

Cooperative Connection

December 2007

Southeast Service Cooperative

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*Adding value...
maximizing resources*

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AYP/School Improvement

By Diane Schwinghammer

During the past three months, the AYP/School Improvement program coordinators at Southeast Service Cooperative have been supporting the fifteen districts and six schools that are required to write an improvement plan to meet NCLB requirements.

Research indicates that successful schools base decisions upon a thorough analysis of data. On October 15-17, Diane Schwinghammer and Heidi Knepper facilitated a Data Retreat® for Triton School District. The retreat included a thorough analysis of data as viewed through the four lenses of student data, professional practices data, program/structures data, and family/community data. The process, developed by Judy Sargeant of CES, entails a deep analysis of the data with time to interpret and reflect upon the results. This leads to identifying the primary concerns and developing

hypotheses leading toward improvement goals.

The Triton School Improvement Team uncovered a common gap of learning in the area of mathematical reasoning and number sense. This discovery led to the development of goals and strategies to which professional development opportunities will be directed. In addition, as part of their District Improvement process, a specific plan was designed to involve and support parents in their student's mathematic academic success.

Kudos to this school improvement team and school administration for dedicating the time and resources.



Diane Schwinghammer
Lead AYP Coordinator



SSC Unveils Revamped and Renamed Meeting Center

Southeast Service Cooperative unveils the Wood Lake Meeting Center, which offers 7 meeting rooms for meetings and training events ranging in size from 6 – 80 people. Most meeting rooms include overhead LCD projectors and SMART Technologies interactive whiteboards as standard equipment.

Rooms equipped with a SMART Technologies interactive whiteboard enable the facilitator or trainer to access and control computer-based information and display it on the screen simply by

pressing on the interactive whiteboard's touch-sensitive surface. Just walk up and touch the screen. You can control your computer as you would with a mouse, write in digital ink over any file or website, and save your notes and images.

Be sure and reserve space for your next meeting or training event by calling 507-281-6699.

www.woodlakemeetingcenter.com

Tribute to Joseph Pries, SSC Board Chair, retiring after 24 years of service to Southeast Service Cooperative



Joseph Pries

When Byron Public Schools joined the Southeast Service Cooperative in 1983, the School District contributed something invaluable as a member organization. Joe Pries, Byron School Board Member, was nominated and elected to the SSC Board of Directors.

Joe's quiet, collaborative leadership, particularly after he assumed the chairmanship of the SSC Board, has helped guide SSC through enormous development. He has served on every SSC Board committee throughout the years, helping us develop good policy, plan

staffing to meet growing member demands, and revise the ByLaws to adapt to membership and organizational change. He has continuously served on the Board finance committee, working with staff to ensure financial stability.

Working with his fellow Board members and staff, Joe has experienced several milestones in SSC. In 1987, as he assumed the role of Board Chair, Joe worked side by side with Dean Swanson and staff to purchase the SSC building. Designing a funding mechanism that gave member school districts equity in the building, the



Joe working with students



Consistent in everything...

"Every one of us who has had the pleasure of working with Joe are thankful for the strengths he brings to a group -



Suzanne Riley, Joe Pries, former Board Chair Jim Schroeder, and the first SSC Executive Director Dean Swanson



Larry Tompkins and Joe Pries

loan was paid off in five years. Since then, Joe assisted with the purchase of additional space, and today SSC owns the entire 20,000 square foot building at Wood Lake Drive.

Other milestones under Joe's Board leadership included the development of the meeting center, the legislated extension of SSC's services to local government units, and two executive director transitions. Joe has competently represented SSC in associations with MREA, MSBA, the statewide Service Cooperative group, and nationally with NREA and AESA (the

national association of education service agencies).

Every one of us who has had the pleasure of working with Joe are thankful for the strengths he brings to a group – his bright outlook, his sense of humor, his diplomatic candor, his common sense, his efficiency, his skillful communication, and his judicious way of analyzing all sides of a situation to make a wise decision.

Joe, the Board of Directors, the SSC Membership, and the staff will always be grateful to you for having been such an integral part of us. Best wishes as you begin to fill your newfound time with your wonderful family!

Suzanne Riley, Executive Director and the SSC Board and Staff.

his bright outlook, his sense of humor, his diplomatic candor, his common sense, his efficiency, his skillful communication..."

Teaching American History Seminars



Buffalohead's game, "Let's Play Jeopardy", proved to be a unique way to engage not only the session attendees, but students as well.

Teachers in the southern region of the state recently attended two seminars designed to increase their knowledge of Dakota and Ojibwa life and American Indian contributions to our nation. Both seminars represented the Native voice often missing in modern historical discussion.

During the 19th century, millions of acres were home to the Dakota and Ojibwa people. As settlers pushed westward in search of new lives, these acres came under the domain of the new Minnesota territorial government. The Land Changes Hands was presented in Mankato, where the largest mass execution took place after the U.S.-Dakota War of 1862 with the hanging of 39 Dakota warriors.

Leonard Wabasha, a direct descendant of Chief Wabasha, shared a day in the life of the Dakota of that era, displaying the wondrous items that were used on a daily basis. Through his voice, teachers were able to step into the past of his heritage and carry back to their classrooms a more complete picture of the dramatic changes that occurred in southern Minnesota that affected its people, land, and institutions.

Teachers who attended the seminar on Infusing American Indian History into

Your Classroom gave positive feedback on the team of educators Ramona Stately and Priscilla Buffalohead. Presented on a Saturday morning at Winona State University, the three hours were packed with information and fun activities.

To circumvent the invisibility of the Dakota nation, resources were shared from a Native perspective, and misconceptions, such as the tepee serving as the only type of Native American lodging, were addressed. American Indian Education was discussed, and teachers learned that this was part of the trust responsibility for treaties, and only available to Indian youth.

Sample curriculum developed for teaching American Indian history, culture and traditions was distributed for infusion into the areas of science, math, literature and other curricular areas in the classroom.

Toys and games of the Dakota youth were displayed on an exhibition board, and authentic games, handmade by Minnesota's Native American students through their Little Buffalo Crafts student enterprise, sold out quickly.

Buffalohead's game, "Let's Play Jeopardy", proved to be a unique way to engage not only the session attendees, but students as

well, by asking questions relating to food, potpourri, science, government, and useful items. Contributions of Native Americans were presented in a fun, but meaningful way, and Buffalohead explained that the topics she used in the game could be substituted with others.

Thanks to Deb Andreen, of the Ojibwa tribe, and her son AJ, teachers experienced a hands-on activity of creating their own dream catcher while learning more about the traditions relating to Native American childhood. Teachers were gifted with shuttlecocks made of cornhusks and feathers, and beaded jewelry to use as teaching tools for their classrooms.

These two seminars were free to teachers as part of the federal Teaching American History grant administered by SSC. To learn more about the grant, visit www.blufflandsandprairies.org.

There are two remaining free seminars available to interested teachers. One explores digital resources for the History classroom (January 10, 2008), and the other investigates Northern Lights and the Minnesota Historical Society resources (February 7, 2008). To obtain more information and register for a session, please log onto www.ssc.coop and link to Teaching American History.

2007 History Day Workshop

History Day participation has seen a dramatic increase since its inception with just six schools and 125 students participating. Today, over 160 schools and 30,000 students in Minnesota will compete to reach the national event at the University of Maryland in June, which will include a tour of Washington, D.C.

To assist them on their quest, Jessica Ellison, History Day Program Associate at the Minnesota Historical Society, led a History Day Introductory Workshop on November 14th at SSC. Participating teachers gained guidance in preparing their students for this year's event.

The full-day format included sessions on Classroom Strategies and Materials, Student Research Resources & Topic Ideas, and Student Project Development based on this year's theme of Conflict and Compromise. Discussion centered on roadblocks often experienced by students when choosing a topic, and how to overcome them.

Jason Freed, a Houston high school teacher and a History Day participant for the past three years, shared how he has integrated History Day into his curriculum. Among the major points Freed shared, team teaching with an English teacher was a key suggestion. Freed commented that while History Day participation does require extra time working with his students, the benefits reaped by the students make it all worthwhile.

Teachers were treated to examples of previous History Day entries including a national entry-level documentary, using primary source video footage, on Alice Paul, a suffragette who continued in the footsteps of Susan B. Anthony following Anthony's death. They also saw a performance category submission by sisters Lydia, Elizabeth, Abigail and Hannah Bardwell, of Stewartville Middle School, who placed third in state with their interpretation of Masada: The Jewish Revolt Against the Romans.

To conclude the day, teachers were given the opportunity to create their own exhibit board sample, and a supply of items donated by 3M was distributed for classroom use.

This is the second year SSC has hosted the History Day Workshop which is offered free through the Teaching American History (TAH) grant. It will be offered again next year to any teacher who wants to initiate History Day, or refresh and hone his/her skills for the program. All levels of experience are encouraged. The TAH grant also provides teachers the opportunity to request Jessica to visit their classroom and provide follow up assistance.

To find out more about sessions and training available through the TAH grant, please visit www.ssc.coop or the grant website www.blufflandsandprairies.org.



To find out more about FREE sessions and trainings available through the TAH grant, please visit
www.ssc.coop
 or the grant website
www.blufflandsandprairies.org

HP Technology for Teaching Grant Initiative

SSC would like to encourage our school members to apply for a funding opportunity supporting the use of technology for teaching in your classroom. The HP Technology for Teaching Grant Initiative, sponsored by Hewlett-Packard, is designed to support the innovative use of mobile technology in K-16 education. The initiative will provide approximately 110 awards to K-12 public schools in the United States and Puerto Rico that are using a team-based approach to

implementing technology integration projects.

The activities of the project must be focused on using technology to teach, rather than on teaching students to use technology. In addition, approximately 44 public and private colleges and universities from throughout the United States, Puerto Rico, and Canada will receive support to help them retain and graduate high-quality students in high-tech degree programs.

Award packages for both programs include technology products and cash grants. Online applications will be accepted between January 8 and February 14, 2008.

Go to the link listed below for more information about this grant opportunity and to download the RFP for K-12 education programs.

www.hp.com/hpinfo/grants/us/programs/tech_teaching/index.html

EmbodyHealth - make a change for the better!

Are you tired of never having any energy? Are you avoiding scheduling an annual physical because your body has the telltale signs of leading an unhealthy lifestyle? Do you wish there was a magic potion that would quickly melt away those extra pounds, tone those flabby thighs, and give you the energy you need to not only make it through a week without being exhausted, but to actually be energetic? SSC may not have the answer to everything and admittedly we don't have a magic potion, but we have the next best thing ... Mayo Clinic EmbodyHealth.

As many of our readers probably know, SSC has contracted with Mayo Clinic for over a year and a half to offer our members a discounted rate on purchasing the EmbodyHealth package. Formerly known as the eHealth Package, EmbodyHealth

has everything that was included in the eHealth Package, plus new tools for healthier living. The package contains a comprehensive set of health resources designed to help you identify your health risks, monitor your health, improve your lifestyle habits, manage chronic conditions, make treatment decisions and find reliable answers to your health questions.

EmbodyHealth also includes new tools for healthier living that include:

- More personalized information based on age, gender, health interests and health status.
- A new My Tools sidebar, where you can set health goals and track activities.
- A new Connect With Others area of the portal, where you'll find access to Mayo experts and personal stories from people

like you.

- A new media window featuring timely articles from the health experts at Mayo Clinic.

The online Health Risk Assessment (HRA) offered through EmbodyHealth identifies your health risks and offers resources and tools to help you in decreasing your risks. An added benefit to completing the HRA is that reports are created through this site, which break down the results and highlight the areas of high risk in a group. (Please note that all results of the HRA are confidential and aggregate reports will not be created for organizations with an employee number under 50.) Your Wellness or Health Promotion contact/committee can focus on the identified risks in the planning of your organization's wellness programming.

TELL ME MORE® Education Online Customizable language learning

Specially designed for the K-12 education market, TELL ME MORE® Education Online offers students and teachers the perfect language learning solution. The dynamic content can easily be customized to align with your in-class lesson plans and curriculum.

With the included teacher tools, instructors remain in full control of the entire learning process, while students are fully immersed in the target language. Enjoy instant access to in-class tools to enhance the overall learning process. Audio visual aides, texts, and handouts can be accessed directly from within the system with a simple click of the mouse!

TELL ME MORE® Education Online solution is available in 6 languages:

- ESL
- Spanish
- French
- German
- Italian
- Dutch

TELL ME MORE® Education Online may be available to our members at a reduced cost through buying licenses regionally. SSC would like to make this great program available to our members, but first we need to hear from you!

Please contact us and let us know if you would be interested in purchasing licenses for TELL ME MORE®, or in seeing a demonstration of this great product.

If you have questions about this program please contact Heidi Knepper at 507-281-6669 or via email at hknepper@ssc.coop.

If you have questions regarding Cooperative Purchasing contact Dale Walston at 507-281-6675 or via email at dwalston@ssc.coop.

We could go on and on about the many resources available to you through EmbodyHealth. However, the final decision to utilize this online tool is yours. This time of year proves to be especially challenging for many of us. On top of the fact that everywhere we turn, there is another cookie to eat, another party to attend, and its "just too cold to get out and exercise!", the stress of the holidays can take its toll on our health. So, what could be the perfect gift for yourself this year, one that can make your life easier? Your very own magic potion – EmbodyHealth... Sign up now!

Please contact Kari Kubicek, Program Coordinator, kkubicek@ssc.coop with any questions.

MAYO CLINIC | **EmbodyHealth**
ENHANCE YOUR LIFE

New Professional Development Services

The 6 A's to a Guaranteed and Viable Curriculum

According to the book, *What Works in Schools: Translating Research Into Action*, a synthesis of 35 years of educational research has revealed that a guaranteed and viable curriculum is the school-level factor that has the most impact on student achievement. The Southeast Service Cooperative (SSC) has developed a six step process to help educators drill down to these essential benchmarks and translate them into a guaranteed and viable curriculum.

This system is research-based and designed to guide schools toward a well-articulated core curriculum that has practical applications in the classroom, that focuses on standards-based instruction, and that is positioned to increase student achievement. The 6 A's are: Analyze, Assign, Align, Articulate, Apply, and Assess.

The entire process starts with a thorough standards study to prioritize the

benchmarks in the content area of your choice. This is followed by action planning and looking at the current scope and sequence to ensure that grade-level curriculum is appropriate and that the textbook and other classroom materials adequately address the essential benchmarks. Then, work can begin on setting challenging learning goals for the students, identifying key concepts, and designing balanced classroom performance assessments that will provide effective, timely feedback. And of course, after all the planning, the dialogue, and the preparation is done, actual application in the classroom allows for focus on differentiated instruction and the essential benchmarks.

SSC facilitators can support you through all six steps, or simply get you started with standards analysis. Currently, SSC has implemented the 6 A's for the mathematics standards, and is developing materials for science and reading. For more information about how this process could help your district, contact Heidi Knepper at hknepper@ssc.coop.

Data Retreat® Facilitation

Certified in the CESA 7 model of Data Retreats®, SSC staff is leveraged to work with district teams to help you better manage your data, learn how to sift through the piles of achievement, demographic, program, and perception data, and use an actionable improvement planning process to focus your attention on high priority issues. This two day workshop is a proven method of exploration that leads teams of educators and administrators through reflective collaboration and illumination about your school's data. The Data Retreat® results in clearly focused improvement strategies that bring about positive results. Participating in a Data Retreat® will help you use data to drive your decision making process and improve student learning. For more information about how this process could help your district, contact Heidi Knepper at hknepper@ssc.coop.



Welcome New SSC Staff Members

Shelley Rinkel, Administrative Assistant

Shelley has lived in Rochester with her family for 9 years. Prior to that she lived in St. Paul and worked as a Dental Assisting instructor at Lakeland Medical Dental Academy. Her primary focus was teaching Radiology to Medical and Dental Assisting students. She relocated to Rochester in 1998 with her husband Tim and daughter Briana and has worked for the Rochester Public Schools in several different capacities.

Tim is employed with Davies Printing as their Technology Manager. Brie is a sophomore at Mayo High School and very active in figure skating. She belongs to the High Synchronized Skating Team at Rochester Figure Skating Club and will be participating in several National Competitions this year. Their family enjoys traveling and camping, frequently with their furry family members, Dickens (Sheltie dog) and CJ (Calico cat).



Thomas Meyer, Communications Assistant

Thomas comes to the SSC with over 12 years of experience in communications, graphic design, and photography. His prior experience includes 6 years as Senior Director of Communications for the American Academy of Sleep Medicine, initiating and overseeing the growth of this international medical academy and expanding its presence in the medical community. For the past 2 years he has worked as a freelance graphic designer/photographer while completing course work for his Master of Fine Arts degree.

He shares a home in northwest Rochester with his 12-year old daughter Abby, 10-year old son Noah, and their 4-year old Pug named Maddie.

SSC Utilizes Employer Health Improvement Consultant Program

In late October, SSC introduced to our school insurance pool members an exciting new service that we are working on with Blue Cross and Blue Shield of Minnesota. This service, free to members of Southeast Service Cooperative's School Insurance Pool, will provide tailored consulting, solid strategies and actionable tools for health improvement and wellness programming. It will also allow our region and BCBS better understand how costs are related to health and to improve our worksite wellness strategies.

Initially, BCBS will work through the consulting process with the school pool members. Following the development of a regional strategic plan for the school pool members, BCBS will be contacting our CCOGA pool members to initiate the same process.

The Health Improvement Consulting program is one of several new projects

resulting from the service cooperatives' most recent competitive RFP. BCBS is using a health management approach to worksite wellness which includes: 1) a comprehensive assessment, 2) data analysis, and 3) follow up recommendations for schools and CCOGA members on a regional level.

The project was kicked off by requesting school pool member districts to complete a Worksite Wellness Assessment with the objective of BCBS gaining a better understanding of our region's overall wellness activities. A Data Needs Request was also distributed for districts to provide summary data for health risk assessment rollouts, Employee Assistance Program usage, short term and long term disability, and worker's compensation. Districts were reassured that the data they provided would be used for the health management project only, and NOT for underwriting or eligibility.

The deadline for submission of these documents was the end of November. SSC staff and BCBS were very pleased to see a 76% response rate from our districts. BCBS will use the data from the two documents to develop a three-year, prioritized, actionable strategic plan for health improvement per region. This plan will be presented to SSC in late January 2008, and we will then share these recommendations with all SSC school pool members.

This process will be repeated in the 2008-2009 and 2009-2010 years for both the school pool and CCOGA pool members in order to gauge our improvements, revisit our current strategies and update the recommendations in our Strategic Plan. If you have any questions related to this program, please contact Kari Kubicek, Program Coordinator, at kkubicek@ssc.coop.

Regional Expert Trainer Network will be Valuable Resource

Not only has the Enhancing Education Through Technology (E2T2) grant project allowed for school districts to implement the comprehensive use of InfoSource through a regional subscription program (more information on InfoSource, page 16) but the development of a Regional Expert Trainer Network is underway that will be primarily comprised of technology integrationists and content expert educators, to provide high quality, affordable training onsite and regionally.

Members of the Development Group responsible for the development and implementation of the Regional Expert Trainer Network include: Eileen Kronebusch, Curriculum Director, Plainview-Elgin-Millville, Lois Cox, Integration Specialist, LaCrescent-Hokah, Melody Melin, Technology Integration Specialist, Kasson-Mantorville, Erick Enger, Principal, Zumbrota-Mazeppa, Matt Rutledge, Elementary Principal, Randolph, Terry Reissen, Director of Technology, Rochester Catholic Schools, and Kari

Kubicek, Program Coordinator, SSC. The group has been meeting monthly focusing on the network structure, trainer application process, policies and procedures for participating districts, criteria for trainer applicants, and quality control measures.

The Development Group is also establishing and maintaining a website that will serve as the tool through which districts may contact expert trainers to schedule trainings. By creating this website and placing communication responsibilities in the hands of the district seeking the training and the trainer, this project will be one step closer to being a valuable and sustainable resource for districts after the grant period has ended (December 2008). The website will be complete and live by the end of March 2008.

A letter will be sent out to the 18 grant districts in early January inviting trainer applications from educators and technology integrationists across Southeast

Minnesota. This invite will include a list of baseline courses for applicants to indicate if he or she is qualified to teach as well as an area for them to indicate any other courses they would be qualified to teach. The application process will be finalized with a trainer orientation event in June 2008.

The 18 school districts participating in this project include: Byron, Dover-Eyota, Grand Meadow, Kasson-Mantorville, Kenyon-Wanamingo, La Crescent-Hokah, Lewiston-Altura, Mabel-Canton, Pine Island, Plainview-Elgin-Millville, Randolph, Red Wing, Ridgeway Community School, Rochester Catholic, Southland, Stewartville, Triton, and Zumbrota-Mazeppa.

If you have any questions regarding the Regional Expert Trainer Network portion of the E2T2 project, please contact Kari Kubicek at kkubicek@ssc.coop.

Cooperative Purchasing with the Southeast Service Cooperative

SSC is a member of the Minnesota Regional Service Agency. The Cooperative Purchasing Program is a statewide purchasing pool delivered regionally



Office Supplies



Type of contract: Line item bid and vendor discount

OfficeMax

www.officemaxsolutions.com

Contact: Steve Reiter
1-800-839-8988 ext 5122
stevereiter@officemax.com

Prices are discounted an average of 57%. You will need to submit a tax exempt certificate and contact information in order to get setup. Online ordering is the preferred method for fast ordering and delivery. Free delivery. Orders placed on-line by 4pm are typically delivered next day. Frequent/bid item order requisition form is available for you. "Retail Connect" card available to purchase items at contract pricing in the retail stores.

School Supplies

Type of contract: Line item bid and vendor discount

School Specialty

www.schoolspecialty.com

1-888-388-3224



School Specialty offers a complete selection of classroom and art supplies. If you have not signed up for our special MRSA pricing, please contact us. We can offer you better pricing than you can receive on your own. You'll be eligible for a minimum 20% discount. Internet ordering is available. Free shipping. We have a frequent order requisition form available for you.

- Air Filters
- Audio Equipment
- Audio Visual Bulbs
- Audio Visual Equipment
- Building Bulbs
- Copier Equipment
- Copy Paper
- Family & Consumer Science Supplies
- Garbage Disposal Guard
- Industrial Tools
- Laminating Supplies
- Mobile/Wireless Phones
- Office Supplies
- Physical Education Equip
- Playground Equipment
- School Supplies
- Science Supplies & Equipment
- Software
- Software-Accounting
- Software-Reading
- Software-Writing
- Sound Insulation
- Technology-Hardware & Software
- TV/VCRs
- Vehicles

Cooperative Purchasing with SSC

Technology

Type of contract: General bid and vendor discount

TechDepot

www.techdepot.com

Contact:

Sean Raby

1-800-625-9866 ext 7259

sraby@techdepot.com



Large inventory of hardware and software. On-line ordering and free delivery.

Type of contract: General bid and vendor discount

CDWG

www.cdwg.com/mrsa

Contacts:

Michael Meier (866-282-6930)

michmei@cdwg.com

Oleg Krylov (866-770-0358) olegkry@cdwg.com



CDWG is a national known company for technology purchasing and offers a large inventory of hardware and software solutions. An additional discount of 2-13% off regular pricing.

Software

Adobe, Microsoft, FileMaker Pro, Symantec



Type of contract: Contract price from manufacturer (Microsoft Select agreement pricing)

Educational Resources (1-800-610-5005)

www.edresources.com

We have specific pricing guides and contacts for Microsoft and Adobe. Reference to contract #20716 for the SSC price program. Other software offered at 10% discount

Audio Visual Bulbs

Type of contract: General bid and vendor discount

Scott Electric

www.scottelectricusa.com (1-800-442-4505)

sld@scottelectricusa.com

Scott Electric

Scott Electric offers a complete line of projector and stage projection lamps at discounted prices. This is one of greatest discount programs we offer! Send orders directly to Scott and request the Southeast Service Cooperative discount, or send them to us.



Audio Visual Equipment

Type of contract: General bid and vendor discount

Compview

www.compview.com

Contact: Scott Taylor

877-297-2068

staylor@compview.com

Epson projectors, carts, cameras, overhead projectors, interactive whiteboards, TVs DVDs, camcorders. Free delivery on orders over \$500.

Laminating supplies

Type of contract: General bid
OfficeMax



www.officemaxsolutions.com

Contact: Steve Reiter

1-800-839-8988 ext 5122

stevereiter@officemax.com

Fax order to to Steve Reiter at 1-763-315-5172.

Laminating film, pouches and a laminator.

Building Bulbs

Type of contract: General bid

JH Larson (1-800-292-7970)

www.jhlarson.com



J.H. LARSON
COMPANY

Be sure to mention you are a SSC member, you'll be eligible for discounted prices.

Cooperative Purchasing with SSC

Industrial Tools



Type of contract:
Preferred vendor

ACME Tool Crib
www.acmetoolcrib.com
Contact: Brian Wavra
1-800-732-4287

ACME offers a complete line of industry standard tools for industrial arts shop class, buildings and grounds, bus garages, street and highway departments, as well as tools for all types of construction projects. Be sure to mention you are a SSC member - you'll be eligible for up to a 10% discount. Check out the complete online catalog for your convenience.

Supplies & Equipment for: Family & Consumer Science, Physical Education and Science



Type of contract: General bid and vendor discount
eNASCO
www.enasco.com
1-800-558-9595

Be sure to reference the following eNasco quote numbers on your purchase order to receive the 10% total discount (free shipping on orders over \$50).

Family & Consumer Science#06-55370
Science Supplies & Equipment#06-85219
Physical Education#06-87973
Health, Math, Ag#03-55369



Sound Insulation

Type of contract: preferred vendor/discount

Acoustical Surfaces
www.educationalacoustics.com
1-800-448-3134
info@educationalacoustics.com

Full range of noise control and soundproofing materials for schools. Mention you are an SSC member for discounts.

Playground Equipment



Type of contract:
General bid



Midwest Playscapes, Inc.
www.playworldsystems.com
Contact: Tom Witek (1-800-747-1452)
email: playscapes@earthlink.net

Full range of park, playground and recreational equipment, surfacing, athletic equipment, site amenities, installations and more. Free consultation, design, inspections. Leasing available. 17% discount on everything.

Software-Reading

Type of contract: preferred vendor/
discount



Scientific Learning - Fast ForWord software
www.scilearn.com
Contact: Tony Galvin
1-592-942-7790
tgalvin@scilearn.com

Special software for improving reading skills of students of all ages.

Copy Paper

Type of contract: Bid

Southeast Service Cooperative
Contact: Dale Walston at 507-281-6675
dwalston@ssc.coop



Annual spring bid with pricing for color paper and Xerox white.

Software - Accounting

Type of contract: Vendor discount

Banyon Data Systems
www.banyon.com
Contact: Jeff Christensen
1-800-229-1130
jeffc@banyon.com



Banyon Data Systems develops, instructs and supports a wide variety of software for cities, towns, villages, counties, public libraries, and other public entities. Discounted pricing based on municipal population. The smaller the community the larger the discount.

I manufacturers, except this provides more options and can be used any time during the year.

Cooperative Purchasing with SSC

Vehicles

Type of contract: bid



Nelson Automotive Group

Contact: Gerry Womer
1-800-726-7564 ext 123
gerrywomer@nelsondodgegmc.com

Contract mirrors the state contract for vehicles with deepest fleet discounts applied from all manufacturers, except this provides more options and can be used any time during the year.

Mobile/Wireless Phones

Type of contract: preferred vendor/discount

Alltel Wireless
1-800-545-3950



Any member, including employees' personal accounts are eligible for a 10% association discount.

Garbage Disposal Guard

Type of contract: preferred vendor/discount

Safety Enterprises
1-320-249-6244
www.safetyent.com



This garbage disposal guard is OSHA approved and provides a simple and effective engineering solution to the problem of accidental injury. Handcrafted from stainless steel, GARD-U is designed to last for the lifetime of the disposal unit. More details can be found on the website.

Copier Equipment

Type of contract: bid



Metro Sales, Inc.

Contact: Aaron Moeckly (507-285-0039)
amoeckly@metrosales.com
www.metrosales.com

Konica-Minolta

Contact: Carrie Perkins
A+ Imaging, Rochester, MN
507-292-8888
cperkins@aplusimaging.com



KONICA MINOLTA

Bid generated contract with competitive pricing on Ricoh copier equipment and Konica-Minolta. Save time and money by taking advantage of the contracts SSC has with Metro Sales, Inc. and Konica-Minolta.

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Hormel Foundation To Grant \$2.8 Million To Austin Public Schools



The Hormel Foundation announced two significant grants totaling \$2.8 million for science lab renovations and professional development programs for Austin Public Schools.

The Hormel Foundation has agreed to provide \$1.5 million in funding to the Austin Public Schools Programs of Excellence for the purpose of science

laboratory renovation at the Austin Public High School. The monies will be utilized by the school district for remodeling and expanding all of the school's science labs, resulting in separate labs for physics, advanced placement biology, general science and chemistry.

In conjunction with the science laboratory renovation grant, the Foundation Board also approved a grant of \$1.3 million to the Austin Public Schools for the purpose of funding fellowships for professional development and advanced coursework certificates and degrees in the areas of

math, science and literacy. The program is a partnership with the University of Minnesota.

The Fellowship Program is a cutting-edge teacher development program focused on increasing the content of knowledge and the instructional practices of the Austin Public Schools teaching staff, which will result in increased student achievement and increased learning opportunities for students and staff.

Area Science Teachers Benefit from Professional Learning Community

Last year, SSC and the Rochester Area Math Science Partnership introduced an Inquiry-Based Science Professional Learning Community for our area science teachers as a part of our on-going grant project involving the 13 RAMSP districts. Key accomplishments during the project's second year included:

- 1. Professional Development:** A total of 19 teachers (14 elementary and 5 middle school) representing 10 districts participated in two concurrent Professional Learning Communities aimed at increasing participating teachers' skills in teaching inquiry-based science.
- 2. Curriculum Alignment:** Participants worked towards the direct alignment of the History and Nature of Science standards to the science curriculum in their schools.
- 3. Assessment:** A nationally normed science assessment was administered to provide multiple strategies for assessing inquiry-based science learning.
- 4. Resource Sharing:** A website (located at www.ssc.coop/science) was developed as a clearinghouse for links to peer-reviewed resources and lesson plans, information about science kits for the classroom, daily science headlines from around the world, a calendar of events of interest in Minnesota, a forum for our

local science educators, and links to documents and articles of interest.

The main focus of grant activities was on the Professional Learning Community, during which cohort teachers set goals and utilized a variety of strategies to change their practice and student learning. The instructional strategies these teachers employed to improve student performance included promoting inquiry through students' questioning, learning trial-and-error engineering, using inquiry to encourage discovery, helping students gain a broader view, using inquiry to deepen understanding, using scientific explanations of natural phenomena, promoting student-directed learning, using inquiry to reach more students, learning what students want to learn, using questions to help students focus, taking charge as the teacher so students can take charge too, increasing teacher focus to increase student focus, promoting questioning is a sign of respect, acting as a facilitator, encouraging playing to set the stage for student learning, promoting student ownership to increase student interest, making student learning more integrated, and using inquiry to help students "tune in" and be engaged.

After success last year, a subset of the Professional Learning Community will

continue their work together this school year, with the intention of becoming leaders in science education in their respective districts. They will learn advanced inquiry techniques and discuss ways to increase learning and enthusiasm in the science classroom. These dedicated teachers include Lorraine Aaland, 4th grade teacher from Pine Island; Tressie Bach, 5th grade teacher from Rochester; Ramona Back, 4th grade teacher from Rochester; Kari Donze, 7th grade teacher from Plainview-Elgin-Millville; Sharie Furst, 3rd grade teacher from Kasson-Mantorville; Patty Nelson, 5th grade teacher from Stewartville; Christy Noble, 4th grade teacher from Kingsland; Denine Voegeli, 7/8th grade teacher from Plainview-Elgin-Millville; and Amy Woxland, 6th grade teacher from Triton. This group began meeting in September to expand upon and share teaching strategies used in implementing inquiry in the classroom and to learn advanced inquiry skills and techniques.

In addition, a new cohort of 15 science teachers began their PLC journey with facilitators Peggy Knapp and Lee Schmitt from the Center for Global Environmental Education, Hamline University, St. Paul, MN. We look forward to keeping you apprised of their progress throughout their experience!



From the desk of Health and Safety Management Assistant, Bob Tweten

Workshop - Hazards in the Workplace

Monday, January 14, 2008

Wood Lake Meeting Center (formerly Southeast Service Cooperative Conference Center)

210 Wood Lake Drive S.E., Rochester, MN

Who Should Attend?

Administrators, Building and Grounds Staff, Health and Safety Directors, & Chemical Hygiene Officers

What Will the Workshop Include?

What standards does the Minnesota State Fire Codes set for Hazardous Waste and Chemicals?

What will OSHA cite regarding Hazardous Waste and Chemicals?

When does the Minnesota Pollution Control Agency become involved in the Workplace Setting?

Why Should Individuals Attend?

To become pro-active at preventing workplace hazards – related to hazardous chemicals and waste.

What kind of questions will be answered?

What is the proper labeling for chemical products and hazardous waste?

What is the proper storage and transporting of chemical products and hazardous waste?

Who is responsible for the chemical products and hazardous waste in the workplace?

Is it necessary to recycle all chemical products and hazardous waste?

What kind of fines can be assessed by OSHA, MPCA, or State Fire Marshall?

Agenda

8:45 – 10:15 Presentation from State Fire Marshall's Office

10:30 – 12:15 Presentation by Jolyn Crum from OSHA Consultation Division

12:15 – 12:45 Lunch

12:45 – 2:00 Presentation by the Minnesota Pollution Control Agency

Workshop Fees

(Fees include materials, refreshments, and lunch)

\$25/Individual attending from workplaces/school districts that are enrolled in the Southeast Service Health & Safety Management Assistant Program

\$35/Individual attending from workplaces/school districts that are members of the Southeast Service Cooperative

\$50/Individual attend from workplaces/school districts that are non-members of the Southeast Service Cooperative

Register By: January 7, 2008

On Line: www.ssc.coop

By Mail: SSC, 210 Wood Lake Dr. S.E., Rochester, MN 55904
(Include name/s, Identify Workplace, Ph. #, Workshop registering for, your mailing address, and payment)

By Phone: Contact Dick Riley at 1-507-281-6666

If you have any questions regarding the "Hazards in the Workplace" Workshop or other Health and Safety issues, please contact Bob Tweten at 1- 507-281-6663 or my email at btweten@ssc.coop.

SSC Board of Directors update

For more information about SSC Board meetings, you can read them on the SSC website at www.ssc.coop under the Board of Directors link.

September 2007

- Adopted the final set of proposed SSC policies.
- Contracted with School Management Services for insurance and benefits consulting services of William Colopoulos.
- Established the election timelines for the SSC Board of Directors elections.
- Authorized staff to enter into an agreement with Lakes Country Service Cooperative to provide back-office support for the Cooperative Purchasing Service.
- Accepted the resignation of Rebekka Meyer with regrets, commend Rebekka on her outstanding work, and extend her best wishes in her new position.
- Promoted Kari Kubicek to the position of Program Coordinator.
- Authorize opening the position of administrative assistant.
- Authorized the Executive Director to staffing by .5 FTE (50% of a full-time position).

October 2007

- Accepted the 2006-07 Fiscal Audit Report. Motion passed.
- Approved a fee and incentive schedule for the contract with School Management Services for services of insurance consultant Bill Colopoulos.
- Contracted with Bullseye Media Group, Inc. to conduct a marketing analysis and development of recommendations.
- Revised the Southeast Service Cooperative ByLaws, Article III, Section 2: Governing Board to:
 - a) reduce the number of Board members from twelve (12) to ten (10), effective November 1, 2007;
 - b) reduce the number of Education (Voting, Public School Districts) Board Positions from nine (9) to seven (7), effective November 1, 2007; and
 - c) abolish the current two vacant positions on the Board (terms ending 6/30/2009 and 6/30/2010).
The updated ByLaws were distributed to all SSC Members following this meeting.
- Hired Shelley Rinkel as Administrative Assistant.
- Hired Thomas Meyer as part time Communication Assistant.



Energy Services Group (ESG) helps provide organizations the financial and technical resources required for proper facility management planning. ESG has an extensive history of working with Minnesota K-12 and the Minnesota Department of Education and understands the unique financial and technical needs of your facilities, such as:

- To provide a quality indoor environment conducive to teaching

and learning.

- To allocate and maintain school resources in the most cost effective “budget friendly” manner.
- To control/reduce utility, operational and maintenance costs.
- To maximize the effectiveness of the buildings and grounds maintenance staff.
- To protect and enhance the district’s facility assets.
- To be as proactive as possible in addressing any deferred maintenance issues.

Our objective is to: Develop, fund and implement a comprehensive facility

management plan. ESG is your “single source – turn key provider” of comprehensive solutions that improve the efficiency and operating performance of your facilities. We will provide you with objective facility solutions to take advantage of the ever-changing technologies, utility regulations, energy services opportunities and facility management strategies available in the widely changing marketplace. Perhaps our most valuable resource is to provide a funding solution that recognizes the limitations of the district and the taxpayer.

InfoSource Learning

Providing Cost Effective Staff Technology Training



Last year, Southeast Service Cooperative formed a regional contract with InfoSource to offer technology literacy and integration training at a greatly reduced cost for SSC members. We know that in order to use technology effectively and efficiently, we must provide resources to help staff learn to use the software that we expect them to integrate.

Once staff either know how to use or have been trained on how to use computers and related technologies, incorporating the use of technology into the daily work environment becomes more practical and possible.

To provide the training and tools needed to enrich the work environment, InfoSource Learning offers an online solution that includes individualized needs assessment and prescribed technology literacy training, tracking, reporting, AND tools that help staff work more efficiently.

The program features performance-based skills assessment, with pre- and post-testing, adaptive question paths, multiple question types, and prescriptive training based on the results of the assessment. The self-paced courses allow learners to progress at their own speed and review lessons as desired. This guarantees that it provides prescriptive training tailored directly to the learning needs of each and every person. Using InfoSource allows you to:

- Reduce costs over your current professional development and training.
- Demonstrate accountability with reporting and management of certification credits.

- Use time more effectively by managing training events with a system-wide calendar.
- Create custom training and tests at a fraction of the cost and time it usually takes.
- Improve computer skills of staff from novice to advanced users.
- Address individual skill levels with prescriptive training.
- Show yearly progress with benchmarking and proof of skill development.
- Eliminate help desk calls with just-in-time training.
- Save valuable time with anywhere, anytime online access that fits busy schedules.
- Avoid scheduling conflicts by visually keeping track of events and appointments.

Courses available to learners in the InfoSource system include lessons for developing the basic skills for using computer hardware, software, and the Internet, including all versions of Microsoft Office products. This includes key applications training, which covers general word processing, spreadsheet and electronic presentation tasks, as well as common application functions, such as formatting, editing, managing and printing files, and utilizing help.

For our education members, additional training libraries are available that have received the ISTE and NETS "Seal of Alignment" including the Integrating Technology in the Classroom Content Library, which offers lessons on effectively utilizing technology to benefit students and simplify the education process. Also included is the National Educational Technology Standards for Teachers (NETS-T) Content Library, which has courses that are mapped directly to technology standards and performance indicators as outlined by the International Society for Technology in Education (ISTE) to prepare teachers to substantially meet all six standards contained in NETS-T.

The system also has many robust administrative features, allowing you to track and report on all training, manage assignments, create permissions, customize your learning environment, establish training paths and proficiency levels, generate reports, view pre- and post-test results, correspond with users, use file sharing, set up discussion boards, and create new lessons, courses, questions, and tests.

SSC members can take advantage of this unique training solution for the low cost of \$12.25 per person per year! This is cheaper than buying one training manual for one computer program, but allows access to all the features and benefits outlined above. If your organization or district is interested in learning more, viewing a web demo, or signing up for this program, please contact Amy Grover at agrover@ssc.coop.

A Three Step Strategy for Optimal Health Benefit Planning



By Bill Colopoulos
SSC Insurance Consultant

(This is an abridged version of an article about health benefit planning and health care consumerism. If you would like the full version, please email Bill at bcolopoulos@schoolmanagementservices.org. Bill is available to assist SSC Health Pool groups with their insurance benefit planning and analysis.)

What is healthcare consumerism?

Consumerism refers to the protection of the rights and the interests of individuals, especially with regard to price, quality and safety. Healthcare consumerism applies the same concept to healthcare purchasing by transforming the health benefit plan used to fund our healthcare. Healthcare consumerism transfers purchasing power – and decision making – from the insurance companies to patients. HCPs supply the information, decision support tools and the financial incentives required for consumers to be able to become more involved both in developing a healthy lifestyle and high quality, healthcare purchasing behaviors.

Why Healthcare Consumerism?

A plan design history of low deductibles and co pays encourages over utilization of benefits by condoning, without cost consequence, less healthy behaviors. Conversely, plan designs that promote healthcare consumerism, over time, encourage plan members to take a more active role in preserving their own health.

Healthcare consumerism poses unique challenges, however, since they are not consumed like cars or groceries. Healthcare is a personal, interactive service purchase usually driven by urgency. Encouraging healthy behavioral improvement will take time and the right kind of plan design.

HCPs can influence how individuals engage and manage their healthcare over a period of time. HCPs can also encourage employees to live a healthier lifestyle; avoiding the incidence of many grave illnesses that are preventable.

What are the key components of a Healthcare Consumerism plan design?

- A simplified, high deductible plan with an easily communicated benefit schedule.
- A deductible high enough to require employee cost sharing in all health care service expenses (except wellness and prevention).
- A personal healthcare savings account (PCA) that is managed by employees following these key parameters:
 - Deductions from the account should be voluntary and not automatic.
 - Deductions can only be made as funds are available.
 - Deductions should be processed easily and in an understandable format.
 - The PCA should receive a contribution from the employer of no more than half the single employee deductible.
 - Communications tools that provide employees with detailed, up to date price and quality of service information, as well as updated PCA fund balance information.
- A pharmacy plan component that encourages employee cost sharing and use of generic medications.
- Wellness and prevention programs with meaningful incentives.

- Integrated healthcare management programs (disease management, case management, etc.)

How to get started

Studies show that robust and persistent communications are critical to gaining employee appreciation for their benefit plans. With the right focus on communications, healthcare consumerism plans can become the plan design most employees will prefer.

Staging process for Healthcare Consumerism

Here are suggestions for the phase-in of a healthcare consumerism strategy:

Stage One – Introduce total compensation benefits statements to each employee that illustrates the value of their current plans and cost relative to their salary.

Stage Two – Offer an optimally designed healthcare consumerism plan as the only alternative to the current base plan.

Stage Three – Eliminate the current base plan design once employee participation in the healthcare consumerism plan option has grown to represent the majority of the group.

50 Teams Participating in Junior High Knowledge Bowl Season

The 2007-08 Junior High Knowledge Bowl season began in October with 50 teams competing!

Teams compete each month in October, November and December. They gather at the Southeast Service Cooperative and work together as a team (six students), taking a written exam and then competing (with five students) against two other teams in oral rounds.

In January teams are divided into two tiers based on school enrollment and compete in Sub-Regionals. After Sub-Regionals, the top nine teams from each tier advance to the Regionals.

Over 300 students in southeast Minnesota are participating in this academic competition for grades 6-9. Schools participating in Junior High Knowledge Bowl are:

School	# of teams
Caledonia	1
Chatfield	3
Dover-Eyota	3
Fillmore Central	3
Goodhue	2
Grand Meadow	1
Houston	3
Kasson-Mantorville	2
Kenyon-Wanamingo	3
Kingsland	4
Lanesboro	3
Mabel-Canton	2
Pine Island	3
Plainview-Elgin-Millville	4
Red Wing	4
Rushford-Peterson	3
Southland	1
Spring Grove	3
Winona	1

Good luck to students as they compete for top places in January!



2008 Gathering of Champions Logo Contest

Students still have the opportunity to enter the motif contest to determine the logo for the 2008 Gathering of Champions. Student drawings can be mailed or e-mailed to the Center for Academic Excellence (CAE). The contest deadline is November 26, 2007. All entries will be posted to the CAE web site and you can vote for the drawing of your choice! Votes will be received throughout December and the GOC logo contest winner will be announced in January. The winning entry will become the focal point of the 2008 Gathering of Champions – scheduled for Friday, August 1, 2008.

The Gathering of Champions is an annual statewide event honoring students who are named as Academic All-Stars by officials in participating schools. The honored students may include top academic achievers, students who have made a dramatic improvement in their academic work or achievement, and the top finishers in academic challenges and competitions at a regional or higher level endorsed by the state's Academic League Council. Submit your logo design today, and remember to vote for your favorite design starting in December at www.mncae.org

Send entries to:
Center for Academic Excellence
1610 Commerce Drive
North Mankato, MN 56003
Or: cae@mncae.org

Scientific, Random-Sample Surveys

By Don E. Lifo, Ph.D., Senior Vice President, Springsted Incorporated

Can the city council be trusted to spend tax revenues wisely? Does the county do a good job of communicating with residents about future plans? If you were the teacher for a day, what grade would you give your local public schools?

The answers to these and other key issues can now be answered by using Springsted's scientific, random-sample survey services. We offer this service through a strategic alliance with The Center for Community Opinion, which has done hundreds of such studies for cities, counties, and school districts, from California to New Jersey.

The methodology used for most projects is to complete a phone survey of registered voters living within the jurisdiction, typically 300 to 400 completed calls, achieving an error measurement of approximately +/- 4.5 to 5.5 percent. Drawing the random sample from the registered voter database provides a rich

set of data for clients by capturing all of the demographic information from the voter file. Results of the survey can then be sorted by such factors as gender, age, community, past voting record, or parent status, without having to ask for any of the information during the interview.

In addition to measuring qualitative perceptions about the jurisdiction, similar to the example questions above, a survey can also assist in evaluating if it is feasible to place a referendum on the ballot that seeks authority to bond for infrastructure, or as with school districts, to seek additional operating money.

A well-designed survey will help evaluate support for the project as well as measure the community's willingness to increase local taxes. We have samples available of surveys we have completed for cities, counties, and school districts.

Milestones

DOVER-EYOTA

New Staff Members

Angela Bartlewski--Family & Consumer Science Instructor
 Jeremy Campbell--4th grade Instructor
 Christina Gill--Elem. Special Ed Instructor
 Wanda Hanson--6th grade Instructor
 Joshua Hemmerich--Art Instructor
 Michelle McNallan--Early Childhood/Special Education Instructor
 Carolyn Olson--7-8th grade English Instructor
 Mandy Rupprecht--Long-Term Sub Choir and Pop Choir Director
 Amanda White--Agriculture Ed Asst. in Applied Technology
 Aaron Wiederhoeft--Student Member of the School Board

Awards

Linda Killian-Baures, Business Ed teacher, was named "Emerging Professional of the Year" by the Minnesota Business Educators, Inc. She was nominated by a staff member at the Minnesota Department of Education and was selected from among other nominees statewide for this honor.

PLAINVIEW-ELGIN-MILLVILLE

New Staff Members

Andy Bernard--HS Mathematics Teacher
 Matthew Cada--8th Grade Math Teacher
 Meredith Grand--1st Grade Teacher
 Nicole Herrman--ECSE Teacher
 Scott Klavetter--6th Grade Teacher
 Vanessa Klavetter--1st Grade Teacher
 Ann McCormick--Speech-Language Pathologist
 Susie Meyer--4th Grade Teacher
 Nate Pfeilsticker--9th Grade Science Teacher
 Jon Severson--Kindergarten Teacher
 Gayle Simpson--School Nurse
 Lynelle Snyder--Art Teacher (grades 4-8)
 Molly Spartz--PK-3 Art Teacher
 Alysha Vitse--3rd Grade Teacher
 Pete Wyttenbach--3rd Grade Teacher
 Laurie Yankosky--3rd Grade Teacher

Calendar

JANUARY

Monday-Wednesday

January 7-9

Senior High Knowledge Bowl Round Robins

9:00-11:30 & 12:30-3:00 PM

Thursday, January 10

Exploring Digital Resources for Your History Classroom

9:00 AM-3:00 PM

Exploring Digital Resources for Your History Classroom

9:00 AM-3:00 PM

Tuesday-Wednesday

January 15-16

Junior High Knowledge Bowl Sub-Regionals

Tuesday-Wednesday

January 22-23

Junior High Knowledge Bowl Sub-Regionals

Note: All events are held at the Southeast Service Cooperative unless otherwise noted.

Hazardous Materials in Child Accessible Products



Recent news coverage has highlighted the presence of hazardous amounts of lead in some toys imported from China.

In response to this issue, the IEA has developed a Lead Toy Safety Program to quickly identify lead content in toys.

IEA owns a Niton X-ray Fluorescent Analyzer (XRF) that provides instantaneous readings for lead content. It is an efficient process that allows for testing of lead in a very short period of time,

providing on the spot answers as to whether toys contain dangerous amounts of lead.

The toy complement at a typical elementary school can be assessed and scanned quickly if the toys are pre-organized. In some cases, school districts have opted to have elementary schools

serve as centers where parents can also bring their children's toys and have them scanned for lead content.

The cost associated with such testing would typically range from \$1,000-\$1,500 per day. If the program were opened to parents the cost would be a bit higher.

Q. What do you do when OSHA calls on you?

A. Have your IEA representative handy. One Southeast school district recently had a surprise visit by OSHA. Angie Radel and Pat Weir teamed up to be on-site with the inspector for the walk-through. Although the school received one small citation, the inspector discounted it considerably due to the good condition of the records and buildings and the information provided by the IEA team.

The **Cooperative Connection** is a publication of the Southeast Service Cooperative, published four times per year and distributed to members, associates, and the general public by request.

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To send a fax dial 507.288.7663.

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