

## 2011 NAICUSE Summer Workshop



### *The Dream Company, LLC*

More than 60% of college students receive some type of financial aid, but where will these funds come from?

This is a national dilemma particularly during the most difficult economic time in recent history. The Dream Company, LLC's uniquely designed program addresses the nation's insufficient educational resources and fund-raising programs. Its life insurance initiative allows enrollees to delegate a portion of insurance benefit funds to the school or university of their choice, furthering essential educational resources for future students. This program is available to the National Association of Independent Colleges and Universities' affiliated institutions through your support of NAICUSE. To get started today or get more information, contact Peggy Williams at [psw@dreaminsurance](mailto:psw@dreaminsurance) or phone (256) 293-6030.



### *Ascension Collegiate Solutions*

Ascension Collegiate Solutions, a specialized practice of Ascension Insurance, Inc. and composed of collegiate industry experts, focuses exclusively on addressing the unique needs of higher education. Our comprehensive portfolio includes student health, faculty and staff benefits, intercollegiate sports, property and casualty, risk management and retirement services. Over 200 colleges and universities nationwide rely on our consultative approach, expertise, resources and carrier relationships to reach their goals. Ascension is ranked by Business Insurance in the top 30 brokerage/consulting firms by revenue size in the U.S. with over 450 employees and over 35 locations nationwide.

Ascension Collegiate Solutions has been endorsed by several top collegiate associations, including the Association of Independent California Colleges and Universities (AICCU); the National Collegiate Athletic Association (NCAA); the National Association of Intercollegiate Athletics (NAIA) and the National Junior College Athletic Association (NJCAA).

## ***Yaffe & Company, Inc.***

Yaffe & Company, Inc. is an independent consulting firm specializing in providing a full range of governance services for independent colleges & universities. Services include executive compensation and contracts, goal setting, leadership development, performance evaluations, and presidential transition/ succession planning. Our advice and solutions are tailored to meet the needs and objectives of each client and our tested process utilizes national survey data and complies with all IRS and other requirements for independence, accountability, disclosure, and documentation. In addition to working directly with the boards and presidents of our clients, Yaffe also partners with many associations to provide their members with compensation/benefits reports and multiple other educational resources throughout the year.



## ***IntelliGuard Systems***

IntelliGuard is a division of American Messaging, a wireless “first responder” messaging company with 30 years of experience designing immediate alert systems for hospitals, fire stations and other emergency professionals who deal with life-and-death situations every day.

As concerns about campus security and litigation rise, IntelliGuard Systems sets a new standard in speed, reliability and control for emergency alerts, helping college presidents meet their obligation of protecting their campus community.

IntelliGuard’s RAVENAlert is the only system that can deliver a single alert message to an unlimited number of recipients in less than 20 seconds, making it the initial “first response” component of existing layered systems.

Parents can have peace of mind knowing the same wireless alerting technology that’s used by doctors and hospitals to keep their loved ones alive is now available on college campuses to keep their kids safe in an emergency.

## ***Lime Energy***

Lime Energy is a national leader in the design, engineering and implementation of sustainability solutions for clients ranging from land grant institutions that have installed cogeneration facilities, to elite independent colleges like NYU and Pepperdine that have realized as much as \$1 million annual savings in lighting cost, to the Maryland school district that has reduced water consumption in over 50 K-12 schools. At Lime, we know our client's sustainability plan as well they do, and we provide the in-house technical expertise and turnkey design-build construction capability to help institutions meet their aggressive sustainability goals, monetize the stranded assets in their physical plant, integrate renewable energy solutions to control escalating costs, and – if desired – find off-balance sheet financial solutions for deferred capital or innovative projects. Students, donors and rating agencies care about sustainability, and while America's independent colleges and universities are looking far and wide for ways to do right by the environment, their students, and their long-term financial health, Lime Energy is committed to finding the sustainability solutions that are right on-campus.

## ***The Learning House, Inc.***

The Learning House, Inc. is an online education solutions partner that helps colleges and universities develop and grow high-quality online degree programs and courses. Partnering with more than 80 colleges and universities in 28 states and Europe, Learning House offers a “no upfront cost” model that enables institutions to efficiently and affordably achieve online education success. Learning House provides a comprehensive online campus solution that includes online course development and publishing, program marketing, enrollment management support, learning management system customization and hosting, faculty and staff training, 24/7 technology support, and industry best practices consulting.

A blue banner with a ribbon-like shape, featuring a central rectangular box with the text "Table Sponsors" in bold black font. The banner has pointed ends on both sides.

## Table Sponsors

### ***California Casualty***

California Casualty offers customized auto and home insurance designed especially for higher education employees with a significant group discount.

Organizations with higher education employees, whether professors, researchers or other professionals, can partner with California Casualty to add valuable benefits that will help attract and retain employees who have demanding careers and non-traditional work hours.

California Casualty has nearly 60 years experience working with associations and employer groups, developing customized auto and home insurance programs for members and employees. California Casualty's coverage offers exclusive features not available with other big name companies, such as:

- Summer and Holiday Skip Payment Options
- Foreign Exchange Program
- Sabbatical Benefit
- \$0 Deductible for Vandalism on Campus
- \$500 Auto Personal Property Coverage
- Free Identity Theft Resolution Services

To learn more about how California Casualty can help your organization attract and retain employees, please contact Roxanne Dean directly at 866-336-3339.

### ***Frank A. Casagrande Consulting, LLC***

Frank A. Casagrande Consulting, LLC works for boards and with leadership of institutions of higher education to ensure that their investments are aligned with their mission. This independent, experienced, and focused consultancy is the partner of choice for developing, implementing, and maintaining processes, philosophies, and programs that can both be supported by and withstand the scrutiny of all institutional stakeholders in the areas of:

- Executive Compensation,
- Faculty Compensation,
- Staff Compensation,
- Benefits,
- Performance Management,
- Strategic/Institutional Planning, and
- Board Effectiveness.

## ***HRP Associates, Inc.***

HRP Associates, Inc. and our legal partner Halloran & Sage developed an innovative peer-audit program that assists groups of colleges and universities in achieving environmental compliance by utilizing on-campus personnel to conduct audits at each other's colleges under a negotiated agreement with the U.S. EPA. The program takes advantage of the U.S. EPA's "Audit Policy" which allows colleges and universities to avoid U.S. EPA inspections and significant gravity based fines by disclosing their environmental compliance violations. The program also introduces Environmental Management Systems (EMS) which allows colleges to maintain compliance and provide the next step towards sustainability.

Halloran & Sage negotiates an agreement with the U.S. EPA and, where applicable, the state environmental agency establishing the terms of the audit and disclosure of violations. A group or consortium of colleges and universities contribute a minimum of two faculty, staff and/or administrators per college to a peer-auditor pool. Halloran & Sage and HRP train these peer-auditors on the nuts and bolts of State and Federal environmental regulations, campus auditing, and environmental management systems. The newly trained "peer-auditors" audit each other's campuses with the oversight of one or more of HRP's professional auditors and the use of tablet computers loaded with auditing software. Upon receipt of the HRP prepared audit report each college discloses its environmental compliance violations to the U.S. EPA and promptly corrects those violations within a set timeframe. HRP and Halloran & Sage are available to assist the college in correcting its violations. Ultimately, the U.S. EPA provides a Notice of Determination outlining the individual college's compliance with the Audit Policy. For colleges and universities that have disclosed violations, to date, the average waived penalty per campus is \$688,844, and the range of penalties waived is a low of \$242,855 and a high of \$5,315,704. HRP and Halloran & Sage have administered the peer-audit program for more than 300 colleges and universities in ten states. To date, no college or university in the program has been assessed a gravity based fine or penalty by the U.S. EPA while achieving regulatory compliance under the peer audit program.