



*Eleventh Annual
Fall Conference*

*Thursday, December 5, 1996
through
Saturday, December 7, 1996*

CONFERENCE PROGRAM

*Sailing
Beyond
The Winds
Of Change*

*Crystal Sands
Crowne Plaza Resort
Shipyard Plantation
Hilton Head, South Carolina*

The American Association of
Educational Service Agencies welcomes you to
the Eleventh Annual Conference.

Conference Sponsors

PLEASE BE SURE TO VISIT THE SPONSOR TABLES IN THE PREFUNCTION AREA THROUGHOUT THE CONFERENCE.

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Educational Service District 101
Spokane, Washington

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Columbus, Ohio

JDL
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MacroSystems
Meza, Arizona

National School Bus
Pittsburgh, Pennsylvania

NCB Investment
Washington, D.C.

Keynote Speakers

Daniel Kinnaman - Thursday 8:30 - 10:30 AM - Crystal Ballroom
(Sponsored by Compaq)

What if teachers and students had "on demand" access to a multimedia communications network that brings virtually any information or communication resources (including videotape, CD-ROM, cable, TV, video conferencing, videodisc, satellite transmissions, scanned images, still video, and the worldwide Internet) directly to the desktop over a local-area network? What would that mean for education policy and school organization? This session will enable you to experience such a network first hand, and will show you how your school, district, or region can leverage its investment in traditional A.V. technologies, while at the same time tapping fully the power of emerging digital technologies- all in a single integrated system with every resource just a point and click away.

Terrance Deal - Friday 8:15 - 10:15 AM - Crystal Ballroom
(Sponsored by Great American Life Insurance Company and Computer Curriculum Corporation)

LEADERSHIP: The Art of Tacking; Sometimes with leadership we try to stay on course, but the winds shift. Change carries both pitfalls and possibilities. There are four challenges of change that must be confronted if an organization wants to respond to the shifting winds.

Double Session Offerings

Thursday

Principle Centered Leadership - Signals (session I and session II)

This program will provide participants with an overview of the concepts included in a three day training program on Principle Centered Leadership developed by the Covey Leadership Training Center. It is designed to help school administrators implement Seven Habits of Highly Effective People training programs in their organizations.

(Presenter: Dr. William Vantine)

Education Service Agencies: Developing, Designing, and Learning for the 21st Century- Salon H (session II and session III)

Facilitators and participants will engage one another in how they are trying to develop their organizations. Emphasis will be placed on, but not limited to: planning/visioning; organizational design/redesign; organizational learning; continuous improvement; measuring effectiveness/results. (Presenters: Ron Fielder, David Calchera, David Distel)

Achieving Educational Reform Goals Through Effective Planning - Clipper (session III and session IV)

Attendees of this presentation will: become aware of the current vision for school district technology, understand the key role for education services agencies in the process, understand a nationally validated program for technology planning that is very cost effective, learn how to launch technology plans that will be supported and funded, learn how to establish a process that will lead to follow up business for the local service center. The Center for Leadership and Technology will present their nationally validated planning model and how education service centers can enable districts to use it to achieve their goals.

Roundtable Discussion Sessions

Thursday, Friday, & Saturday

THURSDAY

Entrepreneurship: A Bridge to the Future

The GALIC/AAESA Partnership - Brigantine

AAESA has entered into a business partnership with Great American Life Insurance Company which enables ESAs across the country to participate in a sound retirement program featuring 403b tax sheltered annuities and other products. As retirement programs for public employees are "restricted" resulting in reduced benefits, we must increase the awareness and knowledge of school employees regarding their personal retirement portfolio. This program will produce revenues for ESA while presenting an opportunity for school employees to build for their retirement with pre-tax dollars.

(Roundtable Facilitators: Bruce Hunter, Bob Adams, Tom Liguzinski, Pete Titone)

ESAs Under Legislative Microscope - Brigantine

Participate in a roundtable discussion facilitated by Susan Wallerstein regarding proposed changes in legislation across the country related to Education Service Agencies. Rob Woodson will address the changes occurring in Texas. This session should prove to be interactive and thought provoking.

Cooperative Purchasing - Galleon

This round table discussion, facilitated by Clydene Stangvyk, will focus on the possibilities, challenges, and opportunities related to cooperative purchasing within ESAs. Cooperative Purchasing managers, board members, and directors of marketing are encouraged to attend this session.

FRIDAY

Issues Faced by Urban ESAs and Their Districts - Brigantine

This Roundtable discussion session will focus on the unique aspects of ESAs that serve urban communities and districts. Peter Young will facilitate the discussion for administrators, staff and board members.

SATURDAY

Issues Faced by ESAs and their Rural Districts - Caravelle

This roundtable discussion, facilitated by Paula Colen is for those ESA administrators, staff, and board members that serve primarily rural communities. A special education program developed in the rural community of Pee Dee ESA in South Carolina will be a topic of discussion also.

Issues of Concern to Board Members- Salon F

This roundtable discussion will focus on issues that are directly related to being a board member of an ESA. Gisela Harma, ESA board member for more than four years will facilitate this session.

Wednesday Evening

Welcome Reception and registration 5:00 - 7:00 PM - Crystal Ballroom (Sponsored by Cisco)

Thursday

Continental Breakfast and registration 7:30 - 8:15 AM
Pre-function area A-H

General Session 8:30 - 10:30 AM - Crystal Ballroom

Welcome Address - Joseph Lagana

Conference Highlights- Virginia Seccombe

Keynote Address - Daniel Kinnaman (*Sponsored by Compaq*)

session I 10:45 - 12:00 PM

Breakout Session with Daniel Kinnaman - Crystal Ballroom

Continue to meet with Daniel Kinnaman. Have a chance to discuss the ramifications of his presentation on your ESA.

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Linking Learning, Teaching & Curriculum - Caravelle

Some things we know about change: Lasting change happens by improving the system; Critical mass is essential; If the why is strong enough, the how will come. Participants will learn how AEA 7 in Cedar Falls, Iowa had worked with K-12 school districts since 1993 in a school improvement model they call Linking, Learning, Teaching, and Curriculum to create lasting, meaningful change. Participants will be provided with the model framework, the sequence of steps used to facilitate organizational alignment in beliefs, practices and policies within a school district, quality indicators used to assess the program, district measures used to assess teaching and learning, lessons learned about working within a school consortium.

(Presenters: Debra Corson, Karen Garvin, Nancy Lockett, Ed Redalen)

The Regional Services Model for School Improvement - Galleon

The Linn-Benton-Lincoln ESD offers a comprehensive, research based and data driven process model that has proven successful and popular with local school districts. While the model incorporates research validated strategies for school improvement, its primary strength is that it utilizes a systems perspective toward change. The process model includes roles, activities and support structures for school board and administration, local schools and classroom levels. Services provided include staff development and training, assessment and program evaluation, group facilitation, action research, profiling, strategic planning and leadership skill development. This model involves a cadre of ESD staff, faculty from higher education and regional programs, and local school district staff.

(Presenter: Robert A. Nelson)

Site-Based Decision Making: Learning from One Another - Salon H

The Puget Sound ESD, serving 35 school districts surrounding the greater Seattle area, has developed a technical assistance model that encompasses Site-Based Decision Making. This resource framework comprises the following components: a symposium for education leaders a process for self assessment leading to a district and /or school profile, training and facilitation through four modules of issues and topics related to site-based decision making, and follow up. A description of each component as well as how a process has been developed to facilitate the delivery of services and technical assistance will be presented along with appropriate written materials. (Presenters: Joann Mychals, Sonja Hampton)

"Resolve" Services for Psychiatrically at Risk Children - Clipper

A service provider continuum for children who display abnormal psychiatric behavioral characteristics on a regular basis has been created using the RESOLVE "PACTS", Parents Adolescents Community Treatment School program family focused model. These at-risk children are usually isolated from normal school environments by placing them in a more restrictive setting. This model allows children to stay within the mainstream of the public school system by wrapping around direct need services for all parties involved. In addition, financial obligations are redirected for both the Department of Education and the Department of Human Resources. (Presenters: Joseph Mickley, Jr., Charles Metzger, George Makovec)

Lunch 12:00 - 1:00 PM - Crystal Ballroom

(sponsored by Deloitte & Touche Consultant Group)

Awards Presentations - Bruce Hunter

The American Association of Educational Service Agencies sponsors three award programs to recognize individuals for outstanding contributions to regional education service agency programs. The awards are :

Justus Prentice Award to an individual for contributions through leadership in the advancement of regional education service agency programs. The 1996 Justus Prentice Award will be presented to Jerry Bennet, Superintendent of the Linn-Benton-Lincoln Education Service District.

Walter G. Turner Award to an individual citizen who has made outstanding contributions in the advancement of regional education programs at the regional, state, and or national level. Al Bauer of Washington will be receiving the Walter G. Turner Award this year.

E. Robert Stephens Award to an individual for their research, writing, and or publishing of information in the promotion of regional education programs. For 1996, Douglas E. Mitchell, Professor of Education and Co-Director of the California Educational Research Cooperative has been chosen to be the recipient of the E. Robert Stephens award.

Thursday Afternoon

Session II 1:15-2:30

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Building the Oregon Public Education Network - Brigantine

Addressing the issue of school improvement and the application of technology toward that end, State Superintendent Norma Paulus noted the importance of a systematic planned approach to enabling innovative change and improvement for k-12 education through implementation of a statewide telecommunication system. The ESDs were charged with the responsibility of leading the development and implementation of such a system. Partnerships were formed among the ESDs and with the Oregon Departments of Administrative Services and Education. The presentation will summarize how this was accomplished, where we are in the implementation of the design, and what needs to be done. (Presenters: Tom Cook, Jerry Bennett, David Campbell)

Powering Up School & Community - Caravelle

Most of us remember, from our formative years, a community which truly raised, nurtured, supported, and guided its young people to adulthood. The institutions which provided that support- the community, family, churches- are unable to exert their former effect. The schools, therefore, now carry the total, virtually insupportable burden. But it may be possible to recreate the communities of our youth, through a program called Developmental Assets begun by Search Institute in Minnesota. There are developmental assets which children need in order to resist, avoid, or overcome antisocial behavior and school failure. This presentation contains a new model for organizing schools to prevent and reverse "at riskness", an explanation of a proven school change model and a method for organizing the total community to invest in its children. (Presenter: Robert Foley)

A Comprehensive Approach to School Improvement Planning - Galleon

Why a Plan? Maybe your school beefed up math instruction or added an after school program to address more students' needs last year. Maybe over the past few years, a dozen improvements have been launched in your school. But are they working together as part of a comprehensive, dynamic, long term effort so that all the pieces add up to more than the sum of the parts? Have your efforts embraced other state and federal reform initiatives, including the Frameworks, Content and Performance Standards. This workshop offers a chance to step back and ask these questions, and then to assemble the pieces into a whole that makes sense- a comprehensive and multi year plan for action. (Presenters: Karen Giek, Lloyd Jaeger)

Reaching Agreement - Clipper

Service Agencies such as Region XIII Education Center in Austin Texas are called upon to provide coordination, planning, and leadership to diverse groups and agencies in the pursuit of collaborative agreements. The increased requirement for collaborative planning to access services and grant funding has encouraged educators, government agencies, and community members to come together to plan for a variety of purposes. The interest in collaboration does not ensure a quality product or experience however. This presentation will describe an organizational planning process which can be tailored to meet a variety of purposes. This process is designed to bring together diverse groups of people for the first time, streamline the process for input from all participants, minimize the time needed, and ensure quality. The process will be illustrated with examples from a project including the County Juvenile Justice, seven school districts, mental health agencies, and ESA.

(Presenter: Cindy Martin)

Transforming a Rural County Through Educational Technology - Salon C

Learn how a rural Michigan educational service agency mobilized community leaders to develop a County Wide fiber network allowing linkage of all the public schools, governmental services and non profit agencies. After building support for the technology vision, funds were raised to construct the Newaygo County Advanced Technology Service fiber backbone infrastructure. The successful development of this data, video, and voice infrastructure helped Newaygo County ISD compete for and receive a five million dollar matching grant from the U.S. Department of Education to complete the final phase of the project and bring interconnected computers into every classroom in the county.

(Presenter: Dr. Roland Marmion)

Session III 2:45 - 4:00 PM

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Making a Difference with Health Insurance Pool Programs - Brigantine

School Districts across Minnesota have joined to offer health/hospitalization and related group insurances to their employees. In a few short years, the purchasing power of the member districts for health/hospitalization insurance alone has grown to \$120 million dollars annually. In excess of \$30 million is saved annually through initially discounted insurance premiums, reduced administrative costs, premium credits, and negotiated networks. Learn how dollars can be saved while retaining desired coverage. This program generates significant revenue for ESAs.

(Presenters: Glenn Shaw, Dean Swanson)

