



# FALL 2013 FOCUS CONFERENCE AGENDA

University of Mary Washington – Fredericksburg, VA  
November 13-14, 2013

## Tuesday, November 12

4:30 p.m. – 6:30 p.m.      **Registration** (Lobby 3)

## Wednesday, November 13

7:00 a.m. – 8:30 a.m.      **Continental Breakfast** (Monroe Room)

8:30 a.m. – 9:20 a.m.      **Richard Hurley, President, University of Mary Washington**  
President Hurley will deliver opening remarks and share his higher education life story.

9:30 a.m. – 10:20 a.m.      **Tuition Differential Panel** - Panel discussion on tuition differential including Sam Jones, William & Mary; Pam Currey, Virginia Commonwealth University; and Tim Hodge, Virginia Tech.

10:20 a.m. – 10:40 a.m.      **Break** (Presidential Foyer)

10:40 a.m. – 11:30 a.m.      **APA Update - Martha Mavredes, Auditor of Public Accounts, APA** - Ms. Mavredes will provide an update on the new pension liability accounting, latest audit results and special reviews.

11:30 a.m. – 1:00 p.m.      **Lunch** (Monroe Room)  
**Political Update - Robert D. Holsworth, President, Virginia Tomorrow** - Dr. Holsworth's company examines emerging trends in politics, society and business. He will discuss the recent elections and the impact they could have on Virginia.

1:00 p.m. – 1:50 p.m.      **Concurrent Session 1**

- (A) **Randy McCabe & Primary Reps session** **PRIMARY REPS ONLY**
- (B) **Bursar Roundtable I- Melinda West, University Bursar, Virginia Tech.** – Ms. West will lead a roundtable discussion on the latest issues and best practices in the Bursar area. Please send items for discussion to [mwest@vt.edu](mailto:mwest@vt.edu). **FOCUS MEMBERS ONLY.**
- (C) **Financial Reporting Panel - Randy Ellis, Assistant Comptroller, University of Virginia** – Mr. Ellis will lead a panel discussion on financial reporting, including Ken Miller, Virginia Tech; Randy Ellis, University of Virginia and Heather Seymour, Virginia Commonwealth University. **FOCUS MEMBERS ONLY.**





1:50 p.m. – 2:00 p.m.

**Break**

2:00 p.m. – 2:50 p.m.

**Concurrent Session 2**

(D) **Payroll Roundtable I- Lisa Shelor, Payroll Manager, Virginia Tech** - Ms. Shelor will lead a roundtable discussion on the latest issues and best practices in the payroll area. Please send topics for discussion to [shelorl@vt.edu](mailto:shelorl@vt.edu). **FOCUS MEMBERS ONLY.**

(E) **Bursar Roundtable II - Linda Combs, Director, James Madison University** - Representatives from James Madison University will lead a discussion on the University's implementation of Higher One e-commerce solutions for student services. **FOCUS MEMBERS ONLY.**

(F) **GASB I - Larry Goldstein, Founder, Campus Strategies LLC** - Mr. Goldstein will provide an update on the latest GASB pronouncements.

2:50 p.m. – 3:20 p.m.

**Break (Presidential Foyer)**

3:20 p.m. – 4:10 p.m.

**Concurrent Session 3**

(G) **Accounts Payable Roundtable I - Cori Duck, Accounts Payable Manager, ODU** - Ms. Duck will lead a roundtable discussion which will include topics and questions from participating schools regarding travel, vendor payments, and the latest issues along with best practices in Accounts Payable. Please send topic ideas, discussion points and questions to [cduck@odu.edu](mailto:cduck@odu.edu). **FOCUS MEMBERS ONLY.**

(H) **GASB II - Larry Goldstein, Campus Strategies LLC** - Mr. Goldstein will continue with an update on the latest GASB pronouncements.

(I) **Payment Card Industry Standard (PCI)** - Representatives from James Madison University's University Business Office will lead a discussion on the steps and activities taken by the University to comply with the payment card industry's standard for credit card acceptance. **FOCUS MEMBERS ONLY.**

4:15 p.m. – 5:00 p.m.

**Primary Representatives Meeting**

5:45 p.m.

**Trolley and FRED depart from Hotel Lobby for UMW**

6:00 p.m. – 6:45 p.m.

**Reception (Seacobeck – Faculty/Staff dining room)**

6:30 p.m. – 7:40 p.m.

**Dinner (Seacobeck – Faculty/Staff dining room)**

7:50 p.m.

**Trolley & FRED depart UMW for Hotel for those not wishing to see the play**

8:00 p.m. PLAY

**Play: Spring Awakening (Dupont Hall – Kline Theatre)**

Intermission

**Dessert buffet (Kline Theatre lobby)**

End of Play

**Trolley and FRED depart UMW for Hotel after play concludes**





## Thursday, November 14

- 7:00 a.m. – 8:30 a.m. **Full Breakfast**
- 8:45 a.m. – 10:25 a.m. **Customer Service Enterprise System** - This interactive workshop will focus on delivering excellent customer service in the higher education environment.
- 10:25 a.m. – 11:00 a.m. **Break**
- 11:00 a.m. – 11:50 a.m. **Concurrent Session 4**
- (J) **Accounts Payable Roundtable II - Jennifer Dellinger, Supervisor of VISA Program, James Madison University** - Ms. Dellinger will lead a discussion on vendor payment issues that arise on college campuses. **FOCUS MEMBERS ONLY.**
  - (K) **ARMICS Panel- Stella Parker, Business Office Accountant, Christopher Newport University** - Ms. Parker will lead a panel discussion on ARMICS including Laura Allison, University of Mary Washington; Ashley Comer, James Madison University; and Cindi Fellows, William & Mary. **FOCUS MEMBERS ONLY.**
  - (L) **Payroll Roundtable II- Gene Raney and Rue White – DHRM** - Mr. Raney and Ms. White will lead a roundtable discussion on the latest issues within the Payroll area, including healthcare reform. Please send items for discussion to [dreed@cnu.edu](mailto:dreed@cnu.edu).
- 11:50 a.m. – 1:00 p.m. **Lunch** (Monroe Room)
- 1:00 p.m. – 1:50 p.m. **JLARC- Justin Brown, Senior Division Chief, Virginia Joint Legislative Audit and Review Commission** - This session will highlight 10 and 20 year trends in higher education funding, enrollment, and costs. Trends will be summarized nationally, regionally, and at Virginia's 15 higher education institutions. The session will also highlight two of JLARC's recent reports addressing higher education. The reports include some of the major drivers of auxiliary enterprise spending in Virginia; including intercollegiate athletics, student housing, and student dining.
- 2:00 p.m. – 2:50 p.m. **Professional Development Habit 3: Put First Things First – Rick Holt, Trainer, George Mason University** - Having problems getting everything done at work? Is there too much work, too many distractions, too little time in the day? Habit #3 of Covey's Seven Habits of Highly Effective People helps you accomplish your goals efficiently by minimizing your procrastination and distractions.
- 2:50 p.m. – 3:00 p.m. **Wrap Up**