

NAICUSE Summer Meeting 2010 Sponsor Information

Sunday Evening Sponsor:

• MARSH

Marsh, as the world's largest insurance broker and one of the leading risk management consulting companies, is actively involved with our Higher Education clients. Marsh's Education Practice serves over 1,500 college and universities through a Marsh network of over 650 professionals. They concentrate on helping institutions develop integrated and sustainable risk awareness into their operations. Through a consultative approach to risk management, Marsh works with schools to assess their strategic, operational, and hazard exposures.

There is a pervasive and profound interest in consortia approaches to improve problem solving and service delivery for colleges and universities, driven by their limited resources and the need to accelerate the learning curve on new approaches. More mature education groups are looking for ways to learn from each other and to identify best practices utilized by their peers.

A long-standing core competency of the Marsh Education Practice is the development and management of these consortia/pool approaches. Such arrangements are very diverse in size and complexity. They range from a simple group purchase of one coverage line to very sophisticated captive programs with multiple coverages. We have developed and/or currently manage/service approximately 18 programs, comprised of over 1,200 colleges and universities as well as 85 public entity pools. Each one of these programs is slightly different from the others based on the group's make-up, its objectives, and their regulatory environments.

In our consulting services, we have a very strong practice that is helping colleges and universities in the development, updating, training and maintenance of continuity plans to help the college or university recover from an event (man-made or natural disaster). This program links to the existing emergency response programs already in place at the campus and develops the plans, procedures and crisis management needed to enable a recovery and minimize outages for the campus. Marsh also has consulting teams that help update or enhance emergency response planning and the crisis management planning that accompanies the continuity plans. Marsh consulting also helps colleges and universities examine claim history for trends and improvements that can be recommended to lower the cost of risk management.

Contact Information:

For Insurance and Risk Services:

Susan A Wrinn, Vice President

Knowledge Manager, Education & Public Entity
Marsh USA Inc.

One State Street, Hartford, CT 06103

Phone 860.723.5717 / Cell 860.938.0624

Email: Susan.A.Wrinn@Marsh.com

For Consulting Services:

Fred Klapetzky, Managing Director

Business Continuity Risk Management Practice
Marsh USA, Inc.

701 Market St, Suite 1100

St. Louis, MO 63101

Phone: (618) 581-1047 Cell

Email: Fred.Klapetzky@marsh.com

Breakfast Sponsors:

Monday

• **VALIC**

VALIC has more than half a century of experience helping Americans plan for and enjoy a secure retirement. We provide real solutions for real lives by consistently offering products and services that are innovative, simple to understand and easy to use. We take a personal approach to retirement plans and programs, offering customized solutions for individual needs. VALIC products are built on deep market knowledge. Together we can help you live retirement on your terms.

Gary Petrytus, CFP® • Vice President

Relationship Management

VALIC

11201 N Tatum Blvd. Suite 100 • Phoenix, AZ 85028

Office: 602-674-6483

gary.petrytus@valic.com

Nicole D. Mott

Nicole Mott • Manager

Association Marketing

VALIC

2929 Allen Parkway, L6-40 • Houston, Texas 77019

Office: 713-831-6128 • Fax: 713-831-6161

nicole.mott@valic.com

www.VALIC.com

Tuesday



• Ascension Benefits and Insurance Solutions, formerly Portal, is a full-service brokerage and consulting firm providing employee benefits, retirement services, property-casualty insurance and HR outsourcing to mid-sized organizations nationwide. The firm's Ascension Collegiate Solutions Program, which includes Renaissance Agencies student health programs, is endorsed by the AICCU and serves the needs of many colleges and universities. Services include:

- Custom designed employee benefits and property-casualty insurance solutions
- Retirement plan services, payroll and HR outsourcing
- Centralized administration, billing and support for HR and employees
- Through sister company Renaissance Agencies, student health and accident programs

For over thirty years, Renaissance Agencies, Inc. has focused exclusively on the development and administration of student health insurance plans for colleges and universities. Renaissance negotiates, implements and manages programs for over 400,000 students at over 100 schools nationwide. Their experience and specialization allow them to be highly responsive to the unique demands of the insurance program at an institution, from developing the right plan and understanding compliance issues to ongoing monitoring and analysis of the program's performance. As a student health partner, Renaissance Agencies will support a program's immediate and long term goals with innovative solutions and exceptional service for both the institution and its students.

Ascension Benefits and Insurance Solutions:

Charles Yeomans, cyeomans@ascensionins.com

Nicole Jones-Gyllstrom, njones-gyllstrom@ascensionins.com

Susan Cotton, scotton@ascensionins.com

(800) 404-4969

www.ascensionins.com

Renaissance Agencies, Inc.

Roy Landstrom, roy@renstudent.com

Heidi Pease, Heidi@renstudent.com

Ken Nelson, ken@renstudent.com

(800) 537-1777

www.renstudent.com

Wednesday



- Learning House is a comprehensive online education solutions partner that helps colleges and universities offer and manage their online education programs. The Learning House provides a total online campus solution to its clients, including virtual course development, course publishing, learning management system hosting, marketing, 24/7-technology support, and faculty and staff training. The Learning House provides overall online education services and consulting to accredited institutions of higher education across the country.

David Richardson- 502 649-3625, drichardson@learninghouse.com
www.learninghouse.com
www.elearnportal.com

Table Display Sponsors:



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
- \$0 Deductible for Vandalism on Campus
- \$500 Auto Personal Property Coverage
- Free Identity Theft Resolution Services

Roxanne Dean

Assistant Vice President
Business Development Manager
California Casualty
21143 Hawthorne Blvd, #513
Torrance, CA 90503
Phone (310) 375-1614 or 866-336-3339
(800) 964-3903 x5923
(650) 294-8309 fax
Email rdean@calcas.com

Doug Goldberg

First Vice President
Group Relations/Business Development
California Casualty (GM-2)
1900 Alameda de las Pulgas
San Mateo, CA 94403-1298
Phone 650-572-4422
Email dgoldberg@calcas.com



-

Destiny Solutions develops software to forge, manage and cultivate lifelong learning relationships. The company is revolutionizing continuing education and workforce development by providing next generation intelligence for the new knowledge economy.

Destiny OneCE™ is an education management platform that extends campus systems to empower and engage continuing education and workforce development. It is the only continuing education management platform built with Intelligent Information Routing™ – an innovative technology that significantly increases staff productivity and ensures campus-wide governance and system integrity. It is the enabling technology that allows Destiny Solutions to extend campus systems and help schools compete for tomorrow's lifelong learners.

Destiny Solutions' customers are leaders in continuing education and workforce development, including the internationally known Stanford Center for Professional Development, UNC Charlotte, Duke, the University of California Santa Cruz, the University of Toronto, the University of Calgary, KC Distance Learning and George Brown College, a community college with over 68,000 annual enrollments.

Jonathan Tice
Vice President of Marketing and Business Development
Destiny Solutions Inc.
416 480-0500 x216
www.destinysolutions.com
jtice@destinysolutions.com

Frank A. Casagrande
Consulting, LLC



- *"aligning reward with mission"*
Frank A. Casagrande Consulting works with institutions of higher education and not-for-profit organizations to ensure that their mission is supported by their investments in human resources. He helps institutions develop processes and levels of compensation and benefits that can both be supported by and withstand the scrutiny of all stakeholders. Working for boards and with senior management he ensures that processes are in place to create, implement and maintain executive, faculty, and staff compensation and benefits programs that help recruit, reward and retain highly qualified mission driven employees.

Frank A. Casagrande Consulting LLC
4041 Hickory Fairway Drive
Woodstock, GA 30188
cell: 404.200.5941
email: FrankA@CasagrandeConsultingLLC.com
website: www.CasagrandeConsultingLLC.com



Environmental Compliance Peer-Audit Program

Halloran & Sage, LLP and HRP Associates, Inc. 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 fines by disclosing their environmental compliance violations.

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 and campus auditing. 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 fine or penalty by the U.S. EPA while achieving regulatory compliance under the peer audit program.

David Losee, Esq.
Halloran & Sage LLP
One Goodwin Square

225 Asylum Street
Hartford, CT 06103-4303
Tel. 860-297-4659
Fax. 860-548-0006
losee@halloran-sage.com

Tad Goetcheus, P.E.
HRP Associates, Inc.
1327 Miller Road, Suite D
Greenville, SC 29607
Tel. 864-289-0311
Fax. 864-281-9846
tad.goetcheus@hrpassociates.co



A Member of the Tokio Marine Group

•

Philadelphia Insurance Company, a member of the Tokio Marine Group, designs, markets, and underwrites commercial property/casualty and professional liability insurance products incorporating value added coverages and services for the education arena. In operation since 1962, the Company, whose commercial lines insurance subsidiaries are rated A+ (Superior) by A.M. Best Company, is nationally recognized as a member of Ward's Top 50 Insurance Carriers. The organization has 49 offices strategically located across the United States to provide superior service.

Matthew Carroll, MCarroll@phlyins.com
1478 Stone Point Drive Suite 190
Roseville, CA
cell (916) 960-6561
<http://www.phly.com/index.aspx>