



PACCON
2018
CONFERENCE

DECEMBER 9-11, 2018

RENAISSANCE INDIAN WELLS RESORT & SPA

Hosted By
Claremont McKenna College
&
University of Portland



PACCON 2018 Conference

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RENAISSANCE®

Renaissance
Indian Wells Resort & Spa
44-400 Indian Wells Lane
Indian Wells, CA 92210

Sunday – December 9, 2018

12:00 - 1:30 pm Registration Valencia Foyer

1:30 – 1:35 pm Welcoming Remarks and Introductions Valencia III-VI

1:35 – 2:30 pm **Session #1**
Campus Updates Valencia III-VI

2:30 – 2:45 pm Break Valencia Foyer

2:45 – 3:45 pm **Session #2**
Campus Updates Valencia III-VI

3:45 – 4:00 pm Break Valencia Foyer

4:00 – 5:30 pm **General Session #1**
Ratio Analysis & Discussion Valencia III-VI

Saul Rosenbaum, Managing Director
Prager & Co., LLC
Fritz Weis, Consultant
Prager & Co., LLC
Ian Prager, Director
Prager & Co. LLC

5:30 – 6:00 pm Free Time

6:00 – 7:00 pm Cocktail Reception Esmerelda Patio
Hosted by Prager & Co., LLC

7:00 – 9:00 pm Dinner Mountain View
Hosted by Bon Appetit Room

Monday – December 10, 2018

7:30 – 8:30 am Breakfast Valencia Foyer

8:30 – 10:00 am **General Session #2** Valencia III-VI
Financial Strategies for Turbulent Times

Michael K. Townsley, Ph.D., Senior Consultant
 Stevens Strategy

10:00 – 10:15 am Break Valencia Foyer

10:15 – 11:45 am **General Session #3** Valencia III-VI
Faculty Compensation Strategies

Frank A. Casagrande, President
 Casagrande Consulting

11:45 – 1:00 pm Lunch Waterfall Landing

1:00 – 2:15 pm **CFO Breakout & Info Exchange #1** Valencia I

Controller Breakout & Info Exchange #1 Valencia II

2:15 – 2:30 pm Break Valencia Foyer

2:30 – 3:45 pm **CFO Breakout & Info Exchange #2** Valencia I

Controller Breakout & Info Exchange #2 Valencia II

3:45 – 4:00 pm Break Valencia Foyer

Monday – December 10, 2018 (continued)

4:00 – 5:30 pm **General Session #4** Valencia III-VI
Accounting and Tax Update

Melissa Harman, Partner
National Practice Leader Higher Education
Moss Adams LLP
Tracy Paglia, Partner
Moss Adams LLP

5:30 – 6:00 pm Free Time

6:00 – 7:00 pm Cocktail Reception Stir
Hosted by Moss Adams LLP

7:00 – 9:00 pm Dinner Mountain View
Hosted by Sodexo Room

After Dinner Informal table tennis (optional)

Tuesday – December 11, 2018

7:30 – 8:30 am Breakfast Valencia Foyer

8:30 – 9:15 am PACCON Business Meeting Valencia III-VI

9:15 – 9:30 am Break Valencia Foyer

9:30 – 11:00 am **General Session #5** Valencia III-VI
Management and Audit of Construction Costs

Mark Steranka, Partner
Moss Adams LLP
Stephen Bacchetti, Senior Manager
Moss Adams LLP





Saul Rosenbaum

Managing Director
Prager & Co. LLC

Saul Rosenbaum has over 25 years of experience devoted to investment banking for governmental and not-for-profit entities. He possesses extensive knowledge of credit, economic, political and legal factors influencing the issuance of debt securities and has provided investment banking services to numerous State of California issuing authorities and borrowers. Mr. Rosenbaum frequently serves as a key-note speaker on topics relating to financing techniques for public/not-for-profit agencies.

He earned his undergraduate degree (B.S.B.A.) from the University of Arizona.



Fritz Weis, M.B.A

Consultant
Prager & Co. LLC

Fritz Weis, a founding member of PACCON, has a 33 year career in higher education in Claremont, which includes being President of Scripps College, and Chief Financial Officer and Treasurer at Claremont McKenna College, Scripps College, and Claremont Graduate University. He has taught accounting at Claremont McKenna College, Scripps College, Claremont Graduate University, USC, and California State Polytechnic University, Pomona. Mr. Weis is retired from college administration but continues to consult with Prager and Co., LLC. on matters of financial analysis.

He earned his undergraduate degree (B.A.) from Claremont McKenna College and both his graduate degrees (M.A. and M.B.A) from Claremont Graduate University.

Ian Prager

Director
Prager & Co. LLC
San Francisco Office

Ian Prager is a Director in the Firm's San Francisco office and heads up Prager & Co.'s Quantitative Analysis Group. Ian's expertise includes the creation of liability management policies and strategic debt management analytics. He is a general securities registered representative with FINRA.



Michael Townsley, Ph.D.

Senior Consultant
Stevens Strategy

Michael Townsley has more than 20 years of experience in academic services, financial systems, budgets, marketing strategy, payment plans, IT administration, ancillary operations, and site management. Mike is a Senior Consultant with Stevens Strategy and former President of Pennsylvania Institute of Technology. During his 20 years as Senior Vice President for Finance and Administration at Wilmington College, he played a key role in making it one of the fastest growing private colleges in the country.

He is the author of *The Small College Guide to Financial Health: Beating the Odds* and CD's entitled *The Financial Toolbox for Colleges and Universities* and *The Strategic Turnaround Toolbox*, all published by NACUBO between 2002 and 2005. His newest book, *Financial Strategy and Management Guidebook for Presidents, Chief Administrative Officers, and Boards of Trustees in Higher Education*, was recently published by Stevens Strategy. Dr. Townsley holds a Ph.D. from the University of Pennsylvania. His dissertation analyzed the impact of market share on pricing policies. He also holds degrees from University of Delaware and Purdue University. His additional training includes work with Lilly Endowment and Columbia University. Dr. Townsley has published widely and conducted studies on the financial structure of colleges, universities and for-profit institutions.



Frank Casagrande

President
Casagrande Consulting

Frank A. Casagrande has more than 25 years experience in consulting and education.

His consulting experience includes more than 10 years with Hay Group leading the Institutions of Higher Education Sector in the U.S. and as a key contributor to Hay Group's work on executive compensation and benefits at tax-exempt organizations. Prior to that he worked as a tax employee benefits specialist and actuary for KPMG and Buck Consultants for 10 years.

Frank also worked as a middle school and high school teacher for the Passaic Board of Education. He was an adjunct professor at Rutgers University and Montclair State University.

He is a frequent speaker at association events including the Association of Governing Boards of Universities and Colleges, Career College Association, College and University Professional Association of Human Resources, Connecticut Conference of Independent Colleges, The Council of Independent Colleges, and The Georgia Foundation for Independent Colleges.

Frank has a BS in Applied Mathematics from Union College in Schenectady, NY and an MA in Teaching from Montclair State University in Montclair, NJ. He holds an Executive Compensation Certificate from WorldatWork and is also a retired Enrolled Actuary.



Melissa Harman

Partner
National Practice Leader,
Higher Education
Moss Adams LLP

Melissa has practiced public accounting since 1998 and provides professional services to a wide variety of not-for-profit clients, primarily institutions of higher education, associations and foundations. Along with providing accounting and consulting services, Melissa conducts a wide variety of audits, including federal compliance audits.

As a national subject matter expert for the not-for-profit industry, Melissa regularly presents at industry conferences such as the AICPA National NFP Industry Conference, ASAE Annual Meeting, CalSAE Elevate and the Large Community Foundation Conference on subjects related to accounting updates, not-for-profit financial statement trends, endowments and split-interest agreements, issues facing private foundations, and the California Transparency in Supply Chain Act.

In 2015, Melissa was honored as “Working Mother of the Year” by Working Mother magazine and is a founding member of ForumW, the firm’s initiative to attract, develop, advance, and retain talented women at Moss Adams.



Tracy Paglia

Partner
Moss Adams LLP

Tracy has practiced public accounting since 1997. She has extensive experience assisting tax-exempt organizations on compliance and consulting tax issues from formation to termination. Tracy is a tax and consulting team member on public charity, private foundation, university, association, and health care clients throughout the firm. Her experience includes the redesigned Form 990, unrelated business taxable income, intermediate sanctions and compensation issues, private inurement and excess benefit transactions, charitable contribution disclosures, public disclosure requirements, application for tax-exempt status and entity formation, tax-exempt bonds, change in exempt status and the public support test, controlled organization and joint venture issues, and charitable planning options for donors.

Tracy is an integral part of the training programs both internally to Moss Adams and externally to groups such as the American Institute of CPAs (AICPA), National Association of College and University Business Officers (NACUBO), LeadingAge, Council on Foundations, and American Society of Association Executives. She leads the firm’s tax committee for Not-for-Profit and Government Practices, and is a member of the AICPA’s Technical Resource Panel.



Mark Steranka

Partner
Moss Adams LLP

Mark has over 30 years of experience working with businesses, not-for-profit organizations, and governmental entities throughout the United States. He has directed and managed hundreds of consulting engagements during his career. Mark specializes in working with boards, councils, and senior management of organizations from a wide range of industries, including agriculture, architecture, construction, engineering, energy, financial services, government, healthcare, higher education, manufacturing, not-for-profit, retail, technology, and telecommunications. His areas of expertise include: strategic planning, succession planning, compensation benchmarking and design, internal and performance audits, and management organization, and operations assessments.



Stephen Bacchetti

Senior Manager
Moss Adams LLP

Steve is a leader in the Business Consulting group at Moss Adams, specializing in providing construction and performance audits for construction and capital improvement projects. He has had an active role in planning, managing and delivering on multiple performance audits that have resulted in significant control and reporting improvements and cost savings. He works closely with universities, K-12 school bond programs, hospitals, and federal contractors on construction and capital improvement projects ranging from millions to billions of dollars. He remains committed to helping ensure these projects have the best possible chance of meeting their objectives and stakeholder expectations.

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