

Cooperative Connection

December 2010

Southeast Service Cooperative

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Kevin Honeycutt, technology in the classroom expert, is returning to SSC!

by Heidi Knepper

Kevin Honeycutt, technology in the classroom expert, is returning to Southeast Service Cooperative!

Kevin is currently in his 8th year as a Technology Integration Specialist at ESSDACK, an educational service



“I want to help every educator inspire every student to discover what it is that they are so passionate about that they become remarkable at it”

Kevin Honeycutt

center based in Hutchinson, Kansas. At ESSDACK he researches and develops programs with a strong passion for making teachers and learners comfortable with technology. He has also developed online safety, anti-bullying and cyber bullying curriculum which

Kevin Honeycutt continues on page 11

Still time to join SSC's Gifted and Talented Network

by Heidi Knepper

Southeast Service Cooperative launched a Gifted and Talented Network for the 2010-11 school year. This Network has already met twice and will hold two more meetings next year: January 6 and April 5. If you have not attended yet, there is still time to join us!

Each meeting has a topic/presenter relevant to academic enrichment activities, students or teachers. Additionally, each meeting includes time for sharing program ideas, and discussion regarding student



enrichment activities/events and books related to high ability learners. This Network is organized to offer assistance to districts as they continue to develop, modify and expand programs and activities to benefit high ability learners at all grade levels.

Gifted and talented continues on page 10



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Please join us...

**SSC's Annual
Membership Meeting**
Wednesday, January 26
5:30 PM

The meeting will be held in conjunction with the regularly scheduled SSC Board Meeting. There is no fee to attend, and a light supper will be provided.

Agenda items include the following:

1. Annual Report
2. Member Participation Study and Values Report
3. Financial Report
4. Operations Report
5. Reports of Administrative and Instructional Services
6. Strategic Planning Update
7. Time for questions and discussion

Please RSVP your attendance by emailing Dick Riley at driley@ssc.coop.



SSC receives funding from Wellness Works for CSA program

SSC has been awarded \$500 through Wellness Works, Rochester's Worksite Wellness Coalition mini-grant program. The award will allow SSC staff to partake in a Community Supported Agriculture (CSA) program through Featherstone Farms in Rushford.

Each week, from May until November, 2011, SSC staff will share fresh fruits and vegetables that will be delivered to Rochester. It is the hope of the SSC Wellness Committee that staff members might choose to continue to

participate in the program upon its completion by purchasing their own CSA share.

SSC staff member Katie Schmitt shared, "SSC's commitment to wellness is very inspiring. The wellness staff are always challenging us to stay active, eat well, and improve our work-life balance. In the past year, eating fresh fruits and vegetables has been very important in my weight loss efforts. What is good for the waistline, is not always easy on the pocketbook. I'm looking forward

to the CSA program because it provides easy access to free, organic produce.

I won't need to run to the supermarket as often to get my "five-a-day", saving me time, money, and gasoline. The program is also eco-friendly by working with regional organic farmers to reduce food transportation emissions and our carbon footprint."



What outcomes are associated with implementation of SWPBIS?

by Heidi Knepper

Schools that establish systems with the capacity to implement SWPBIS with integrity and durability have teaching and learning environments that:

- Are less reactive, aversive, dangerous, and exclusionary
- Are more engaging, responsive, preventive, and productive
- Positively address classroom management and disciplinary issues (e.g., attendance, tardies, antisocial behavior)
- Improve supports for students whose behaviors require more specialized assistance (e.g., emotional and behavioral disorders, mental health)

- Most importantly, maximize academic engagement and achievement for all students

Does this sound like a program that would benefit your school? If so, please apply to join cohort 7 (SY2011-2012) of the Minnesota School Wide PBIS program. This is a competitive application process, and all applications must be submitted to the Minnesota Department of Education (MDE) no later than January 14, 2011. The application can be found on the MDE website by clicking here.

Heidi Knepper is the contact person for the Southern Regional Implementation Team in our



area, and is available to assist you with completing your application, or to come and provide some background information to your staff and/or administration. Please contact Heidi if you would like more information (507) 281-6669, hknepper@ssc.coop.

Teachers - Apply to be in the MSTP 2011-12 Science Cohort

by Heidi Knepper

The Southeast Math Science Teacher Partnership for 2010-11 got off to a great start in August, and is now in full swing. Science teachers have had great content delivery and follow up sessions with Hamline University's Lee Schmitt. They are presently working on integrating the Science of Engineering standards with current science content in grades 3-6.

Our goals are to achieve an increased teacher understanding of the Nature of Science and Engineering and increased teacher pedagogical content knowledge. We are currently



looking for interested teachers for MSTP 2011-12 Science Cohort where the focus will be grades 7-12 Life Science. This cohort will include a three day institute in August, along with three or four days throughout the school year; all meetings will take place

in Rochester at Southeast Service Cooperative.

There will also be an MSTP Mathematics Cohort in 2011-12; however, the focus of this cohort has not yet been established. Additional information will be sent out soon.

If you are interested in this opportunity please contact Heidi Knepper at hknepper@ssc.coop or (507) 281-6669 to be placed on the applicant list. Applications will be released in late winter or early spring. We strongly encourage teams of teachers to apply and participate in this outstanding professional development opportunity together.

The economics of pooling: Leveraging prices through size

by Bill Colopoulos

In the last few issues of the *Cooperative Connection*, we offered consumer tips for managing healthcare costs at the individual level. In this article, we will explore the economics of healthcare service and insurance prices; i.e., how health insurance pools are influenced by supply and demand. We'll also explore how consumers benefit when healthcare providers and insurance pools leverage their pricing through economies of scale. First, a briefing about economic rules of the road and "elasticity":

Economic "rules of the road"

Prices are an outcome: the result of interactions between sellers and buyers. Healthcare prices are determined by interactions between the buyers and sellers of healthcare services AND by third parties who serve as intermediaries for the buyers and sellers. These intermediaries attempt to achieve economies of scale on behalf of the buyers they represent. Buyers have two interests at stake when dealing with intermediaries: negotiating price with their **healthcare suppliers** and negotiating price with the **intermediaries** from whom they purchase insurance and insurance services.

"Pooling" is the common term used to describe how individuals and groups consolidate their efforts to leverage insurance

and healthcare service prices to their advantage by achieving greater "economies of scale". "Economies of scale" can be achieved by sellers, and buyers of healthcare services as well as purchasing intermediaries. Maximum achievement of price advantage is determined by the interaction of buyers, sellers and intermediaries.

Price elasticity of demand

While both buyers and sellers can increase leveraging through consolidation, which of them is able to move the price more advantageously in their direction is determined by the "elasticity" of the product or service. In healthcare, that question applies to both healthcare and health insurance.

"Elasticity" refers to how demand or supply for a product or service will change in response to a change in price. The more elastic the product or service quantity demanded or supplied, the greater the change in price. For example, with an elastic product or service, the changes in quantity supplied in response to changes in price will be rather high. As demand increases or falls, prices will increase or fall. When the demand for a product or service is *elastic*, buyers hold the superior negotiating position, which is amplified when they band together to leverage their economies of scale. Elastic demand means that price moves



up or down with, and in response to, changes in demand and supply.

However, if the demand or supply for a product or service is "*inelastic*", changes in quantity - demanded or supplied - will result in small price changes. In the inelastic scenario, it is the seller of the product or service that holds the dominant position in price negotiations and is in a superior position to achieve economies of scale. Price for a product with inelastic demand can remain high or even increase -- even if demand drops, or supply increases.

Healthcare services elasticity

In the healthcare market, expensive healthcare services are very *inelastic*, meaning that providers of healthcare have far greater ability than buyers to leverage economies of scale and set prices. This is why we have

Pooling continues on the next page

Pooling continued from page 4

historically seen prices for more intensive healthcare services rise, regardless of changes in the quantity of healthcare services demanded. Accelerated demand for these services has driven prices even higher. This upward trend in price has happened even in the face of large organizations of buyers and/or intermediaries consolidating their economic efforts by forming large purchasing pools. Insurance companies have even tried to consolidate the buying power of their clients by negotiating directly with provider organizations to lower fees. But as we have seen, so-called “allowable fee negotiations” and the resulting “discount value” have come to represent market normative prices for healthcare services with little variation, irrespective of the size of the buyer group, patient cohort or intermediary influences. The significance of allowable fee negotiations is more aptly expressed in terms of how the carriers’ fee negotiations relate to each other, rather than the top line “discount” they often market to their customers.

However, insurance services such as claims administration, program management costs, and other insurance services are *elastic* and, therefore, more responsive to buyer’s ability to leverage lower prices through greater economies of scale. There is even the possibility of obtaining greater savings if the insurer is motivated to protect their market share by being willing to take a loss, albeit

temporarily, on the cost of their fully insured products or services. Some larger purchasing groups have picked up on the fact that insurance companies typically extend such considerations to larger buying groups; thereby “making an investment” in gaining or protecting their market share as their justification for doing so.

***However, there’s hope:
Leveraging economies of scale:
buyers vs. suppliers***

Insurance services elasticity usually applies to a relatively small proportion of the total cost of insurance premium. The largest portion of the premium pays for the cost of healthcare services, which are inelastic and, therefore, usually remains impervious to price negotiation, regardless of size of the group. To recap our earlier discussion, it is the supplier that holds the upper hand in regard to healthcare service prices for the more expensive, critical and intensive treatments.

However, the insurance services portion of premium is still significant enough to warrant buyer consolidated negotiations. Groups that pool the purchase of their insurance service purchases can typically lower that portion of their insurance premiums; reducing their overall costs. The economies of scale that large pools can achieve take advantage of the *elasticity* of insurance services.

Finally, it is often claimed by pooling advocates that “bigger is better”. However, there is an upper limit to the practical effect of that mantra. When the intrinsic cost of insurance services reaches maximum price efficiency, additional pool size will not produce further savings. In fact, beyond the point of maximum price efficiency lurks the danger of diseconomies of scale, a topic that will be addressed in our next article on *The Economics of Pooling*. If you have any questions or comments about this article, please contact:
Bill Colopoulos
bcolopoulos@ssc.coop

Bill Colopoulos is a healthcare economist and consultant serving the Southeast Service Cooperative’s health insurance pools. He is an active member of the American Economic Association. Bill is available to present this material to all groups who are current members of the Southeast Service Cooperative.

In the next issue of the Cooperative Connection: The Economics of Pooling: Claim Cost Sharing and Pricing Schemes

SSC's distance learning opportunities

by Kari Kubicek

SSC continues to offer distance learning opportunities for member districts through its partnership with Southwest/West Central Service Cooperative (SWWC). These opportunities include both online and Interactive Videoconferencing (ITV) course options for students that may otherwise not be available in their districts.

The annual district enrollment fee is \$500 for districts with a student enrollment under 2,499 and \$900 for districts with a student enrollment over 2,500. The annual fee covers the following services and opportunities:

- Access to the Moodle Course Management System (CMS) for receiving and offering fully online learning courses through the program. Hybrid courses will be hosted on SSC's Moodle site at no additional cost. Instructors will be required to complete SSC hosted Moodle training to have access to Moodle site for hybrid/blended courses. These trainings will be offered at a discounted rate for SWWC Online Learning Community members.
- Access to online and ITV courseware
- Assistance with online course development and course certification to be offered as an online course

through SWWC Online Learning Community

- Regional program administration and coordination with the Minnesota Department of Education
- Maintenance of the CMS, including program, software and server technical support
- Districts retain all state and federal funding for students enrolled in SWWC Online Learning Community courses

At this time, districts may enroll students in an SWWC online course at a rate of \$414 per student per semester course or an ITV course at a rate of \$373.75 per student per semester course. If districts confirm enrollment numbers each spring by a specified date in May, the rate per student is reduced to \$360 for online courses and \$325 for ITV courses.

SWWC offered 32 online and 12 ITV courses this past fall. Three more offerings have been added to the online course options for second semester of the 2010-11 school year. Two of these courses have been developed by and will be facilitated by teachers from the southeast region including a Criminology course offered by Jennifer Vogt-Erickson of Albert Lea Schools and a Mythology course offered by Bonnie Wenthold of Mabel-Canton



Schools. SSC also has an arrangement with Aventa Learning to offer Aventa courseware to our districts while providing assistance with the enrollment and course delivery process. Member districts may purchase Aventa courseware through SSC at the rate of \$360 per student per semester.

Through SWWC, teachers have the opportunity to develop fully online courses. Once a course has been approved as an offering of SWWC, the developing teacher is the facilitator of the course. Students who are not enrolled in the host district pay the course enrollment fee to SWWC. \$300 of this enrollment fee is then paid to the host district. It is between the individual district and online course instructor to work out how the \$300 is distributed. Students that are enrolled in the host district pay a \$10 enrollment fee to take the online course.

SSC also provides training, opportunity and Moodle space for teachers to house blended or hybrid courses on our own Moodle site, which is separate from the SWWC Online Learning Community Program site. Individuals hosting a blended

Distance learning continues on the next page

Distance learning continued from page 6



course on SSC's Moodle site are required to complete an SSC hosted Moodle training.

Introductory Moodle training series are scheduled for the upcoming months as follows. Each training series will include an initial face to face session followed by a week for individuals to work in the Moodle learning management system and a final face to face day.

Upcoming Introductory Moodle Training series:

- Thursday, January 27 and Thursday, February 3
4:00 to 7:00 PM
- Tuesday, February 15 and Tuesday, February 22
4:00 to 7:00 PM
- Thursday, March 3 and Thursday, March 10
4:00 to 7:00 PM

Moodle training is available to individuals from districts who are members of the Online Learning Community at a rate of \$200. Once an individual has completed the Moodle training, SSC will host his or her blended course at no additional cost on our Moodle site. The fee for participating in a

Moodle training for an individual who is not from an Online Learning Community member district is \$250. Also, these individuals must pay \$150 per course per year to house blended courses on SSC's Moodle site.

To access the SWWC Online Learning Community District Enrollment Form and further information related to the program, visit our website at www.ssc.coop or contact Kari Kubicek at (507)281-6668 or kkubicek@ssc.coop.

Brain Honey Learning Management System - bringing it all together

by Kari Kubicek

SSC is excited to offer its districts the opportunity to access BrainHoney, a learning management system (LMS) that not only can be used as an instructional tool for teachers in an online environment, but also offers collaborative tools that facilitate individuals, classes, professional learning communities (PLCs), and much more.

State standards are built directly into the BrainHoney platform, allowing for easy access and alignment as courses are



developed. This curriculum mapping function provides space for users to set objectives first before bringing in assessments and activities that align with those targets.

BrainHoney also features interoperability with other LMS systems. Courses developed in Moodle, Blackboard or other LMS systems are easily transferrable to

BrainHoney without losing course content.

SSC has negotiated low BrainHoney site license fees for its member districts. If interested in learning more about this opportunity, please contact Kari Kubicek at kkubicek@ssc.coop or (507)281-6668.

STEM and PLTW - Acronyms that spell “engaged learning”

by Suzanne Riley

Superintendent John McDonald, Kingsland Public Schools, is on a mission to “lead the way” with Project Lead the Way. Having started a similar program previously at Pequot Lakes, he’s looking to spread the wealth of this program across Minnesota.

Project Lead The Way (PLTW) prepares students to be the most innovative and productive leaders in Science, Technology, Engineering, and Mathematics (STEM) and to make meaningful, pioneering contributions to our world. PLTW partners with middle schools and high schools to provide a rigorous, relevant STEM education.

Through an engaging, hands-on curriculum, PLTW encourages the development of problem-solving skills, critical thinking, creative and innovative reasoning, and a love of learning. The PLTW middle and high school STEM education programs give students a brighter future by providing them with a foundation and proven path to college and career success in STEM-related fields.

STEM education is at the heart of today’s high-tech, high-skill global economy. For America to regain economic competitiveness, our next generation of leaders must develop the critical-reasoning and problem-solving skills that will help make them highly productive. PLTW sparks the ingenuity, creativity, and

innovation within all of our students.

Superintendent John McDonald says that PLTW can be a P-16 collaboration. “Schools in central Minnesota have partnered with Central Lakes College in the Bridges Career Academies Program. This program has been very successful and has received state recognition. This is what one college has done with area high schools to serve the needs of central Minnesota students in bridging the gap between secondary and post secondary career education - hence how we developed the name. There may be components from the program that would work for southeastern Minnesota.”

McDonald has begun working with Beth Aune (MDE), John Olson (MDE), Dan Smith (MDE), Tim McGuire (Midwest PLTW Director), and Mike Lindstrom (MN SciMath Executive Director) to develop a MN PLTW standards framework process consisting of three phases involving writing crosswalks between the Minnesota standards and PLTW courses. Technology would be utilized to go from a web 1.0 to a web 2.0 program adding resources such as video clips of student activities and interactive forums for teachers to dialog and share resources.

Mike Lindstrom has commented that PLTW is the best STEM education available for students in Minnesota. Kingsland School District’s goal is to be a certified



*Kingsland Public School Superintendent
John McDonald*

school of engineering in two years where high school courses will be recognized by the University of Minnesota. Classes could be shared with other schools through ITV.

Grants up to \$65,000 are available for schools who implement PLTW (\$30,000 middle level, \$35,000 high school). Superintendent McDonald is willing to serve as a resource for anyone who is interested in starting a program. For more information about Project Lead the Way, visit www.pltw.org. For details about the Bridges Career Academies Program, visit www.bridgesconnection.org.

SSC member groups find creative ways to keep their employees excited about wellness

by Nicole LaChapelle

Groups in SSC's insurance pool, who take advantage of wellness programming funds through SSC's Health Promotion Support Program, have proven to be very creative when it comes to keeping their employees excited and involved with wellness.

Plainview-Elgin-Millville's Marcia Schultz is currently organizing a *School vs. School Walking Challenge* with the hopes of using a little friendly competition to motivate folks to increase their activity levels. The challenge will be held during January, with the winner receiving not only a Subway lunch (purchased from the pooled funds of participating groups), but

also a traveling trophy, an article in the *Cooperative Connection*, and bragging rights. If this challenge proves to be a success, it is hoped that more inter-district challenges will be held.

SSC is constantly impressed with the creative ideas that wellness committees (sometimes a committee of one) implement. Below is just a sample of funded activities that SSC member groups offered to their employees in 2010:

- Chair massages
- CPR Training
- Dealing with stress speaker
- Employee Health Fair
- Flu shot clinic
- Fruit/veggie awareness
- Funding for employee assistance program

- Get Me Through the Holidays program
- Healthy cooking classes
- NuVal speaker and meal
- Walking challenges
- Water awareness program
- Wellness library
- Yoga/T'ai Chi classes

For more information on any of the programs mentioned in this article or for more information on the *School vs. School Walking Challenge*, contact Nicole LaChapelle at nlachapelle@ssc.coop or (507) 281-6674.

See below for more information on SSC's Employee Health Promotion Program.

Increase morale, productivity and attendance with a worksite wellness program funded by SSC!

If your group is a member of SSC's Health Insurance Pool, you are eligible to receive this funding. This program offers prevention-oriented health promotion services that can help you and your employees get fit, stay fit, and manage their health.

What can we use the funds for?

- Costs to start a wellness committee
- Stipends for committee members
- Incentives
- Biometric testing supplies (which SSC can supply for a small fee)
- Presenters
- Other costs directly related to providing a healthy working environment and health promotion for employees

Contact:

Nicole LaChapelle, (507) 281-6674 or nlachapelle@ssc.coop



How much funding are we eligible for?

Depending on your group size, you can receive between \$1250 - \$2750 in funds for your wellness program.

This includes funds for wellness coordination, which are used to either reimburse staff for their time, or for your organization if staff use work time to coordinate activities.

Gifted and Talented Network continued from page 1

Our January meeting will feature a presentation from Cynthia Stevenson, based on Carol Dweck's work in her book [Mindset: The New Psychology of Success](#). Cynthia will discuss why some students are motivated to put forth the effort to learn while others shut down. It may depend on whether they have a "growth mindset" or a "fixed mindset"

about learning. Join us to explore the brain research that explains how a learner's mindset impacts their motivation. We'll look at a recent study, by developmental psychologists Carol Dweck and Lisa Sorich Blackwell, which indicated that training students to adopt a "growth mind-set" about intelligence had a catalytic effect on motivation and grades. We will

explore language and strategies to turn all students into successful learners.

For more information about the Gifted and Talented Network, contact Heidi Knepper, hknepper@ssc.coop or (507) 281-6669

Learn strategies to turn all students into successful learners

**Mindset: The New Psychology
of Success**
Thursday, January 6
4:00 - 6:00 PM



About the session

Why are some students motivated to put forth the effort to learn while others shut down? It may depend on whether they have a "growth mindset" or a "fixed mindset" about learning. Join us to explore the brain research that explains how a learner's mindset impacts their motivation.

We'll look at a recent study, by developmental psychologists Carol Dweck and Lisa Sorich Blackwell, which indicates that training students to adopt a "growth mind-set" about intelligence has a catalytic effect on motivation and grades. Participants in this session will explore language and strategies to turn all students into successful learners.

Who should attend?

This session is geared to parents, educators, school administrators, school board members, and anyone interested in student motivation.

Led by Cynthia Stevenson...

Cynthia Stevenson is currently on leave from her position as Professional Development Coordinator for Lakeville Schools. This is her third year as Project Coordinator for the Region 11 Math and Science Teacher Academy Partnership, part of a state wide initiative to provide high quality professional development for math and science teachers. Prior to working in Lakeville, Cindy has been a classroom teacher, an education product development specialist, and a national math consultant for a major publishing company. One of her professional areas of interest is following the brain research about how learning happens.

[Click here to register](#)

KM Telecom contributes funds for Spelling Bee

by Katie Sue Cunningham

A local business, KM Telecom, will be the sponsor for the Southeast Minnesota Spelling Bee again in 2011.

Schools from throughout southeast Minnesota have registered to participate (see following list). Each school must register with Scripps and with the Southeast Service Cooperative.

Students in grades 5-8 will participate in classroom, grade-level, school and district Spelling Bees. The winners advance to one of the two Regional Spelling Bees on February 15 at the Wood Lake Meeting Center. The top twelve spellers (six from each Bee) will go on to the Final on March 1, 2011. The champion advances to the Scripps National Spelling Bee in Washington, DC in May, 2011.

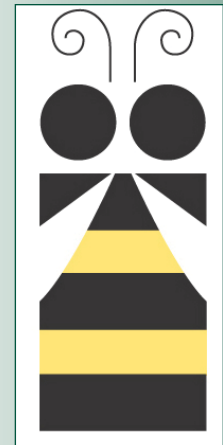
- Albert Lea
- Austin Area Catholic
- Austin
- Blooming Prairie
- Byron
- Fillmore Central
- Glenville-Emmons



- Goodhue
- Grand Meadow
- Holy Cross Catholic
- Houston
- Kasson-Mantorville
- Kenyon-Wanamingo
- Kingsland
- LaCrescent-Hokah
- Lake City
- Lanesboro
- LeRoy-Ostrander
- Lyle
- Mabel-Canton
- Medford
- MN Virtual Academy
- Northfield
- Pine Island
- Plainview-Elgin-Millville
- Red Wing
- Resurrection Lutheran (Rochester)
- Rochester
- Rochester Area Assoc. of Christ (Home Schooler Assn)
- Rochester Catholic Schools
- Rushford-Peterson
- Spring Grove

- Stewartville
- St. Mary's – Owatonna
- St. Felix- Wabasha
- Triton
- Wabasha-Kellogg
- Winona
- Zumbrota-Mazeppa

If you have questions regarding the Spelling Bee, please contact Katie Sue Cunningham at 507-281-6667 or kcunningham@ssc.coop.



Kevin Honeycutt continued from page 1

he shares with parents, teachers and students around the country. Kevin continues to work with schools to develop innovative, engaging curriculum to better prepare learners for the world they will face when they graduate.

Kevin will be at SSC on March 8 and 9, 2011. He will be presenting

various sessions for educators on teaching "wired" learners, as well as internet safety and digital citizenship. On March 8 from 6:30-8:30 PM Kevin will present on Cyber Bullying and Internet Safety with a focus towards parents and other community members. This presentation will be appropriate for anyone interested in kids and

internet safety. Look for more information about Kevin's sessions to be coming soon! For more information contact Heidi Knepper at hknepper@ssc.coop or (507) 281-6669.

Register for one of SSC's highly-rated SMART Board trainings

SSC successfully trains hundreds of people a year on how to get the most of their SMART Board.



We currently have openings in the following upcoming sessions:

SMART Board Basics 1

Tuesday, January 11,
4:00 PM – 7:00 PM
Thursday, January 27,
9:00 AM - 12:00 PM
Thursday, February 24,
9:00 AM - 12:00 PM

SMART Board Basics 2 *

* **Must have completed Basics 1**

before attending

Tuesday, January 25,
4:00 PM – 7:00 PM
Thursday, February 17,
9:00 AM – 12:00 PM
Please check the SSC website for dates and times. Coming soon will be SMART Board training specifically for MAC users, as well as SMART Response training.

We can also facilitate on-site SMART Board training for your staff. If you are interested in scheduling training or have questions about SMART Board training, please contact Katie Sue Cunningham at kcunningham@ssc.coop or (507) 281-6667.

What people are saying about our SMART Board sessions...

“The facilitator was excellent...very thorough.”

“Very helpful instructor.”

“The review of what I already knew coupled with practice of new skills made this a very useful workshop.”

Training opportunity for school broadcasting teams

Grand Stadium is inviting you to bring your next term students to participate in the second 2010 School Team Broadcast Training session at KSTC 45. The objective of the training is to prepare your students to capture and stream both regular season games and also to participate in producing and streaming the Minnesota State High School League Championship tournaments through 45.GrandStadium.tv.

Grand Stadium wants to bring value to your existing curriculum by adding real world opportunities for your students to further

engage their learning and experience in their school careers.

Date: Monday, January 10th from 9:00 AM – 2:00 PM.

Location: KSTC 45, Hubbard Broadcasting, 3415 University Ave., St. Paul, MN 55114

Participants: Selected High School Broadcast Teams, up to 90 students & faculty.

Trainers: Selected staff from KSTC 45, GrandStadium.tv, MSHSL and veteran teacher who has participated in one or more School Team broadcasts.



Space for the training is limited; please confirm your interest by responding to: [Thomas Lapping](mailto:Thomas.Lapping@jdlhorizons.com) tlapping@jdlhorizons.com or (612) 208-6650

The MSHSL Foundation will reimburse expenses for your travel costs to the training and to the tournament venues for production.

Emergency action planning - A step-by-step guide

by Megan Rooney, IEA

An emergency action plan (EAP) is a written document required by MN statute, OSHA, and in part, by fire code. The purpose of an EAP is to coordinate responses and allocate responsibilities during emergencies. Well developed plans and proper employee training can result in fewer, less severe injuries and less structural damage to the facility in the event of emergencies. State Fire Marshals are looking closely at emergency action plans during their inspections. So, what are the steps necessary for a well-developed plan?

Put together a team

EAPs should be developed cooperatively with district employees and community members involved in emergency management. Ideally, your team would consist of representatives from your administration and operations/facilities departments, local police and fire departments, the local hospital or EMS, and county emergency management. Each one of these groups can provide a different perspective so that your plan is feasible.

Review Universal Procedures

Universal procedures are responses that could occur in the event of any emergency, threat, or hazard. Lockdown, evacuation, and sheltering-in-place are examples of universal procedures. These should be clearly defined in writing, and communicated to staff and students so everyone is on the same page when needed.



Universal Procedures may vary from school to school depending on the size and nature of the facility and it's occupants

Review Emergency Procedures for specific situations

There may be potential emergencies specific to your district or even to one building in your district (near an airport or nuclear power plant). These specific situations should be reviewed to determine if there are any special responses that need to take place.

Train your staff

Every staff member in your district (including subs and part-timers) need to be provided training on the universal and emergency procedures. Evacuation maps in a classroom are a great start, but are not considered sufficient by OSHA or the State Fire Marshal. Training can occur during workshop week, new staff orientation, or by department and can be classroom training, online training, or even a simple handout. Regardless of time or method, the information must be communicated to your staff on an annual basis.

Practice, practice, practice

MN Statute requires every school to practice their universal procedures for fire evacuation (5 times per year), lockdown (5 times per year), and shelter-in-place (one tornado drill). Schools should be practicing their emergency procedures as well. Table top exercises are a great way to accomplish this. Get your entire team together and run through a few scenarios. If you have the time and ability, run a full scale drill involving all emergency responders. You won't know where your weaknesses are in your procedures until you practice

Review

It is important to review your procedures periodically (minimally once per year). Staff change, buildings change, and they can change fast. Your plan needs to be up-to-date in order to be effective.

For more information on table top exercises or for a step-by-step process to develop your emergency action plan, contact IEA or visit the MN School Safety Center website at www.mnssc.state.mn.us

Students expand horizons with help of grant-funded mobile science labs

Thanks to the generosity of several organizations, Southeast Service Cooperative manages and loans out two Mobile Science Labs, fully stocked with state-of-the-art scientific equipment, to area high schools. Launched in January of 2009, thanks to a \$75,000 grant from HealthForce Minnesota, the Labs are available for a nominal usage fee to any teacher that has completed the Mayo Clinic Educator Academy, designed to expand molecular biology and genomics, or the one-week session focused on agricultural bioscience. Participation in these courses is the prerequisite training for using the specialized equipment and successfully implementing the curriculum.

SSC's Mobile Science Labs have made a strong impact in our region and are very well received. They have been used by nearly 2,000 students already and have visited more than 20 districts. Soon after introducing the first Lab, it became evident a second Lab would be needed. SSC launched a funding campaign to develop and deploy a second trailer. With help from partners at the Mayo Clinic and Rochester Area Math Science Partnership, the money was raised.

Thanks to a \$50,000 year two grant from HealthForce Minnesota, combined with a



a \$10,000 grant from Workforce Development, Inc., a \$10,000 grant from Winona State University (a member of the Minnesota State Colleges and Universities System), a \$5,000 grant from the AgStar Fund for Rural America, and a \$7,500 grant from Minnesota Agricultural Education Leadership Council (MAELC), the second trailer was deployed at the start of this school year.

By providing this resource, the Mobile Science Labs ensures that teachers have access to the full array of scientific equipment necessary to duplicate what they experienced in Mayo Clinic Laboratories in their classrooms and to successfully implement the new curriculum.

In direct response to feedback from teachers using the Labs, SSC has also extended the rental period to allow for seven full days of classroom use. These TWO additional days will provide time for more experiments and in-depth study, further enhancing the student experience.

SSC has been monitoring the impact of the Labs on high school students by means of a pre- and post- survey. The goal of the project is to help students explore career opportunities in the science. 77% of students indicated that science will play an important role in their future and 26% said that they are considering pursuing a health science career (higher than any other option in



any other field). In addition, 91% indicated that the experience personally impacted them in a positive way (by increasing engagement in their learning, teaching them new skills, and/or increasing awareness of scientific careers). Students reported that using the Mobile Science Lab "changed my opinion of science and biology," and "proved that science is relevant to my life."

Junior High Knowledge Bowl students match minds

by Kirsten Kuehl

The Junior High Knowledge Bowl season began in October. Fifty teams from 19 districts are participating in 2010-11.

Teams attend competitions in October, November and December at the Southeast Service Cooperative. In January all teams will compete in the Sub-Regional held at Rochester Community & Technical College. Schools are divided by enrollment size and assigned to either Tier A or AA. Tier A competes January 4, 2011 and Tier AA competes on January 5, 2011.

The top twelve teams in each tier will advance to Regionals on January 18 (Tier A) and January 19 (Tier AA) at the Southeast Service Cooperative.

The following schools field teams:

Tier A: Caledonia, Fillmore Central, Glenville-Emmons, Grand Meadow, Houston, Kingsland, Lanesboro, Mabel-Canton, Rushford-Peterson, Southland, Spring Grove

Tier AA: Chatfield, Dover-Eyota, Goodhue, Kasson-Mantorville, Kenyon-Wanamingo, Pine Island, Plainview-Elgin-Millville, Red Wing



Senior High Knowledge Bowl Invitational announced

by Kirsten Kuehl

The first **Southeast Winter Invitational** will be held Friday, January 7, 2011 at the Southeast Service Cooperative. This is in response to requests for more competitions. The meet will begin at 4:00 pm and last no later than 9:00 pm.

Registration is limited to 15 teams. A minimum of 9 teams must register (otherwise SSC reserves the right to cancel the competition). One team/school (unless more spots remain). First come, first served. Cost is \$80/team which includes a light supper, a participation

certificate, and trophies to the top three teams.

Teams will NOT be separated into tiers. Competition will consist of one written round, followed by four 35-question oral rounds.

Registration form and more details will follow.

For more information contact: Kirsten Kuehl, kkuehl@ssc.coop or Katie Sue Cunningham, kcunningham@ssc.coop.

Recent Board meeting actions and information

September 2010

Appointed Al Cordes, who retired from employment in Mower County, to continue his term on the SSC Board of Directors through December 31, 2010.

Accepted the 2009-2010 Fiscal Audit Management Letter and Report as presented pending two editorial corrections.

Accepted a sponsorship of \$500 from KM Telecom for the 2011 Spelling Bee competition.

Revised the appointment of Kim Ross, Distance Education Facilitator, to a continuing, fixed day appointment with limited benefits.

Authorized staff to conduct a request for proposals for a legal services program to

offer discounted legal fees for member organizations.

Extended the positions currently held by Susan Phillips and Stephen Rosenthal to expire December 31, 2011.

Established the 2010 election schedule (for 1/1/2011 Board service) as follows:

- Nominations to be opened Thursday, September 23 and close Friday, November 5, 2010.
- The ballots will be prepared and sent to local Boards on or about Monday, November 8.
- Election ballots to be received at the Southeast Service Cooperative by Tuesday, December 21.
- Canvassing Committee to meet at 4:30 PM on the day of the regular December Board meeting (Wednesday, December 22).

Elections will be confirmed by the Southeast Service Cooperative Board at its regular December meeting. Chairman Lentz appointed Don Andring, Carol Cravath, and Heidi Knepper to serve as the Canvassing Committee.

October 2010

Accepted full voting joint powers board membership in SEMNET effective immediately (10/20/2010).

Authorized the Executive Director to negotiate an agreement with Kennedy & Graven for legal services in conjunction with the request for proposals conducted and awarded by South Central Service Cooperative.

Note: Complete SSC Board of Directors meeting minutes are available on the SSC website at www.ssc.coop

Thank you...

We salute these individuals who are retiring from the SSC Board of Directors, and our heartfelt thanks to them for their leadership and their countless hours of service and commitment to the SSC Membership.



Al Cordes – Mower County

Al has served on the SSC Board since January 2005. Recently retired from Mower County as HR Director, Al brought fresh thinking and advocacy for services to our local government units. He has served as Vice-Chairman, Treasurer, and Clerk and served on the Finance and Personnel Committees during his service on the Board. Al also represented local government units on the Health Insurance Pool Joint Planning Committee and Formula Committee.



Tom Heise –

Pine Island Public Schools

Tom has served on the SSC Board since January 2005 and has served as Treasurer since January 2008. As Treasurer, Tom led the Finance Committee's work and also served on the ByLaws Committee.



Mitch Lentz –

Kingsland Public Schools

Mitch has served on the SSC Board since January 2004 and has chaired the Board since January 2008. As chair, he led the Personnel Committee, served on the Finance Committee, and helped to guide the work of the ByLaws and Policies Committees and Formula Committee.

Calendar

DECEMBER

SSC Board Meeting

December 22
5:30 - 8:00 PM

JANUARY

The Basics of Grant Development

January 5
12:30 PM - 3:30 PM

Gifted and Talented Cohort Meeting

January 6
12:00 - 3:00 PM

Mindset: The New Psychology of Success

January 6
4:00 - 6:00 PM

Senior High Knowledge Bowl Round Robins

January 10 - 12

SMART Board Basics 1

January 11
4:00 - 7:00 PM

Elementary Reading Interventions

January 13
9:00 AM - 3:00 PM

SMART Board Basics 1

January 13
9:00 AM - 12:00 PM

Knowledge Bowl Question Review

January 13
4:30 - 6:30 PM

Jr High Knowledge Bowl Regional Tier A

January 18

Jr High Knowledge Bowl Regional Tier AA

January 19

2010 Language Arts Standards - Grades K - 6

January 24
8:30 - 11:30 AM

2010 Language Arts Standards - Grades 7 - 12

January 24
12:30 - 3:30 PM

SMART Board Basics 2

January 25
4:00 - 7:00 PM

Instructional Leadership Forum

January 26
8:30 AM - 3:30 PM

SSC Board Meeting

January 26
5:30 - 8:00 PM

SMART Board Basics 1

January 27
9:00 AM - 12:00 PM

MASA Region 1 Winter Meeting

January 27
11:00 AM - 3:00 PM

Introductory Moodle Training

January 27
4:00 - 7:00 PM

FEBRUARY

Senior High Knowledge Bowl Round Robins

February 1 - 3

Introductory Moodle Training

February 3
4:00 - 7:00 PM

Principals' Boot Camp for Study Island

February 4
11:30 AM - 1:00 PM

2010 Language Arts Standards - School Leaders

February 7
8:30 - 11:30 AM

2010 Language Arts Standards - Teachers in other content areas

February 7
12:30 - 3:30 PM

Regional Spelling Bee

February 15
9:00 AM - 3:30 PM

Introductory Moodle Training

February 15
4:00 - 7:00 PM

Secondary SMART User Group

February 16
4:00 - 6:00 PM

Elementary Reading Interventions

February 17
9:00 AM - 3:00 PM

SMART Board Basics 2

February 17
9:00 AM - 12:00 PM

Elementary SMART User Group

February 17
4:00 - 6:00 PM

Introductory Moodle Training

February 22
4:00 - 7:00 PM

Instructional Leadership Forum

February 23
8:30 AM - 3:30 PM

SMART Board Basics 1

February 24
9:00 AM - 12:00 PM

PBIS Cohort 4 Training

February 24
9:00 AM - 3:00 PM

MARCH

Final Spelling Bee

March 1
9:00 AM - 4:00 PM

Introductory Moodle Training

March 1
4:00 - 7:00 PM

Adolescent Reading Interventions

March 2
9:00 AM - 3:30 PM

Introductory Moodle Training

March 3
4:00 - 7:00 PM

Save Your License Saturday

March 5
8:00 AM - 4:00 PM

Adolescent Reading Interventions

March 16
9:00 AM - 3:30 PM



SSC is a 2010 Recipient of the Alfred P. Sloan Award for Business Excellence in Workplace Flexibility.

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www.ssc.coop

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Southeast Service Cooperative direct dial phone numbers, e-mails, and 800

Call toll free, 1-800-657-6996, then an option:
1..... Cooperative Purchasing
2..... Dental Reimbursement
3..... Staff Development
4..... EHSM
5..... Student Academics & Conferences

We want to be there when you call, so try dialing us directly at the numbers below. Our voice mail system allows you to leave a detailed message if the person you're calling isn't able to answer right away. If you don't know who you need to talk with, dial (507) 288-1282 and one of our staff or our auto-attendant will direct you from there. To send a fax dial (507) 288-7663.

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SSC to offer a March 5 session of Save Your License Saturday

Will you need to renew your teaching license soon? SSC will offer Save Your License Saturday on Saturday, March 5. The sessions will be held from 8 AM – 4 PM at SSC's Wood Lake Meeting Center.

The Minnesota Legislature, by statute, requires ALL teachers to evidence the four areas below to renew a license:

- **Positive Behavioral Intervention Strategies** addresses positive behavioral intervention strategies.
- **Accommodations to Meet Graduation Standards** addresses



accommodation, modification, and adaptation of curriculum, materials and instruction to appropriately meet the needs of varied students in achieving graduation standards.

- **Reading Literacy** addresses comprehensive, scientifically-

based reading instruction to include instruction and practice in phonemic awareness, phonics and other word recognition skills, and guided oral reading for beginning reader, as well as extensive silent reading and vocabulary instruction.

- **Warning Signs of Mental Health Disorders** addresses understanding of key warning signs for early-onset mental illness in children and adolescents.

Click here for more information.