



Southeast  
Service  
Cooperative

# Annual Report

2019-2020

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## Weathering the Storm(s)

The 2019-2020 fiscal year was a challenging one for SSC. We started off with a devastating flood in our facility, closing us down for over a month for restoration and renovation. Thankfully, we were well equipped for remote work and our team was very adaptable and resilient. Little did we know that the flood was just the beginning, as nobody could predict the onset of a global pandemic. Our offices and beautiful Wood Lake Meeting Center have been closed since March 18, but we continue to serve our members and provide programs and services in new ways. Despite these setbacks, we were thrilled to roll out two new initiatives thanks to funding from the Otto Bremer Fund and the Rural Career and Technical Education Consortium grant from the Minnesota Department of Education.



**Career Navigators:** Despite these setbacks, SSC had an exciting year filling six new positions in our region to work with clusters of our rural school districts to support educators and students to identify career opportunities in industries that provide promise for future job demand, sustainable wages, and potential for industry-recognized credentials. Their work includes engaging employers from multiple sectors to raise student awareness (such as career fairs and classroom presentations), work-based learning opportunities (such as site visits and job shadowing), and career pathway development (including dual credit options and internships/apprenticeships). It also encompasses working in tandem with other community partners like Perkins Consortia leaders, Workforce Development Inc., and Community and Economic Development Associates, amongst others.



**FutureForward™ Portal:** To enhance the relationships being nurtured by our Career Navigators, SSC also launched a new online portal designed to help educators, students, and workforce professionals think differently about talent pipeline development and career-connected learning. This tool offers an easy way to support local economic prosperity, find and manage community partnerships, set up and track work-based learning activities, and leverage young people's passion for their future. Educators can connect with employers to engage students in relevant experiences for awareness and application of coursework in real world settings. Professionals can provide skill-based opportunities that support industry awareness and attract and develop the next generation of talent. Learn more at [www.futureforward.org](http://www.futureforward.org).

## 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 a passion to serve.



# 2019-2020 Highlights and Accomplishments

**Professional Development:** The number of requests for Customized Professional Development options continued to grow in content areas such as cultural competency, reading and writing instructional support, STEM programming, data analysis, leadership, behavior management, trauma informed strategies, instructional coaching, mindfulness, data practices, cyber security, strategic planning, co-teaching, restorative circles, makerspaces, suicide prevention, bullying prevention, design thinking, mental wellness, guided reading, and more.



**Student Academic Competitions:** We continued to host two Regional Spelling Bees for 76 students from 36 districts, and the Final Spelling Bee, during which 12 spellers vied for the top honor of advancing to the 93<sup>rd</sup> Annual Scripps National Spelling Bee in Washington D.C. (which unfortunately had to be cancelled due to COVID-19). We also coordinated Knowledge Bowl with 66 Junior High teams from 18 districts and 110 Senior High teams from 32 schools.



**Student Conferences:** The 10<sup>th</sup> Young Authors, Young Artists Conference for middle school students filled to our daily capacity, with session topics ranging from sculpting, painting, origami, writing, cartooning, storytelling, and watercolor. We also continued our long-time Young Authors, Young Artists Conference for elementary students, but due to facility closures with the pandemic, we had to pivot to an virtual format for students in grades 3-5 to learn the art and joy of writing and creating from professional authors, poets, illustrators, painters, sculptors, and others.

**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:** The group has grown to 25 K-12 school partners, 5 higher education partners, 5 business stakeholders, and 8 supporting organizations. The Professional Development Committee hosted a well-attended Educator Forum, providing free learning opportunities for STEM teachers across the region. The 28th Annual Outstanding Educator Awards Dinner honored the two 2019 recipients (Burke Egner of Albert Lea Public Schools and Angela Heitmann of Zumbrota-Mazeppa Public Schools).



**Wood Lake Meeting Center:** External public rental usage was on the rise thanks to our reputation for anticipating needs and offering world class customer service. Unfortunately, our rental rooms have been closed since March and will remain so until it is safe for our staff and guests to re-open while maintaining proper protocols for social distancing, etc. We continue to book out into the future, which is promising as rental income augments our revenue to better support our members.

**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 over 100 districts, high schools, and charters. 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.

**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 also continued our partnership with ICS Consulting, Inc. offering guidance to members who want to take a more pro-active approach to facility planning. And, we continued to host our annual Town Hall meeting, albeit virtual this year! Finally, our partners were able to provide support for facility cleaning and disinfection requirements for schools in light of COVID-19.

**Health Insurance Pools:** This year, the seven 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 fantastic wellness forums in November, filled with content about current trends. 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 9th Annual Member vs. Member Walking Challenge and had nearly 800 individual members from 19 member organizations participating.

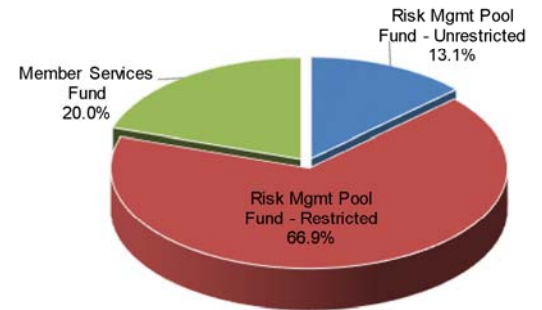


## Annual Fiscal Information

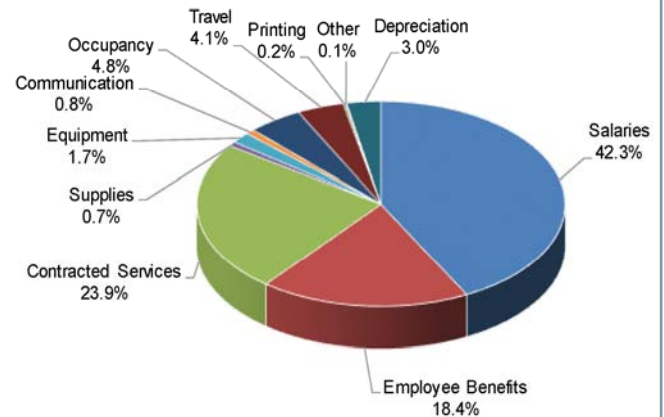
SSC is a membership organization and is statutorily designated as a public entity, independent school district. SSC has no levy authority or tax base and does not receive local, state, or federal aid. This is important in comparing SSC's financial statements with other public entities. Revenue is generated 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](http://www.ssc.coop).

Operations/Program Fund	Revenue	Expense
General Administrative	\$115,929	\$133,730
Innovation	\$0	\$3,662
Wood Lake Meeting Center	\$102,847	\$216,421
Benefit Services	\$32,006	\$18,015
Regional Center of Excellence	\$1,996,368	\$1,996,368
Regional Center of Excellence (State)	\$107,231	\$107,231
Rural Career and Tech Ed Grant (State)	\$759,381	\$759,381
Statewide Health Improvement (SHIP)	\$6,620	\$6,846
Mobile Science Lab	\$37,435	\$34,126
Workforce Development	\$175,337	\$77,933
Facilities Management	\$117,896	\$201,944
Cooperative Purchasing	\$88,852	\$121
STEM Forward (Formerly RAMSP)	\$71,159	\$62,466
Professional Development	\$79,671	\$183,989
Student Programs	\$176,645	\$127,869
SE MN Together	\$14,160	\$14,181
Adjustment to Accrual	\$0	\$301,812
<b>Total Operating Income &amp; Expense</b>	<b>\$3,881,537</b>	<b>\$4,246,095</b>
Operating Revenue Over Expense		(\$364,558)
Non-Operating Revenues		\$63,337
<b>Total Operating and Non-Operating Net</b>		<b>(\$301,221)</b>
Transfer from Health Operating		\$1,001,776
<b>Net Increase (Decrease) to General Fund</b>		<b>\$700,555</b>
Net Position July 1, 2019		\$3,589,723
<b>Net Position June 30, 2020</b>		<b>\$4,290,278</b>
Health Insurance – Enterprise Fund	Revenue	Expense
School Pool	\$24,914,909	\$26,009,757
Local Government Pool	\$43,252,958	\$38,298,072
Operating Fund (Fees & Grants)	\$2,171,615	\$1,276,941
<b>Total Revenues</b>	<b>\$70,339,482</b>	<b>\$65,584,770</b>
Operating Income (Loss)		\$4,754,712
Non-Operating Revenues		\$772,458
Transfers Out		(\$1,001,776)
<b>Increase (Decrease) in Net Position</b>		<b>\$4,525,394</b>
Net Position July 1, 2019		\$12,631,191
<b>Net Position June 30, 2020</b>		<b>\$17,156,585</b>

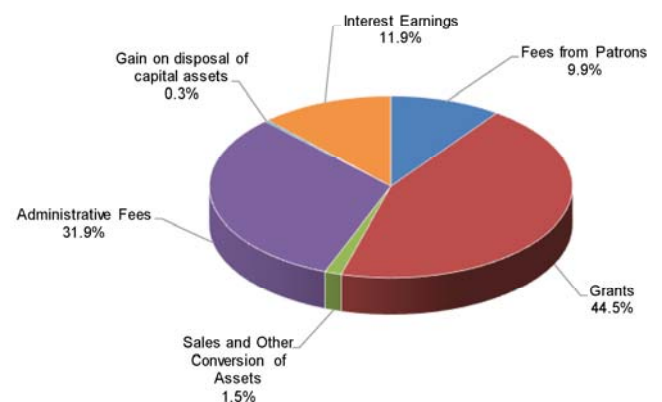
**Net Position  
June 30, 2020**



**Total Expenses (Less Health Premiums)  
July 1, 2019 to June 30, 2020**



**Total Revenue (Less Health Premiums)  
July 1, 2019 to June 30, 2020**



# Board of Directors, Advisory Groups, and Staff Information

## Current Board of Directors

Mary Blair-Hoeft, Chair, City of Byron  
 Brein Maki, Vice Chair, Lewiston-Altura Public Schools  
 Lynn Gorski, Treasurer, City of Owatonna  
 Jean Roth, Clerk, Zumbrota-Mazepa Public Schools  
 Theresa Arrick-Kruger, Houston County  
 Mike Christensen, Red Wing Public Schools  
 Don Leathers, Austin Public Schools  
 Jason Marquardt, Mabel Canton Schools  
 Monica Sveen-Ziebell, Plainview-Elgin-Millville Public 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 Public Schools  
 Cherie Johnson, Director, Goodhue County Education District  
 Mark Matuska, Superintendent, Kasson-Mantorville Public Schools  
 Craig Schlichting, Superintendent, Triton Public Schools  
 Matt Schultz, Superintendent, Lanesboro Public Schools  
 Belinda Selfors, Superintendent, Stewartville Public Schools  
 Rachel Udstuen, Superintendent, Spring Grove Public Schools

## SSC Staff—Rochester Team

Steve Sallee	Executive Director	507-281-6673	ssallee@ssc.coop
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Nick Wobig	Career Navigator	507-273-9661	nwobig@ssc.coop

## SSC Staff—Southeast/Metro Regional Center of Excellence Team

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