



A Year of Growth

by Suzanne Riley, Executive Director

During the 2013-2014 fiscal year, the Southeast Service Cooperative saw tremendous growth and expansion in our programming, staffing, and facilities. It was a year marked by our tireless pursuit of excellence and our dedication to identifying and meeting member needs. It was a year of introspection and strategic thinking. It was a year of planning forward and shaping our future to ensure success.

Perhaps our most visible accomplishment of the year was the expansion of the Wood Lake Meeting Center, which now boasts nine rooms that can accommodate groups up to 250 people. Before and during our renovation, we sought input from members that use our facility. We implemented upgrades and improvements based on feedback from the SSC membership and rental clients. The new space is flexible, allowing for large or small events, with flexible catering options and videoconferences capabilities that set us apart from others. We are proud of the results, which were an investment in the future of the Southeast Service Cooperative, and a commitment to our members to always serve you to the best of our ability.

We hope that our dedication to exceeding your expectations and meeting your needs is demonstrated through each program and service that we offer and every single interaction that you have with us. It is the central focus of our work, which we do on your behalf ... to help you maximize resources, save money, and increase efficiencies. We are here to serve. Thank you for your membership and support for SSC!

Mission Statement

Driven by the needs of our members, we provide support, services, and solutions that increase value, maximize resources, and promote continuous improvement.

To this end, we aim to be a:

- model of successful collaboration.
- purchasing network to save money.
- regional resource to enhance learning.

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.



Shaping the Future
for communities
of leaders and learners.



2013-2014 Highlights and Accomplishments

Student Conferences: 99 students in grades 2-4 from eight districts came to the Science and Nature Conference to learn about acid-base rainbows, squid dissection, angry bird catapults, and floating pumice stone life rafts. In addition, the Middle School Young Authors, Young Artists Conference drew 96 students in grades 7-8 from seven districts, giving participants an opportunity to express themselves through bookmaking, theater, eBook creation, and drawing. We also continued our longtime Elementary Young Authors, Young Artists Conference for elementary students, welcoming a record breaking 847 students from 23 districts!

Student Academic Competitions: We continued to host two Regional Spelling Bees for 77 students from 37 districts, and the Final Spelling Bee during which 12 spellers competed for one spot at the National Spelling Bee. We also continued coordination of Knowledge Bowl with 54 Junior High teams from 19 districts and 106 Senior High teams from 30 schools.

Clarity™ Powered by BrightBytes: We were to formalize our partnership with this company and expand it to the rest of the state through the Minnesota Service Cooperative network, allowing us to continue to offer a significantly reduced rate on this learning analytics tool that helps districts make technology decisions and investments, position students for success with technology, identify the degree of integration in the classroom, measure the impact on student learning, and save money by targeting professional development.

StandardsInsightMN™: This software provides professional interpretation of the Minnesota English Language Arts and Mathematics Standards, jumpstarting dialogue and collaboration among staff. During 2013-2014, we partnered with the Archdiocese of St. Paul and Minnesota and supported their efforts to roll out this tool to 58 schools within their system, and by providing assistance and training as well as job-embedded professional development. In addition, 14 districts in our region, and 2 districts in other regions of the state continued their use of the online program.

Positive Behavior and Intervention Supports: We continued our partnership with the MDE and Southwest West Central and South Central Service Cooperatives by offering a Coaches Training, a Summer Institute, and training/support for Cohorts 8 and 9. In addition, Katie Schmitt completed her 2-year cycle of training!

Math and Science Teacher Partnership: Funded by a grant from MDE, this program served 46 math teachers from 11 districts and 29 science teachers from 11 districts. We were also able to deliver four additional training days in the Spring of 2014 with the use of carryover funding from the prior year's project.

Mobile Science Lab: Our award-winning collaboration with the Mayo Clinic grew with the addition of a third Lab devoted to food science and funded Minnesota Agricultural Education Leadership Council. The two existing Labs dedicated to molecular biology, genomics, and agricultural bioscience continued to be a popular resource for high school science teachers, reaching over 7,000 students. Our partnership was featured in the Summer issue of the National Science Teachers Association "Reports" as well!

Southeast Minnesota Learner Achievement Collaborative: Almost 400 educators from the six participating districts attended a full-day Professional Development event focused on PLCs and featuring Dr. Anthony Muhammad, and leadership teams from each district worked with a facilitator to further develop their support for successful implementation of professional learning communities.

Literacy Training and Consulting: Lori Mack reached over 1,225 teachers during her 54 workshops hosted at SSC and through her coaching, consulting, and onsite training sessions related to academic vocabulary strategies, content area reading strategies, balanced literacy, text complexity, close reading, informational text, Daily 5 and Café, standards unpacking, argument writing, and reading powers. In addition, she continued distributing her popular Speaking of Literacy...™ column. Furthermore, Lori introduced a School Wide Literacy Assessment option, and developed literacy walkthrough protocols with an accompanying Literacy Observations and Recommendations Report.

Professional Development: In 2013-2014, we had a total of 1,417 participants register for 72 sessions related to topics such as bullying prevention, school climate, safe schools, flipped classroom, love and logic skills, social studies, data mining, gifted and talented education, teacher and principal evaluation, as well as training in technology areas such as SMART Board, Google Apps, iPad, and Moodle. We also coordinated a special event with Rob Mancabelli, nationally known speaker and author in the field of educational technology, and hosted a local Minnevat! event to bring people together to build an action agenda for education in Minnesota. In addition, we introduced a new support solution for districts working on their World's Best Workforce Plan and provided facilitation services for several districts as they conducted systems planning sessions with Board members and other community stakeholders.

Wood Lake Meeting Center: The availability of the south 5,000 square feet of the SSC building gave us an opportunity to expand our members' central gathering space, expanding our footprint from five rooms to nine rooms of various sizes. Renovating our meeting center allowed us to meet growing demand from private and public industry for high-tech meeting and training spaces in Rochester, and will ultimately augment our revenue to better support our members. As part of this expansion, we also welcomed Peggy Merkel as our new Meeting Center Coordinator, and bid a fond farewell to longtime retiring staff member Dick Riley.

Cooperative Purchasing Program: In conjunction with the Minnesota Service Cooperatives, we were very pleased to launch *Express*, an online marketplace and e-procurement system providing ease of access to many of our most commonly used contracts through a single dashboard. In addition, the statewide group has focused on new marketing developments and regionally, we have expanded our site visits to support our members and ensure that each agency is utilizing our program, leveraging the available savings, and made aware of all negotiated contracts.

Health Insurance Pools: Groups received professional and technical expertise by Health & Benefits Consultant Bill Colopoulos, who guided insurance committees through annual planning and renewal and provided benefits training and healthcare reform information. His work was expanded to provide additional training and support for ACA compliance, and to guide SSC Health Pool groups through the introduction of the Health Information Transparency Act.

Worksite Wellness Program: We offered three Health Forums throughout the year with a combined total of 112 participants. We also continued offering funding to support member wellness and health promotion activities and to support the cost of coordination of wellness programming. We also repeated our popular Member vs. Member Walking Challenge had over 800 people from 25 member groups, with Lake City Public Schools and the City of Byron taking the top spots. Finally, Nicole LaChapelle was selected to serve as one of three statewide trainers to provide support to Department of Health SHIP grantees!

Southeast/Metro Center of Excellence: The Southeast Service Cooperative is home to one of six Regional Centers of Excellence (RCEs) in the state of Minnesota. The SE-Metro Center of Excellence was launched in 2012 with the Statewide System of Support (SSOS) providing support to Focus and Priority Schools. This partnership between the Minnesota Department of Education, the Regional Centers of Excellence, the Minnesota Service Cooperatives, and regional school districts creates a unique and customized team. Following the success of the first year of implementation of SSOS, the Minnesota Legislature established a 2013 statute to expand the RCE network with a focus on the World's Best Workforce goals. This enabled the innovative partnership to have an even greater impact on improved student outcomes in Minnesota. The goal of this expansion was to increase Minnesota's collective impact on student achievement through regional partnerships that provide equitable access and cohesive, coordinated support. As such, in 2013-2014, three additional centers across the state were added to support the expanded work.

Awards: The Minnesota Regional Centers of Excellence were awarded a 2014 State Government Innovation Award recognizing the great work of state government agencies and encouraging an environment of experimentation and innovation in Minnesota. In addition, thanks to our dedicated staff and our forward-thinking leadership, the Southeast Service Cooperative was honored with two other awards during 2013-2014. For the third year, SSC was named one of the 2014 Best Places to Work in Southeast Minnesota by Workforce Development, Inc. and for the fifth year, we received the Alfred P. Sloan Workplace Flexibility Award!

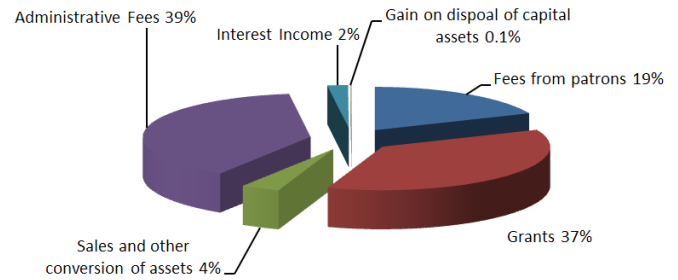


2013-2014 Annual Fiscal Information

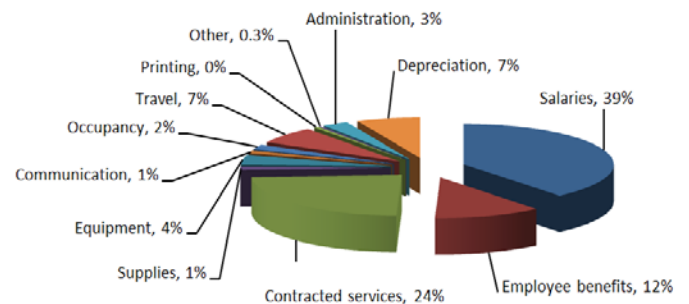
SSC is a membership organization and is statutorily designated as a public entity, independent school district. SSC has no levy authority or tax base and does not receive local, state, or federal aid. This is important in comparing SSC's financial statements with other public entities. Revenue is generated 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	108,657	99,487
Wood Lake Meeting Center	43,313	126,793
Benefit Services	37,437	23,072
Regional Center of Excellence	931,020	931,020
Regional Center of Excellence - State	7,876	7,876
SHIP Grant	5,244	2,978
MSTP Partnership Grant	126,273	126,273
Mobile Science Lab	12,550	9,039
Health & Safety Mgmt Assistance	37,498	37,079
Environ Health & Safety Mgmt	47,410	29,990
Cooperative Purchasing	82,437	70,277
Digital Learning	22,853	52,103
SEMLAC Consortium	18,660	18,660
Instructional Services	78,302	112,625
Student Academics	108,532	91,345
PBIS	19,475	12,135
Regional Literacy Education	59,995	101,350
VREP	500	1,684
StandardsInsightMN	136,159	23,163
Adjustment to Accrual		169,365
Total Operating Income & Expense	1,884,191	2,046,314
Operating Revenue Over Expense		-162,123
Non-Operating Revenues		21,538
Total Operating and Non-Operating Net		183,661
Transfer from Health Operating		234,449
Net Increase (Decrease) to General Fund 2013-2014		50,788
July 1, 2013 General Fund Balance		3,016,745
June 30, 2014 Ending General Fund Balance (Net Assets)		
Health Insurance – Enterprise Fund	Revenue	Expense
School Pool	25,497,459	25,756,345
CCOGA Pool	25,242,256	23,205,773
Operating Fund (fees & grants)	1,159,820	989,578
Total Revenues	51,899,535	49,951,696
Operating Income (Loss)		1,947,839
Non-Operating Revenues		98,695
Transfers Out		234,449
Increase (Decrease) in Net Position		2,280,983
Net Position July 1, 2013		18,161,386
Net Position June 30, 2014		19,973,471

**Total Revenues (less health premiums)
July 1, 2013 - June 30, 2014**



**Total Expenses (less health premiums)
July 1, 2013 - June 30, 2014**



Member Participation and Benefit 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 those programs that we quantified.

2013-2014 Quantified Services	Value
Administrative Support Services	\$56,388
Instructional Programs:	
Grant Programs (Science Labs, PBIS)	\$23,728
MSTP Math Science Partnership	\$126,272
SEMLAC Learning Collaborative	\$7,442
StandardsInsightMN	\$181,640
Student Enrichment Programs	\$39,545
BrightBytes Clarity CASE Module	\$69,255
ALC Garden Project Land Use	\$68,250
Moodle Server	\$14,854
Professional Development	\$202,675
Environmental Health & Safety Mgmt	\$41,491
Health and Benefits Program	\$2,916,596
Cooperative Purchasing	\$515,258
Total Estimated Gross Value	\$4,263,394
Less Membership Fees	(\$87,373)
Net Value to Members	\$4,176,021
Percent Return on Investment	4,780%

Current Member Organizations

Education and Associate Members

Albert Lea	Lanesboro
Austin	LeRoy-Ostrander
Blooming Prairie	Lewiston-Altura
Byron	Lyle
Caledonia	Mabel-Canton
Cannon Falls	Medford
Cannon River STEM Charter	Minnesota State Academies
Chatfield	Northfield
Dover-Eyota	Owatonna
Faribault	Pacelli Catholic
Fillmore Central	Pine Island
Glenville-Emmons	Plainview-Elgin-Millville
Goodhue	Randolph
Goodhue County Education District	Red Wing
Grand Meadow	Region V Computer Services
Hayfield	Rochester
Hiawatha Valley Education District	Rochester Catholic
Houston	Rochester Off Campus Charter
Kasson-Mantorville	Rushford-Peterson
Kenyon-Wanamingo	Sacred Heart School
Kingsland	Southland
La Crescent-Hokah	Spring Grove
Lake City	St. Charles
	St. Mary's (Owatonna)

Stewartville
Triton
Wabasha-Kellogg
Winona
Winona Diocese
Zumbro Education District
Zumbrota-Mazeppa

City of Harmony
City of Kasson
City of La Crescent
City of Lonsdale
City of Mantorville
City of Owatonna
City of Preston
City of Spring Grove

County Members

Dodge County
Fillmore County
Freeborn County
Houston County
Mower County
Olmsted County
Steele County
Wabasha County
Winona County

Other Government Agency Members

Austin Housing and Redevelopment
Mower County Soil & Water Conservation District
Owatonna Public Utilities
Rice/Steele 911 Center
South Country Health Alliance

City Members

City of Albert Lea
City of Blooming Prairie
City of Byron
City of Dodge Center

Non-Profit Members

Channel One, Inc.
Child Care Resource and Referral

Current Board of Directors

Theresa Arrick-Kruger, Vice Chair, Houston County
 Mary Blair-Hoeft, City of Byron
 Michael Christensen, Red Wing Public Schools
 Carol Cravath, Chair, Plainview-Elgin-Millville Public Schools
 Brian Grudem, Zumbrota-Mazeppa Public Schools
 Beth Lawson, Stewartville Public Schools
 Al Nelson, Clerk, Wabasha-Kellogg Public Schools
 Susan Phillips, Treasurer, At Large Local Government Rep
 Molly Rieke-Hofschulte, Dover-Eyota Public Schools
 Stephen Rosenthal, Zumbrota-Mazeppa Public Schools

Current Administrative Advisory Committee

Jeff Elstad, Superintendent, Byron Public Schools
 Mike Funk, Superintendent, Albert Lea Schools
 Beth Giese, Superintendent, Cannon Falls Schools
 Ed Harris, Superintendent, Chatfield Schools
 Cheryl Johnson, Executive Director, Goodhue County Education District
 Gary Kuphal, Superintendent, Plainview-Elgin-Millville Schools
 Mark Matuska, Superintendent, Kasson-Mantorville Schools
 John McDonald, Superintendent, Kingsland Schools
 David Thompson, Superintendent, Stewartville Schools
 Rachel Udstuen, Superintendent, Spring Grove Schools
 Ron Wilke, Superintendent, LaCrescent-Hokah Schools

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