

32ND TRI-STATE ASBO CONFERENCE

PORTLAND, MAINE | MAY 22 - 24, 2024



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Tri-State Association of School Business Officials

The Tri-State ASBO Conference Program is published for the Maine Association of School Business Officials, the New Hampshire Association of School Business Officials, and the Vermont Association of School Business Officials by the Tri-State Association of School Business Officials, PO Box 56, Plymouth NH 03264

Tri-State ASBO Conference Program

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Tri-State ASBO Conference Program Book

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TRI-CHAIRS' WELCOME

Welcome to our 32nd Annual Conference

Greetings and welcome back to Portland, Maine for our 32nd annual Tri-State conference! This year's theme, "All Hands on Deck," perfectly aligns with Maine's stunning rugged coastline and rich maritime history.

Over the past year, the Tri-State Committee has been hard at work creating an extensive agenda with top-notch professional development opportunities for all members. From advanced excel training and legislative updates to strategies for overcoming burnout, we've got you covered.

On Wednesday afternoon, we have an exciting lineup of wellness activities planned, including stretching, creative exercises, and enjoying the refreshing sea air. Then, we'll board a much-anticipated ferry ride to Peaks Island, where we'll indulge in an authentic Maine lobster bake with breathtaking views of Portland.

We highly encourage you to check out our vendors' exhibits on Thursday afternoon and take the time to connect with them. They are an invaluable resource for our industry and often overlooked.

Last but certainly not least, this conference is a fantastic opportunity to establish positive relationships with your colleagues. So, while we learn together, make sure to get to know each other.

We would like to express our gratitude to everyone for their continued interest in this valuable conference. We can't wait to see you all in May!

Diane, Dean and Hollis

2024 PLANNING COMMITTEE

Host State: Maine

Conference Tri-Chairs: Diane Boucher, Hollis Cobb & Dean Flanagin

Tri-State Treasurer: Dan Rossner **Secretary:** vacant

MAINE REPRESENTATIVES

Diane Boucher, Director of Finance & Operations
Gray, ME

Dean Flanagin, Director of Operations
Falmouth, ME

Hollis Cobb, Business Manager
Gorham, ME

Adam Hanson, Controller
Lewiston, ME

Stacie Field, Business Manager
Poland, ME

Kelly Wentworth, Director of Finance
Brunswick, ME

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Hudson, NH

Deb Mahoney, Business Administrator
Pelham, NH

Amie Leigh, Business Administrator
Gilford, NH

Daniel Rossner, Business Administrator
Plymouth, NH

Frank Markiewicz, Retired
Wakefield, NH

Jamie Teague, Business Administrator
Hanover, NH

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Rebecca Goulet, Director Business & Finance
Middlebury, VT

Steve Hier, Retired
Ascutney, VT

Brenda Fleming, Director Business & Finance
Brandon, VT

April Touchette, Director of Business
Newport, VT

Tisha Hankinson, Director of Finance
Lyndonville, VT

AT LARGE REPRESENTATIVES

Colin Walsh, Director of Finance & Operations
Waterboro, ME

Christine Blouin, Business Administrator
Northwood, NH

Glenn Hankinson, Retired
Newport, VT

BILL MOORMAN, EMERITUS

OLLIE JAKOB, EMERITUS

STEVE BARTLETT, EMERITUS

PRESIDENTS' MESSAGES

MAINE ASBO

It is my honor and privilege as President of Maine ASBO to welcome business officials from our three great states to the 32nd Annual Tri-State ASBO Conference in beautiful Portland, Maine.

“All Hands on Deck” is an extremely appropriate theme for this year’s conference. We all know that our profession has become more complex and requires more collaboration and teamwork than ever before. Given the increased complexities and regulations, as well as labor constraints, it is imperative that we work together in order to chart our course in maintaining strong and fiscally stable school districts. Tri-State ASBO is a perfect example of bringing together business officials from all three states to provide professional development and networking opportunities. It is through this teamwork approach that we can be the best informed and educated business officials for our school districts and communities.

I want to take this opportunity to thank the Tri-State ASBO Committee for their countless hours and continued teamwork in organizing this terrific conference. Their hard work and dedication is apparent in every aspect of the conference including presenters, hotel accommodations, events, food and vendor participation.

I sincerely hope you enjoy this year’s conference, share your experiences and expertise with others, and that you also enjoy your time in Portland. Have a terrific conference !!!

Colin M. Walsh, CPA

President, Maine ASBO

PRESIDENTS' MESSAGES

Dear Colleagues-

A few years into my tenure, a senior colleague from another district asked me what year I started in school finance. When I answered “2012” he thought for a moment, and then replied “so, I guess you have never known a normal year in this business.”

Like many of you, I guess I have not. The last decade has been a wild ride. Obviously the pandemic, but also students with different and higher needs, support services outside of the schools failing, and coordinated attempts to erode the faith in the idea of public education.

How do we meet today’s challenges? And how do we meet the challenges just around the corner? We don’t do it alone.

Whether it is designing new and innovative programs in our schools, countering the attacks in public education, or just explaining better to voters why schools are worthy of their support, we truly need “all hands on deck.”

I look forward to seeing you in Portland, hearing from our presenters, and most importantly learning from you, my colleagues, the real experts in the field.

**Morgan Daybell
President, Vermont ASBO**

PRESIDENTS' MESSAGES

Greetings Tri-State ASBO!

I get excited each year when we start talking about the Tri-State ASBO Conference because it signals that spring is near. This annual event is such a great opportunity for northern New England school business professionals to gather for learning, sharing, and exploring and coming together as the warmth of spring arrives will be spectacular on the coast of Maine.

The conference theme this year of “All Hands On Deck” welcomes us and confirms that we will be treated to a rich collegial experience in this 32nd annual event. You will find attendees and exhibitors to be friendly and supportive, professional development to be timely and meaningful, the exhibit hall to be filled with creative ideas and proven solutions, and social activities to be engaging and fun. Join us and you will appreciate the comfort of being surrounded by people who know your pain, live your challenges, and speak your language.

Thank you to the Tri-State Planning Committee for a year of work, responsiveness, and commitment. Be sure to seek them out and share your appreciation for the volunteer effort they invest to make this annual opportunity possible.

I encourage you to make the time to join us for the 2024 Conference. Come to Portland, connect with a new colleague, pick up a useful idea or piece of information, and enjoy all that the city, the event, and the other attendees bring to the experience.

Respectfully,

Nathan D. Lunney

President, New Hampshire ASBO



STATE ASBO OFFICERS

NEW HAMPSHIRE

Nathan Lunney - President
Tim Ball - Vice President
Jennifer Burk - Secretary
Michelle R. Clark - Treasurer
Chuck Bates - Executive Director

MAINE

Colin Walsh - President
Andrea Disch - 1st Vice President
Sherry Moody - Second Vice President
Sherrie Proctor - Treasurer
Dawn Pooler - Secretary

VERMONT

Morgan Daybell - President
Elizabeth Jennings- Vice President
Heather Bushey - President Elect
Lora McAllister - Past President
Nicole Fortier - Treasurer
Megan Devinny - Secretary

2023 ASBO SCHOLARSHIP RECIPIENTS

DOUGLAS H. BROWN TRI STATE MEMORIAL SCHOLARSHIPS



From left - Kelly Wentworth , Tri-State Committee, ME; Grant Geisler, Hillsboro-Deering, NH; Dawn Pooler, Bonny Eagle, ME; Brittany Currie, OSSU, VT (not pictured); Dan Rossner, Tri-State Co-Chair

SIEMENS INDUSTRY INC. SCHOLARSHIPS



Siemens Industry Inc. awarded three \$750 College Scholarships, one to a Business Official from each state for a student pursuing a STEM related field from that BA's school district.

Winners were:

Heidi Sisco, Maine

Marcella Shamberger, New Hampshire

Cheryl Hammond, Vermont

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TRANE TECHNOLOGY

REGISTRATION

The FULL Conference Attendee Registration Fee is \$ 525.00 per person and includes:

Admission to all general sessions, keynote speakers and professional development workshops, breaks, student entertainment, all wellness activities, all meals, to include the Wednesday evening dinner and the vendor exhibition and banquet dinner on Thursday.

Individual Day packages for Wednesday, Thursday or Friday Attendee Registration fee is \$265.00 per person and includes:

Admission to all general sessions, meals and activities for that day.

PD and Vendor Fair ONLY Attendee Registration fee is \$175.00 per person and includes:

Admission to all general sessions and the Vendor Fair ONLY.

Cancellation Deadline is April 30th for registrations.

No refunds will be issued after this date.

DON'T FORGET TO REGISTER FOR ROOMS! INFORMATION ON THE NEXT PAGE.

REGISTRATION PROCEDURES

Registration for the Conference and for post conference activities must be done online. Log on to www.tristateasbo.org and follow the instructions.

- Presentations will be available to download from the Tri-State website.

TRI-STATE ASBO Conference, May 22 – 24, 2024

Holiday Inn Portland - by the BAY

88 Spring Street

Portland, ME 04101

Hotel General Phone: 207-775-2311

CODE: SBO (For Call-In Reservations)

Name: TRI STATE ASBO 2024

ROOM REGISTRATIONS CAN BE MADE ONLINE VIA THE HOTEL LINK AT
<https://www.tristateasbo.org/accommodation-reservations>

Room rates of \$209 per night are available through this link for May 21 - May 23

This link is only for your room reservation

Conference attendance, meals and entertainment registration is available via
WWW.TRISTATEASBO.ORG






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HELPFUL HINTS FOR A SUCCESSFUL CONFERENCE

- As the conference will have activities outside the hotel, be sure to pack appropriate clothing, good walking shoes and an umbrella to be prepared for whatever the weather may be. (though we are hoping for a warm and sunny forecast).
- The proper attire for most of the conference is office casual.
- For the Thursday evening banquet, professional attire would be appropriate.
- Please notify the Tri-State Committee if you require a special diet.



DID YOU REMEMBER TO PACK YOUR BATHING SUIT?

As part of our wellness program we are encouraging participants to join us in the hotel pool.



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kwarms@eervices.com



VT

Eric Lafayette

802-318-3181

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KEYNOTE SPEAKER

Jon Wortmann

**Best-Selling Author, *Mastering Communication at Work* and
*Hijacked by Your Brain***



Jon is an executive and mental coach, trainer, and speaker. He has delivered over 3,000 public workshops and trainings across nine industry sectors. A graduate of Carleton College and Harvard, his books have been #1 best sellers in 22 categories on Amazon. His work has been featured in O Magazine, Elle, The Huffington Post, Fox, Fast Company, and Psychology Today. His three books Mastering Communication at Work: How to Lead, Manage, and Influence, The Three Commitments of Leadership: How Clarity, Stability, and Rhythm Create Great Leaders, and Hijacked by Your Brain: Discovering the Path to Freedom From Stress teach leaders the essential communication, leadership, and stress reduction skills that make them the kind of people others want to work with, and the kind of managers, executives, and coaches that produce teams of leaders.

He began his training career in 2005 with a division of Time Warner, and has since worked with Fortune 500, start-up, universities, and non-profit organizations to improve resilience, executive and board communication, client relationships, and leadership.

In the non-profit world, he has trained dozens of towns and affiliate groups in addition to thousands of public sector leaders to be strategic communicators and intentionally manage stress. He has led 43 service projects to cities like New York and Toronto and disaster areas like New Orleans. The suburban-urban partnership program he co-led for a decade in Worcester, MA has provided summer camp for 80-100 1st through 6th graders every summer.

Jon also coaches on the PGA tour, assists the golf team at the University of Connecticut, teaches Philosophy and Ethics at the Institute for Rowing Leadership, and serves as an advisor to Wholesome Wave which provides millions of healthy fruits and vegetables a year to those in need. He lives with his wife outside Boston.

32nd ANNUAL TRI-STATE ASBO CONFERENCE

SCHEDULE OF EVENTS

TRI-STATE ASBO 2024

WEDNESDAY, MAY 22, 2024

7:00 AM – 8:30 AM	BREAKFAST
8:00 AM – 1:30 PM	ATTENDEE REGISTRATION
8:45 AM - 9:00 AM	WELCOME <i>Colin Walsh, President and Joanne Allen, Executive Director</i> <i>Maine ASBO</i>
9:00 AM – 10:30 AM	STRENGTHENING COMMUNICATIONS SKILLS <i>Presenter: Lauren Weaver, The Speech Company</i>
10: 30 AM – 10:45 AM	AM BREAK
10:45 AM – 12:00 NOON	CONCURRENT SESSIONS HOT TOPICS BY STATE MAINE—NEW HAMPSHIRE —VERMONT
12:00 NOON – 1:00 PM	LUNCH BUFFET
1:00 PM – 2:30 PM	GENERAL SESSION Enhancing Your Oral Image and Influencing Through Body Language <i>Presenter: Lauren Weaver, The Speech Company</i>

WEDNESDAY, MAY 22, 2024



SCHEDULE OF EVENTS - WEDNESDAY, MAY 22, 2024

2:30 PM – 2:45 PM	BREAK
3:00 PM - 4:30 PM	WELLNESS ACTIVITIES
5:00 PM - 8:00 PM	DINNER OFF-SITE
	Ferry ride to Peaks Island
	Lobster Bake

STUDENT ENTERTAINMENT

Thursday 7:45 PM - Greely High School

Friday 7:30 AM - Westbrook High School

WEDNESDAY, MAY 22, 2024



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SCHEDULE OF EVENTS - THURSDAY, MAY 23, 2024

THURSDAY, MAY 23, 2024

6:00 AM	WALK/RUN & AQUA FITNESS
7:00 AM – 8:30 AM	BREAKFAST
8:00 AM – 1:30 PM	ATTENDEE REGISTRATION
8:30 AM – 9:00 AM	WELCOME – OPENING CEREMONY: Tri-State ASBO Conference Tri-Chairs: <i>Diane Boucher</i> <i>Hollis Cobb</i> <i>Dean Flanagan</i>
9:00 AM – 10:15 AM FINANCE	CONCURRENT WORKSHOPS ECONOMIC UPDATE <i>Presenter: Amanda Rector—State of Maine Economist</i>
LEGAL	LEGISLATIVE PANEL—ME, NH & VT School Boards Association Presenter: Steve Bailey (ME), Barrett Christina (NH) & Sue Ceglowski (VT)
TECHNOLOGY	ADVANCED EXCEL <i>Presenter: Lance Parson, Data Ninja</i>
10:15 AM—10:30 AM	BREAK
10:30 AM – 11:45 AM FINANCE	CONCURRENT WORKSHOPS PREPARING FOR YOUR AUDIT Presenter: RHR Smith & Company, CPA's
LEGAL	SCHOOL BOARD RELATIONSHIPS Presenter: Pietro Lynn - Lynn, Lynn, Blackman & Manitsky, P.C.
TECHNOLOGY	Advanced Excel Functions <i>Presenter: Lance Parsons, Data Ninja</i>
12:00 Noon—1:00 PM	LUNCH BUFFET



SCHEDULE OF EVENTS - THURSDAY, MAY 23, 2024

1:15 PM – 2:30 PM	GENERAL SESSION Busy to Burnout and Back <i>Presenter: Gerri King, Ph.D., President Human Dynamics Associates</i>
2:30 PM – 5:00 PM	EXHIBIT HALL OPEN /VENDOR RECEPTION
6:30 PM – 8:30 PM	BANQUET SIEMENS SCHOLARSHIP—DARRYL JOUDREY DOUG BROWN SCHOLARSHIP—DAN ROSSNER
7:45 PM—8:30 PM	STUDENT ENTERTAINMENT - Greely High School
8:30 PM – 11:00 PM	ON YOUR OWN IN PORTLAND

THURSDAY, MAY 23, 2024



SCHEDULE OF EVENTS - FRIDAY, MAY 24, 2024

6:00 AM	WALK/RUN & AQUA FITNESS
7:00 AM – 8:30 AM	BREAKFAST BUFFET
7:30 AM—8:30 AM	STUDENT ENTERTAINMENT - WESTBROOK HIGH
9:00 AM – 10:15 AM	GENERAL SESSION WHAT DID YOU LEARN AND HOW WILL YOU USE IT? Finance Legal Technology
10:15 AM – 10:30 AM	AM BREAK
10:30 AM – 12:00 NOON	KEYNOTE ADDRESS Reading People: Turning Personality, Communication Tendencies, Conflict Style, Motivators, and Values into Better Relationships <i>Presenter: JON WORTMANN - thoughtLEADERS, LLC</i>

FRIDAY, MAY 24, 2024

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We look forward to seeing everyone at the 2024 NNEFMC conference.

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72°

ALERT!

MEET THE PRESENTERS

Lauren Weaver, M.S., CCC-SLP

The Speech Improvement Company

Lauren has nearly 2 decades of experience, designing and delivering customized communication training in both group and one on one settings. As a communication expert she brings a unique level of expertise in brain function and behavior to her clients. Among other accomplishments, she has implemented a widely accepted protocol for concussions and trained practitioners in its implementation. She has made significant contributions for raising awareness to the Wounded Warriors service to soldiers returning home with brain injuries.

Lauren's formal studies in communication science combined with her years of practical application allows her to focus on The Speech Improvement Company's accent modification program which helps non-native English speakers and professional business individuals speak more clearly and present their ideas, information, and companies with greater clarity and confidence.

Lauren combines her warm, welcoming, collaborative personality with her deep professional skills while retaining a practical and approachable personality. Her clients and colleagues appreciate and benefit from her communication style and knowledge.

Pietro Lynn, Attorney

Lynn, Lynn, Blackman & Manitsky, P.C.

Mr. Lynn has a statewide litigation and counseling practice. As one of Vermont's most experienced trial attorneys, he has tried well over 100 jury trials. Mr. Lynn is AV peer rated by Martindale Hubbell. Mr. Lynn leads Lynn, Lynn, Blackman & Manitsky, P.C.'s labor and employment group, working with school districts to draft policies, negotiate collective bargaining agreements, investigate misconduct, evaluate performance and assist them in administering employee discipline that can be sustained in arbitration or in court. He also counsels clients on how best to comply with the law and avoid disability or hostile environment discrimination claims. Mr. Lynn also advises clients on employee discipline and collective bargaining matters as well as their obligations under Vermont's Open Meeting Law and Public Records Act.

Sue Ceglowski

Executive Director for the Vermont School Boards Association

Sue Ceglowski is an attorney who has served as the executive director for the Vermont School Boards Association since 2019. As executive director, Sue works with school boards on a wide array of education policy issues. In addition to supporting school boards, Sue works closely with state policy leaders on matters affecting public education. Before taking her leadership role in public education for VSBA, Sue worked as an attorney in private practice and state government. She is a former Vermont school board member, having served on local and supervisory union boards for thirteen years.

MEET THE PRESENTERS

Gerri King, Ph.D

President Human Dynamic Associates

Gerri King, Ph.D., social psychologist and organizational consultant, works with educational healthcare, corporate, industrial, non-profit, and governmental clients throughout the US and abroad. Gerri is also a facilitator and keynote speaker, presenting at numerous conferences and seminars throughout the year.

Dr. King's expertise includes a wide range of topics such as supervisory skills, team building, resolving conflicts and effective communication, motivating workforces, the dynamics of change, strategic planning, why people avoid success, creating blame-free and gossip-free work environments, and the changing role of leadership in the 21st century.

Dr. King facilitates staff and executive retreats, departmental and cross-departmental conflict resolution efforts, mergers and acquisitions, strategic planning sessions, and mission & vision development. Gerri is a founding partner and President of the consulting and counseling firm Human Dynamics Associates, Inc. of Concord NH and the author of The Duh! Book of Management and Supervision: Dispelling Common Leadership Myths. www.gerriking.com will provide more information.

31st TRI-STATE ASBO CONFERENCE HIGHLIGHTS



2023 Conference In Review

In 2023, Tri-State ASBO finally returned to Burlington, Vermont for our 31st annual conference after a six-year absence from that state. The conference was titled The Queen City Gambit – Mastering School Finance in honor of Burlington’s status as the queen city of Vermont. Of course, that also opened the floodgates for the Tri-State committee to enjoy many apt and inapt chess, rock and roll, and princess movie references.

Wednesday was a day of general sessions wherein we learned how to better recognize and navigate the differences that make us unique as individuals and to understand how our brains work so that we may create systems to keep ourselves better organized and efficient.

Wednesday evening, we braved the cold and the wind to venture over to tour Shelburne Museum and enjoyed a delicious catered dinner there followed by spooky ghost stories afterwards. On Thursday morning, our breakout sessions were organized by the three strands of Finance, Technology, and Legal covering such diverse topics as discrimination, GASB, excel, and VENMO.

After a general session on Employee Retention, Thursday afternoon saw another successful Exhibitor Show with over 60 exhibitors. We are so grateful for the partnership we have with all of our exhibitors. They are the ones that truly make this conference possible and affordable.

Thursday evening included a banquet, scholarship awards, and an amazing musical performance by The Laker Ladies Band. This band is made up of three young women from Colchester High School – Meghan Savage, Lily Niemi-Moskowitz and Ava Blaisdell.

As usual, the conference ended on Friday morning with the keynote speaker. This year the keynote was Joe Sanfelippo, Superintendent of Fall Creek School District in Fall Creek, WI. He inspired us all with his message of leadership – leading with intention, connection, and direction – and of telling your story. While it may not be the norm to END a conference with the keynote speaker, Tri-State has always found that doing so ensures that we will all leave the conference energized, excited, and ready to put what we have learned and shared over these three days into action.

Our heartfelt thanks goes to all our participants, exhibitors, hotel partners, and committee members for all you have done and continue to do to make Tri-State such a noteworthy event.

Sincerely,

Tisha Hankinson, Nathan Lavery, and Steve Hier – 31 st Conference Tri-Chairs

THANK YOU 2023 EXHIBITORS

A+ Plus Athletic Products

ABMM Financial-NEA/Security Benefits

AIG Retirement Services

Alumni Educational Solutions

Amazon Business for Education

Ashley McGraw Architects/Vaysen Studio

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Canon Solutions America

Clean-O-Rama

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Control Technologies Inc

Corebridge Financial

Demco

Edustaff

Energy Efficient Investments, Inc (EEI)

Energy Management Consultants (EMC)

ENE Systems of NH

EnviroVantage

Equalis Group

Education Mgmt. & Staffing Solutions (ESS)

Facilitron, Inc.

First Light Safety Products

Facilities Mgmt. Express (FMX)

Fresh Picks Cafe LLC

Frontline Education

Gorham Leasing

Harriman Architects

HealthTrust

Horace Mann

John Turner Consulting/Harper Environmental

Lavallee Brensinger Architects

LINQ Solutions

M & T Bank

MetLife

Mitsubishi Electric Trane HVAC US

Mosse & Mosse School Services, LLC

Municipal Leasing Consultants

National Insurance Services

NE School Development Council (NESDEC)

NH Interlocal Trust

NH Public Deposit Investment Pool (NHPDIP)

NH Public Risk Management Exchange (Primex3)

Oak Security Group

O'Connor Bus Sales

Online School Payments (OSP) by EDlio

PCI Capital Project Consulting

PIF Technologies

SchoolCare

Scraper Systems by Rite-Hite

Sensible Data Systems

Siemens Industry, Inc.

Soprema.US

Staples Advantage

TCP Software

TD Bank

The Abbey Group

The H.L. Turner Group

The Garland Company, Inc.

Trane Technologies

Tyler Technologies, Inc.

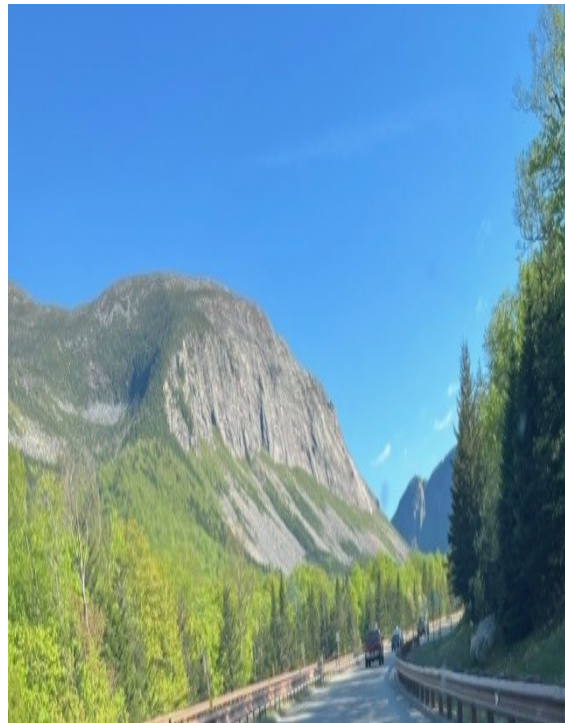
VT School Boards Insurance Trust (VSBIT) & VEHI

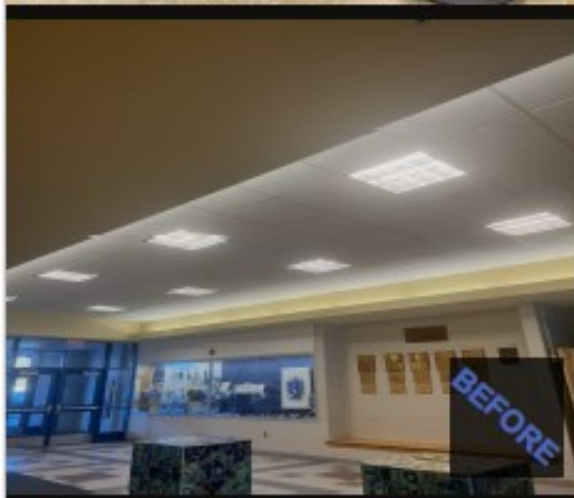
SAVE THE DATES!

TRI-STATE ASBO - MAY 21-23, 2025

The Tri-State ASBO Committee is looking forward to seeing everyone at the 33rd Annual Conference, May 21st - 23rd in the beautiful White Mountains of New Hampshire. The Mountain View Grand is a favorite for the conference. Enjoy the Grand hotel and the amazing views.

Please join us as we return to this location for next year!





EMC

ENERGY MANAGEMENT CONSULTANTS INC.

PROJECT SPOTLIGHT: EPPING SCHOOL DISTRICT - EPPING, NH

In 2022, the Epping School District initiated a comprehensive plan to enhance sustainability and reduce energy consumption in its educational facilities. Partnering with Energy Management Consultants, they conducted a thorough audit, leading to the selection of a Phase I project. This project focuses on integrating energy-efficient technologies such as lighting, smart building systems, and a high-efficiency boiler plant at the Elementary School. The district's commitment to environmental responsibility and improving the learning environment is evident in this strategic undertaking.

ENVIRONMENTAL IMPACT

- Number of cell phones charged: 35,149,800
- Miles driven by gasoline vehicles: 740,850

ANNUAL COST SAVINGS (PHASE I)

- \$83,977.00
- 5 year ROI for LED portion of Phase I

EVERSOURCE INCENTIVES

- \$80,195.00

FINANCE VEHICLE

- Tax Exempt Lease Purchase (TELP) (Competitively bid rate and term)
- Annual payments 100% satisfied by the energy savings related to the Phase I measures
- No upfront capital needed for the Phase I project
- An entire year 1 without payments to allow for installed measures to garner the savings for payment 1

COMPETITIVE BID PROCESS

EMC presented a minimum of three competitive bids for every project, ensuring that the district could access the most favorable pricing options from reputable contractors known for their quality work.

CONTACT US TODAY TO SEE HOW WE CAN HELP

207-767-1313
sales@emcinc-online.com

Energy Management Consultants, Inc.
55 Industrial Way
Portland, ME 04103



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