WEDNESDAY, 26 OCTOBER

7:00 – 8:00 AM – Registration and Continental Breakfast

8:00 – 8:10 AM – Welcome

General Sessions
8:10 – 9:00 AM
General Session I - Keynote Address – Gerald E. Hunter, Vice President of Finance and Administration (NSU)
Mr. Hunter will discuss the process of forging onward during times of uncertainty.

9:10 – 10:00 AM
General Session II – Auditor of Public Accounts (APA) Update – Eric Sandridge, CPA, CGFM (APA)
Mr. Sandridge will provide an APA update and discuss recent issues in higher education financial reporting.

10:00 – 10:20 AM – Break

10:20 – 11:10 AM
General Session III – Political Update – Dr. Bob Holsworth, President, Virginia Tomorrow
Dr. Holsworth’s company examines emerging trends in politics, society and business. He will discuss recent and upcoming elections and the impact they could have on the Commonwealth.

11:20 – 12:10 PM
General Session IV – Department of Accounts (DOA) Update – Randy McCabe, Deputy State Comptroller, DOA
Mr. McCabe will provide an update on DOA activities and priorities, including upcoming Cardinal efforts.

12:10 – 1:30 PM – Lunch

Concurrent Sessions (*Indicates FOCUS only sessions)
1:30 – 2:20 PM
A) ARMICS (DOA) – Randy McCabe, Deputy State Comptroller, DOA
Mr. McCabe will lead a discussion regarding DOA ARMICS efforts and reviews.

B) Financial Reporting* – Randy Ellis, Associate Comptroller (UVA)
Mr. Ellis will lead a discussion regarding current financial reporting topics of interest.
C) **Chrome River Demonstration** – Cori Duck (ODU) and Sarah O’Neill (VCU)
A demonstration of Chrome River functionality and capabilities will be conducted.

2:30 – 3:20 PM

D) **ARMICS Roundtable** – Raymond Ho (ODU)
Mr. Ho will facilitate a panel discussion regarding Agency Risk Management and Internal Control Standards (ARMICS) recent efforts and best practices.

E) **Alternative Tuition Models** – Sam Jones (WM), Melody Bianchetto (UVA) and Leslie Brown (VCU)
The panelists will present three different institutional approaches to developing alternative tuition models, discussing lessons learned, and key areas of consideration for other institutions considering changes to their tuition structure.

F) **VA State Non-Arbitrage Program (SNAP) Update** – Kathleen Bowe, PFM Asset Management
Ms. Bowe will provide a higher education oriented update on the SNAP program.

3:20 – 3:40 PM – Break

**Concurrent Sessions** (*Indicates FOCUS only sessions*)

3:40 – 4:30 PM

G) **Accounts Payable Roundtable** – Laura Temple (UMW)
Ms. Temple will lead discussions on current topics and general issues related to the accounts payable function.

H) **State Council of Higher Education for Virginia (SCHEV) Update** – Lee Andes, SCHEV, Russ Carmichael (SCHEV)
Mr. Andes and Mr. Carmichael will provide an update and lead a discussion regarding current activities and areas of focus within the Commonwealth's coordinating body for higher education.

I) **Fixed Assets Roundtable** – Jennifer Steele (JMU)
Ms. Steele will lead a roundtable discussion regarding fixed asset areas of interest amongst colleges and universities.

4:30 – 5:00 PM – Primary Representative Meeting

5:30 – 6:30 PM – Reception

6:30 – 8:00 PM – Dinner
THURSDAY, 27 OCTOBER

7:00 – 8:00 AM – Breakfast

General Sessions

8:00 – 8:50 AM

**General Session V – Assessing Your Institution’s Financial Health Using Financial Ratios** – Larry Goldstein, President, Campus Strategies

This session will cover the essential aspects of financial health assessment using ratios. In particular, the session will focus on the Composite Financial Index and its components. Particular attention will be devoted to reporting format and consistency within the institution over time and with peers. Additional topics include the key considerations when applying ratios, cautions about excessive reliance on ratios, and the dangers of decision-making based on comparisons among institutions.

9:00 – 9:50 AM

**General Session VI – Tapping Your Leadership Potential** – Larry Goldstein, President, Campus Strategies

This session will focus on what it takes to succeed as a leader—at any level—in today’s higher education environment. Specific topics addressed include the roles, skills, and qualities exhibited by successful leaders. The session also will draw attention to steps participants can take to enhance their effectiveness with some coverage of pitfalls to avoid.

10:00 – 10:50 AM

**General Session VII – Diversity Wheel** – David Campt, Phd, TMI Consulting

This session will help attendees understand what is meant by diversity, and how there are identities that we do not choose (for example age), identities that others choose for us early in life but over which we have some control later (for example socioeconomic status), and identities that are completely our choice (for example geographical location). The conversation will then turn to introspection and self-understanding before turning to dialogue with others. The learning objectives include understanding difference, uncovering often surprising similarities, and understanding that personal backgrounds shape our perspectives and opinions.

10:50 – 11:10 AM – Break

Concurrent Sessions (*Indicates FOCUS only sessions*)

11:10 – 12:00 AM

**J) Bursar Roundtable*** – Bruce Jenkins (LU)

Mr. Jenkins will lead a discussion on general Bursar topics of interest.

**K) Tax Update** – Dee Rich, KPMG

An update and discussion will be facilitated with regards to taxation topics surrounding higher education institutions.
L) **Enterprise Risk Management** – Jim Matteo (UVA), Phil Porter (UVA)
   Mr. Matteo and Mr. Porter will lead a discussion regarding institutional enterprise risk management efforts, areas of focus, implementation and status.

12:00 - 1:00 PM – Lunch

**General Session**

1:00 - 1:50 PM
   **Department of Planning and Budget (DPB) Update** – Michael Maul, DPB
   Mr. Maul will provide updates from the Commonwealth's Department of Planning and Budget.

1:50 - 2:10 PM – Wrap up