

## AMERICAN ASSOCIATION OF EDUCATIONAL SERVICE AGENCIES

### *President's Message*

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AAESA has experienced rapid growth over the last four years that can be directly attributed to the intense involvement of its members in the principal activities of the association. We are the only national education organization in which members take complete responsibility for planning and conducting its major national meetings. This spirit of volunteerism exemplifies the spirit of service that educational service agencies all over the country exhibit on behalf of children.

In particular, I am proud of our new, aggressive child advocacy activities. AAESA has endorsed a bold children's rights proposal as part of its legislative platform and many of us participated in the June 1 National Stand For Children. AAESA must continue to urge educators, parents, and community leaders to continue advocating for children.

In many ways, these are the best of times and the worst of times for children and the public schools that serve them. Because educational service agencies are uniquely suited to today's needs for flexibility and quality within tight budget constraints, I think that the future looks bright for regional services on behalf of children everywhere. AAESA is a strong voice for children. I hope that you will join with me to make our organization a global leader in school improvement and child advocacy.

Dr. Joseph F. Lagana  
AAESA President  
1996-1997

# 1996 ANNUAL REPORT

## Meetings

### 1995 Fall Conference

The December 1995 Fall Conference in San Antonio, Texas, was the largest meeting AAESA has ever held. Three hundred and sixty service agency executives, board members, and staff attended, which represents a twenty percent increase from the 1994 Fall Conference in Palm Springs, California.

The Region XII Education Service Center, directed by Dr. Harry Beavers, planned and hosted the conference. Sponsorships and exhibitors enabled AAESA to expand the conference while keeping registration fees low.

### 1996 Leadership Seminar

Dr. George Woons, Superintendent of Kent ISD in Grand Rapids, Mich., designed the program for the 1996 Leadership Seminar, held in San Diego.

Dr. Richard Foster, education leadership consultant, and other speakers led a day-long discussion about educational leadership. Participants gave the seminar high marks.

### 1996 AAESA Breakfast at the NSBA Convention

Dr. Peter Kachris hosted a breakfast for 35 educational service agency board members and administrators at the NSBA Convention in Orlando.

Dr. Kachris led a discussion on the role of boards in education service agencies, and participants shared ideas and networked.

### 1996 We Care Legislative Conference

Co-hosted by AAESA and AASA, the 1996 We Care Legislative Conference presented the views of major players in federal agencies and the administration on

education issues. The conference drew 125 ESA administrators, board members, and staff.

### Sponsors

Private sponsors have increased critical financial support to AAESA.

AAESA is grateful to the following major sponsors for their generous contributions, which enabled the association to expand programs and improve services to ESA leaders around the country. This support demonstrates the sponsors' sincere commitment to improving public education.

Great American Life Insurance Company (GALIC)

Computer Curriculum Corporation (CCC)

Elek-Tek

Equitable Gas Energy Company

V-Tel

## Publications

AAESA produces two publications - *AAESA News*, a bimonthly newsletter,

and *Perspectives*, an annual scholarly journal that focuses on key issues of concern to education service agencies. Dr. William Keane of Oakland University in Oakland, Mich., has edited both issues of *Perspectives*. AAESA thanks Dr. Keane

for his foresight in founding this needed publication.

*AAESA News* covers issues of national interest to ESA leaders and provides opinion and insight.

## Awards

AAESA bestowed its three national awards this year to educational leaders selected from the largest and most distinguished field of candidates that the organization has ever considered. The Executive Council, which makes the

award selections each year, found it difficult to select winners among such accomplished nominees.

The 1996 award winners will be honored at the annual luncheon during the 1996 Fall Conference. They are:

**The Justus Prentice Award:** Jerry Bennett, Superintendent, Linn-Benton-

Lincoln ESD, Albany, Ore.

**The Walter G. Turner Award:** Al Bauer, State Senator, Washington State, Vancouver, Wash.

**The E. Robert Stephens Award:** Douglas Mitchell, Professor of Education and Co-Director, California Education Research Cooperative, Riverside, Calif.

## Advocacy

### Legislation

On January 10 and 11, a group of AAESA members met in Washington, D.C., and developed the second AAESA legislative agenda. The legislative group developed recommendations based on background work done by other ESA administrators in Pennsylvania, California, and Michigan. The legislative agenda focused

primarily on the Individuals with Disabilities Education Act, vocational education and staff development. A primary objective was to insert AAESA's definition of an educational service agency into every federal statute enacted in 1996, which was accomplished. However, because of the highly partisan nature of the 104th Congress, no education legislation was enacted into law.

### Federal Policy

AAESA began work with the National

Center for Education Statistics (NCES) to improve information about education service agencies. Currently, the definitions used to identify ESAs produce inaccurate data, which results in policy makers overlooking the actual and potential contributions of service agencies in education improvement. AAESA's goal is to have educational service agencies considered when state and federal school improvement policies are developed.

# Membership

AAESA continues to grow both in statewide and individual memberships.

In 1996, three states — Kentucky, Ohio, and Utah — became statewide members, bringing 36 new educational service agencies into the organization.

Twenty-three states are now members. Arizona, Georgia, Louisiana, and Massachusetts have been targeted for statewide membership.

AAESA membership has grown to 448 regular voting members and 8 other non-voting members, which is up from about 260 in 1992.

This membership growth reflects the hard work of membership consultant Lee Christiansen and the AAESA Executive Council. Dr. Christiansen, now retired, leaves a legacy that has helped build AAESA into a truly national organization.

## States that have statewide memberships:

Alaska	Kansas	Oregon
Arkansas	Kentucky	Pennsylvania
California	Michigan	Texas
Colorado	Minnesota	Utah
Connecticut	Nebraska	Washington
Illinois	New Jersey	West Virginia
Indiana	New York	Wisconsin
Iowa	Ohio	

## States with individual agency members:

Arizona	Massachusetts	South Carolina
Georgia	Missouri	Wyoming

# Budget

AAESA's growing budget reflects the membership increase, greater attendance at the Fall Conference, and interest from the private sector in partnerships.

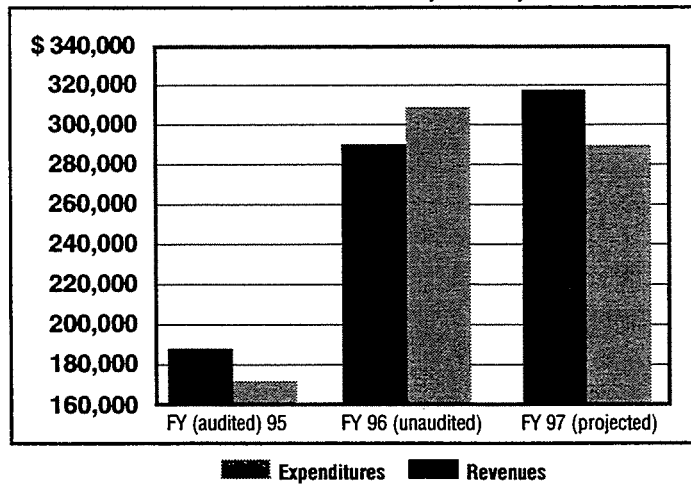
The Area Cooperative Education Service in Hamden, Conn., directed by Peter Young, has expertly served as the fiscal agent for the past two years, producing clear financial records that document and facilitate management of this growth.

The accompanying graphs illustrate AAESA's growth in revenue from \$194,307 in FY 95 to \$296,245 in FY 96. Expenditures grew from \$178,062 in FY 95 to a projected \$314,282 in FY 96. The FY 96 expenditures include early final payment of our \$30,000 debt to AASA incurred for operating expenses in the late 1980s. Our available balance at the end of FY 96 is projected to be \$60,592 (the FY 96 audit is not yet completed). This reflects a growth from the audited fund balance of \$34,950 at the end of FY 95.

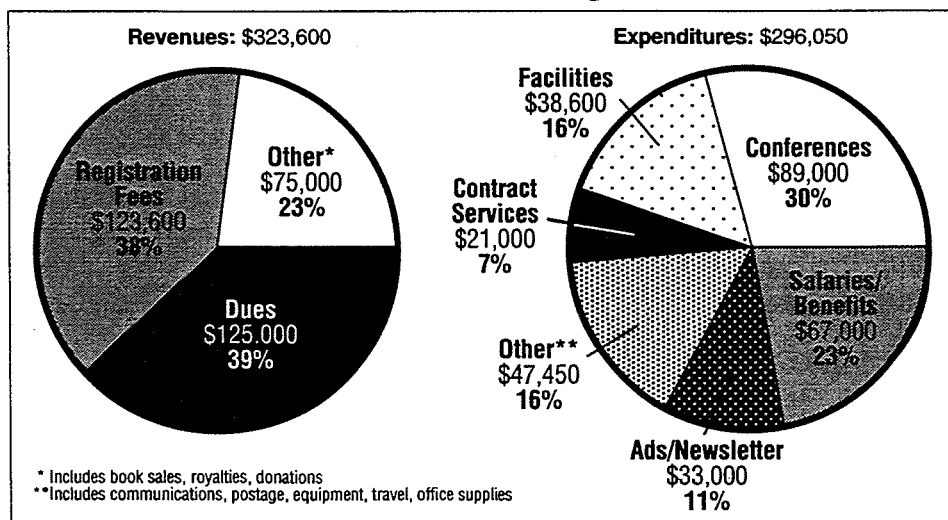
On September 25, the AAESA Executive Council approved a FY 97 budget that anticipates revenue to be \$323,000, a 9 percent increase over FY 96.

Expenditures in FY 97 are projected to be \$296,050. Projected FY 97 revenues and expenses are illustrated in the accompanying pie charts.

Annual Revenues for FY95, FY96, and FY97



1997 AAESA Budget



# Business Partners

In 1996, AAESA entered into its first business partnership in accordance with two objectives established by the Executive Council:

(a) generate revenue streams for the national organization and AAESA member agencies, and (b) provide information to member agencies on

companies, services, and products around the country.

After conducting a comparative viability study, AAESA entered into an agreement with the Great American Life Insurance Company (GALIC).

This agreement creates opportunities for

AAESA member agencies to:

- generate revenue to improve programs and services for their client districts, and
- assure adequate retirement benefits for employees of education service agencies and school districts.

## Staff

*Bruce Hunter*  
Executive Director

*Melissa Adkins*  
Fundraising and Events Director

*Lee Christiansen*  
Membership Consultant

*Peter C. Young*  
Fiscal Agent

## Executive Council

*President*  
**Dr. Joseph F. Lagana**

*President-Elect*  
**Dr. Virginia Z. Seccombe**

*Past President*  
**Dr. Glen D. Shaw**

### **EAST REGION**

*Dr. Joseph F. Lagana*  
Executive Director  
Allegheny Intermediate Unit  
Pittsburgh, Penn.

*Dr. Joseph Marinelli*  
District Superintendent  
Wayne/Finder Lakes BOCES  
Newark, N.Y.

*Dr. Virginia Z. Seccombe*  
Executive Director  
LEARN  
Old Lyme, Conn.

### **MIDWEST REGION**

*Dr. Ronald C. Dickinson*  
Administrator  
Area Education Agency 7  
Cedar Falls, Iowa

*Don Stevens*  
Agency Administrator  
Cooperative Education Services Agency #5  
Portage, Wisc.

*Dr. George J. Woons*  
Superintendent  
Kent Intermediate School District  
Grand Rapids, Mich.

*Dr. Glen D. Shaw*  
Previously with the Southwest/West  
Central Service Cooperative  
Marshall, Minn.

### **WEST REGION**

*Dr. Harry J. Beavers*  
Executive Director  
Region XII ESC  
Waco, Texas

*Steve Jones*  
Executive Director  
Mountain BOCES  
Leadville, Colo

*Frank M. Deebach*  
Superintendent  
Olympic Educational Service District  
Bremerton, Wash.

## Schedule of Events

Legislative Meeting  
Friday - Saturday, January 17-18  
Washington, D.C.

Executive Council Meeting  
Wednesday, February 12  
Orlando, Fla.

Pre-Conference Leadership Seminar  
Thursday, February 13  
Orlando, Fla.

AAESA Breakfast  
at the NSBA Conference  
Monday, April 28  
Anaheim, Calif.

Executive Council Meeting  
May (date to be announced)

Executive Council Meeting  
Wednesday, September 17  
Washington, D.C.

We Care Legislative Conference  
Thursday-Saturday, September 18-20  
Washington, D.C.

Executive Council Meeting  
Wednesday, December 3  
Monterey, Calif.

Fall Conference  
Thursday-Saturday, December 4-6  
Monterey, Calif.