



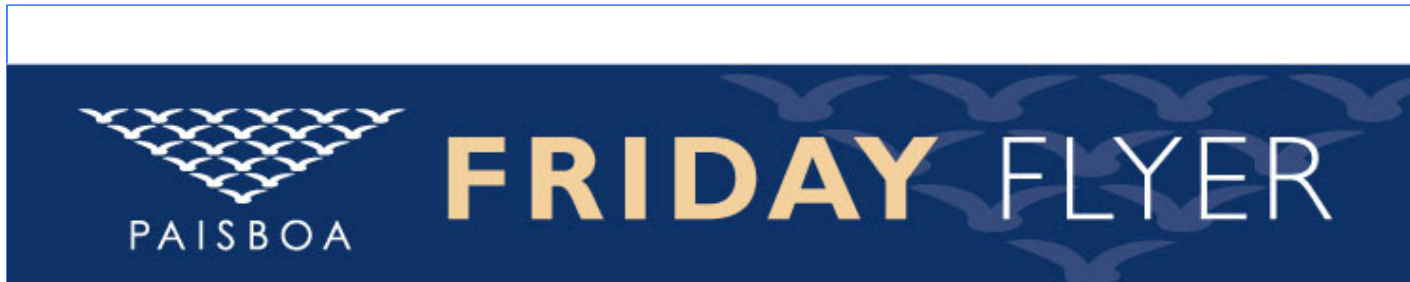
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Friday Flyer Vol. VIII, No. 1 - January 25, 2019

1 message

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Reply-To: admin@paisboa.org
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Fri, Jan 25, 2019 at 5:18 PM



Volume VIII, No 1 - January 25, 2019

UPCOMING EVENTS

Wednesday, January 30: *Wednesday Webinar - Private K-12 Proposed FASB Reporting Model Changes with Armanino* - **REGISTER TODAY!**

Friday, February 15: *Navigating Security Off-Campus Workshop with Lodestone* - **REGISTER TODAY!**

Thursday, February 21: *Plant Managers Meeting* - **SAVE THE DATE!**

Wednesday, May 8: *2019 PAISBOA Annual Meeting* - **SAVE THE DATE** and **REGISTER TODAY!**

FROM THE EXECUTIVE DIRECTOR



Best Practices or Bad Habits?

Happy New Year!!! While I am not a big fan of the New Year’s resolution — there are many people who believe in starting the year resolved to change their habits. My perspective is if you need to make a change, why wait until the new year? I prefer to pick a theme for the year.

In 2018, PAISBOA focused on member engagement, and in 2019, we are focusing on group purchasing. PAISBOA was founded on the concept of group purchasing, with a mantra of “all for one, one for all”, and with the core values of integrity, transparency and loyalty. This back to basics approach, with a fresh perspective from the PAISBOA Services Corporation Board and Purchasing Consortium Steering Committee, will serve our members well as we assess our group purchasing programs in the coming year.

As the business officer portfolio continues to expand and become increasingly complex, and the economic environment continues to change and evolve, business officers who “seek competitive advantages by implementing widely accepted ‘best practices,’ or by following playbooks that distill conventional wisdom, may be destined for mediocrity.” Relying on “the way we’ve always done it” in this era of uncertainty may be detrimental to our schools and universities.

In their book, **Detonate: Why - and How - Corporations Must Blow Up Best Practices**, **Geoff Tuff** and **Steven Goldbach** from Deloitte share four guiding principles for adopting a new mindset to break old habits. They also identify specific areas—in risk management, strategic planning, financial forecasting and budgeting, syndicated data, traditional insight generation, celebrating failure, org charts and career paths that should be targeted for “controlled detonation”:

1. Focus on human behavior – not the numbers
2. Bring a beginner’s mind - adherence to accepted principles, no matter how well they have served you in the past, end up restricting options and obscuring possibilities
3. Embrace impermanence –volatility, disruption, and change are here to stay
4. Build minimally viable moves to test and learn – rather than go “all in,” incrementally and economically innovate step-by-step

They go on to talk about how Business Officers can help drive change in their organizations:

1. Ask better questions - What would it look like if we didn't do things that way?
2. Create a portfolio of innovation – look away from the core and closer to unknown territory
3. Make budgeting adhere to strategy - basing budgets on a calculation of how much it costs to nudge customers into engaging into behavior that results in added revenue
4. Switch to **zero-based budgeting** – We are fortunate to have a couple of experts in our midst who can help—**Lisa Carbone Warren** from Moorestown Friends and **Carol Lerner** from The Philadelphia School presented a **webinar** to PAISBOA members and presented at the NBOA Annual Meeting on zero-based budgeting.

It is not too late to start the new year and determine if your “best practices” are serving your needs or is it time to question conventional wisdom and confront the underlying assumptions that drive decision-making at your school and university? We flipped the classroom, is it time to flip the cultural orthodoxy that is pervasive and goes unchallenged?

What do you need to start your own “controlled detonation”? Perhaps you should assess your purchasing relationships based on the new information you received from our vendor partners at the Purchasing Consortium Annual Meeting this week? You may want to explore the new options presented by our vendor partners and try a new source for the goods and services you require, knowing that the vendors have been fully vetted by your PAISBOA colleagues.

In the next couple of months, PAISBOA is going to provide several professional development opportunities for business officers and their teams - HR, Plant and Operations, Technology and Sustainability - to come together in-person and online to explore the answers to some of these questions and more. As always, PAISBOA stands ready to support you and your team, and your colleagues are just a phone call or e-list post away.

Please join us next **Wednesday, January 31** at 1:00 pm for our next webinar: *Private K-12 Reporting Model Changes*. Co-sponsored by PAISBOA and Armanino, we will examine the proposed FASB financial reporting model changes to how schools report on net assets, cash flow, liquidity, and more. Armanino’s accounting experts will also discuss how private school finance teams may need to adjust the presentation of their financials to the board and other key stakeholders. **Click here to register.**

Take advantage of the Power of the Flock!

Aggie

PURCHASING CONSORTIUM

PAISBOA Purchasing Consortium Annual Meeting Hugely Successful!

The **PAISBOA Purchasing Consortium** held its Annual Meeting at the Springfield Country Club on January 23. An energetic group of members and vendor partners spent the morning connecting with one another and learning about the different consortia available to them as members of PAISBOA. The Business Meeting was opened with enthusiasm by **Joe Van Bernum** (right), and the positive vibes continued right through the drawing for door prizes at the end of the morning!



Some of the day's highlights included:

- **Networking Breakfast:** vendors and members were encouraged to schedule appointments or seek one another out in order to have individual conversations.
- The **Business Meeting** focused on challenging our member schools to be disciplined when making purchasing decisions and highlighted how engaging with all the consortia will provide a savings of time and money for our schools.
- A **panel** of PAISBOA members described how their commitment and responsibility to the Purchasing Consortium, Business Insurance Group, Health Benefit Trust, and Energy/Green Energy programs have benefited their schools.
- Twenty-two vendor representatives delivered their messages to our member school reps during the lively **Goldmine** sessions.



Thank you to vendors and members alike for outstanding participation and engagement. We look forward to another successful year with the **PAISBOA Purchasing Consortium**!

For more information on the **PAISBOA Purchasing Consortium**, contact [Rachel Tilney](#), Consortia Manager.

PLANT MANAGERS

Plant Managers to Discuss Pool Maintenance and Service

Our next Plant Managers Meeting will take place on **Thursday, February 21** beginning at 11:30 a.m. at the PAISBOA Offices in Radnor Township. The topic will be maintaining and servicing your indoor and outdoor pools. Details are still being worked out, so look for more info next week on this timely program.

[CLICK HERE](#) to Register!

GENERAL NEWS

Navigating Health, Safety, and Security Off-Campus: February 15 Workshop

In conjunction with Lodestone Safety International, PAISBOA will present *Navigating Health, Safety and Security Off Campus* on Friday, February 15 from 8:00 am-2:00 pm at the PAISBOA Offices in Radnor Township.

Designed largely for faculty and staff members who serve as chaperones for domestic and international trips, the workshop will provide an overview of the hazard landscape and the risk management strategies available for off-campus programs. Participants will come away with a more informed perspective as well as actionable tools for reducing risk. The format consists of small group work on scenarios interspersed with content lectures. Most scenarios will be internationally focused. Participants will receive a readings packet prior to the training. Space is limited! [LEARN MORE](#)

WEDNESDAY WEBINARS



Wednesday, January 30 1:00 p.m.

Private K-12 Reporting Model Changes: There's no time like the present for private K-12 business officers and finance teams to take a look at how they're presenting their financials, and in order to help you, PAISBOA has partnered with Armanino to examine the proposed FASB financial reporting model changes to how schools report on net assets, cash flow and more. Our presenters will include **Armanino** team members **Dean Quiambao**, CPA, and **Kathy Ferguson**, Audit Manager, along with **PAISBOA** Executive Director **Aggie Malter**.

Armanino's accounting experts will also discuss how private school finance teams may need to adjust the presentation of their financials to the board and other key stakeholders.

This webinar qualifies for **1 CPE credit** (Accounting and Auditing). To Register, [CLICK HERE!](#)

Wednesday, February 20 10:00 a.m.

Are You Hiring Like It's 1999?? Hiring season is underway! Is your school thinking strategically about the way you hire? With numerous reports and studies conducted regarding the changes in the way workers view careers, schools may be falling behind in a competitive labor market. Join the conversation with **Dr. Greg Martin**, **Upper School Dean at Perkiomen School**, and bring your hiring practices front and center as we discuss the challenges and options schools face in hiring the high quality teachers that our students deserve.

No registration necessary!! Look for your link in the days before the webinar!

SUSTAINABILITY

Schools, Climate Change & Solutions is topic of Jan. 15 Meeting at Ancillae-Assumpta

Thirty-three participants from 17 schools attended PAISBOA's Sustainability Group meeting at Ancillae-Assumpta Academy on January 15, 2019; the topic: *Schools, Climate Change & Solutions*. [Climate Reality Leadership Corps](#) member and Haverford College's Vice President & Chief of Staff **Jesse Lytle** gave a solutions-oriented presentation on climate change.

Ancillae-Assumpta Academy's Director **Amy Lintner** and Assistant Principal **Eileen Wolpert** shared a brief history of the school's environmental stewardship commitment, symbolized by photos of the "blue planet" hanging in every classroom. Science teacher **Kathy Grim** showed examples of environmental sustainability across the curricula -- from music class (iPads instead of paper), science room (vertical towers to grow plants), STEM lab (7th graders design "green school" models), to art class (projects made from recycled materials).

Chef **Sarah Wade** (right) explained that the school's compost and recycling efforts led to a reduction in waste from four bags to one bag per day. The school diverted $\frac{7}{12}$ tons of organic matter from the landfill in one year through its composting program. PAISBOA Sustainability Group members feasted on Sarah's delicious low waste, locally sourced, plant based dinner in the library.

Jesse Lytle's presentation on climate change covered plenty of facts and solutions. Some takeaways include:

- Climate change affects extreme weather patterns (17 of the 18 hottest years on record occurred since 2001), food supply (decreased yields of crops), health (heat related deaths), environmental degradation (50% of land-based species risk becoming extinct by the end of this century), carbon costs (#1 threat to global economy).
- Globally, we dump 110 million tons of greenhouse pollution in the the atmosphere every 24 hours. That is equivalent to 400,000 Hiroshima atomic bombs dropped per day for 365 days per year.



The good news is there are solutions:

- Costs to generate green energy (wind and solar) decreased as energy capacity increased
- In PA, there are twice as many jobs in clean energy as there are in fossil fuels
- 62% of Pennsylvanians believe climate change is causing problems
- Governor Wolf established the first statewide goal to reduce carbon pollution in PA.



The evening ended with a raffle prize of Paul Hawken's book [Drawdown](#) -- 100 solutions to reduce global warming. **Anne-Marie McMahon** of Delaware Valley Friends School noted, "This event was just excellent overall, inspiring, and well done."

The next PAISBOA Sustainability Meeting will be on **Thursday, April 4** at The Shipley School from 5:15 – 7:30 pm. For information, contact Ron Hill of PAISBOA at rhill@paisboa.org or Mary Ann Boyer of Boyer Sudduth Environmental Consultants at maryann@boyersudduth.com. To register, [CLICK HERE](#).

VENDOR SPOTLIGHT

Why Should We Scan Our Records?



As a veteran of the document scanning industry, many customers we have encountered over the years made the decision to go digital with their records following some type of compelling event. By this we are referring to issues such as flooding and water damage, office relocation, the need to reduce the footprint of file cabinets and boxes, lost records and preparing for audits, to name a few.

Unfortunately, in many cases these have been decisions made after some liability or expense has been incurred, as opposed to proactive planning. With that in mind, below are some of the benefits of digital conversion and document management that may help make a case for scanning your records now, as opposed to waiting to react to that compelling event.

- **Respond to Audits & Information Requests** - Digital records enable you to quickly comply with these kinds of requests in a timely and expeditious manner.
- **Save Money in Additional Staffing and Free Up Valuable Office Footprint** - Storing paper records in your school's office is costly, and managing these files can consume limited staff resources.
- **Protect Against Loss of Data from Aging Paper & Microfilm Originals** - Digitizing fragile records preserves the integrity of the originals by allowing them to be handled less.
- **Share and Track Records Easily by Harnessing Technology** - Scanning your records can help you share information such as student and employee files securely and instantly with authorized users.
- **Disaster Preparedness** - Scanned records can, and should, be an integral part of your school's Continuity of Operations Plan (COOP) and disaster recovery plan.

For more information, contact Tony Hornicek at ahornicek@scantek.info or visit www.scantek.info.

Edu-Tech Suggests Spring Technology Audits



It was a pleasure meeting those of you who attended the Purchasing Consortium Annual Meeting on Wednesday! We hope it was a rewarding morning for everyone! Now that you're familiar with our services, don't forget to take advantage of our spring technology audit and assessment special offer!

This is not your typical IT audit -- our unparalleled experience in the independent school community means that we consider many other facets of your school's operations and workflows, all which are affected by technology. Edu-Tech will arm your school leadership with recommendations and a realistic path for making the most of the technology in the classroom, and help streamline everyday functions.



This is an ideal time to make improvements for the 2019-2020 academic year. Don't hesitate -- contact us to schedule an audit and assessment by March 30 and save 20%!

For more info, contact Karen Huang, 888-327-5552, x11, or info@edu-tech.com

PECO Increases Incentives for Energy Efficiency



PECO increased financial incentive levels in May 2018 on a variety of popular energy efficiency upgrades. Most of these higher incentives will expire on April 30, 2019. To ensure you receive a larger incentive check and get the most from the PECO programs, be sure to submit your project applications before April 30. To review the increased incentive levels, [click here](#). For assistance on incentive applications, contact our team at 844-4BIZ-SAVE or pecosmartideas@dnvgl.com.

Happy Holidays from Canon!

It was great to see everyone at the Annual Meeting this past Wednesday. Dave & Mike tried their best to articulate Canon's offerings in the few minutes that were provided at each table. The main takeaway is that Canon Solutions America is offering aggressive pricing for their Award-Winning Canon Product Line. We would like to encourage each School to take advantage of our free site assessment. We can make hardware, software and productivity enhancing recommendations for your specific environment. We look forward to working with everyone. Please view the [attached flyer](#) for a complete list of items available through the PAISBOA contract. Contact David today! dross@csa.canon.com or 610-361-7930.



Addressing the Multi-Ton-Gorilla

School Health wishes you and your families a happy and healthy 2019! For many, transitioning into a New Year is a time of hope and resolutions. Many see this transition as a time for positive change and a better tomorrow. While they should keep their focus on that positive change, we must not forget that there are those who are struggling now more than ever. During this time of transitioning, those who suffer from **high levels of anxiety** may not see any level of hope at all.



Throughout 2018, we were asked by many groups to speak on and assist them with understanding how the sensory item side of assistive technology could help those with differing abilities. We began to see a better recognition by the outside world of the value of sensory input and how it could calm and balance some individuals. The wonderful thing for me to experience was the amount of teachers, therapists, and people in general who found some sensory item they liked and began discussing how it could help them. There was a subtle transition to understanding what we meant when we said that everyone has some degree of sensory processing issues and that the use of appropriate sensory items could be good for all.

[READ MORE](#)

Your Staples team is here to help!

Not only do you have access to a custom program with great savings, but as a PAISBOA Purchasing Consortium member school you have a dedicated Staples team ready to assist you.



We've recently enhanced our support teams and are excited to share new contacts with you. Your sales team is dedicated to you and the PAISBOA program:

Lisa Moore is your Staples Customer Success Specialist and is here when you need to add new users, new locations, and other tasks as it pertains to your account. She works with your Account

Manager and helps to communicate program benefits and answer questions as needed. Lisa can be reached at Lisa.Moore@staples.com.

Scott Thomson is your Key Account Manager. Working with PAISBOA management, Scott oversees your entire program and ensures it meets the needs of your organization and provides the best benefits. Scott can be reached at

Scott.Thomson@staples.com.



Scott Thomson, AM

Staples Customer Service is ready to answer product and order questions, delivery inquiries, and assist with general day-to-day needs. They can be reached Monday through Friday from 8 am to 8 pm ET at support@staplesadvantage.com or by calling toll-free 877-826-7755.

If you need a StaplesAdvantage.com account or you have any questions, contact Lisa.Moore@staples.com. Be sure to bookmark www.StaplesAdvantage.com in your browser for easy access to your program's ordering site!



Congratulations to the Newest Member of the PAISBOA Business Insurance Group!

Robert Pallini, Willis Towers Watson



We welcome Gwynedd Friends School, located in North Wales, PA, as our newest member of the PAISBOA Business Insurance Group as of January 1st 2019.

Gwynedd Friends School's idyllic setting helps students discover the natural world. Children learn all about the wonders of nature throughout their years at Gwynedd Friends and play outside rain or shine.

The school is led by Daena Berdugo, and currently has a total of 85 Students, with 21 faculty and staff, which promotes their mission of weaving the Quaker testimonies of Simplicity, Peace, Integrity, Community, Equality, and Stewardship into their curriculum.

Welcome aboard!!

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