

## **MOVING FORWARD IN THE MIDST OF UNCERTAINTY (A VIRTUAL CONFERENCE) SPEAKERS**

### **Navigating the Financial Storm**

- Doug Chittenden, Executive Vice President and CEO of Institutional Relationships, TIAA
- Ed Kania, Vice President for Business and Finance and Treasurer, Rollins College
- Brian Nick, Chief Investment Strategist, Nuveen (A TIAA Company)
- Glenn Richter, Senior Executive Vice President, Chief Financial Officer, TIAA
- Noel Sloan, Chief Financial Officer, Texas Tech University
- Anup Vidwans, Senior Managing Director, Higher Education, TIAA

### **Risk Management Resources for Your Institution**

- Steven T. Aldrich, Senior Vice President, Managing Director National Practices, McGriff Insurance Services
- William H. "Bill" Durham, Vice President for Finance, Wingate University
- John D. Lynch, Senior Vice President, Education Industry Manager, SunTrust now Truist
- Christopher Smith, Vice President – ARM, McGriff Insurance Services

### **Moving Forward in a Changing World with Planning and Analytics**

- Vipul Datt, Solution Consultant, Workday
- Marc Weyerstall, Sr., Sr Value Manager, Workday

### **Generating New Revenue Streams in Our COVID-19 Reality: Asset Monetization, Service Bundling, and P3 Partnerships**

- Bray Brunkhurst, Vice President, Aramark Facility Services
- Jeff Turner, Executive Vice President, Brailsford & Dunlavey

### **Long-Term Focus While Balancing Short-Term Needs: The Operating Endowment**

- John G. Pierce, Vice Chancellor for Administration and Finance, University of North Carolina – Asheville
- Eric Ralph, Managing Director, Highland Associates (a Regions Bank, Company)
- Gina Terry, Chief Financial Officer, University of Arkansas System
- Michael Thomas, Director of Not-For-Profit Analytics, Highland Associates (a Regions Bank, Company)

### **Washington Update: The Latest Public Policy Developments and Implications for Higher Education**

- Liz Clark, Vice President, Policy and Research, NACUBO

### **Financial Reporting and Accounting Impact of COVID-19**

- Roselle Bennoitt, Director, Cherry Bekaert LLP
- Susan Maddux, Vice President of Finance and Administration, Furman University
- Matthew Socha, Partner, Cherry Bekaert

**Moving Forward: Decision Making for Fall 2020**

- Rob Alsop, Vice President for Strategic Initiatives, West Virginia University
- Chris Gardner, Chief Financial Officer, Wofford College
- John Nisbet, Chief Financial Officer, Saint Leo University
- Bjorn Reigle, Managing Director, PFM
- Kelli Shomaker, Vice President for Business and Finance and Chief Financial Officer, Auburn University

## Navigating the Financial Storm

### Doug Chittenden

#### Executive Vice President and CEO of Institutional Relationships, TIAA



Doug Chittenden leads the company's Institutional Relationships team in TIAA Financial Solutions, which serves more than 15,000 retirement plan sponsors in the academic, research, medical and cultural fields. In this role he oversees sales, strategy, offer management, relationship and services management, participant consulting and guidance for our institutional clients. His team is also responsible for managing relationships with key industry leaders and advocacy organizations. Prior to this role, he led the organization's consumer product management and development functions, as well as distribution to individual clients of TIAA Direct (now

TIAA Bank), 529 College Savings Plans, the Trust Company, Brokerage Services, IRA and Advisory Solutions, TC Life, and Investment Products.

Since joining TIAA in 1985, Chittenden has held a variety of positions with increasing responsibility. Among his major accomplishments are enabling legislation for optional retirement plans in the state of Ohio; significantly increasing the number of institutional clients in Pennsylvania, West Virginia, and Delaware; launching the organization's brokerage platform; restructuring the mutual fund product line; moving the organization's IRA business onto its OMNI record-keeping platform; and returning the 529 business to an industry-leading position.

Chittenden holds a B.A. in economics from Rutgers University and is a registered principal of the Financial Industry Regulatory Authority.

### Ed Kania

#### Vice President for Business & Finance and Treasurer, Rollins College

Ed Kania, CPA, accepted the position of Vice President for Business and Finance and Treasurer at Rollins College in June 2018, after serving as the Vice President for Finance and Administration at Davidson College, Davidson, NC since 2010. Kania was Controller and Director of Business Services at Davidson from 1990 until 2010, as well as President of the Davidson College Development Corporation from 1997–2008. Prior to Davidson, Kania worked for the audit practice of Coopers



& Lybrand for 6 years and was controller of an international architectural firm.

A recipient of the 2019 Service to NACUBO Award, Kania is a presenter, teacher, and mentor through NACUBO and other professional organizations. A firm believer in community service, Kania is a member of the Mayflower Retirement Community board of directors in Winter Park, Florida, vice chair of the board of the Pines at Davidson, an independent, not-for-profit, continuing care retirement community located in Davidson, North Carolina, and is a board member of the Private College 529 plan, Educational and Institutional Insurance Administrators, Inc. Kania is originally from Philadelphia and received his B.S. in Accounting from Saint Joseph's University.

## **Brian Nick**

### **Chief Investment Strategist, Nuveen (A TIAA Company)**

Brian has over fifteen years of experience analyzing economic and market data and developing investment strategies for client portfolios. As Chief Investment Strategist, Nick is a member of Nuveen's Global Investment Committee, where he works closely with the firm's investment leaders to identify investment trends and provide insights on events driving market activity. He is also a voting member of the asset allocation committee of Nuveen's parent company, TIAA. Previously, Nick served as Head of Tactical Asset Allocation for UBS Wealth Management Americas, and as a senior investment strategist at Barclays Wealth. He began his career in the Markets Group at the Federal Reserve Bank of New York.

Nick graduated with a bachelor's degree in Economics and Government from Dartmouth College and a master's degree in Economics from New York University, and holds the designation of Chartered Alternative Investment Analyst® (CAIA®).



## **Glenn Richter**

### **Senior Executive Vice President, Chief Financial Officer, TIAA**

Glenn Richter is responsible for TIAA's financial management and planning, actuarial, tax, and financial reporting for the organization, as well as oversight for the general account. He also oversees corporate strategy and development and the corporate transformation office, helping to drive strategy and execution as TIAA continues to grow, diversify, and transform the way it operates to serve its customers efficiently and effectively.

Previously, Richter served as Senior Executive Vice President, Chief Administrative Officer overseeing Corporate Strategy & Development, Corporate Marketing, Corporate Communications, and the Enterprise Program Management Office. Prior to joining TIAA in

2015, Richter worked for Nuveen Investments as Chief Operating Officer and Chief Administrative Officer. Before joining Nuveen Investments in 2006, he served as Executive Vice President, Chief Financial Officer for RR Donnelley & Sons, and prior to that was Executive Vice President & CFO of Sears, Roebuck and Co. and Chairman of Sears Canada, a publicly traded affiliate.

Richter's professional background includes finance and strategy positions at Dade Behring, a global medical diagnostics firm, and PepsiCo, after starting his career as a management consultant at McKinsey & Company.

Richter received his bachelor's degree in business administration from George Washington University and his M.B.A. from Duke University.

**Noel Sloan**  
**Chief Financial Officer, Texas Tech University**



As the Chief Financial Officer and Vice President for Administration and Finance, Noel Sloan partners with university leaders to support growth and strategic initiatives while ensuring accountability for financial operations is maintained and risk is minimized. In addition to managing the university's \$1.008 billion operating budget, Sloan oversees the Finance division, the Business Services division, the Auxiliary Services division, and Operations division. Sloan is also a member of the President's Cabinet.

Sloan came to Texas Tech University in 2006. Prior to being selected as the Chief Financial Officer in January 2014, Sloan served in the role of Managing Director for Financial Services and Tax. She has also served as an Adjunct Faculty member in the Rawls College of Business.

Sloan received both her Bachelor of Business Administration and Juris Doctorate from Baylor University.



**Anup Vidwans**  
**Senior Managing Director, TIAA Financial Solutions,**  
**Higher Education Sales, TIAA**

Anup Vidwans is a Senior Managing Director of Higher Education Sales. In this role, he leads the Higher Education Sales team and the Institutional Retirement Plan Pricing team. These teams collectively work to retain and grow TIAA's assets under management with institutions that are aligned with our value. Prior to this role, Vidwans was the head of the Strategy, Metrics, and Offer Management team in the Institutional Retirement

Business, which was focused on defining the Institutional Retirement Business strategy, defining metrics and scorecards across the organization, and managing the Retirement Offer product suite by defining the client experience, client readiness, plan participant, and administrator tools.

Vidwans developed a strong understanding for our customer's needs in previous roles as Director of Corporate Strategy and Development for TIAA and during his time at McKinsey and Company. Vidwans blends his financial services experience with a background in science and research. In fact, he holds two patents for the discovery of novel anti-cancer drug candidates from his time as a research scientist in the pharmaceutical industry.

Vidwans earned a B.S. in Pharmaceutical Sciences from the University of Poona in Pune, India as well as an M.S. in Medicinal Chemistry from Duquesne University and an MBA from the University of Chicago.

Outside of TIAA, Vidwans enjoys spending time with his wife and two sons, visiting national and state parks, and running.

## **Risk Management Resources for Your Institution**

### **Steven T. Aldrich**

#### **Senior Vice President, Managing Director National Practices, McGriff Insurance Services**

Steve Aldrich is responsible for directing the National Practices for McGriff Insurance Services. In this role, he collaborates with clients, the McGriff Insurance Services' industry practice leaders, and additional McGriff resources to develop products, programs, and services to be utilized in meeting clients' risk management objectives.

Aldrich is a veteran of the insurance profession, beginning his career as the risk manager for an Indianapolis-based bank holding company. He joined the brokerage ranks in 1980 with Alexander and Alexander, which later merged with Aon. He later joined Palmer & Cay, now part of USI.

During his 18 years with McGriff Insurance Services, Aldrich has utilized his knowledge and innovative skills to bring a creative approach to meeting the risk management needs of the firm's largest clients. Aldrich was instrumental in establishing the company's captive insurance company, domiciled in Bermuda. He helped develop the firm's Client Focused Risk Solutions strategy, focusing on the four quadrants of risk, was on the corporate task force that developed the producer recruitment and development strategy, and, most recently, worked with the senior leadership team to develop and implement the National Industry Practices strategy.

### **William H. "Bill" Durham**

#### **Vice President for Finance, Wingate University**

Bill Durham is a North Carolina CPA and CGMA with more than 25 years of experience working with higher education. Durham spent the first 19 years of his career in public accounting serving clients with a focus on not-for-profit organizations, including college and university clients. Durham currently serves as the Vice President for Finance at Wingate University. In his role with the University, he collaborates with many of the finance and compliance functions including risk management.

During his career, Durham has been an integral part of many complex transactions, including derivatives, compound debt structures, and compliance. During his tenure at the University, he has created solid partnerships with the University's insurance broker and carriers that have provided great benefits to the organization.

Durham is currently serving as Past President of the Union County Chamber of Commerce. In the past, he has served as President of Appalachian State University Alumni Association Board,

Board Member of Appalachian State University's BOT and Foundation Board, and Treasurer and Chair of Finance Committee for the Friends of the NC Museum of Natural Sciences.

He received a BSBA in Finance, Economics, and Banking and MS in Accounting from Appalachian State University

## **John D. Lynch**

### **Senior Vice President, Education Industry Manager, SunTrust now Truist**

As the Senior Vice President and Education Industry Manager for SunTrust Bank now Truist, John Lynch provides commercial and capital markets banking solutions to organizations in the education sector. In previous roles, he specialized in relationship management across the education and healthcare sectors, debt origination and syndication, and equipment finance.

## **Christopher Smith**

### **Vice President – ARM, McGriff Insurance Services**

Christopher Smith is a graduate of Georgia State University with a degree in Finance. He began his business career with Georgia-Pacific in 1997. He left Georgia-Pacific to begin his commercial insurance career in 2010 and developed a niche insuring nonprofits and higher education risks. Smith has earned the coveted ARM, Associate in Risk Management designation. He is part of the McGriff National Education Insurance Vertical and regularly guest lectures at State Universities on the subject of Risk Management and Business Insurance.

Smith and his wife Katie live in Homewood, AL and have been married 17 years. They have two children. Smith is an Assistant Cub Scout Pack Leader and holds the rank of Eagle Scout. He is an active member of the Vulcan Park and Museum Fundraising Committee and on the board of Impact America. Smith and his wife are members of Trinity United Methodist Church where he has served on the Administrative board as well as being President of his Sunday School class for 8 years. In his spare time, he enjoys playing music at church, cooking and spending time with the family outdoors.

## **Moving Forward in a Changing World with Planning and Analytics**

### **Vipul Datt**

#### **Solution Consultant, Workday**

Vipul Datt is a Workday FP&A Solution Consultant, focused primarily on the Higher Education industry. He has worked with several institutions to translate their specific planning & budgeting use-cases into robust functional environments. Prior to Workday, Datt had over 10 years of experience at firms including Huron and IBM where he helped multiple institutions with FP&A and Budget strategy redesign projects.

### **Marc Weyerstall, Sr.**

#### **Senior Value Manager, Workday**

Marc Weyerstall is a Senior Value Manager at Workday based out of Salt Lake City. Prior to joining Workday three and a half years ago, he spent 17 years in Higher Education fundraising where he worked with executive leadership developing business cases for capital projects and program development as well as fostering deep relationships across the organization and donor base. Prior to his fundraising career and after graduating from the SJ Quinney College of Law at the University of Utah, Weyerstall was the co-founder of Discover Your Forest, an environmental education not for profit organization.

## **Generating New Revenue Streams in Our COVID-19 Reality: Asset Monetization, Service Bundling, and P3 Partnerships**

### **Bray Brunkhurst Vice President, Aramark Facility Services**

Bray Brunkhurst leads the Growth and Retention for Aramark Facilities Services across K-12, Higher Education, and Business & Industry. He has led accounts at Rolls-Royce, General Motors, Johnson & Johnson, Bristol-Myers Squibb, and Pfizer and served in the United States Army. Brunkhurst received his Bachelor of Science Degree from State University of New York College at Oswego and Master of Science Degree from University of Wisconsin.

### **Jeff Turner Executive Vice President, Brailsford & Dunlavy**

Jeff Turner has been with Brailsford & Dunlavy since 1994 and currently oversees B&D's higher education practice group. He has a diversified program management background that includes work on over 400 assignments in almost every state in the country. Turner is a highly sophisticated engineer of complex financial models that test the performance of facilities under a wide variety of market conditions. A respected thought leader for the firm, Turner is considered a leading national expert on that subject. He is a frequent lecturer on campus real estate, campus life facilities such as student housing, athletics/recreation and dining, town gown issues, and other public-private partnerships.

Prior to joining B&D, he worked with the U.S. General Services Administration as a real estate analyst. Turner has shared his experiences and ideas through over 50 industry presentations and articles at national conferences and symposiums including the National Intramural-Recreational Sports Association, Society of College and University Planners, National Association of College and University Business Officers, Association of College Unions International, National Association of Collegiate Auxiliary Services, Association of College and University Housing Officers – International, and National Association of Student Personnel Administrators.

## **Long-Term Focus While Balancing Short-Term Needs: The Operating Endowment**

### **John G. Pierce**

#### **Vice Chancellor for Administration and Finance, University of North Carolina – Asheville**

John Pierce joined University of North Carolina – Asheville as Vice Chancellor for Administration and Finance in August 2008. Pierce has 30 years of chief financial officer experience. Since being at UNC Asheville, he has been instrumental in the acquisition of over 36 acres of land for university expansion, the oversight of the construction of over \$75 million in campus buildings, and the university's A-1 bond ratings by Moody.

Previously, Pierce served as Vice President of Finance and CFO of Sonopress, one of the largest CD and DVD manufacturers in the United States. During his seven years there, he managed a staff of 32, including finance, credit, billing, quoting, and purchasing staff. Pierce served as a key negotiator of the Sonopress/SonyBMG worldwide manufacturing agreement, and he also was instrumental in securing two major Hollywood studio DVD contracts for Sonopress. Previously, Pierce served as CFO at M.B. Haynes Corporation/Telephone Systems of Asheville and Beacon Manufacturing Co. Earlier in his career, Pierce was the cost and inventory accounting manager at RJR Archer and an audit supervisor at Ernst & Ernst in Winston-Salem. A graduate of Wake Forest University and a certified public accountant, Pierce serves on the Asheville-Buncombe YMCA Board of Directors and previously served on the SACUBO board (Southern Association of College and University Business Officers).

Previously, Pierce served on the Mission St. Joseph's Health Care System Board of Directors, as president and founder of the Asheville Area Employers Healthcare Alliance, president of the Country Club of Asheville, president of the Manufacturers Executive Association, and chairman of the Asheville Chamber of Commerce Business Health Roundtable.

### **Eric Ralph**

#### **Managing Director, Highland Associates (a Regions Bank, Company)**

Eric Ralph joined Highland Associates in 2018 as a consultant to the firm's not-for-profit healthcare and foundation clients. He is a managing director in the firm. Ralph serves on the firm's Leadership Team and is a voting member on Highland's Investment Working Group.

Prior to joining Highland Associates, Ralph served as principal and managing director at Summit Strategies for more than 17 years. While at Summit, Ralph advised on over \$20 billion of endowment and foundation assets. He is on the Executive Committee of the St. Louis Foodbank

and is a member of the Investment Committee of Community School and Mary Institute Country Day School.

**Gina Terry**  
**Chief Financial Officer, University of Arkansas System**

Gina Terry serves as the Chief Financial Officer for the University of Arkansas System. The Office of Finance and Administration coordinates and provides oversight of the preparation of annual operating budgets and financial reports to the Board, prepares the consolidated annual financial statements and provides support for all of the System's financial representatives and affairs.

Terry has more than 35 years of professional finance and audit experience, including beginning her career in 1981 at Ernst & Young in Little Rock and Detroit, before working as a partner at Miller, England and Terry and as controller at a privately-owned catalog company. She joined the internal audit department at the UA System in 2001 as an associate director and rose to the rank of senior regional auditor. Terry, a licensed CPA, is an honors graduate in accounting of the University of Arkansas, Fayetteville.

**Michael Thomas**  
**Director of Not-For-Profit Analytics, Highland Associates (a Regions Bank, Company)**

Michael Thomas joined Highland Associates in 2004 as an Analyst and was later promoted to Consultant to the firm's institutional client base. He is currently a director at the firm. Thomas now leads the firm's Not-For-Profit Analytics Group, which maintains Highland's proprietary asset/liability model and provides scenario analyses to Highland's not-for-profit clients. Thomas is located in the firm's Birmingham office. He earned his Bachelor of Science degree in Finance from the University of Alabama, and he is a CFA charterholder.

## **Washington Update: The Latest Public Policy Developments and Implications for Higher Education**

**Liz Clark**  
**Vice President, Policy and Research, NACUBO**

Liz Clark is Vice President for Research and Policy for the National Association of College and University Business Officers (NACUBO). Clark has been working to advance the goals and priorities of colleges and universities on Capitol Hill since 1999. She joined NACUBO after spending more than three and a half years leading the State University of New York (SUNY) System Office of Federal Relations in Washington, DC. Clark also served as Director of Federal Relations for Oregon State University, and prior to that, she was Assistant Director of Federal Relations at Cornell University, where she was charged with overseeing Cornell University's first Washington, DC-based federal relations office.

A native of Liberty, NY, Clark is a graduate of Binghamton University (SUNY) and received a Master of Science degree in Policy Analysis and Management from Cornell University.

## **Financial Reporting and Accounting Impact of COVID-19**

### **Roselle L. Bonnoitt Director, Cherry Bekaert**

A Director at Cherry Bekaert with experience in public accounting since 2000, Roselle Bonnoitt serves clients primarily in the manufacturing and distribution, not-for-profit, and financial institution industries. As an auditor, she concentrates on delivering auditing services to companies with U.S. and international operations, higher education institutions and other not-for-profit organizations, and financial institutions.

Bonnoitt has a practical knowledge of, and experience in, implementing the internal control audit requirements of the Sarbanes-Oxley Act, as well experience in initial public offerings, mergers and acquisitions, Sarbanes-Oxley compliance, and SEC registration statements and reporting. She also has experience with Uniform Grant Guidance compliance and NCAA agreed-upon-procedures engagements.

Prior to joining Cherry Bekaert in December 2007, Bonnoitt was a senior audit manager at a Big Four accounting firm.

### **Susan Maddux Vice President for Finance and Administration, Furman University**

Susan Maddux joined Furman University as vice president for finance and administration in November 2018. She came to Furman from Presbyterian College, where she had served as vice president for finance and administration and chief financial officer since 2013.

As Furman's chief financial and administrative officer, Maddux oversees all financial planning and execution, accounting operations, debt management, and the endowment, as well as the departments of Budget and Resource Management, Facilities and Campus Services, and Human Resources.

Before joining Presbyterian College, Maddux spent 19 years in the finance and administration office at Converse College. She initially served the college as controller (1994-2005), and then as vice president for finance and administration and chief financial officer (2005-2013). Prior to her career in higher education, Maddux worked as a certified public accountant at Ernst & Young in Spartanburg (1991-1994).

She is a graduate of Converse College and received a master of professional accountancy from Clemson University. Maddux serves on the board of the National Association of College and University Business Officers and as the President of the Southern Association of College and

University Business Officers. She is a volunteer coach with the Special Olympics, as well as a member of the audit committee at Spartanburg Day School.

**Matthew Socha**  
**Partner, Cherry Bekaert**

Matthew Socha is an Audit Partner and Leader of the Firm's Education industry group. He leads in the development and execution of the strategic vision of the Education industry group. Also, Socha ensures high-quality client service and continued expansion of specialty services that will help organizations solve problems and grow.

As an Audit Partner, Socha has a passion for serving educational and not-for-profit organizations. He provides audit, assurance and advisory services to private and public colleges and universities, community and technical colleges, independent schools, educational foundations, and other charitable organizations.

Clients depend on Socha for timely, practical guidance on many technical accounting and compliance issues such as implementation of new standards, compliance with federal and state laws and grant programs, financial reporting, endowment accounting, and more.

In addition, Socha is a frequent and recurring speaker on not-for-profit accounting issues, changes in audit and accounting standards, and best practices for not-for-profit and educational institutions.

## **Moving Forward: Decision Making for Fall 2020**

### **Rob Alsop**

#### **Vice President for Strategic Initiatives, West Virginia University**

As vice president for strategic initiatives at West Virginia University, Rob Alsop is responsible for identifying, developing and managing sustainable resources and initiatives that support academic, research, and service excellence. He was appointed to his current position in August 2017. His expanded responsibilities included financial, budgeting, talent and culture, and facilities while still maintaining oversight of corporate and government relations and continuing innovation and entrepreneurship efforts.

Alsop has extensive state and federal government experience. From November 2010 through May 2013, he was the chief of staff to West Virginia Governor Earl Ray Tomblin, where he focused on a host of legislative initiatives, including the Marcellus Shale regulatory structure, OPEB reform, primary education reform, and other economic development and budgetary matters. From January 2005 through November 2007, Alsop served in a number of roles for former Governor Joe Manchin, including deputy general counsel, general counsel for the Department of Revenue, and secretary of revenue.

### **Chris Gardner**

#### **Chief Financial Officer, Wofford College**

Chris Gardner joined Wofford College in 2013 as the Associate Vice President for Finance and Controller, a position he held until his appointment as CFO in 2018. Gardner, a Certified Public Accountant, began his career at KPMG LLP, where he worked until 2012, departing as an audit manager in Greenville, SC. Prior to joining Wofford, he worked as the manager of financial reporting for AVX Corporation, a publicly traded manufacturing company in the Greenville, SC area. During his time at Wofford, Gardner has served on the Strategic Plan Implementation Committee, the President's Cabinet, and presented at a number of SACUBO and NACUBO conferences and events.

### **John Nisbet**

#### **Chief Financial Officer, Saint Leo University**

John Nisbet serves Saint Leo University in Tampa, FL as Vice President of Business Affairs and CFO. Nisbet has held several other leadership roles in higher education and healthcare finance and administration, most recently as Vice President of Finance and CFO for Creighton University, as well as roles at Ohio State University, the University of Miami Miller School of

Medicine in Florida, OhioHealth, a faith-based system of hospitals and health care providers in central Ohio, and Cincinnati Children's Hospital Medical Center.

Nisbet earned his M.B.A. with a specialization in corporate finance from The Ohio State University, an MS degree in molecular and cellular physiology from the University of Cincinnati College of Medicine, and a BS degree in zoology from The Ohio State University.

## **Bjorn Reigle** **Managing Director, PFM**

Bjorn Reigle rejoined PFM's financial advisory business in 2016 as a director in the higher education practice in the Charlotte office and was promoted to managing director in 2019. He previously worked for a large Wall Street Investment Bank in their Higher Education Group working with borrowers on capital raising strategies. As a member of the higher education team at PFM he brings over 15 years of higher education experience as both an investment banker and financial advisor.

Throughout his career, he has worked with higher education borrowers in the Southern United States working on over \$6 billion of debt transactions. Reigle advises his clients on a broad range of capital markets related services such as capital structure evaluation, risk assessment and management, debt capacity analysis, operating pro-forma analysis, and rating agency strategy. During his career, he has assisted his clients on developing strategies that involve recapitalizing existing debt portfolios, funding new capital needs, and evaluating alternative finance delivery models. Over his career, he has worked with large public and private research universities, small liberal arts colleges, as well as independent colleges. He has most recently worked with Georgia Institute of Technology, University of South Carolina, Washington and Lee University, Georgia State University, West Virginia University, and Furman University.

## **Kelli Shomaker** **Vice President for Business and Finance and Chief Financial Officer, Auburn University**

Kelli Shomaker is a seasoned financial administrator with over 30 years of experience in financial, accounting, and budget operations, human resources, cash management, debt management, facilities, technology, strategic planning, and auxiliary enterprises. Prior to joining Auburn University, she was the Chief Financial Officer and Senior Vice President for Finance and Administration at Blinn College and served in various senior financial roles at Texas A&M University. Prior to her career in Higher Education, she worked in the private sector at U.S. Global Investors Inc. and PricewaterhouseCoopers.