



AMERICAN ASSOCIATION OF
EDUCATIONAL SERVICE AGENCIES

ANNUAL REPORT
1990-91

*YOUR INVESTMENT
IN THE FUTURE*

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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Your Investment In the Future

AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES
EXECUTIVE COUNCIL MEMBERS

President: Charles S. Terrell, Jr. (1991)
Superintendent
San Bernardino County Schools
601 North E Street
San Bernardino, CA 92410-3093
714/387-4386
FAX: 714/387-8950

EASTERN REGION

R. L. "Jay" Bouchard (1993)
District Superintendent
Steuben-Allegany Board
of Cooperative Services
R.F.D. #1
6666 Babcock Hollow Road
Bath, NY 14810
607/776-7633
FAX: 607/776-7226

David J. Calchera (1992)
Director
EASTCONN
Route 6 (Hampton)
North Windham, CT 06256
203/455-0707
FAX: 203/455-0691

William Vantine (1991)
Executive Director
Bucks County Intermediate Unit 22
Doylestown Corporate Center
705 Shady Retreat Road
Doylestown, PA 18901
215/348-2940
FAX: 215/340-1964

MIDWESTERN REGION

Dale L. Jensen (1992)
Administrator
Northern Trails Area Education Agency 2
Box M
Clear Lake, IA 50428
515/357-6125
FAX: 515/357-3201

Joseph Nicita (1991)
Superintendent
Macomb Intermediate School District
44001 Garfield Road
Mount Clemens, MI 48044
313/228-3302
FAX: 313/286-4420

Tom Pagan (1993)
Executive Director
William E. Wilson Education Center
630 Meigs Avenue
Jeffersonville, IN 47130
812/288-4825
FAX: 812/288-8252

WESTERN REGION

Lee E. Christiansen (1993)
Superintendent
Washington Education Service
District
17705 N.W. Springville Road
Portland, OR 97229-1707
503/690-5400
FAX: 503/690-5440

Dennis L. Peterson (1992)
Superintendent
North Central Educational
Service District
P.O. Box 1847
640 South Mission
Wenatchee, WA 98807
509/664-0350 SCAN 565-1436
FAX: 509/662-9027

Walter G. Turner
Executive Director
American Association of Educational Service Agencies
1801 North Moore Street
Arlington, VA 22209
703/875-0734 or 703/528-0700
FAX: 703/841-1543

AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES

STAFF

Dr. Walter G. Turner
Executive Director
703/875-0734 703/874-0722

Sharon A. Shinault
Unit Coordinator

Darlene S. Pierce
Director, Professional Development
703/875-0736 703/875-0706

M. Patricia Goins
Grants Manager

ADMINISTRATIVE ASSOCIATES

1985 Twyla Coughlin
Southeast Regional
Resource Center
Juneau, Alaska

Lester "Les" Martisko
South Central ESCU-Region 9
North 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

1987 Jerry K. Pinsel
Sixth District Professional
Development Center
Hammond, Louisiana

1988 Ronda Frueauff
Tuscarawas County Public Schools
New Philadelphia, Ohio

Catherine "Cathy" Ann Hardison
Educational Service District 105
Yakima, Washington

1989 Michael Bugenski
Oakland Intermediate School
School District
Pontiac, Michigan

1990 Joseph "Joe" Hollis
Macomb International
School District
Mount Clemens, Michigan

Robert "Mick" McNeil
Grant Wood Area
Education Agency
Cedar Rapids, Iowa

AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES
COUNCIL COMMITTEES

FINANCE COMMITTEE

David J. Calchera, Chairman

AWARDS COMMITTEE

Tom Pagan, Chairman

LEGISLATIVE COMMITTEE

David J. Calchera, Chairman

The purpose of the AAESA Legislative Committee is to propose and formulate federal legislation initiatives that will strengthen the role of the educational service agency concept in public education.

The committee has five major responsibilities. First, it must prepare and propose in each even-number year an AAESA legislative platform. Second, it aids those who are seeking support for desired legislation for AAESA and others. Third, it helps in opposing undesirable legislation. Fourth, it is responsible for maintaining a legislative handbook and reviewing it annually for necessary changes; and fifth, it performs other legislative related duties assigned by the Council. Additional tasks include surveying AAESA membership; preparing a proposed AAESA legislative platform; working with the AAESA/AASA staff to develop and introduce proposed legislation; generating support for the proposed legislation; and coordinating any opposition to legislation not in the best interest of the AAESA.

The chairman of the committee is appointed by the AAESA Council President for a three-year term. The committee is composed of nine members, three from each region, as appointed by Council President with advice from the Council members of the effected region.

PROGRAM COMMITTEE

Joseph Nicita, 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 leisure activities.

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 relaxation 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.

MEMBERSHIP COMMITTEE
William Vantine, Chairman

The functions of the American Association of Educational Service Agencies (AAESA) Membership Committee shall include, but are not necessarily limited to, the statements herein and shall serve as a general guide to the committee and members of the Council:

1. To work with and assist the Executive Director of the AAESA in maintaining and promoting new membership in the Association.
2. To meet periodically, generally in conjunction with the annual AASA Convention to review membership data and determine membership goals and objectives.
3. To promote membership in the respective states and to respond to questions regarding membership and association services.
4. To acquaint non-members with the benefits and services available as a member.
5. To promote attendance at multi-regional and state or national conferences sponsored by the AAESA.
6. To promote interaction, communication and cooperation among other agencies.

AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES

ANNUAL ACTIVITIES REPORT 1990

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 an active 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. This has been a beneficial relationship to both associations.

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

MEMBERSHIP

Membership has stabilized the past four years. During 1990 AAESA had 260 contract member agencies. Thirteen states have 100% agency participation in AAESA. The recruitment of new members as well as the excellent membership retention rate has been due to the efforts of all its members. The AAESA membership committee and state membership chairman provide the network for recruitment and retention.

LEGISLATIVE - FEDERAL RELATIONS - STATE

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

- AAESA and AASA jointly sponsor the "I Care" Legislative Conference in September of each year. This conference, begun in 1979 by AAESA, has grown to over 500 participants with the additional sponsorship by AASA. The program has become the major legislative event for both associations. The next conference will be held on October 2-4, 1991 at the Hyatt Regency-Washington 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 in the regulations developed by the Department of Education.
- AAESA has a seat on the AASA Federal Policy and Legislation Committee with voting status and therefore takes an active role in establishing legislative priorities each year for both organizations.
- AAESA members and staff continue to work 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, asbestos and education reform.
- AAESA monitors all legislation and regulations at the national level 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 the U.S. Department of Education, U.S. Department of Energy, U.S. Department of Labor and national organizations such as the National School Boards Association, Chief State School Officers, and others based in Washington to share information and to ensure that service agencies are included in any programs these groups sponsor.
- AASA has established an effective network for legislation across the United States. This has been activated several times in 1990.

PROFESSIONAL DEVELOPMENT

- Many staff development activities have been held this year for administrators, professional staff and board members. The December leadership seminars each year focuses primarily on the needs of the CEO. The CEO conference was held in St. Petersburg Beach, Florida, December 2-5. The purpose of this meeting is to discuss programs of vital concern to ESAs and exchange ideas between CEOs. This program is designed by the membership. The 1991 conference will be held December 5-7, 1991. The conference site will be announced later.
- AAESA sponsored the annual AAESA Leadership Seminar prior to the AASA Convention. The meeting familiarized the agencies (staff, administrators, and board members) with other programs that exist across this country. It also provided an opportunity to discuss how each agency operates, and what resources they can jointly share or utilize within their states. This seminar has expanded over the past several years. 1992 will be in San Diego.
- During the AASA Convention in February, AAESA sponsored a variety of programs highlighting activities and programs across the United States through discussion groups and clinics. A special booth in the Association Exhibit Area provided information and an opportunity to meet with Council members and staff. An AAESA Open House was held for the members on Friday evening. The annual business meeting is held on Saturday afternoon during the convention.

- An annual AAESA Banquet is also held Friday evening during the convention for special awards and the presentation of the Justus A. Prentice Memorial Award. Recipients are listed elsewhere in this report.
- At the 1990 National School Boards Association Convention held in New Orleans, Louisiana in March, AAESA cosponsored clinic programs and a breakfast for ESA board members and others involved with service agencies.
- AAESA cosponsored activities at the national conventions of the Rural Education Association, the American Educational Research Association, and the Association for Supervision and Curriculum Development.
- AAESA sponsored multi-state meetings in the eastern region and the midwestern region. Plans are to encompass more states in 1991 with these regional meetings. The 1991 date for the Eastern Region is June 9-11 at Mt. Laurel Resort, White Haven, Pennsylvania and for the Midwestern Region, July 7-10 at Pheasant Run Resort, St. Charles, Illinois.

PUBLICATIONS

- In 1990, 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 profile of an agency administrator.
- Several other publications, "alerts" and articles were sent to members periodically.
- A new comprehensive study of service agencies will be produced in February 1991 entitled APPROACHING THE NEXT MILLENNIUM: EDUCATIONAL SERVICE AGENCIES IN THE 1990s.

SPECIAL PROGRAMS AND INFORMATION SERVICES

As more states start ESAs and 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.

Other services:

- Grants and Contracts

A new grant alert bulletin was developed in 1990. This bulletin is a special alert sent to all member organizations. During 1990 several agencies received grants because of this service.

- Product Marketing-Product Development

During 1990 a new component was added to the services of AAESA, that of marketing ESA products nationally. These products which have been developed by ESAs have been made available to all ESAs. Through a contract with Sopris West (Colorado), forty-three products and services were submitted. As part of the pilot program, five were featured in the first catalog which was distributed in March 1989. This will continue with an annual update.

- Research

As ESAs become more visible, so do the doctoral studies become more numerous. Many requests were submitted by numerous universities across the U.S. As these become available, membership will be informed.

- Special Contracts

A contract was developed with The Institute for Environmental Assessment of Minnesota to offer the membership an opportunity to view a new approach to environmental issues and their solutions.

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 1990 Council President has been Charles S. Terrell, Jr., of San Bernardino, California. During the past year the Council continued with the priorities and long range plans established in 1989. Some of the activities as identified by the membership and approved by the Council were:

- Expand membership recruitment activities.
- Promote greater working relationships with the Chief State School Officers.
- Develop a new directory and information package that will be available to all educational service agencies.
- Develop workshops for administrators, staff, and board members of ESAs at both the national and regional levels.
- Review and develop ways of additional fiscal support for AAESA.
- Develop a pilot program to market ESA products.
- Expand legislative efforts of AAESA.
- Develop an information service available to all members.

As you can see our activities and programs are diverse.

AAESA serves you at the national level just as you serve your districts on the local level. The work of the AAESA Council and staff cannot be done without each contract agency's participation and support. Going into our 12th year of service, AAESA has many accomplishments to its credit. The membership is to be congratulated!

Educational service agencies across the United States have been the leaders of education reform helping the local, state and nation achieve their goals of excellence. In every state that evaluated their education systems, ESAs have been lauded as the agencies that can achieve quality while utilizing resources to the maximum, which ultimately produces excellence in education.

On the national scene ESAs are viewed by many education/corporate leaders as the vehicle to make critical changes in the schools.

While our mission is by no means complete, AAESA has made giant strides to achieve this.

**AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES
GOALS AND OBJECTIVES
1990-91**

GOAL I: To promote concept of regional ESAs.

OBJECTIVES

- Identify key contact person in each state, publish list.
- Build electronic database on existing programs/providers of services/ESA member (staff) skills.
- Implement research project on regional ESAs.
- Broaden AAESA Committee structure.
- Hold joint meeting with current AAESA Council and former council members during 9/90 "I-Care" conference.
- Publish examples of ESA programs & services.
- Broaden in-service opportunities to ESA staff; increase number of regional AAESA meetings.
- Strengthen mechanisms to get new members.

GOAL II: To influence Federal Legislation about issues affecting regional ESAs.

OBJECTIVES

- Continue contracting with lobbyist who will attempt to influence national legislation promoting regional ESA causes.
- Identify lists of key legislators who can influence legislation and educational issues which have an impact on regional ESAs.
- Develop position statement advocating AAESA's role in influencing legislative actions at the federal/state level.
- Develop legislative platform and develop network of people (one per state) who will promote support for federal/state legislation promoting regional ESA causes.

AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES
GOALS AND OBJECTIVES
1990-91

GOAL III: To promote interagency collaboration on services to learners.

OBJECTIVES

- Develop position statement advocating such collaboration.
- Encourage formation of interagency council at local level.
- Encourage regional ESAs to host, promote staff participation in other agencies which serve our clients.
- Develop natural position paper for regional ESAs giving advice & direction on how interagency collaboration can be achieved.
- Identify publications, people, successful project models for delivery of these services.

GOAL IV: To increase visibility/communications with other national organizations.

OBJECTIVES

- Establish concept of AAESA associate member category for national organizations.
- Seek such associate memberships and provide programs to other national organizations.
- Co-sponsor activities/programs with other state & national organizations.
- Develop corporate sponsorship possibilities for national publications/activities.
- Seek opportunities for Council members to be recognized at other organizations' state/national meetings.

**AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES
BUDGET SUMMARY
1990-1991**

<u>INCOME</u>	<u>1990</u>	<u>1991</u>
Dues	68,000	75,000
Subscriptions		
Registrations	30,000	35,750
Fees		5,000
Contributions	10,000	8,000
Other	15,000	
TOTAL INCOME	123,000	123,750
 <u>EXPENSE</u>		
Fees	29,000	20,000
Supplies	1,562	1,000
Communications	2,500	2,500
Postage/Shipping	3,500	4,000
Printing	3,500	3,500
Equipment (rental maintenance)	300	200
Travel	30,000	30,500
Dues and Subscriptions	1,500	750
Miscellaneous		
Salaries	36,595	53,540
Benefits	11,795	12,528
Facilities Rental		
Contingency Reserve		2,000
 TOTAL EXPENSE	 123,000	 134,614

**JUSTUS A. PRENTICE
MEMORIAL AWARD
RECIPIENTS**

JUSTUS A. PRENTICE (posthumous)	1978-79
THOMAS SUMMERVILLE	1979-80
DANIEL A. ROHRBACH (posthumous)	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
DWIGHT G. BODE	1987-88
RANDALL T. LAMBERT (posthumous)	1988-89
ALLAN J. THEDE	1989-90
WALTER G. TURNER	1990-91

**SPECIAL RECOGNITION
AWARD RECIPIENTS**

HERBERT GROVER	1983-84
E. ROBERT STEPHENS	1984-85
MARK SHEDD	1985-86
PAUL B. SALMON	1986-87
IRA A. LARSON	1987-88
MAX L. SCHLOTTER	1988-89
GRETCHEN ILGENFRITZ	1989-90
IRVIN A. KARAM	1989-90
CARL MYERS	1990-91
CARL PUTNAM	1990-91