



**NCHER Roundtable on Exploring New Business Opportunities in the
Higher Education Finance Marketplace
Zoom Platform**

Final Agenda

Monday, September 27, 2021

(All Times Eastern)

11:00 a.m. – 11:15 a.m.

Welcome

The NCHER leadership will welcome members to the roundtable and discuss the importance of identifying new opportunities in the current policy and political environment

Speaker

James P. Bergeron, President
National Council of Higher Education Resources

11:15 a.m. – 12:15 p.m.

Building and Sustaining a Successful Organization

David Ciullo and Colleen McCracken with Career Management Associates will share their expertise to help the NCHER membership build and sustain a successful organization in today's environment, especially those interested in identifying new business opportunities in higher education finance. They will review what each company should be asking its management and employees as part of any current and future strategic planning process to ensure that it is better positioned for success in the future.

Introduction

Christiana Thornton, President and Chief Executive Officer
The NHHEAF Network Organizations

Speakers

David Ciullo, Chief Executive Officer
Career Management Associates

Colleen McCracken, Strategic Business Advisor
Career Management Associates

12:15 p.m. – 12:30 p.m.

Break

12:30 p.m. - 1:30 p.m.

Roundtable Panel

NCHER members from the Kentucky Higher Education Assistance Authority, Panhandle Plains Higher Education Foundation, and Vermont Student Assistance Corporation will share their internal journeys and the steps that they have taken – or preparing to take – as they explore new business opportunities and attempt to replace some of the revenue generated under the Federal Family Education Loan Program. The discussion will explore the benefits and challenges with converting to a college access and success foundation, the need to identify and address internal inefficiencies, how to leverage support from external partners like state officials, and what opportunities may be present for the NCHER membership. Please come prepared to join the conversation and share your experiences and ideas.

Moderator and Speaker

Eugene “Gene” Hutchins, Chair

National Council of Higher Education Resources
Executive Director/Chief Executive Officer
Kentucky Higher Education Assistance Authority

Speakers

Kathleen R. Ellison, Partner
Norton Rose Fulbright US LLP

Patrick Leduc, Chief Information Officer, Vice President for Career and Education Outreach and Human Resources
Vermont Student Assistance Corporation

Jimmy Parker, President and Chief Executive Officer
Panhandle-Plains Higher Education Foundation

1:30 p.m.

Roundtable Adjourns