since 2014. Prior to this, Ms. Barber served as an Assistant Principal at Andrew Lewis Middle School and as a 8th grade Mathematics Teacher at Andrew Lewis. Ms. Barber attended Virginia Tech where she earned her Bachelors Degree in Mathematics Education and her Masters Degree in Teaching and Learning. Ms. Barber currently resides in Salem with her husband, also a teacher, and two young sons.



Dominick McKee is the Chief Human Resources Officer for Roanoke City Public Schools. He earned a Bachelor of Science degree in Interdisciplinary Studies, a Master of Science in Counseling and Human Development, and Administration and Supervision license and endorsement, all from Radford University, Radford, VA; and is enrolled in a Doctorate in Educational Leadership program at American College of Education, Indianapolis, IN. He has served as guidance counselor, assistant principal, principal, Supervisor of Human Resources, and Assistant Director of Human Resources.

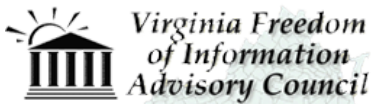
Frank Gordon is the Senior Director of Building Innovations for the National Ready Mixed Concrete Association. He has been an active member of the design, construction, and facilities management industry for over 34 years. Frank is a graduate of the University of Tennessee with a Bachelors of Architecture and has been a three-time finalist of the World of Concrete's ICF Builder Magazine Design Competition. He and his family reside in Knoxville, TN.





Dr. Sandy Curwood is the State Director of School Nutrition Programs at the Virginia Department of Education. Sandy's role includes working to ensure that every Virginia student has equitable access to good, healthy, food at school to enhance academic success and promote lifelong wellness. Prior to this role she was a foodservice director for fifteen years in school districts in California, worked in a variety of food service and healthcare settings and served as adjunct faculty where she taught foodservice systems and nutrition courses at Cal State Northridge. Dr. Curwood has a B.S. in Foods and Nutrition, Masters degree in Business, Health Care Administration, and a PhD from Iowa State in Hospitality Management, with a focus on food safety in Farm-to-School programs.

Joel McKenzie has worked with American Fidelity for more than 37 years. For the past five years he has been responsible for sales, service, and growth in the Eastern U.S. and speaks regularly to education associations on leadership and strategic growth. He is also a proud husband of 37 years and dad of 10 children.



Alan Gernhardt is the Executive Director of the Virginia Freedom of Information Advisory Council. He began working with the Council as a staff attorney in 2004, was promoted to senior attorney in 2008, and became executive director of the Council in 2017. He earned a B.S. degree from Indiana University and a J.D. from the University of Richmond, T.C. Williams School of Law. The Council issues formal and informal advisory opinions, publishes educational materials, provides training presentations, and serves as a legislative forum regarding access to public records and meetings under the Virginia Freedom of Information Act.

Isabel Douroupis is the Assistant Special Agent in Charge (ASAC) for the U.S. Department of Education, Office of Inspector General (ED OIG), Washington, DC Field Office (WFO). As the ASAC of WFO, Isabel supervises investigations involving allegations of fraud, waste, and abuse of ED funding in Virginia, West Virginia, Maryland, North Carolina, and Washington DC. Prior to her current position, Isabel was an ED OIG Special Agent in the Western Region for approximately 12 years until May 2020. Prior to working for ED OIG, Isabel was a U.S. Customs Border and Protection Officer in the Long Beach, California seaport for approximately four years.



Kris Park is a Special Agent for the U.S. Department of Education Office of Inspector General, out of the Washington, DC Field Office. Kris has been an ED OIG agent for approximately three years. Prior to transferring to ED OIG, Kris was a Postal Inspector for the U.S. Postal Inspection Service in New York, NY for approximately 15 years.

John Aldridge is a partner based in the Roanoke office of Brown Edwards with over 27 years of experience in public accounting. He also serves as the area coordinator for the Roanoke, Lynchburg, and New River Valley offices and Blue Ridge Region Coordinator for the Firm. John's concentration is related to nonprofits, healthcare, municipalities, and HUD entities; he has extensive experience performing organizational reviews as they relate to internal controls and operations. John holds a Bachelor of Business Administration degree from James Madison University and is a member of the Virginia Society of Certified Public Accountants, the American Institute of Certified Public Accountants, and the Virginia Government Finance Officers' Association.



Jay Mahone has served as Public Finance Manager for the Virginia Public School Authority since 2015. Prior to joining VPSA, he was a Senior Vice President with Regions Bank, responsible for corporate trust and escrow agent services in the Virginia, Maryland and DC markets. He previously held positions with Wachovia Bank and First Union National Bank. Jay has a bachelor's degree in finance from James Madison University.

Mark Saunders serves as the Technology Coordinator in the Office of STEM and Innovation at the Virginia Department of Education. He has been with the Virginia Department of Education since 2004. Before coming to the Virginia Department of Education, he was a kindergarten and second grade teacher, webmaster, and technology coach for ten years with Hanover County Public Schools. Previous to becoming a teacher in 1994, Mark was an accountant and auditor in the government and private sectors.



Denise Ryan helps light the fires of enthusiasm so people can do great things. She is an author, an MBA and a CSP (Certified Speaking Professional), a designation of excellence held by less than 10% of professional speakers. She has spoken for IBM, Bank of America, and the US Department of Homeland Security as well as VASBO, SASBO and several other state ASBOs (from Washington State to Florida). She's thrilled to be back with us! She made Meeting & Convention Magazine's list of planners' favorite speakers alongside Bill Clinton, Condoleezza Rice, and Anderson Cooper. Her trademark energy and humor set her programs ablaze!



SAVE THE DATE!

2022 Legislative Advocacy Conference
July 12-14 • Washington, D.C.

Join school business officials and superintendents in Washington, D.C., to learn about the federal policy issues affecting your school community at this annual event, co-hosted by ASBO International and AASA, The School Superintendents Association. Get ready to hear from policymakers and other VIP guests, meet with your elected officials, and develop your advocacy skills.

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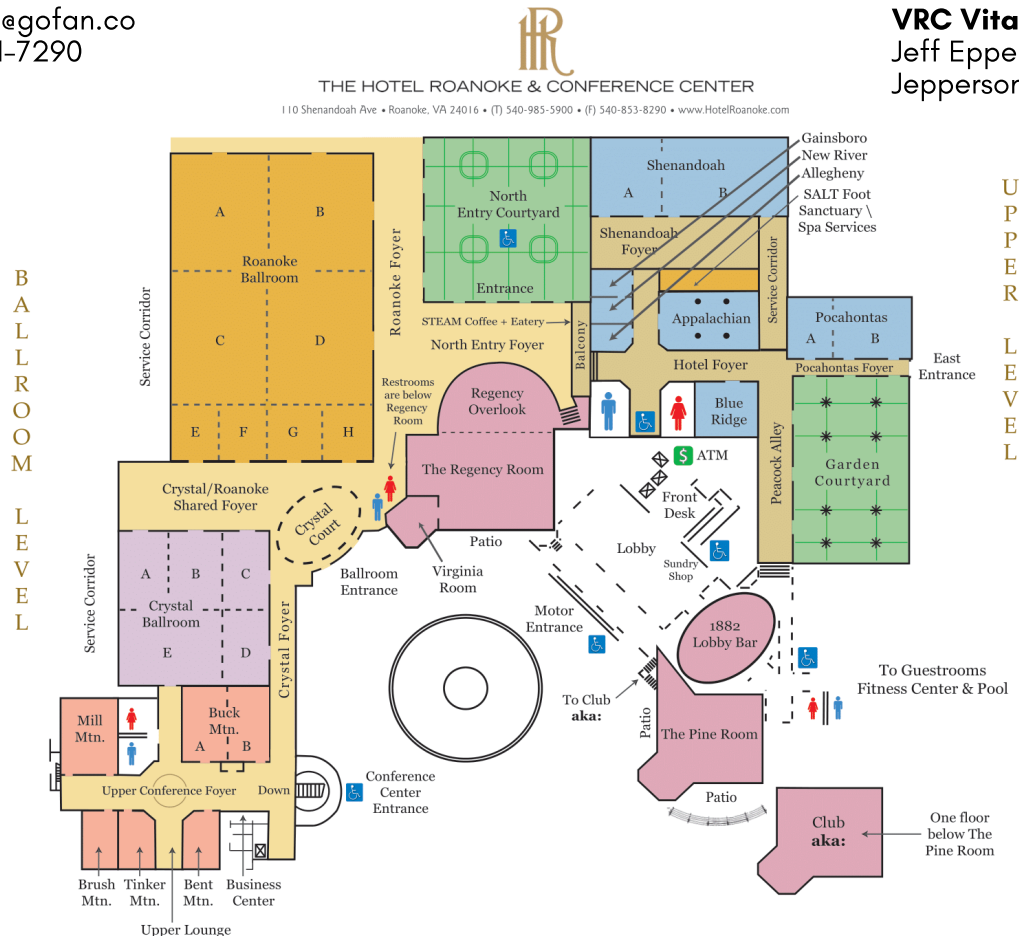
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SAVE THE DATE!



PORTLAND
Oregon

SEPTEMBER 14-17, 2022

2022 ASBO AWARD PROGRAMS



The Emerging Leaders Scholarship recognizes new professionals and helps them develop into tomorrow's leaders. 18, \$2,000 scholarships are awarded each year towards ASBO International's Annual Conference & Expo. Apply or nominate by **June 1, 2022!**

ASBO International honors school business professionals who stop at nothing to be change-agents for the students in their district and beyond. The Eagle Awards recognize leadership and achievement in School Business. Apply or nominate by **June 1, 2022!**



Learn more at asbointl.org!

A SPECIAL THANK YOU TO THE 2021-22 VASBO BUSINESS PARTNERS

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