



**AMERICAN ASSOCIATION OF  
EDUCATIONAL SERVICE AGENCIES**

**ANNUAL REPORT  
1985-86**

American Association of Educational Service Agencies  
1801 North Moore Street  
Arlington, Virginia 22209

AMERICAN ASSOCIATION  
OF  
EDUCATIONAL SERVICE AGENCIES

**ANNUAL REPORT**

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AAESA  
1801 North Moore Street  
Arlington, Virginia 22209  
703/528-0700

AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES

COUNCIL MEMBERS

President: Glen D. Shaw 507/537-1481  
Executive Director  
Southwest ECSU  
Southwest State University  
Marshall, Minnesota 56258

Louis G. DelSol  
Superintendent  
Mendocino County Office  
of Education  
2240 Eastside Road  
Ukiah, California 94582  
707/462-2345

Dwayne Schmaltz  
Administrator  
Cooperative Educational  
Service Agency 6  
P. O. Box 2568  
2300 Ripon Road  
Oshkosh, Wisconsin 54903  
414/233-CESA (2371)

Dennis Harken  
Executive Director  
Montgomery County I.U. 23  
Montgomery County & Paper  
Mill Road  
Erdenheim, Pennsylvania 19118  
215/233-9550

Richard E. TenHaken  
District Superintendent  
Monroe 2-Orleans County BOCES  
3599 Big Ridge Road  
Spencerport, New York 14559  
716/352-2410

Randall Lambert  
Executive Director  
San Luis Valley BOCES  
22nd and San Juan  
P. O. Box 1198  
Alamosa, Colorado 81101  
303/589-5851

Allan J. Thede  
Superintendent  
Multnomah County Education  
Service District  
P. O. Box 16657  
220 S.E. 102nd  
Portland, Oregon 97216  
503/255-1841

Donald G. Roseberry  
Administrator  
Southern Prairie AEA 15  
R.R. 5, Box 55  
Building 40 & 41  
Industrial Airport  
Ottumwa, Iowa 52501  
515/682-8591

Peter T. Willner  
Executive Director  
Cooperative Educational Services  
P. O. Box 2087  
11 Allen Road  
Norwalk, Connecticut 06851  
203/847-3873

Standing Committees:

Legislative

Randall Lambert, Chairman

Membership

Donald G. Roseberry, Chairman

Program

Randall Lambert, Chairman

Fiscal

Richard E. TenHaken, Chairman

Vice President

RICHARD E. TENHAKEN

Vice President is elected by Council members and becomes  
President of the Council in the following year.

AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES

STAFF

Walter G. Turner Executive Director	703/875-0734
Nancy Miller Asselin Grants Manager	703/875-0706
Lydia B. Gillespie Unit Coordinator	703/875-0722

1985 INTERNS

Twyla Coughlin Assistant Superintendent Southeast Regional Resource Center 538 Willoughby Avenue Juneau, Alaska 99801	907/586-6806
Lester Martisko Executive Director South Central ESCU- Region 9 Franklin School, Room 102 1000 North Broad Mankato, Minnesota 56001	507/389-1425
Tom Pagan Director William E. Wilson Education Center 630 Meigs Avenue Jeffersonville, Indiana 47130	812/288-4825

## AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES

### ANNUAL REPORT 1985-86

The American Association of Educational Service Agencies (AAESA) is a dynamic growing organization founded in 1978 by 45 educational service agencies. Its sole purpose is to represent the educational service agencies throughout the United States at the national level. AAESA provides for its members a cohesive force to communicate with each other and a means of sharing ideas of common interest.

The Association has the backing of the American Association of School Administrators (AASA) through its staff and financial support. AAESA has been a self-sustaining association member for the last five years. Both AASA and AAESA have benefited from this relationship.

The AAESA programs and activities provided for its contract members have been substantial. Some of the highlights are:

#### MEMBERSHIP

Membership has continued to grow. AAESA now has 262 contract agencies and five associate members. There are now 16 states that have 100 percent membership. The potential for membership in AAESA is limited by the number of educational service agencies that exist across the nation. Presently that is estimated to be approximately 350 plus and is growing each year as states establish new ones. For example, this past year in Arkansas 15 new agencies were established in September 1985. Any recruitment of new and continued members has been the result of all of your efforts. A membership committee and individual state chairmen provide the network for this committee's activities.

#### LEGISLATIVE - FEDERAL RELATIONS

AAESA through its contract with AASA utilizes the AASA Office of Government Relations for its major contact in Congress and Department of Education. The Legislative Committee of AAESA meets twice a year, once at the AASA Convention and again prior to the Legislative "I Care" Conference in September.

- AAESA-AASA jointly sponsors the "I Care" Legislative Conference in September of each year. This was started in 1979 by AAESA and has since that time grown to over 500 participants with joint sponsorship by AASA. This meeting has become the major legislative conference for both associations.
- AAESA maintains liaison activities with Congress and staff. This has resulted in service agencies being included in the majority of legislation passed by Congress and the regulations developed by the Department of Education.

- AAESA-AASA was instrumental in introducing the (L.E.A.D.) bill in Congress, PL98-588, titled Leadership in Educational Administration Development. This bill has been funded and the legislation specifically identifies educational service agencies as eligible for this money.
- AAESA members and staff have worked with several states to develop legislation for educational service agencies and to rewrite existing statutes.
- AAESA belongs to the Committee for Education Funding, a national group representing over 100 organizations. The purpose of this group is to ensure the greatest degree of support possible for the educational programs that are before Congress and the regulations that control these programs.
- Several AAESA members and staff have testified before congressional committees or study groups. Some of the areas have been in vocational education, technology, staff training, special education, and education reform.
- AAESA monitors all legislation and regulations to ensure that ESAs are included in language related to educational service agencies and that it permits them to participate in all educational programs.
- AAESA staff meets regularly with Department of Education, Department of Energy, Department of Labor, and national organizations such as National School Boards, Chief State School Officers, and other major organizations based in Washington to share information and to ensure that service agencies are included in any programs that they are sponsoring.
- AASA has established an effective network for legislation across the United States. This has been activated several times, within this past year for the L.E.A.D. bill, for support of technology, and several other issues.

PROGRAM, FUNCTION AND EDUCATIONAL OPPORTUNITIES

- AAESA sponsors an annual pre-AASA Convention workshop. This has been well attended over the past several years. The purpose of the conference is to familiarize the agencies, staff, administrators, and board members with other programs that exist across this country. It also provides an opportunity to sit down and discuss how each agency operates, and what resources they can jointly share or utilize within their states. This pre-conference has expanded over the past several years and will continue to do so.
- During the AASA Convention in February AAESA sponsors a variety of programs highlighting state activities and programs across the United States through discussion groups and clinics. An open house exhibit at the convention and a special open house for membership is provided during the convention. The annual business meeting is held during the convention also.

- An annual AAESA banquet is also held one evening during the convention for presentation of the Justus A. Prentice Memorial Award, and other special awards.
- At the National School Board Association Convention in April AAESA co-sponsors clinic programs, a breakfast, and open house for board members.
- Other associations who co-sponsor activities at their national conventions with AAESA are the Rural Education Association, the American Educational Research Association, and the Association for Supervision and Curriculum Development.
- AAESA sponsors multi-state meetings in the eastern region and the central region. These will be expanded in 1986 to encompass more states.

#### PUBLICATIONS

- Perspective On Service, the AAESA newsletter, is published six times a year. It features timely articles and programs submitted by the membership and keeps members abreast of current happenings in educational service agencies nationally.
- Several other publications with energy-saving ideas and bus safety programs have been periodically published for the membership.

#### RESEARCH

- Several studies are in progress at present: (1) Update of the 1978 AAESA study of service agencies in the United States; (2) Update of the directory which will continue on a bi-yearly basis; (3) Cost savings analysis study of the educational service agencies; (4) Several doctoral candidates in universities are in the process of either starting or finalizing studies which relate to the service agencies. Results of some of these have been published.
- This past year AAESA has contracted with two educational product companies serving local school districts and ESAs in the areas of energy, and school bus safety with cost savings. These companies have been carefully screened by criteria developed by the AAESA staff and Council. Programs are made available to the membership. AAESA does not endorse these programs or products. It is left up to each individual agency to further explore the potential of these various services. This program will be expanded further during the 1986 program year.
- An intern program began this past year. AAESA supports an ESA executive for a month to work in the national office in Washington, D.C. The three interns in 1985 were Lester Martisko, Mankato, Minnesota, Tryla Coughlin, Juneau, Alaska, and Tom Pagan, Jeffersonville, Indiana.

## THE AAESA COUNCIL

The AAESA Council is composed of elected representatives from three major regions. Each region has three representatives who are nominated by region, but elected on a national ballot. The 1985 Council President has been Glen Shaw from Minnesota. During the past year the Council has been very active in reestablishing priorities and long range plans for the Association which will guide us in this coming year as well as succeeding years. Some of the new activities for the future as identified by you and approved by the Council are:

- Expanded membership recruitment activities.
- Greater working relationships with the Chief State School Officers.
- Development of a new directory and information package that will be available to all educational service agencies.
- Development of workshops for administrators, staff, and board members of ESAs at both the national and regional levels.
- Review and develop ways of more fiscal support of AAESA.
- Expanded legislative efforts of AAESA.

As you can see our activities and programs are many as our membership has expanded.

The future role of AAESA and its member agencies is just beginning. The expansion of service agencies across the country indicates that local school districts, state agencies, and the federal government must look to these agencies to coordinate many programs and activities passed by Congress and the state legislatures if they are to be effective.

Many states at the present time are considering consolidation of their smaller school districts. Therefore during the next few years the expanded programs offered by the service agencies will be ways to meet the needs of these school districts in order to provide equal opportunities for students in the smaller districts. Many of our larger school districts across the nation are also finding that without the cooperation of other school districts many programs cannot be accomplished without the educational service district's help.

At the national level we serve as your service agency. Our work is your work and cannot be accomplished without identification of your concerns. Once this is done we have to put a cost on these services. At the present time we are at the crossroads in providing these services with the resources available. During this next year we must take a close look at those services provided and how AAESA can expand their resource base to do the job that you have requested.

All of the membership is commended for your support this past year. As you know the work cannot be done by just the national staff, it has to have your support and participation. All of you are to be commended for serving your educational communities, local and state, in a very professional manner; one which will go down in education as a major contribution in public education.



**1985-86 GOALS  
OF THE  
AMERICAN ASSOCIATION OF  
EDUCATIONAL SERVICE AGENCIES**

GOAL 1: TO PROMOTE THE PURPOSES AND THE VALUE OF ESA THROUGH INCREASED MEMBERSHIP PARTICIPATION IN AAESA.

- |  |  |   |
|--|--|---|
| A. To maintain present ESA memberships   | Regional council representatives will be responsible for meeting with AAESA representatives in their areas.  | Council with staff support  |
|  | Prior to regular council meetings the council members will contact the state representatives regarding AAESA activities and direction.   | Council with staff support  |
| B. To establish strategies for expanding membership in AAESA   | AAESA will hold at least three regional conferences per year.  | Staff with Council support  |
|  | AAESA staff will annually review what states are doing and the strategies to use in each state for retention of membership.  | Staff with Council support  |
| C. To develop a specific plan for encouraging and supporting ESAs in the states currently which do not have regional units | Annually contact chief state school officers to offer technical assistance for ESA development in their state.   | Council with staff support except staff will have responsibility for contact with the executive director of the Chief State School Officers Association |
| D. To execute a comprehensive national report on ESA services and programs every five years                                | AAESA will develop and periodically update an information data base every year with a study every five years This will be housed at the AAESA headquarters and will be available to all members and interested parties at a cost basis. AAESA will contract for this comprehensive study every five years. | Staff with Council support  |

GOAL 2 TO PROMOTE A NATIONAL  
AWARENESS AND VISIBILITY WITH  
THE APPROPRIATE PUBLICS

- |    |   |  |                            |
|----|---|--|----------------------------|
| A. | To develop an AAESA video tape of service agencies so each state would have a copy to circulate within the state                                    | Harken will work with Turner to see if this can be done in his agency by November.                                     | Staff with Council support |
| B. | To identify the priority publics of ESAs and to update that listing regularly   | Chief state school officers will be put on mailing list and involvement solicited in major issues.                     | Council with staff support |
|    |   | State level coordinators will be put on mailing list and invited to state and national meetings.                       | Staff with Council support |
|    |   | Key congressional leaders and aides mailing list developed. The "I Care" conference will be used as the major meeting. | Staff with Council support |
| C. | To expand the public information program through increased use of publications and press releases that articulate more clearly the services of ESAs | Develop workshops at the national and state level with NSBA.   | Staff with Council support |
|    |   | Sponsor more workshops during the year for staff members other than the executive director or superintendent.          | Staff with Council support |
|    |   | Expand newsletter mailing to include all groups above as well as memberships.  | Staff with Council support |

GOAL 3 TO PROMOTE THE FISCAL  
STABILITY OF AAESA

- |    |   |  |                            |
|----|---|--|----------------------------|
| A. | To establish a short-range and long-range financial plan for AAESA. | AASA will provide AAESA Council with a detailed 1984-85 fiscal analysis along with necessary support regarding the financial condition of AAESA. | Council with staff support |
|    |   | By November 1985 an analysis will be made of budget projections and any changes will be made at that time.                                       | Staff with Council support |
|    |   | AAESA will review annually revenue-raising activities and develop additional revenue sources for the organization.                               | Staff with Council support |
|    |   | At the end of each fiscal year AASA will provide an annual audit to AAESA.   | Staff with Council support |

GOAL 4 TO EXERT PROFESSIONAL LEADERSHIP IN EDUCATIONAL AREAS OF NATIONAL AND INTERNATIONAL IMPORTANCE.

- |    |   |   |                            |
|----|---|---|----------------------------|
| A. | To identify, in conjunction with the AAESA Council, substantive issues for exploration. | Expand newsletter mailing to include all groups above as well as memberships.         | Staff with Council support |
| B. | To participate in professional dialogue on such issues.                                 | Attend regional meetings as well as national AASA, NSBA and REA national conferences. | Staff with Council support |

GOAL 5 TO SPONSOR PROFESSIONAL COOPERATION BETWEEN AAESA AND AASA MEMBERSHIP, STAFF, OFFICERS AND EXECUTIVE COMMITTEE.

- |    |   |   |                            |
|----|---|---|----------------------------|
| A  | To establish mechanisms for improving the professional cooperation between AASA and AAESA management              | AAESA officers (president, vice-president, executive director) meet with AASA Executive Director annually (day prior to the AAESA Council meeting in November) to review the AASA/AAESA contract, discuss goals and objectives, review process for selection of future AAESA Executive Directors. | Council with staff support |
|    |   | Invite AASA staff to participate in state or multi-state AAESA functions or conferences.  | Council with staff support |
| B. | To represent the interests of AAESA membership vis-a-vis AASA staff, officers and Executive Committee             | Have dinner meeting with AASA Executive Committee at appropriate and convenient times to emphasize the perpetuation of the co-sponsoring of the "I Care" Conference.  | Council with staff support |
| C. | To represent the priority interests of AAESA memberships vis-a-vis federal and/or state policies and legislation. | AAESA Council Member to serve as chairperson of the AAESA Legislative Committee.  | Council                    |
|    |   | To provide a participating observer on the AASA Federal Policy and Legislation Committee.   | Council                    |

GOAL 6 TO PROMOTE ADMINISTRATIVE STABILITY FOR AAESA

- |    |  |   |                            |
|----|--|---|----------------------------|
| A. | To establish a long-range plan for the administration of AAESA | Develop a process jointly with the AASA Executive Director for selection of the AAESA Executive Director. | Council with staff support |
| B. | To keep bylaws current   | Appoint an ad hoc committee to annually review the AAESA Bylaws.  | Council                    |

GOAL 7 TO MAINTAIN A MUTUALLY BENEFICIAL RELATIONSHIP WITH THE RURAL EDUCATION ASSOCIATION

- |   |                            |
|---|----------------------------|
| The Rural Education Association will be closely informed of all AAESA activities. | Staff with Council support |
| Expand newsletter to keep members in various states as indicated.                 | Staff with Council support |

JUSTUS A. PRENTICE  
MEMORIAL AWARD  
RECIPIENTS

JUSTUS A. PRENTICE	1978-79
THOMAS SUMMERVILLE	1979-80
DANIEL A. ROHRBACH	1980-81
ROBERT D. BENTON	1981-82
UREY B. ARNOLD	1982-83
WILLIAM L. PHILLIS	1983-84
RUBY DUBOIS	1984-85
ELLA MAE GOGEL	1984-85
ROY G. BRUBACHER	1985-86

## 1986 BUDGET

Objective: To provide the membership with services and programs as stipulated within the contract agreement with the AAESA.

Program: Professional Excellence  
 Subprogram: Field Services  
 Project: AAESA 110426

<u>INCOME</u>	<u>1986</u>	
Dues-AAESA	\$ 72,000	
Dues-AERA-SIG	\$ 100	
Conferences	\$ 14,000	
Workshop Registration		
Workshop Dinner		
Convention-AAESA Banquet		
AAESA/NSBA Dinner		
AAESA/AASA I Care Activity		
Other-Contracts	\$ 36,000	
SAM		
Commercial Energy Systems		
TOTAL INCOME	\$ 122,100	\$ 122,100

<u>EXPENSE</u>		
Salaries	\$ 29,801	
Fringe Benefits	9,152	
Word Procession	3,500	
Printing	11,500	
Mailing and Postage	3,000	
Promotion	3,000	
Supplies	5,000	
Dues	375	
Travel	29,000	
Equipment Rental	300	
Telephone Communications	2,000	
Contract Services	16,000	
Honoraria	3,000	
Speakers Expense	1,000	
Intern Program	3,000	
TOTAL EXPENSE	\$ 119,628	
Contingency	2,472	
	\$ 122,100	\$ 122,100