

# TREASURY SYMPOSIUM *2007*

Presented by The Treasury Institute for Higher Education

A FORUM TO EQUIP SENIOR TREASURY MANAGERS  
FOR THE FUTURE - WHEREVER IT LEADS



LEADING TREASURY INNOVATION IN HIGHER EDUCATION  
February 12-14, 2007 • San Antonio, TX • The San Antonio Marriott Riverwalk



[www.treasuryinstitute.org](http://www.treasuryinstitute.org)

# LETTER FROM THE CO-EXECUTIVE DIRECTORS

## To Financial Managers in Higher Education,

February 2007 marks the Treasury Institute for Higher Education's eighth year of existence, and its seventh Treasury Symposium. We are fortunate to have Executive Committee members, Program Committee members, and participants drive the Institute toward compelling programs and worthwhile content. From inception, our mandate has been "to be the 'first port of call' for senior treasury and financial officers of higher educational institutions seeking to learn, share and benchmark the best practices in treasury management, with the objective of improving the efficiency and effectiveness of treasury operations." The past twelve months incorporated several activities that reconfirmed our mandate and expanded our reach. With the strong recommendations from our participants, the Institute facilitated a workshop and webinar for promoting PCI-DSS best practices. Shortly, a white paper will be available with the work group's findings. We also continued our commitment to training through our "Treasury 101" workshops. It is clear that our role in higher education treasury is becoming more important, and our direction is coming from more "voices."

Treasury Symposium continues to keep its mandate of building a program with relevant content, presented by industry experts who are committed to thought leadership. This year is no exception as we expanded the faculty to over fifty presenters, of which over half are new to our program. By having this significant commitment to a robust faculty, we promote the concept that everyone is a participant. The result is a unique and extremely valuable few days.

We are thrilled about the past eight years, but even more excited that our direction and future is embraced by all who participate. The Institute's future continues to be relevant and important to treasury and financial managers in higher education. We thank everyone for their hard work to make this happen.

See you in San Antonio!

**Dennis W. Reedy**  
Co-Executive Director

**Jon K. Speare**  
Co-Executive Director

## THE TREASURY INSTITUTE FOR HIGHER EDUCATION

### CO-EXECUTIVE DIRECTORS

Dennis W. Reedy ..... Indiana University  
Jon K. Speare ..... Commonfund

### EXECUTIVE COMMITTEE

Alvin C. Rodack ..... The Ohio State University  
Joan K. Piscitello ..... Iowa State University  
Robert D. Scaling ..... New Mexico State University  
Joseph D. Tinucci ..... University of Colorado

### PROGRAM COMMITTEE

Amy Kweskin ..... Washington University in St Louis  
Edie Murphree ..... Emory University  
Steve Gangloff ..... University of Illinois  
Ken Cody ..... University System of New Hampshire  
Maria Robinson ..... The Texas A&M University System  
Nancy Majerek ..... University of Notre Dame  
Susan Gilbert ..... University of Pittsburgh  
Terri Mimms ..... Purdue University  
Toni Habegger ..... Eastern Washington University

# SYMPOSIUM 2007 – THE HOLISTIC TREASURER

Never has it been more important for universities to look at treasury in a holistic approach. Understanding and managing the components that encompass our roles is the foundation for success, but cohesive orchestration of the separate functional areas brings new opportunity for the university. The individual areas are distinct in their underlying processes but can be strategically linked to manage working capital flows toward a single goal of maximizing net resources. The holistic treasurer is not only the management overseer of liabilities, operating assets, risks, transactions and processes; additionally, he or she is also the facilitator ensuring that all interdependent functions work together toward one goal, fulfilling the university's mission. The treasurer's role has never been more complex and more vital.

Symposium's featured sessions focus on what comprises "the Holistic Treasurer" and what this role has become. Discussions include:

- What am I Looking for in a Treasurer?
- The Next Steps in The Internal Bank
- Benchmarking: The Role of Treasury
- Enterprise Risk Management
- Case Studies on Central Banks from Emory University, University of Vermont, and Ohio State University
- Information Exchanges for both Public and Private Universities.

This year we have invited over fifty industry leaders to facilitate these sessions, of which over half are "new voices" to Symposium. Our featured presenters include:

- James Kaitz, President and Chief Executive Officer, the Association for Financial Professionals
- Weldon Ihrig, Chief Financial Officer, the University of Washington
- Steve Golding, Executive Vice President for Finance and Administration, Cornell University
- Lyn Hutton, Chief Investment Officer of Commonfund
- Michael Mandl, Executive Vice President for Finance and Administration, Emory University
- Michael Strauss, Chief Economist and Chief Operating Officer, Commonfund Asset Management Company

## PEER GROUP PRESENTERS

Speakers at Symposium 2007 represent a diverse mix of higher education institutions including:

University of  
Virginia

Texas A&M System

Emory University

University of  
Louisville

Indiana University

University of North  
Carolina–Chapel Hill

Harvard University

UCLA

University of  
Vermont

The Ohio State University

University of  
Washington

Washington University  
in St. Louis

STANFORD UNIVERSITY

UNIVERSITY OF ILLINOIS


UNIVERSITY OF NOTRE DAME

Cornell University

## SUNDAY, FEBRUARY 11, 2007

4:00 - 6:00 p.m.	Pre-Registration
6:00 - 8:00 p.m.	Reception hosted by the Association for Financial Professionals

## MONDAY, FEBRUARY 12, 2007

7:00 - 8:30 a.m.	Conference Registration & Buffet Breakfast		
8:30 - 9:00 a.m.	Opening Remarks		
9:00 - 10:00 a.m. GENERAL SESSION	The Holistic Treasurer Jim Kaitz, <i>Association for Financial Professionals</i> ; Weldon Ihrig, <i>University of Washington</i> ; Steve Golding, <i>Cornell University</i>		
10:00 - 10:15 a.m.	Refreshment Break		
10:15 - 11:30 a.m.	CONCURRENT SESSIONS		
	Fraud Prevention and Internal Controls Kathleen McNeely, <i>Indiana University</i>	Self-Insurance and Captive Insurance Companies Peter Newman & Patricia J. (PJ) Kale, <i>University of Illinois</i>	Determining an Effective Capital Structure John Augustine, <i>Lehman Brothers</i> ; Doug Beckmann & Robert Plankenhorn, <i>University of Illinois</i>
11:30 a.m. - 1:15 p.m.	Luncheon		
1:15 - 2:30 GENERAL SESSION	The Challenges for Higher Education in Today's Ever-changing Economic Environment Michael Strauss, <i>Commonfund</i>		
2:30 - 3:45 p.m.	CONCURRENT SESSIONS		
	Disaster Recovery Implementation - A Case Study Steve Gangloff, <i>University of Illinois</i>	Changing Demographics: Impact on Debt and Capital Strategies Susan Fitzgerald, <i>Moody's</i> ; Susan Carlson, <i>S&amp;P</i> ; Pamela Clayton, <i>Fitch</i>	Update on Tax Rules and Requirements Richard Aks, <i>Goldman Sachs</i> ; Jim Matteo, <i>University of Virginia</i> ; Eileen Heitzler, <i>Orrick</i>
3:45 - 4:00 p.m.	Refreshment Break		
4:00 - 5:15 p.m. GENERAL SESSION	Benchmarking: The Role of Treasury Michael Gallanis, <i>Treasury Strategies</i>		
5:30 - 7:00 p.m.	 <b>Reception</b> Join us for a relaxing evening in the Southwest. You'll experience networking, fantastic fare, and mucho more! Listen to the strolling mariachis and enjoy the sights and sounds of the famous San Antonio Riverwalk from the Marriot's River Terrace Patio. Picture yourself in the southwest with our on-site cowboy caricaturist! Y'all won't want to miss this Texas sized gathering!		



**NASBA CPE CREDIT INFORMATION – Program Level:** Advanced • **Prerequisites:** No prerequisites and/or advance preparation is required • **CPE Credits:** 16 CPE Credits. *The Treasury Institute for Higher Education is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have the final authority on the acceptance of individual courses for CPE credit. Complaint Resolution: For more information regarding administrative policies such as complaints and refunds. National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. Web site: [www.nasba.org](http://www.nasba.org).*

TUESDAY, FEBRUARY 13, 2007			
7:30 - 8:30 a.m.	Buffet Breakfast		
8:30 - 9:00 a.m.	Opening Remarks		
9:00 - 10:00 a.m. GENERAL SESSION	The Next Steps in The Internal Bank Moderator: Jon Speare Speakers: Lyn Hutton, <i>Commonfund</i> ; Chris Cowen, <i>Prager Sealy</i> ; Edie Murphree, <i>Emory University</i>		
10:00 - 10:15 a.m.	Refreshment Break		
10:15 - 11:30 a.m.	CONCURRENT SESSIONS		
	Internal Bank Case Study Al Rodack, <i>The Ohio State University</i> ; Michael Gower, <i>University of Vermont</i>	International Treasury Management - Challenges and Solutions for Making Overseas Payments Steve Betz, Moderator, <i>Custom House Currency Exchange</i> ; Ann Anderson, <i>University of Washington</i> ; Joe Gahlinger, <i>University of Louisville</i> ; Nancy Majerek, <i>University of Notre Dame</i>	Inside the Credit Black Box-How Banks Make and Price Credit Decisions Michael McKeeman, <i>Wachovia</i> ; Patrick Vatel, <i>Bank of New York</i>
11:45 a.m. - 12:45 p.m.	Luncheon		
12:45 - 2:00 p.m.	CONCURRENT SESSIONS		
	What's New in Banking 2007 Mark Krawczyk, <i>CZYK &amp; Associates</i>	What's New in Swaps/Derivatives Megan Sansons, Moderator, <i>UBS</i> ; Jason Michaels, <i>UBS</i> ; Brian Smith, <i>University of North Carolina-Chapel Hill</i>	Issues in Sponsored Research: Funding, Regulations, and Strategies to Cope Diana Hoadley, <i>JP Morgan</i> ; Amy Kweskin, <i>Washington University in St. Louis</i> ; Craig McCurley, <i>Harvard University</i> ; Richard Chirls, <i>Orrick, Herrington &amp; Sutcliffe</i> ; Odile Disch-Bhadkamkar, <i>Stanford University</i>
2:15 - 3:30 p.m.	CONCURRENT SESSIONS		
	Payment Card Industry Data Security Requirements (PCI DSS) - What are they and how do you begin to comply? Mark Welch, <i>University of Notre Dame</i>	Cash vs. Limited Term Assets - How to effectively manage your operating assets David Hertan, <i>Commonfund</i> ; Kathy Snell, <i>University of Vermont</i>	Hedging Energy Costs/ Developing an Energy Management Program Andrew Fletcher, <i>Key Bank</i> ; Kevin P. McGinnis, <i>Texas A&amp;M University System</i>
3:30 - 3:45 p.m.	Refreshment Break		
3:45 - 5:00 p.m. GENERAL SESSION	Enterprise Risk Management Michael J. Mandl, <i>Emory University</i>		

WEDNESDAY, FEBRUARY 14, 2007			
7:00 - 8:00 a.m.	Buffet Breakfast		
8:00 - 8:30 a.m.	Opening Remarks		
8:30 - 9:45 a.m. GENERAL SESSION	Partners in Payment Card Industry Data Security Requirements (PCI DSS) Compliance Joan K. Piscitello, <i>Iowa State University</i> ; Marsha Lovell, <i>UCLA</i> ; Todd Abbott, <i>Bank of America</i> ; Mark Welch, <i>University of Notre Dame</i>		
9:45 - 10:00 a.m.	Refreshment Break		
10:00 - 11:00 a.m.	CONCURRENT SESSIONS		
	Installing a Treasury Workstation: A View from Ground Zero Colleen Davy, <i>University of Minnesota</i>	PINless Debit Marsha Lovell, <i>UCLA</i> ; John McElroy, <i>TouchNet</i>	Community Source Financial Systems - The Kualii Project John F. (Barry) Walsh, <i>Indiana University</i>
11:00 - 11:15 a.m.	Refreshment Break		
11:15 a.m. - 12:15 p.m. GENERAL SESSION	Public/Private University Information Exchange (session limited to Practitioners in Higher Education) Maria Robinson, <i>Texas A&amp;M University System</i> ; Nancy Majerek, <i>University of Notre Dame</i>		
12:15 p.m.	Conference Ends		

## HOTEL INFORMATION

Capture the romance of San Antonio with a stay at the San Antonio Marriott Riverwalk. Located in the heart of downtown, the Marriott Riverwalk offers sweeping balcony views of the city and the San Antonio Riverwalk below. Indulge in your choice of a historical, cultural, or culinary experience with your choice of rich flavors and intoxicating aromas along the Riverwalk, all a few steps away. The hotel, in addition to being located on the famous Riverwalk, is just a short walk from the Alamo, a large enclosed shopping mall and the Tower of the Americas. The hotel combines gracious Marriott service and amenities with a comfortable, casual feel.

The Treasury Institute has been able to secure a special room rate of \$179 single/double (plus tax). To receive this rate, call 210-224-4555 and mention the TIHE Symposium 2007. This rate extends three days prior to the conference dates and three days after. Please make your reservations early in order to avoid disappointment.

## SYMPOSIUM INFORMATION

SYMPOSIUM DRESS CODE.....Business casual is appropriate dress for all symposium activities.

SYMPOSIUM SESSIONS.....The Treasury Institute for Higher Education reserves the option to substitute speakers or topics.

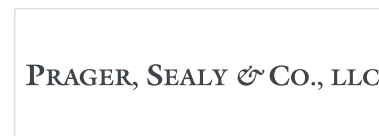
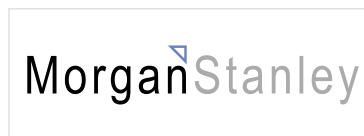
SMOKING POLICY.....Smoking is prohibited at Symposium 2007.

*Conducting an educational forum of the scope and magnitude of Symposium requires a significant financial commitment from a group of dedicated partners. The Treasury Institute for Higher Education would like to say "THANK YOU" to the following group of organizations that support our efforts:*

## SIGNATURE SUPPORTERS



## MAJOR SUPPORTERS



# FEBRUARY 12-14, 2007 • SAN ANTONIO, TX

Symposium Fee: \$650 • Association for Financial Professionals (AFP) Members: \$550



Treasury Institute  
for Higher Education

Please complete and return the registration form as soon as possible. **You can also register on-line and use your Visa, MasterCard, or Discover at our secure web site, [www.treasuryinstitute.org](http://www.treasuryinstitute.org).**

The fee for the Treasury Symposium 2007 is \$650. Members of the Association for Financial Professionals (AFP) may register for \$550 by providing their membership number. AFP membership must be current as of the date of the symposium to qualify for this discount. The fee may be paid by either check or credit card. Please specify payment method on your registration form. Registrations can be faxed, e-mailed, or mailed.

Registration acknowledgment will be e-mailed to you within five business days of receipt of your registration. If an e-mail address is not provided, you will receive confirmation via US mail. Payment will be requested at the time of onsite registration if prior payment has not been received. For additional information please call us at 812-339-6374. In the event of cancellation or change in hotel or date, registrants will be notified by e-mail. Neither the Treasury Institute for Higher Education nor Professional Development Group II, Inc. will be responsible for any expenses incurred in conjunction with symposium activities which are modified or cancelled.

The fee includes: all sessions, meals, receptions, refreshment breaks, and all symposium materials. Monday night's reception is included with the registration fee; however, additional guests are invited at a charge of \$50 per guest (must be over 21 and guest of registered attendee).

**Registration is limited to 195 representatives** from colleges and universities and supporters of the Treasury Institute for Higher Education (see page 6 for a listing of our supporters). If you have any questions regarding this policy, please e-mail Robert Scaling at [rscaling@nmsu.edu](mailto:rscaling@nmsu.edu).

■ **NAME** (WILL APPEAR ON BADGE) \_\_\_\_\_

\*AFP MEMBERSHIP NO. \_\_\_\_\_

*\*Only required if taking AFP discount. AFP membership must be current at symposium date.*

TITLE \_\_\_\_\_

INSTITUTION \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY/STATE \_\_\_\_\_ ZIP \_\_\_\_\_

E-MAIL \_\_\_\_\_

PHONE \_\_\_\_\_ FAX \_\_\_\_\_

PLEASE INDICATE ANY SPECIAL DIETARY OR OTHER NEEDS \_\_\_\_\_

PLEASE CHECK ONE:  I have attended # \_\_\_\_\_ previous symposiums  First time attending symposium

PROFESSIONAL CERTIFICATIONS:  CTP  CCM  CPA  OTHER: \_\_\_\_\_

## ■ PAYMENT OPTIONS

AMOUNT \$ \_\_\_\_\_ METHOD OF PAYMENT:  Check CHARGE MY:      

CREDIT CARD NO.: \_\_\_\_\_ EXP. DATE: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

Make check payable to Treasury Institute for Higher Education. No refund will be made for cancellations after 1/5/07. Substitutions are allowed, but must be made in advance with notification to The Treasury Institute at 812-339-6374 or faxed to 812-339-0138. All registrations and payments are handled by symposium administrator Professional Development Group II, Inc. For additional information please call 812-339-6374 or e-mail [treasury@prodev.com](mailto:treasury@prodev.com). Please send and make checks payable to: Treasury Institute for Higher Education • 602 N. College Ave. • Bloomington, Indiana 47404. Treasury Institute Tax ID 35-2107573.

FOUNDING PARTNER

commonfund

*Moving missions forward.*

ALLIANCE PARTNERS



*The Treasury Institute exists as an independent, not-for-profit institution, in no small part due to the commitment of its partners.*



Treasury Institute  
for Higher Education

602 North College Ave. • Bloomington, IN 47404

[www.treasuryinstitute.org](http://www.treasuryinstitute.org)

PRSR STD  
US Postage  
**PAID**  
Permit No. 118  
Spencer, IN  
47460

If undeliverable to addressee,  
please route to your organization's:

- Chief Financial Officer
- V.P. Finance
- Treasurer
- Chief Business Officer
- Director Treasury Management
- Controller
- Key Treasury & Finance Staff
- Director of E-commerce