



Southeast
Service
Cooperative

Annual Report

2018-2019

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New Strategic Direction

In December of 2018, Southeast Service Cooperative staff and Board of Directors convened to do some facilitated visioning. Rather than traditional strategic planning, we wanted to identify Strategic Priorities that would focus and drive our work moving forward into the next 3-5 years.



These priority areas have already propelled us to think differently about how we can leverage multi-sector partnerships to solve complex problems, and how we can design our current programming to meet regional needs. While our core programs and services remain, and are the foundation of our vision and mission, the following strategic priorities have allowed us to spotlight key growth areas.

Strategic Priorities

1. Curriculum Supports: In addition to ongoing curricular and content-specific professional development, SSC and Build Your Own Curriculum (BYOC) negotiated a discount pricing contract and announced our new partnership. Eight rural southeast Minnesota districts are already moving forward with this award-winning web-based management system and framework that provides the structure for schools to plan, create, align, report, and evaluate curriculum.

2. Mental Health: SSC has been committed to promoting mental health as a critical part of overall wellness and has offered several related supports. With this as a strategic priority, we offered learning opportunities for Trauma Responsive Schools, as well as piloted a Trauma Informed Instruction Microcredential, and support in this area will continue. We began to expand our customized faculty options in areas related to mental health, resiliency, stress reduction, suicide prevention, and more.

Shaping the Future

for communities of leaders and learners

Mission Statement

We mobilize resources, add value, and promote continuous improvement through member-focused solutions.

Core Competencies

- Collaborative Culture
- Customer Focused Service Design
- Intentional Agility

Core Values

Integrity. We carry out our work with high levels of responsibility, accountability, and ethics.

Excellence. We are forward-thinking, competent, efficient, and effective.

Relationships. We facilitate collaboration with respect and passion to serve.



3. Workforce Development: Over the last two years, our voice of customer activities have revealed a significant gap in the career pipeline that need innovative and immediate solutions. Partnerships with regional Perkins Consortia, Workforce Development Inc., Rochester Area Chamber of Commerce, GRAUC, SciMathMN, CEDA, SE MN Together, and others have led us to several collaborations. Initiatives that have emerged include the development of the CTEam (Career and Technical Education Team), coordination of two Career Pathways Summits, co-hosting of Manufacturing Week for 350+ students, and dedicating more staff time to this topic. In addition, we secured funding from the Otto Bremer Fund to begin development of FutureForward, an online portal to connect employers with their future workforce - our students. This was the culmination of much research into other available solutions and focus groups with stakeholders.



2018-2019 Highlights and Accomplishments



Professional Development: The number of requests for Customized Professional Development options almost doubled from the previous year and we have seen an increase in non-education member requests. The various content areas in which SSC Faculty members have delivered these learning opportunities include: reading and writing instructional support, STEM/STEAM programming, leadership, Love and Logic, PLC support, ELL, Growth Mindset, SEL, Mindfulness, instructional coaching, building data analysis, cultural competency, suicide prevention, mental health and more. Multiple districts utilized the Customized PD option to support their staff in

meeting the new Cultural Competency relicensure requirement by bringing SSC Faculty member Angie Ellsworth to facilitate trainings at their sites. Regional offerings held at SSC based on identified common member needs included an Office Professional Academy, an instructional coaching network, a Principal Networking Event, a 504 Training, behavior management offerings, cultural competency, suicide prevention sessions and more. SSC partnered with 7 other MN service cooperatives to roll out a statewide Micro-Credentialing Pilot in the fall of 2018 and two SE Minnesota districts had multiple teachers participate in the pilot. Based on strategic priorities identified by the SSC Board and staff, we explored ways to support our members as well as outside organizations in the areas of workforce development and mental health and possible collaborations with other organizations to best deliver high quality, affordable professional development. We also took time throughout the year to meet with members to learn more about their individual organization's priorities and professional learning needs as a way to inform our program planning to best meet member needs.

Student Conferences: The 9th Young Authors, Young Artists Conference for middle school students drew 165 students from 10 different districts. The students chose to attend 4 of the 7 sessions that were offered. Topics included, sculpting with clay, painting on canvas, origami, writing, cartooning, storytelling, and watercolor. We also continued our long-time Young Authors, Young Artists Conference for elementary students, welcoming 1,030 grade 3-5 students to learn the art and joy of writing and creating from professional authors, poets, illustrators, painters, sculptors, and others.



Student Academic Competitions: We continued to host two Regional Spelling Bees for 74 students from 35 districts, and the Final Spelling Bee, during which 12 spellers vied for the top honor. A student from Northfield Public Schools was declared the champion and advanced to the 92nd Annual Scripps National Spelling Bee in Washington D.C. We also coordinated of Knowledge Bowl with 66 Junior High teams from 18 districts and 110 Senior High teams from 32 schools and five teams advanced to State.

Mobile Science Lab: Our collaborative project with the Mayo Clinic has now impacted over 16,000 high school students in our region with 145 teachers trained to implement the molecular biology and genomics hands-on, career relevant activities.



STEM Forward: 2018-2019 was a year of significant growth for the group formerly known as the Rochester Area Math Science Partnership. The group has grown to 23 K-12 school partners, 4 higher education partners, and 5 business stakeholders (a total of 4 new partners). The Professional Development Committee hosted two Educator Forums, providing free learning opportunities for 166 STEM teachers in the region (a total of 29 new educators trained). The 27th Annual

Outstanding Educator Awards Dinner honored the two recipients (Mark Nechanicky of Albert Lea Public Schools and Matt Cada of Plainview-Elgin-Millville Public Schools). 118 educators and community members attended the Career Pathways Summit events, planned in partnership with the STEM Forward Workforce Development Committee, that brought together four successful career-pathway models from around the state of Minnesota to assist and inspire our schools to better align their current offerings, models to develop partnership, and identify opportunities for growth in career-connected learning.

Strategic Visioning Service: Southeast Service Cooperative staff use a human-centered design model of strategic planning, which offers fresh thinking and a new perspective. We work with a group of member key stakeholders (administrators, staff, board, community) to implement a tailored process to inform, support, and expand strategic focus. This year, SSC worked with stakeholders from Semcac Head Start and LeRoy-Ostrander Public Schools to develop vision and mission statements as well as strategic priorities to ensure forward momentum.

Southeast/Metro Regional Center of Excellence (RCE): Under the federal Every Student Succeeds Act (ESSA) the RCE's, in partnership with the Minnesota Department of Education, provide supports for districts, high schools, and charters. This year each region added targeted support schools to their work so the SE-Metro Regional Center now works with approximately 100 schools. School improvement supports focus efforts on equity and underserved student groups so that schools meet the needs of each student and every student benefits from high-quality schools.



Wood Lake Meeting Center: External public rental usage has continued to increase thanks to our reputation for anticipating needs and offering world class customer service. Rental income augments our revenue to better support our members. Please keep in mind that all SSC members receive a substantial discount for rental space!

Cooperative Purchasing Connection (CPC): CP is now part of a statewide program, and no longer tracked on an individual member level. This year's total sales is estimated to be \$8,217,694, with an average discount of 15.5%, for an overall savings of \$1,273,742.

Facilities Management: Our partnership with the Institute for Environmental Assessment (IEA) continues to allow member access to discounted basic environmental health and safety management (EHSM) services, project management, and also mock OSHA audits. We hosted another well-attended Annual Town Hall, and experimented with some webinars presented by experts on topics of interest. Our newest change this year was the launch of a new partnership with ICS Consulting, Inc. which offers guidance to members who want to take a more pro-active approach to facility planning. The ICS team understands the necessity for our members to know how to maintain buildings utilizing the right funding source. By utilizing ICS's services, members have access to long range facility planning consultants with a diverse range of experience and expertise and a proven track record, financial stability and innovation unmatched in the area.

Health Insurance Pools: Groups received professional and technical expertise by Health and Benefits Consultant Bill Colopoulos, who guided insurance committees through annual planning and renewal and provided benefits training and healthcare reform information. This year, the 7 regional Service Cooperatives offering health insurance pools continued their work under the statewide joint powers Minnesota Healthcare Consortium. Statewide economies of scale will smoothed the impact of high claims and common stop loss reduced the volatility of future rate increases, while maintaining pool integrity and providing a viable option to community rating for small groups.



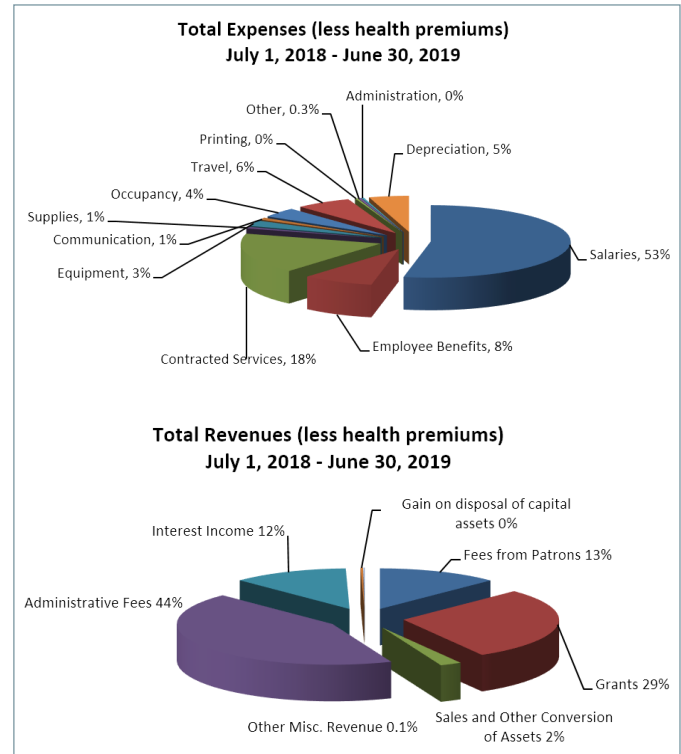
Worksite Wellness Program: We offered two very highly evaluated wellness forums, filled with content requested by our members. Alongside Blue Cross/Blue Shield of Minnesota, we've introduced 6 wellness programs to our insurance pool members. We've helped our members promote and successfully navigate these exciting new programs. We were able to continue to offer wellness funding to our local government and school health insurance pool members. Our groups were once again fantastic stewards of their funding; tailoring engaging and innovative wellness programs to their groups. We also held the 8th Annual Member vs. Member Walking Challenge and had nearly 800 people from 24 member groups logging over 220 MILLION steps!



Annual Fiscal Information

SSC is a membership organization and is statutorily designated as a public entity, independent school district. SSC has no levy authority or tax base and does not receive local, state, or federal aid. This is important in comparing SSC's financial statements with other public entities. Revenue is generated to provide services and programs, and a reserve fund helps to ensure continuing operations and programming. The following data is summary information. Complete financial data is available from the fiscal audit at www.ssc.coop.

Operations/Program Fund	Revenue	Expense
General Administrative	\$117,663	\$112,310
Innovation	\$0	\$5,475
Wood Lake Meeting Center	\$154,651	\$150,578
Benefit Services	\$30,109	\$19,364
Regional Center of Excellence	\$1,341,228	\$1,341,228
Regional Center of Excellence (State)	\$244,648	\$244,648
Statewide Health Improvement (SHIP)	\$8,576	\$10,029
Mobile Science Lab	\$19,825	\$21,293
Workforce Development	\$0	\$19,293
Facilities Management	\$155,953	\$89,238
Cooperative Purchasing	\$126,528	\$46,408
STEM Forward (Formerly RAMSP)	\$68,686	\$68,215
Professional Development	\$108,807	\$193,571
Student Programs	\$136,725	\$167,279
SE MN Together	\$1,250	\$1,250
Adjustment to Accrual	\$0	\$613,071
Total Operating Income & Expense	\$2,514,649	\$2,315,463
Operating Revenue Over Expense		\$199,186
Non-Operating Revenues		\$40,978
Total Operating and Non-Operating Net		\$240,164
Transfer from Health Operating		\$1,296,184
Net Increase (Decrease) to General Fund		\$1,536,348
July 1, 2018 General Fund Balance		\$1,888,644
June 30, 2019 Ending General Fund Balance		\$3,589,723
Health Insurance – Enterprise Fund	Revenue	Expense
School Pool	\$25,464,820	\$27,119,623
Local Government Pool	\$45,469,115	\$43,486,575
Operating Fund (Fees & Grants)	\$2,436,099	\$1,372,136
Total Revenues	\$73,370,034	\$71,978,334
Operating Income (Loss)		\$1,391,700
Non-Operating Revenues		\$657,577
Transfers Out		\$1,296,184
Increase (Decrease) in Net Position		\$753,093
Net Position July 1, 2018		\$12,810,623
Net Position June 30, 2019		\$12,631,191



Member Participation and Value

This data shows an aggregate report of member usage of SSC programs and services. Statistics drawn from financial and participation data) are translated as dollar values. This chart illustrates the collective value derived through membership.

2018-2019 Quantified Services	Value
Wood Lake Meeting Center	\$82,573
Educational Programming:	
Student Academics	\$71,390
SHIP Grant	\$10,028
Science Supplies	\$4,630
STEM Forward (Formerly RAMSP)	\$49,275
Mobile Science Lab	\$21,304
Regional Professional Development	\$45,986
Customized Professional Learning	\$8,364
Facilities Management	\$160,290
Health and Benefits Program	\$2,903,436
Cooperative Purchasing	\$1,273,742
Total Estimated Gross Value	\$4,714,129
Less Membership Fees	\$104,800
Net Value to Members	\$3,335,587
Percent Return on Investment	4,398%

Board of Directors, Advisory Groups, and Staff Information

Current Board of Directors

Theresa Arrick-Kruger, Chair, Houston County
 Karla Bauer, Kenyon-Wanamingo Public Schools
 Mary Blair-Hoeft, Vice Chair, City of Byron
 Lynn Gorski, City of Owatonna
 Don Leathers, Austin Public Schools
 Bree Maki, Clerk, Lewiston-Altura Public Schools
 Jason Marquardt, Mabel Canton Schools
 Rob Mathias, Stewartville Public Schools
 Jean Roth, Zumbrota-Mazeppa Public Schools
 Monica Sveen-Ziebell, Plainview-Elgin-Millville Schools

Current Superintendent Advisory Committee

Karsten Anderson, Superintendent, Red Wing Public Schools
 Jeff Elstad, Superintendent, Owatonna Public Schools
 Mike Funk, Superintendent, Albert Lea Public Schools
 Ed Harris, Superintendent, Chatfield Public Schools
 Bill Ihrke, Superintendent, Plainview-Elgin-Millville Schools
 Cherie Johnson, Director, Goodhue County Education District
 Mark Matuska, Superintendent, Kasson-Mantorville Public Schools
 Craig Schlichting, Triton Public Schools
 Matt Schultz, Superintendent, Lanesboro Public Schools
 Belinda Selfors, Superintendent, Stewartville Public Schools
 Rachel Udstuen, Superintendent, Spring Grove Public Schools

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