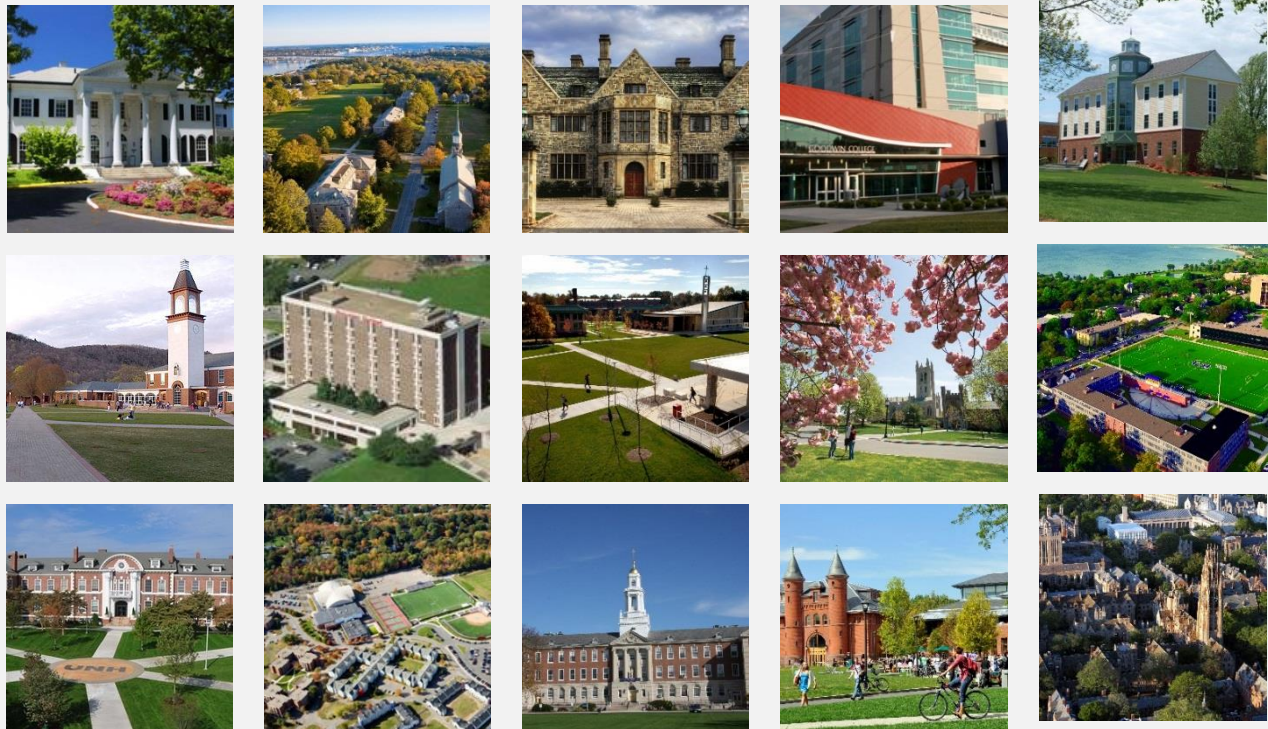




# Partnering for Progress

2019 ANNUAL MEMBER FORUM



**June 11, 2019**  
Quinnipiac University  
North Haven Campus

Pre-registration is required  
Visit [www.theccic.org](http://www.theccic.org) to register.

## Registration Information

- There is no fee to attend, but pre-registration is required.
- Workshop enrollment, directions and parking details will arrive via email on **June 3<sup>rd</sup>**.
- Please register online at our website, [www.theccic.org](http://www.theccic.org)

## Schedule

- 8:15 a.m.** Check-in, Exhibitor Fair and Coffee
- 9:00 a.m.** Workshop Session 1
- 10:00 a.m.** Workshop Session 2
- 11:00 a.m.** Workshop Session 3
- 12:00 p.m.** Luncheon and plenary session
- 1:00 p.m.** Adjourn

## Workshop Selections

- We will offer three workshop sessions, each 50 minutes in duration.
- Please select a first and second choice workshop for each session. Every effort will be made to accommodate your choices in the order you prefer.
- Look for color-coded category tags that indicate suggested audience.

### Luncheon\* and Plenary Session

Plan to join us after your workshops for a plenary session,

*The Value of Higher Education and its Contributions to the Regional Economy*

featuring

*Candace Williams*

*Director of Policy Research & Strategic Initiatives  
New England Board of Higher Education*

\*complimentary

## Session 1 (9:00-9:50 a.m.)

### 1A: Steps to Reduce Total Energy Spend / The Energy Equation

We will discuss a multi step process to take control of your total energy spend. We simplify this process for discussion using the energy equation of  $E = P * Q - I$ . We will discuss tools to help reduce your spend including an auction based procurement platform, capacity management, demand response optimization, and options for solar either onsite or remote.

*Presented by Balanced Rock Energy*

Facilities | Fiscal

### 1B: Crisis Communications in the New Media Environment

Institutions sometimes have a love-hate relationship with the media, especially when a crisis occurs. This training workshop will include a review of best practices, how media is changing, methods for effective communications and strategies for handling controversies/crises and combative reporters. We will discuss how to interact with the media day-to-day in a transparent and engaging way.

*Presented by Global Strategy Group*

Communications | Fiscal | Government Affairs | Human Resources/Benefits | Legal | Risk Management

## Session 1 (9:00-9:50 a.m.) *continued*

### **1C: Best Practices for Executive Recruitment & Retention: Data, Process, & Reflections from Experience**

This session will touch on compensation and process best practices needed to ensure a stable, progressive, cohesive team. Alexander will cover how to increase the likelihood of retention, assess linkage of strategy to outcomes, and anticipate potential flight risks. He will also cover some of the New England data collected in the recent Yaffe survey and its importance.

*Presented by Yaffe & Company*

[Fiscal](#) | [Human Resources/Benefits](#)

### **1D: President Trump's Free Speech Executive Order: What Colleges and Universities Need to Know**

In March 2019, President Trump signed an Executive Order that promoted free speech – including free thought and debate - on college and university campuses. This workshop, led by Saul Ewing Arnstein & Lehr LLP higher education partners Joe Lipchitz and Zach Berk, will provide attendees with an overview of the Executive Order implications for higher education institutions and what institutions need to do to ensure they adhere to requirements outlined in the Executive Order.

*Presented by Saul Ewing*

[Communications](#) | [Government Affairs](#) | [Human Resources/Benefits](#) | [Legal](#) | [Risk Management](#) | [Student Affairs](#)

### **1E: Tackling Fraud in Spend Management**

Is it an error or could it be fraud? How do you know? Join us for some insight in spend management fraud. What to look for and how your policies can be allowing fraud to take place.

*Presented by SAP Concur*

[Fiscal](#) | [Human Resources/Benefits](#)

## Session 2 (10:00-10:50 a.m.)

### **2A: How Colleges and Universities Can Benefit from the New Opportunity Zones**

Overview of the Opportunity Zone program, its benefits and requirements with a particular emphasis on what unique opportunities exist for colleges in or near qualified opportunity zones.

*Presented by Pullman & Comley LLC*

[Academic](#) | [Career Services](#) | [Fiscal](#)

### **2B: #METOO--Where are We Now in the Workplace and in the Classroom?**

A year and a half ago, the #METOO movement changed the cultural landscape. Ms. Patricia Reilly discusses the changes in our perception of interpersonal boundaries and how these changes have impacted workplace and classroom interactions.

*Presented by Murtha Cullina, LLP*

[Academic](#) | [Communications](#) | [Government Affairs](#) | [Human Resources/Benefits](#) | [Legal](#) | [Risk Management](#) | [Student Affairs](#)

### **2C: Pearson Career Success Programs**

Present how Pearson is working with schools to add value and reach to existing Career Success or Readiness Centers on campus.

*Presented by Pearson*

[Academic](#) | [Career Services](#)

## Session 2 (10:00-10:50 a.m.) *continued*

### **2D: Virtual Design & Construction (VDC): The Secret Weapon to Project Success**

VDC is essential to the success of any capital project, large or small. Learn how campus projects leverage the latest in laser scanning/360 Photos, 3D printing, drone flights, and asset tagging. View a demonstration on what VDC is, how its effective, and why its needed it on your campus project. Building virtually, before breaking ground, not only ensures the most accurate plans, but saves time, money, and is invaluable to Facilities Departments long after construction. Learn the latest about this “must-have” for your capital projects.

*Presented by Gilbane Building Company*

[Facilities](#) | [Fiscal](#)

### **2E: Managing Prescription Drug Plan Costs**

Participants will learn about the trends driving increasing pharmacy costs. In addition, we will discuss ways to manage these costs on both an insured and self-insured basis. We will also discuss tools available to analyze data, review negotiable contract terms and discuss the advantages and disadvantages of carving out prescription coverage from the medical plan

*Presented by Marsh & McLennan Agency*

[Fiscal](#) | [Human Resources/Benefits](#)

## Session 3 (11:00-11:50 a.m.)

### **3A: USDE’s Proposed Federal Title IX Regulations - What Institutions Need to Know**

This workshop will explore the U.S. Department of Education’s November 2018 proposed Title IX regulations addressing sexual harassment and misconduct. By the January 30, 2019 filing deadline, USDE received over 100,000 comments on the proposed regulations, many conveying questions and concerns about the impact on educational institutions. The workshop will review the key proposed changes in USDE’s regulatory approach and standards – including those that would help educational institutions and those that would create significant burdens for schools or potentially conflict with other policies or state law.

*Presented by Wiggin and Dana*

[Government Affairs](#) | [Human Resources/Benefits](#) | [Legal](#) | [Risk Management](#) | [Student Affairs](#)

### **3B: Mail & Print Sourcing Software: Together They Deliver Exceptional Results on Response Rates and Savings**

Print sourcing software benefits institutions with frequent purchases of printed material and marketing services. The key capabilities needed will be discussed. In addition mail & mail services will be covered. In this area, opportunities to save are abundant, while coordinating with other multi-channel campaigns to achieve trackable & improved results in response with measurable savings within existing budgets.

*Presented by Real Sourcing Network (RSN), JP Gould and Universal Mailing Services*

[Communications](#) | [Fiscal](#)

### **3C: University, Meet Main Street: Ways Universities can Connect to Local CT Companies**

Connecticut’s big employers are well known—but how-to meet and work best with the smaller companies in your backyard? CTC and CTNext developed the Time for Talent series, coupled with CTNext’s Technology Talent Bridge grant, to bring growing, technology-focused companies to Connecticut colleges linking students to internships and jobs. Hear strategies and share your needs for growing your university-business relationships and job pipeline.

*Presented by Connecticut Technology Council, CTNext Technology and Connecticut Innovations*

[Career Services](#)

**3D: Visa Options for International Students & Graduates--How Colleges Can Help**

Visa options for international students after graduation and how colleges/ universities can best position themselves to help these students in an increasingly unpredictable immigration environment.

*Presented by Murtha Cullina LLP*

[Academic](#) | [Career Services](#) | [Government Affairs](#) | [Legal](#) | [Student Affairs](#)

**3E: Tune Up Your Workplace Investigations**

This seminar will explore the essential components of a good workplace investigation--from planning and execution through finalizing and implementing results through handling public relations related to the investigation.

*Presented by Shipman & Goodwin LLP*

[Human Resources/Benefits](#) | [Legal](#) | [Risk Management](#)

**3F: The “Demographic Cliff”: Preparing for Changes in the Student Pipeline**

WICHE’s high school graduation projections have long detailed the coming “demographic cliff” in the 2025-2029 timeframe – a national decrease of nearly 10%. While your current focus is on classes that will enroll before this time- frame, the edge of this cliff is a lot closer than you think. Now is the time for current and emerging campus leaders to more fully understand and prepare to navigate it. This session will detail the WICHE data as well as new projections by Nathan D. Grawe from his recent book, Demographics and the Demand for Higher Education.

*Presented by The College Board*

[Academic](#) | [Fiscal](#)

**REGISTER TODAY**  
[www.theccic.org](http://www.theccic.org)