

OASBO 2022 Annual Conference (Recorded Package)

Course Description Quick Guide

| Course Name | Course Description |
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| <p>Competitive Bidding: Dos and Don'ts Dan Lautar, Associate Attorney, Pepple & Waggoner, Ltd.</p> | <p>This course will cover an overview of the statutory competitive bidding process required by boards of education when they determine to build, repair, enlarge, improve, or demolish any school building, the cost of which will exceed fifty thousand dollars.</p> <p>The course will provide insight into the fundamental rules governing competitive bidding procedures, include the type and scope of projects which must be competitively bid, as well as the exceptions to competitive bidding available under statute and case law.</p> <p>Statement of Accreditation Rationale: An understanding of Ohio's complex competitive bidding laws is essential for the financial operations of all public school districts.</p> |
| <p>How to Address Indoor Air Quality Utilizing ESSER Funding and EDGAR Compliant Cooperative Procurement Contracts David Hart, Certified Technical Roof Consultant, Tremco, Regina Martino, Market Development Manager, Tremco Roofing & Building Maintenance Division</p> | <p>To leverage available ESSER funds for facility improvements, school officials must understand what type of work qualifies, what requirements must be met and what procurement solutions are available. Experts from Tremco Roofing and Building Maintenance will discuss how to leverage such funds for facility improvements, particularly relating to indoor air quality. Discussion points will include best practices for determining deficiencies in existing infrastructures, how to remedy those deficiencies, and an in-depth explanation of the fiscal benefits to using cooperative procurement solutions that meet federal grant requirements.</p> <p>This course will provide actionable steps on how to identify and address building enclosure deficiencies to achieve optimal student indoor air quality, comfort, health and safety in a timely manner within a predictable budget. It will also highlight the latest qualified methods of inspection, testing, maintenance, repair, and replacement to improve school facility indoor air quality. Participants will come away with a clear understanding of the benefits of using available procurement solutions, what type of work qualifies and what requirements must be met.</p> <p>Statement of Accreditation Rationale: As districts struggle with passing levies, staffing shortages, rising costs and other challenges, operations and finance personnel tasked with maintaining their buildings need to fully understand the funding opportunities available to protect their facilities. Understanding how to leverage available funds and what facility work applies will help school officials to extend the life of their building assets within the confines of budget challenges.</p> |
| <p>Improving Building Operations, Monitoring Indoor Air Quality and Enhancing Learning Environment David Smith , K-12 Sales Leader, Gardiner Building Services, Chad Welker, Business Manager, Twinsburg City SD, Matthew Field, Business Leader, Gardiner Building Services</p> | <p>This course will cover an overview of how Data Analytics is used to improve facility performance and reduce cost.</p> <p>This course will provide an overview of how Data Analytics is being utilized in HVAC management to provide continuous commissioning of Indoor Air Quality, comfort and other operational standards.</p> <p>Statement of Accreditation Rationale: Understand how data collection is being used effectively. Understand how and what data is collected, categorized and interpreted into action items to improve performance.</p> |
| <p>Excess Cost and Catastrophic Cost Deborah Caudle, ODE Area Coordinator, Ohio Department of Education, Sarah Stirling, Program Administrator 2, Ohio Department of Education</p> | <p>This course will provide an overview of identifying students eligible for excess and catastrophic cost and provide tips for tracking and reporting within the School Finance application in OHID.</p> <p>The course will provide essential information about the changes in excess and catastrophic cost with the passing of HB 110 and the potential impact of switching from State Share Index to State Share Percentage.</p> <p>Statement of Accreditation Rationale: Understanding the process and financial impact of excess cost and catastrophic cost is very important for every school business official.</p> |

**Signed, Sealed, Delivered:
Understanding Construction
Procurement for School
Districts**

Christopher L McCloskey,
Partner, Bricker & Eckler LLP,
Eva Anderson, Treasurer/CFO,
Greene County Career Center,
Casey Rieth, Attorney, Bricker &
Eckler, LLP

Participants will be able to gain an understanding of the various delivery models available for school construction projects. When preparing for a construction project, one of the first decisions that must be made is whether to use a general contractor, construction manager at risk, or design-build delivery model. We will provide an overview of the construction procurement process for school districts, including design professional procurement, competitive bidding, and procurement of construction managers at risk and design-builders. We will describe the standard of award and contracting process for each project delivery model. Additionally, we will compare the pros and cons of these delivery models, including how each relates to the school district's schedule and budget, how each model allocates risk, and the primary decision points within each model. This presentation will also identify and explain exceptions to competitive bidding available to school districts.

The course will provide an overview of the construction procurement process for school districts. Attendees will receive an overview of the following processes: • Design professional procurement • Competitive bidding • Procurement of construction managers at risk and design-builders.

Statement of Accreditation Rationale: It is necessary for school districts to understand the various delivery models available for school construction projects and the associated risk factors, as well as what each district needs to know to make sure they are following Ohio law when hiring a design professional, contractor, construction manager at risk, or design builder.

**Anatomy of a Lease or
Certificates of Participation
(COPS) Financing**

Rebecca C. Princehorn, Esq.,
Partner, Bricker & Eckler LLP, M.
Shannon Martin, Partner,
Bricker & Eckler

This course will outline the statutory requirements and options for structuring a lease or certificates of participation financing, which are very different from those applicable to a traditional bond issue.

The course will provide a fundamental understanding of the nature of securing a financing with real estate as opposed to tax receipts, plus applicable law, and market considerations.

Statement of Accreditation Rationale: Lease and certificates of participation financings are becoming more common due to voter fatigue and Ohio's strict debt limitations for schools. This course will orient participants to key aspects of such financings, including structuring considerations, over-collateralization and bond insurance in the OFCC versus the non-OFCC context.

To Bid or Not To Bid?

Belinda Kenley, Vice President/
Director of Sales, Energy
Optimizers, USA, Ken Swink,
Director, Southwestern Ohio
EPC, Carla Rice, Treasurer/CFO,
Montpelier EVSD, Abby Sharp,
Treasurer/CFO, Ayersville Local
SD

School districts have various options for evaluating project proposals and awarding facility improvement projects to vendors, including an option available through Ohio's educational purchasing co-ops. Energy Optimizers, USA and SW Ohio Educational Purchasing Council will discuss the pros and cons of each method, explaining how to save money and time in the process, and offer detailed case studies.

Participants will learn that they can select their preferred Energy Services Company for Design-Build projects without going out to bid, as permitted by Ohio Revised Code 167.081, based on a program that Ohio's 6 educational purchasing co-ops have implemented. The panel will describe and explain this procurement tool which has been successfully used since 2018 by more than 75 Ohio school districts throughout Ohio. Specific examples and case studies will be shared, to allow attendees to gain an understanding of the process and the energy and financial savings achieved.

Statement of Accreditation Rationale: Participants can be confident that the approved firms have been thoroughly vetted based on their professional experience, technical capabilities, pricing, warranties, and current references, and that ongoing checks and balances are in place.

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| <p>Health Care Data and The Role it Plays for Insurance Committee Alignment and Contract Negotiations Cheryl Mueller, President & Managing Principal, HORAN</p> | <p>Every decision should be guided by data so that school districts have proof and rationale behind the overall health benefits strategy and measurement of success. Learn about health care data and how it drives alignment and acceptance form your insurance committee; Insightful analysis encourages action and creates predictive models to guide future improvements to benefits strategy; Leverage data and reporting to negotiate health plan changes; Utilize basic reports that eliminate fear driven stalls.</p> <ul style="list-style-type: none"> • Utilizing a Standard Reporting Package To Drive Decision Making: Understanding the Data and the Real Impact for Employees • Leverage Data to Negotiate Health Plan Changes: Case Studies Include: Primary Care Impact, Spousal Cost Analysis, and Health Savings Accounts & Claims Management • Aligning & Engaging Your Insurance Committee to Strategic Initiatives: Best Practices including Strategic Communication, Data & Reporting Review, and Premium Cost Share <p>These objectives will be met by:</p> <ul style="list-style-type: none"> • Telling the story of health care with data from health benefits experts and peers • Explaining the value of aligning your insurance committee to make to strategic initiatives • Identifying examples of outcomes achieved by leveraging data <p>School districts will leave the session compelled to use data analytics to drive business decisions.</p> <p>Statement of Accreditation Rationale: Understanding the value of data supported decisions is very important for every school business official. Every decision should be guided by data so that school business officials have proof and rationale behind their overall health benefits strategy and measurement of success.</p> |
| <p>ESSER and Uniform Guidance Chad Gorfido, Senior Manager, Rea & Associates, Inc., Kyle Kiffer, Treasurer, Streetsboro City SD</p> | <p>This presentation will cover the compliance requirements and allowable uses for ESSER II and ESSER III funding. We will also provide an overview of Uniform Guidance audits. We will discuss and provide best practices for establishing internal controls and remaining in compliance with requirements for this funding.</p> <p>Have a complete understanding of the ESSER compliance requirements and allowable uses. Obtain an understanding of the necessary internal controls and required policies and procedures. Consider the impact of this funding and the requirements on each school district and the implications on current policies and procedures.</p> <p>Statement of Accreditation Rationale: Understanding the requirements of this new funding source is essential to remain in compliance and reduce the risk of questioned costs/findings during the audit process. Internal controls over compliance are a requirement of federal funding and also reduce the risk of noncompliance/findings.</p> |
| <p>Land acquisition by school: Districts, do you know all of the tools available in your toolbox? Amy Bartemes, Partner, Bricker & Eckler, LLP, Jeff Stark, Chief Operations Officer, Dublin City SD</p> | <p>This course will cover an overview of the options for acquiring real property as well as related considerations such as due diligence, taxes, annexation, eminent domain, and zoning. Hear not only the legal perspective but also hear from a school business official.</p> <p>The course will provide essential information about land acquisition.</p> <p>Statement of Accreditation Rationale: Understanding the various tools available for land acquisition is very important for every school business officials.</p> |
| <p>Your Facilities Bond Issue Failed. Now What? Matt Stout, Partner, Public Finance, Bricker & Eckler LLP, Ryan T Jenkins, Treasurer/CFO, Pickerington Local SD</p> | <p>This course will cover an overview of dealing with the aftermath of a failed facilities bond issues. Learn about how to keep to your school district moving forward and plan for the future.</p> <p>The course will provide an explanation of how one school district has handled the issues that have arisen from failed bond issues in recent years. Learn about bond financing options, how to address increasing enrollment, COVID facilities management, and strategy for placing a previously failed issue back on the ballot.</p> <p>Statement of Accreditation Rationale: Understanding and developing a strategy for how to move forward in the wake of a failed bond issue is key to the success of future bond issues.</p> |

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| <p>Leadership Changes and the Critical Role of Data</p> <p>Stacy Overly, Senior Analytics Advisor , Frontline Education, Randy Drewyor, Treasurer/CFO 140 E Indiana Ave Perrysburg, OH , Perrysburg EVSD, Ryan Ghizzoni, Senior Analytics Advisor, Frontline Education, John Espy, Treasurer/CFO, Miamisburg City SD</p> | <p>Leadership changes happen. Whether you are changing districts, your district is transitioning superintendents, or you have new board members coming on, change is inevitable in school district leadership. During those times of transition learn how data can play a critical role in helping you quickly get up-to-speed on what you need to know, or what you need to communicate, about the district.</p> <p>This session will overview the journeys of two CFOs as they transition to new districts - their learning process and the tools, techniques, and data they used to get up-to-speed quickly in their new district or help inform other district leadership of the overall financial state of the district. They will discuss the importance of:• Historic data trends and perspective, from financial to academic• Visualization of data in easy-to-digest formats• Benchmarking to peers or their prior district for context • Forecast assumptions and the importance of a financial documentation/trail• Peer networking and best operational practices</p> <p>Statement of Accreditation Rationale: Thorough understanding of a district’s finances, including where they have been and where they are projected to go, is critical for any district CFO or decision maker. Having tools, resources and techniques to quickly get yourself up-to-speed when transitioning to a new district, or helping to communicate your district’s state of finances, can be important for continuity of leadership and making the best financial decisions for a district.</p> |
| <p>Property Tax & Board of Revision Matters</p> <p>Tess G. Tannehill, Esquire, Associate, Bricker & Eckler, LLP, James Rossler, Treasurer/CFO, Rossford EVSD, Carly Sherman, Associate Attorney, Bricker & Eckler, LLP</p> | <p>During this presentation with Bricker & Eckler Attorneys Tess Tannehill and Carly Sherman and James Rossler, Jr., Treasurer/CFO of Rossford Schools, attendees will learn the significance of property tax valuation complaints and the Board of Revision process. Attendees will also get insight into common property tax exemption issues affecting school districts.</p> <p>This course will provide essential information regarding the significance of property tax valuation complaints and the Board of Revisions process. Attendees will also get insight into common property tax exemption issues affecting school districts.</p> <p>Statement of Accreditation Rationale: Understanding the significance of property tax valuation complaints is critical for every school business official. Additionally, gaining insights into common property tax exemptions allows for school business officials to be prepared when issues arise.</p> |
| <p>Bond Refinance- Front Loaded Savings/Back Loaded Payment Model transfer savings to PI Fund</p> <p>Stacy Williams, Treasurer/CFO, Beaver Local SD</p> | <p>This course will cover an update on how the current bond market is trending as well as a bond refinance option specifically allowing a school district to refinance their construction bonds with the ability to transfer the upfront savings from the bond retirement fund into the permanent improvement fund to be used for a selected capital project. RC 5705.14(C)(2).</p> <p>The course will provide essential information about the bond refinance process, models for refinance and an update on how the current bond market is trending.</p> <p>Statement of Accreditation Rationale: The course will improve the participants’ knowledge in bonds and the bond markets. The focus of this session will be on the bond refinance process, models for refinance and an update on how the current bond market is trending. Understanding the process of issuing bonds is very important for every school business official. Understanding timing of issuing debt and initial and ongoing requirements is essential.</p> |
| <p>Innovative Financing Techniques That Won't Make You Lose Sleep</p> <p>Brian Seedhouse, Managing Director, Fifth Third Securities, Andrew Brossart, Partner, Bradley Payne LLC, Thomas Wilson, Partner, Dinsmore & Shohl LLP, Jack Gusweiler, Principal, Fifth Third Securities</p> | <p>This course will cover examples of innovative financing techniques used by one district to manage current growth and position themselves for future capital needs.</p> <p>The course will provide essential information about bond issuance, including examples of strategies used by other districts to handle issues with growth, rating downgrades, voter support and funding projects not considered by some to be essential for educating students.</p> <p>Statement of Accreditation Rationale: Every district faces unique challenges. Understanding the options available to them is very important for every school business official. Deciding which options are best is important in not only meeting the current needs of the district but also setting them up for future success.</p> |