



Commission on
Independent
Colleges and
Universities

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November cicu Collaborative Seminar

Quality
Access
Diversity
Choice

November 13
San Damiano Hall
129 West 31st Street
New York, NY 10001
646.473.0265

9:15 a.m.

Introductions

Christopher Nolin, Director, Collaborative and Legislative Affairs

9:30 a.m.

The Considerations of Equipment Leasing

Over 80% of businesses in the United States lease equipment, and the higher education sector is no different. Rochester based, First American Equipment Finance will detail the benefits of leasing, explore the strategic differences between leasing and buying, outline the basic lease process, and spend time on which terms and conditions will affect the logistics and economics of the lease. Lease contracts are highly customizable; the better you understand lease contracts, the better they will serve the objectives of your school.

10:10 a.m.

Emergency Notification Systems

The State Emergency Management Office (SEMO) has developed an emergency notification system (NY-Alert) with SUNY and CUNY to enable participating campuses to provide timely information to students, faculty, and staff during time of an emergency. Please join us as we learn more about the services available to private, not-for-profit colleges and universities.

10:50 a.m.

Break

11:05 a.m.

Student Health and Sports Insurance

Gallagher Koster is committed to being the nation's leading full-service independent insurance program administrator for the education community by providing high quality, customized, and affordable health and sports insurance products and related services to the schools, students and families they serve.

Now in its fifth year of partnership with cicu, Gallagher Koster currently serves 100+ colleges and universities nationwide. Gallagher Koster is proud to have been selected by cicu to provide consortium pricing and service enhancements for student and sports accident health insurance products.

11:45 a.m.

Purchasing through the State

The New York State Office of General Services will discuss the numerous items available to Independent Colleges and Universities through the state contract.

12:25 p.m.

Lunch / Presentation

Leveraging purchasing in the not-for-profit sector

Innovatix – Premier provides high quality group purchasing and consultative services to its national membership base of alternate care and non-acute care institutional providers. Innovatix – Premier and cfcu are examining the prospect of combining the purchasing power of our higher education sector with that of the alternative and non-acute care providers.

Premier brings with it, best prices across a comprehensive selection of products, a breadth of contract portfolio (complete Foodservice and medical supply), comprehensive spend analytics tools, and a true alliance

1:25 p.m.

Overview of the 2007-2009 Financial Turbulence

Representatives of PFM Inc and PFM Asset Management will present an overview of the 2007-2009 financial crunch and the impact it has had on college and universities. This turbulence became evident over a year ago with the beginning of liquidity challenges in the capital markets and the initial performance problems for subprime mortgages. Colleges and universities that had issued auction rate securities and/or monoline insured variable rate debt experienced severe disruption of their capital structure. As asset backed investments have generated losses at banks, insurers, and swap counterparties, capital markets disruption has become evident. The recent stock market turbulence could impact endowment earnings and investment strategies. In addition, many student loan lenders are facing difficulties in accessing the capital markets to raise funds for new loans.

2:05 p.m.

Next steps

A brief session with cfcu members to discuss the day's proposals.