



**AMERICAN ASSOCIATION OF  
EDUCATIONAL SERVICE AGENCIES**

**ANNUAL REPORT**  
**1986-87**

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

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AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES  
EXECUTIVE COUNCIL MEMBERS

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

Vice President: Dennis U. Harken  
(President-Elect) Executive Director  
Montgomery County Intermediate Unit 23  
Mongomery County & Paper Mill Road  
Erdenheim, Pennsylvania 19118  
215/233-9550

Dwight G. Bode  
Administrator  
Grant Wood Area Educational  
Agency 10  
4401 Sixth Street, S. W.  
Cedar Rapids, Iowa 52401  
319/399-6711

Dwayne J. Schmaltz  
Administrator  
Cooperative Educational  
Service Agency 6  
P. O. Box 2568  
2300 Ripon Road  
Oshkosh, Wisconsin 54903

Donald H. Caudill  
Executive Director  
North Central Regional Education  
Service Agency  
1000 Virginia Avenue  
Fairmont, West Virginia 26554  
304/367-1431 or 1432

Glen D. Shaw  
Executive Director  
Southwest Educational  
Cooperative Service Unit  
Southwest State University  
P. O. Box 547  
Marshall, Minnesota 56258  
507/537-1481

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

Ronald K. Wilkerson  
Superintendent  
Marion Education Service  
District  
3400 Portland Road, N. E.  
Salem, Oregon 97303-3091  
503/588-5330

Darrel D. Davis  
Executive Director  
WELD Board of Cooperative Services  
P. O. Box 578  
LaSalle, Colorado 80645  
303/284-6975

Walter G. Turner  
Executive Director  
American Association of  
Educational Service Agencies  
1801 North Moore Street  
Arlington, Virginia 22209  
703/875-0734

AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES

STAFF

Dr. Walter G. Turner Executive Director	703/875-0734
Dr. Nancy Miller Director, Publications & Grants	703/875-0706
Lydia B. Gillespie Unit Coordinator	703/875-0722
Darlene Pierce Director, Professional Development	703/875-0736

INTERNS

1985	Twyla Coughlin Southeast Regional Resource Center Juneau, Alaska
	Lester Martisko South Central ESCU-Region 9 Mankato, Minnesota
	Thomas "Tom" Pagan William E. Wilson Education Center Jeffersonville, Indiana
1986	Peyton Lieuallen Polk Education Service District Dallas, Oregon
	David N. Moore Monroe 2-Orleans Boces Spencerport, New York

## AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES

### ANNUAL REPORT 1986-87

The American Association of Educational Service Agencies (AAESA) is a dynamic growing organization founded in 1978 by 45 educational service agencies. Its purpose is to provide a national network for legislation, programs and services 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 contracts with the American Association of School Administrators (AASA) to provide staff and resources for specific objectives. AAESA has been a self-sustaining association member for the last seven years. This has been a beneficial relationship to both associations.

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 over 350. This number continues to change as states establish new units or reorganize existing agencies. An example is the 18 newly legislated agencies in Illinois. 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 - STATE

AAESA through its contract with AASA utilizes the AASA Office of Government Relations for its major contacts 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.

- ° AAESA-AASA jointly sponsors the "I Care" Legislative Conference in September of each year. This 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. The next conference will be held on September 16-18, 1987 in Washington, D.C.
- ° 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. An example was the Drug Education Act which specifically mentioned educational service agencies.

- 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 150 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 deregulation, 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 within this past year for the support of drug education.

#### PROFESSIONAL DEVELOPMENT

- This year marked the beginning of professional staff development being offered by AAESA. The initial seminar was held in Orlando, Florida, in early December and was well attended by educational service agency staff and board members. The response from the meeting was very positive with high hopes for a program developed by service agency personnel, conducted by service agency personnel for service agency personnel. A full schedule of seminars has been planned for the 1987 calendar year: March 30-31 Hershey, Pennsylvania; May 18-19 Portland, Oregon; October 12-13 Minneapolis, Minnesota; and December 7-8 San Diego, California.

- ° AAESA sponsors an annual Pre-AASA Convention workshop. 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 discuss how each agency operates, and what resources they can jointly share or utilize within their states. This pre-conference has greatly expanded over the past several years.
- ° 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 plus a special open house for membership are provided during the convention. The annual business meeting is held during the convention.
- ° 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 Boards 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 1987 to encompass more states.

#### PUBLICATIONS

- ° In 1986, five issues of the AAESA REPORT:PERSPECTIVE ON SERVICE were published. Included in each issue was a calendar of events; a review of service agency news from across the country; special features about agency programs; highlights of relevant meetings and conferences; and the perspective profile.
- ° Several other publications with energy-saving ideas and bus safety programs have been periodically published for the membership.

## SPECIAL PROGRAMS AND INFORMATION SERVICES

- As more states start ESAs and the services expand in existing agencies, the more vital AAESA becomes to you. What are other agencies doing to provide services to their member school districts? How are funds allocated for services? How are agencies evaluated? These and many more questions can be better handled from coordination with AAESA.
- AAESA Grants and Contracts  
During 1986, AAESA was awarded two consulting agreements from companies producing unique school products and services. Agreements with the Schoolbus Alert Monitor and Commercial Energy System each provided funds to AAESA in return for advice on how to communicate with the service agency market. The Commercial Energy System contract will be renewed for 1987. AAESA also had a subcontract from the Rehabilitation Services Administration of the U.S. Department of Education to develop and test a model for helping disabled secondary school students make a smooth transition to adult life, in cooperation with the Texas Region XIII Education Service Center. This subcontract is likely to be renewed, and AAESA is seeking additional funds from foundations to expand the transitional services model.
- 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.
- Intern Program  
An intern Program began in 1985. 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. Twyla Coughlin, Juneau, Alaska, and Tom Pagan, Jeffersonville, Indiana. In 1986 they were Peyton Lieuallen, Dallas, Oregon and David Moore, Spencerport, New York.

## 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 1986 Council President has been Richard TenHaken New York. 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 the coming years. Some of the new activities for the future as identified by the membership 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.
- ° Develop an information service available to all members.

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

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 to be commended for your support these past years. 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 congratulated 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.

## AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES

### COMMITTEES

#### PROGRAM COMMITTEE

RONALD WILKERSON, CHAIRMAN

The responsibilities of the Program Committee of the American Association of Educational Service Agencies can be separated into two distinct areas. The first responsibility is to determine the needs of association members with regard to professional growth and knowledge of current events. Secondly, it is incumbent upon the committee to consider members' wishes regarding entertainment.

When the needs and desires of the members are known, the committee can be expected to develop convenient programs for their satisfaction. This requires that reasonably priced and well located opportunities for learning and entertainment be developed.

The Program Committee, in conjunction with association staff, is responsible for developing meaningful and enjoyable programs for members and to place and price those programs so that they are available to a most significant part of the membership.

#### LEGISLATIVE COMMITTEE

GLEN D. SHAW, CHAIRMAN

A nine-member Legislative Committee exists as a means of implementing the AAESA Council's policy on federal legislation. Membership includes three representatives from each of three regions. Members are appointed by the president and approved by the Council. A council member shall serve as chairman of this committee.

The Legislative Committee has four primary responsibilities:

1. Develop legislative policies and procedures to be recommended to the AAESA Council;
2. Develop annual Legislative Agenda;
3. React to legislation under consideration at the federal level;
4. Serve an advisory role to the AAESA Executive Director on legislative matters.

1986-87 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 meetings 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 development of 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 make available to member ESAs videotapes from respective agencies   | 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 list will be maintained and we will continue to involve them 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.<br><br>Sponsor more workshops during the year for staff members other than the executive director or superintendent. | Staff with Council support<br><br>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.
- Annually AASA will provide AAESA Council with a detailed fiscal analysis along with necessary support regarding the financial condition of AAESA.
- By November of the fiscal year an analysis will be made of budget projections and any changes will be made at that time.
- AAESA will review by October 1 revenue-raising activities and develop additional revenue sources for the organization.
- At the end of each fiscal year AASA will provide an annual audit to AAESA.
- Council with staff support
- Staff with Council support
- Staff with Council support
- Staff with Council support

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

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

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

- |  |  |   |
|--|--|---|
| <p>A. To establish mechanisms for improving the professional cooperation between AASA and AAESA management</p>   | <p>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.</p> | <p>Council with staff support</p>                                   |
| <p>B. To represent the interests of AAESA membership vis-a-vis AASA staff, officers and Executive Committee</p>  | <p>Invite AASA staff to participate in state or multi-state AAESA functions or conferences.</p>  | <p>Council with staff support</p>                                   |
| <p>C. To represent the priority interests of AAESA memberships vis-a-vis federal and/or state policies and legislation.</p>                                      | <p>Have an annual meeting with AASA Executive Committee at an appropriate and convenient time to discuss issues of mutual interest.</p>  | <p>Council with staff support</p>                                   |
| <p>GOAL 6: TO MAINTAIN A MUTUALLY BENEFICIAL RELATIONSHIP WITH THE RURAL EDUCATION ASSOCIATION</p>   | <p>AAESA Council Member to serve as chairperson of the AAESA Legislative Committee and to provide a participating observer to the AASA Federal Policy and Legislation Committee.</p>   | <p>Council</p>  |
| <p>The Rural Education Association will be closely informed of all AAESA activities</p> <p>Expand newsletter to keep members in various states as indicated.</p> | <p>The Rural Education Association will be closely informed of all AAESA activities</p>  | <p>Staff with Council support</p> <p>Staff with Council support</p> |

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
NOBLE J. GIVIDEN	1986-87

SPECIAL RECOGNITION  
AWARD RECIPIENTS

HERBERT GROVER	1983-84
E. ROBERT STEPHENS	1984-85
MARK SHEDD	1985-86
PAUL B. SALMON	1986-87

AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES  
SUMMARY  
1987 BUDGET

INCOME

Dues	80,000.00	
Meal Functions	10,220.00	
Conference Fees	57,375.00	
Grant Funds/Services	5,000.00	
Contracts	20,000.00	
<b>TOTAL INCOME</b>	<b>172,595.00</b>	<b>172,595.00</b>

EXPENSE

Salaries	56,580.00	
Fringe Benefits	11,428.00	
Word Processing	1,000.00	
Printing	9,000.00	
Mailing & Postage	3,000.00	
Promotion	2,500.00	
Lease/Purchase	600.00	
Supplies	3,000.00	
Dues and Subscriptions	1,000.00	
Travel	38,750.00	
Telephone	2,000.00	
Contracted Services	27,000.00	
Honorariums	8,000.00	
Speakers' Expense	6,000.00	
Equipment Rental/Facilities	1,100.00	
<b>TOTAL EXPENSE</b>	<b>170,958.00</b>	<b>170,958.00</b>

Contingency Fund