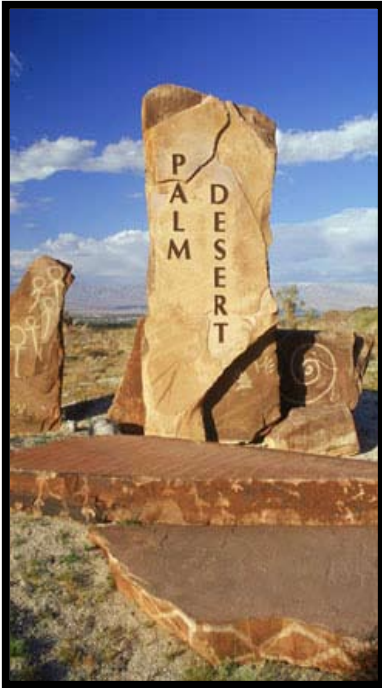


Caring & Preparing for the Future



November 29-
December 2, 2006

Conference Program

21st Annual Conference



www.aesa.us

Welcome to the 21st Annual Conference!

AESA Mission

The mission of the Association of Educational Service Agencies is to support and strengthen regional educational service agencies by:

- ☆ **Serving as a national voice for educational service agencies;**
- ☆ **Providing professional growth opportunities, technical assistance, advocacy and research;**
- ☆ **Helping member agencies promote, distribute and leverage their knowledge, products and services; and**
- ☆ **Assisting in the establishment of educational service agencies.**

Dear Colleagues and Friends:

Welcome to Palm Desert, California, and to the 21st Annual AESA Conference, on behalf of the AESA Executive Council. We're excited that you're here to learn, share, and network with other ESA leaders. We hope you'll enjoy the great environment of the greater Palm Springs/Palm Desert area while building on a foundation of professional growth opportunities aimed exclusively at the needs of ESAs.



Lee Warne

AESA provides ESAs with a collective national voice and is one of the fastest growing and most influential educational groups in the United States. For nearly three decades, AESA has supported educational service agencies (ESAs) in 44 states; AESA is the beacon for over 550 ESAs to better serve local schools and districts across the nation. Since its inception, this professional organization's sole mission is to help make ESAs successful. ESAs have the potential to have the greatest impact on public education and, consequently, on the future of our society.

This year's conference promises to build on those characteristics that make ESAs unique from other educational organizations. The conference theme, **Caring & Preparing for the Future**, is designed to stimulate thought, initiate action, and leverage resources. This year's sessions will explore governance strategies for ESA board members, CEOs and management personnel that will enhance their ESA. General sessions on technology will demonstrate and discuss successful uses of technology resulting in direct benefits to ESAs local school districts and increasing the performance of students. Facilitators will explore the benefits and pitfall of funding through entrepreneurial activities and collaborations with businesses, ESAs local districts and governmental agencies. There will be information on the use of accountability methods and standards that make your ESA more efficient and effective. This is the only national conference dedicated solely to the unique characteristic of Educational Service Agencies. So make the most of this event designed especially with you in mind.

Thank you for supporting the conference through your attendance and participation. And many thanks to our corporate sponsors for their generous support, which enables lower conference costs for all AESA members. We hope you enjoy this year's conference – the largest in our young history – and the chance to explore opportunities for successful service in a place promising to thrill its visitors with natural beauty and outstanding weather.

Special Notes

AESA Registration

AESA Registration is located in the South Foyer of the hotel. Registration hours are as follows:

Wednesday, November 29	noon – 6:30 p.m.
Thursday, November 30	7:00 a.m. – 4:00 p.m.
Friday, December 1	7:00 a.m. – 4:00 p.m.

AESA Exhibition

The AESA Exhibition is located in the Springs Ballroom F/G. The Exhibition Hall will be open:

Wednesday, November 29	2:00 – 6:30 p.m.
Thursday, November 30	7:30 – 9:00 a.m., 10:30 a.m. –noon & 1:30 – 5:00 p.m.

Conference Badges

Please wear your AESA badge at all times. Your badge is required to enter the exhibit hall, general sessions, concurrent sessions, and regional breakfasts. A ticket is required to enter the two luncheons, and the Saturday brunch. If your name badge requires corrections, please go to the registration area to get assistance.

Lost & Found

Misplaced items can be turned in and claimed at the AESA registration area.

Ticketed Events

Tickets for unregistered spouses and guests can be purchased for the Thursday and Friday luncheons, Friday night *The Fabulous Palm Springs Follies* event, and Saturday closing brunch. Registered attendees who have not yet purchased tickets for *The Follies* event may still do so at the AESA registration counter. Space is limited so purchase your tickets early.

Follies Voucher Exchange

Individuals attending the special evening event The Fabulous Palm Springs Follies **must** exchange “The Follies Voucher” included in your registration packet for a ticket prior to 3:30 p.m. on Friday. No tickets will be exchanged at the performance. This can be done during registration hours at The Follies Voucher Exchange desk near AESA registration in the South Foyer.

Special Notes	1
AESA Executive Council	3
AESA Staff	6
AESA Educational Foundation Board	7
2006 AESA Award Winners	9
Special Thanks from AESA Executive Director	12
Conference Sponsors	13
Conference at a Glance	14
Conference Highlights	15
J. W. Marriott Restaurant Information	18
Symbols for Concurrent Sessions	18
Wednesday Program	19
Thursday Program	20
Friday Program	41
Saturday Program.	57
Product Workshop Overview	67
Exhibitor and Showcase Information.	68
Exhibition Classified Directory	81
Exhibit Hall Floor Plan	84
Conference Center Floor Plan	85
J.W. Marriott Layout	86
Conference Note Pages	87
Future Conference Dates	Inside of Back Cover

AESA Executive Council

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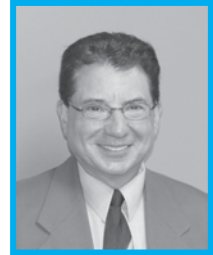
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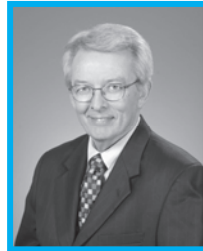
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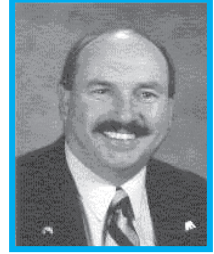
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Southern Region

Linda Lowe
Judith Miller
Rick D. Saunders

Western Region

Bill McKinney
Dale McCall
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Educational Service Agencies Defined

AEA	Area Education Agency
BOCES	Board of Cooperative Educational Services
CESA	Cooperative Education Service Agency
COE	County Office of Education
EC	Educational Cooperative
ESA	Education Service Agency
ESC	Education Service Center/Cooperative/Commission
ESD	Education Service District
ESU	Education Service Unit
IU	Intermediate Unit
ISC	Intermediate Service Center
ISD	Intermediate School District
REC	Regional Educational Cooperative
RESA	Regional Education Service Agency
RESC	Regional Education Service Center
ROE	Regional Office of Education
RRC	Regional Resource Center
SC	Service Cooperative

AESA Award Winners

Justus A. Prentice Award

AESA annually recognizes outstanding accomplishments of contributions to education and to AESA. Congratulations to the 2006 winner of the *Justice A. Prentice Award* who has been selected for outstanding contributions through executive leadership in the advancement of regional educational service agency programs at the regional, state, and/or national levels.

PRESENTATION: Friday, December 1, 9:00-10:30 a.m.

Virginia Seccombe, Executive Director, LEARN

Virginia Seccombe exemplifies the Justus A. Prentice Award. Ginnie is an executive leader in the advancement of regional educational service agency programs at the regional, state, and national levels. She is the Executive Director of LEARN, the Regional Educational Service Center serving southeastern Connecticut.



Virginia Seccombe

During her tenure as an Executive Director, Ginnie has been extremely supportive of AESA and the work it does to support its members both regionally or nationally. Ginnie was the first female executive director elected to the AESA Executive Council and also the first female Executive Director elected AESA President. She was instrumental in establishing AESA's relationship with counterparts in the Netherlands, having participated in the first visit there and establishing AESA as an international organization. She is a founding member of the AESA Foundation.

Ginnie has overseen the development of two successful Magnet Schools and is working collaboratively with her districts to develop two additional Magnet Schools. These four schools have served and will continue to serve the diverse needs of the students in southeastern Connecticut. Among her many other achievements as Executive Director of LEARN is the Agency's involvement in partnerships with the larger educational community of southeastern Connecticut, including social service agencies, partner groups and business groups.

Ginnie is a dedicated professional who is vigilant about understanding and addressing the needs of her districts and attending to the requirements for providing outstanding services for the benefit of students. Her skills and instincts as a leader make her a widely respected and frequently consulted colleague (statewide and nationally) who is clearly in tune with trends and planning for change and growth in the educational environment.

E. Robert Stephens Award

AESA annually recognizes outstanding accomplishments of contributions to education and to AESA. Congratulations to the 2006 winner of the *E. Robert Stephens Award* who has been selected for outstanding contributions that advance the understanding of regional educational agencies through research, writing, and/or publications at the regional, state, and national levels.

PRESENTATION: Thursday, November 30, noon-1:15 p.m.

Dr. Hobart Harmon Independent Education Consultant

Hobart Harmon, of Timberville, VA, is a private consultant with extensive experience in public education. He holds an adjunct Associate Professor of Education (Educational Leadership) appointment in the Department of Education Policy Studies at Penn State University. Dr. Harmon was a Senior Research and Development Specialist at AEL, Inc. (now Edvantia, Inc.) which operated one of the ten federally funded Regional Educational Laboratories in the U.S. While at AEL, Dr. Harmon also served three years as Deputy Director of Community Engagement for improving student achievement in math, science and technology in the 6-state, \$10 million Appalachian Rural Systemic Initiative (ARSI) funded by the National Science Foundation (NSF).



Hobart Harmon

An accomplished consultant, researcher, author, college professor, and senior administrator in various settings, Dr. Harmon has added to the profession and contributed to the advancement of Educational Service Agencies. Dr. Harmon has served as a national project evaluator with national laboratories, state departments of education, and educational services agencies with broad national implications.

Dr. Harmon is passionate about the success of education service agencies. Through his on-going research and dedication to continuous improvement, he continues to help ESAs evolve and sharpen their vision of providing for sustainable success for all their constituent schools. Dr. Harmon is a regular contributor to AESA's *Perspectives: A Journal of Research and Opinion About Educational Service Agencies* as well as a significant contributor to the national research on ESAs.

AESA Award Winners

Walter G. Turner Award

AESA annually recognizes outstanding accomplishments of contributions to education and to AESA. Congratulations to the 2006 winner of the *Walter G. Turner Award* who has been selected for outstanding contributions in the advancement of regional educational service agency programs at the regional, state, and/or national levels.

PRESENTATION: Friday, December 1, noon-1:15 p.m.

Dr. Shirley Neeley

Commissioner of Education, Texas Education Agency

Dr. Shirley Neeley was appointed Commissioner of Education in Texas by Governor Rick Perry in 2004. This marked the first time in history that a woman was tapped to lead educational efforts in a state that educates over 4.3 million students in its public schools.



Shirley Neeley

During her tenure as Commissioner of Education, Commissioner Neeley has constantly spoken about the crucial role that Texas education service centers (a.k.a. ESAs) have played in her personal success and the success of the Lone Star state in meeting their educational challenges.

Commissioner Neeley has indeed had national impact on supporting ESAs. Speaking at the Council of Chief State School Officers with the theme being Improving Instruction: A New Commitment to Students and Teachers, she discussed the importance of the Texas education service centers in meeting the state's educational goals. Commissioner Neeley strongly stated her opinion and belief that achievement made in Texas could not have been accomplished without the critical component of the service centers' involvement.

The consequence of hurricanes Katrina and Rita provided Texas with an additional 40,000 students who were evacuees. Commissioner Neeley assembled a task force that included agency staff and ESA representation. She utilized the system of Texas ESAs to coordinate shelter efforts for evacuees, distribution of state and federal financial assistance to school districts, and to communicate via the ESAs telecommunication network to the state's 1,000 plus superintendents, providing direction and personal support to them.

Prior to her appointment, Commissioner Neeley served as superintendent of schools in Galena Park Independent School District, the same district where she rose from 6th grade math teacher in 1975 to the top position of the district. In 2003, Dr. Neeley was named Superintendent of the Year by the Texas Association of School Boards.

Special Thanks

The AESA Annual Conference is truly a membership driven event. We rely on numerous volunteers from many educational service agencies to ensure the success of this conference. To all our member organizations, we offer a heartfelt thank you for attending this important event! For this 21st Annual conference, we acknowledge the assistance of:

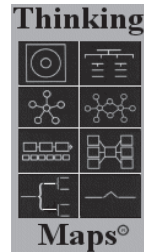


Brian Talbott

- President Lee Warne for his vision of the 2006 annual conference.
- Don Stevens, Conference Chair, Mary Stevens, Conference Coordinator, and staff of CESA 5, as well as the joint MN and WI conference support team for designing and carrying out the vision for this conference.
- Lee Warne and Bobbie Carmody from South West/West Central Service Cooperative, MN, and the MN and WI service agencies for their assistance in the concurrent session review process, coordinating and serving as volunteers and greeters, information sources, and for their general support and assistance.
- Doug Garman, President-elect, and Bob Witten, Conference Chair, for the 2007 Call to Conference.
- All of the Executive Council members for help in identifying themes and strands for this year's conference, as well as for assisting wherever they were needed.
- AESA's Membership Services Committee for the coordination of the First-Timers' Orientation & Breakfast and Regional Breakfasts.
- Dyanne Hughes with The Meetings Solutions and Chris Daw with The American Association of School Administrators for all their help and support.
- Special thank you to the Palm Springs HS Jazz Band and Woodrow Wilson MS Steel Drum Band from Indio, CA.
- Our Conference Sponsors, Apple, Catapult Learning, Comotiv Systems, escWorks, Laureate Education Inc., M & A Technology, OfficeMax, Strategic Energy, TCG Consulting, TCPN/The Cooperative Purchasing Network, Thinking Maps Inc., and Williams Scotsman.
- To all of you who have done your part to assist AESA in conference planning and coordination, we thank you. Whether you submitted a session for review, talked one additional staff member into attending this year, we thank you for your support of and involvement in this conference. Your personal efforts are appreciated.

On behalf of the AESA Executive Council and Staff,
Brian L. Talbott, Executive Director

Conference Sponsor



Wednesday, November 29

8:00 a.m.-2:30 p.m.	Golf Event
9:00 a.m.-3:00 p.m.	PreCon ESA Board Member/CEO Event
noon-6:30 p.m.	Registration Open
1:30-2:00 p.m.	Exhibitor Orientation
2:00-6:30 p.m.	Exhibits Open
3:00-4:00 p.m.	AESA Foundation Meeting
4:30-6:30 p.m.	Welcome Reception in Exhibit Hall

Thursday, November 30

7:00 a.m.-4:00 p.m.	Registration Open
7:30-9:00 a.m.	Continental Breakfast in Exhibit Hall
7:30-9:00 a.m.	Exhibits Open
7:30-8:45 a.m.	First-Timers' Orientation & Breakfast
9:00-10:30 a.m.	Opening General Session
10:30 a.m.-noon	Exhibits Open
10:45-11:45 a.m.	Concurrent Sessions & Product Workshops
noon-1:15 p.m.	Lunch & Awards Program
1:30-5:00 p.m.	Exhibits Open
1:30-2:30 p.m.	Concurrent Sessions & Product Workshops
2:30 p.m.	The AESA Foundation Silent Auction Opens
2:30-3:00 p.m.	Ice Cream Social in Exhibit Hall
3:00-4:00 p.m.	Concurrent Sessions & Product Workshops
3:00-4:00 p.m.	State Leaders Meeting
4:45 p.m.	Drawing for Bingo prizes in Exhibit Hall
5:00 p.m.	Auction Bidding Closes

Friday, December 1

7:00 a.m.-4:00 p.m.	Registration Open
7:30-8:45 a.m.	Regional Breakfasts
9:00-10:30 a.m.	Second General Session & Awards Program
10:45-11:45 a.m.	Concurrent Sessions & Product Workshops
noon-1:15	Lunch & Awards Program
1:30-2:30 p.m.	Concurrent Sessions & Product Workshops
2:45-3:45 p.m.	Job-Alike Sessions
2:45-3:45 p.m.	AESA Business Meeting
7:00-10:00 p.m.	Evening Event: The Fabulous Palm Springs Follies

Saturday, December 2

7:30-9:00 a.m.	Coffee Service
8:00-9:00 a.m.	Concurrent Sessions
9:15-10:15 a.m.	Concurrent Sessions & Product Workshop
10:30 a.m.-12:30 p.m.	Brunch & Closing General Session

Conference Highlights

Internet Café

Open daily Wednesday - Friday (Center/North Registration Counters)

The AESA Conference gives you the opportunity to stay connected—stop by to check your e-mail or surf the web.

Sponsored by M & A Technology



PreCon Event

Wednesday, November 29, 9:00 a.m. – 3:00 p.m.

Salon 1-6

AESA Foundation offers a special opportunity for ESA Board members and CEOs to attend a PreCon that addresses their needs as they work together for the good of their educational service agency. This year the theme is Communication Building Blocks-Telling the ESA Story.

Welcome Reception

Wednesday, November 29, 4:30 – 6:30 p.m.

Springs Ballroom F/G

Plan to attend the welcome reception and the opening of the Exhibit Hall. This is the perfect opportunity to begin to network with fellow conference attendees, to meet exhibitors, and to enjoy refreshments—hors d'oeuvres and beverages. Sponsored by TCPN/The Cooperative Purchasing Network



Play Bingo During the Welcome Reception

Let's play BINGO! Included in your conference portfolio is an AESA BINGO card. Each registrant is encouraged to stop by the corresponding booths throughout the exhibit hours and have the squares stamped. Upon completion, write your name and agency in the space provided and drop the card off at the AESA booth 301. At 4:45 p.m. on Thursday, November 30, four (4) drawings will be held for \$500 cash awards. You must be present to win. Only one entry per paid registration allowed.

First-Timers' Orientation & Breakfast

Thursday, November 30, 7:30-8:45 a.m.

Salon 3

AESA would like to extend a special welcome to first-time attendees by inviting you to AESA's First-Timers' Orientation and Breakfast. First-Timers' will meet AESA Council members and members of the AESA Membership Committee.

Conference Highlights

Opening General Session

Thursday, November 30, 9:00 – 10:30 a.m. (Desert Ballroom Salon 8)

Dr. Doud was chosen from more than two and one-half million teachers as the 1986 National Teacher of the Year for the U.S. of America. His message has universal appeal to all audiences because he speaks about things of the heart. Not only is his message entertaining but thought-provoking and serves as a solemn reminder of why we have chosen this profession as our life's work.

Luncheon & Awards Program

Thursday, November 30, noon – 1:15 p.m. (Desert Ballroom Salon 8)

The *E. Robert Stephens Award* will be presented to Hobart Harmon. Twyla Barnes, Superintendent, ESA 112 Vancouver, WA, will introduce the Executives in Residence program and its participants. Ronald Fielder, AESA Foundation Board Chairman, will provide a brief update on the activities of the Foundation. Guests who have not registered for the Conference may purchase tickets at the AESA counter in the registration area.

Ice Cream Social

Thursday, November 30, 2:30-3:00 p.m. (Springs Ballroom F/G)

Stop by the exhibit floor for a “cool” afternoon break. If you are in need of a mid-afternoon pick-me-up, then we have just the thing for you!

Ice Cream! Come and get it!

Sponsored by Comotiv



AESA Foundation's Silent Auction

Thursday, November 30, 2:30 - 5:00 p.m. (Springs Ballroom F/G)

Help support AESA's Educational Foundation's Silent Auction. Proceeds from the auction will assist the Foundation's ongoing work, which supports AESA's highest priorities and expanding programs and services. Silent Auction items will be displayed in the Exhibit Hall starting on Wednesday, November 29th. Bidding starts Thursday, November 30th at 2:30 and concludes at 5 p.m. Items include donations from the AESA Educational Foundation Board, the AESA Executive Council, State ESA Groups, and AESA exhibitors and sponsors. See the handout in your conference portfolio for a list of items and rules. Please review the impressive list of donations to see what you just can't live without. Come join the fun!

Conference Highlights

Regional Breakfasts

Friday, December 1, 7:30 – 8:45 a.m. (Please check page 41 for the location of your region’s meeting.)

Regional breakfasts allow attendees a time to meet with others from their region, as well as spend time with their AESA Council representatives. See daily listing for state and room designations.

Sponsored by Thinking Maps



Second General Session

Friday, December 1, 9:00 – 10:30 a.m. (Desert Ballroom Salon 8)

Dr. Shirley Neeley was named the Texas commissioner of education on Jan. 12, 2004 by Gov. Rick Perry. Shirley will address issues related to public education and educational service agencies. The *Justice A. Prentice Award* will be presented to Virginia Seccombe.

Let’s Play Bingo

Thursday, November 30, 4:45 p.m. (Springs Ballroom F/G)

Included in your conference briefcase is an AESA BINGO card. Each registrant is encouraged to stop by the corresponding booths and have the squares stamped. Upon completion, write your name and agency in the space provided and drop the card off at the AESA booth #301. Four (4) drawings will be held for \$500 cash awards. You must be present to win. Only one entry per paid registration allowed.

Luncheon & Awards Program

Friday, December 1, noon – 1:15 p.m. (Desert Ballroom Salon 8)

The *Walter G. Turner Award* will be presented to Dr. Shirley Neeley. Brian Talbott, AESA Executive Director, will brief the membership on the state of the association. Guests who have not registered for the Conference may purchase tickets at the AESA counter in the registration area.

Special Entertainment

Friday, December 1, 7:00 - 10:00 p.m. (Offsite Theatre in Palm Springs)

Be sure to attend **The Fabulous Palm Springs Follies**, a three hour razzle-dazzle song and dance vaudeville-style extravaganza! The Follies showcase the music and dance of the 30’s and 40’s but with an amazing difference – each of the cast members is from 56 to 78 years young. The show contains mature topics and therefore is not recommended for children. This is a unique experience you will not want to miss. Shuttle service will be provided. See page 56 for shuttle information.

Sponsored by Strategic Energy



Conference Highlights

Brunch & Closing General Session

Saturday, December 2, 10:30 a.m.–12:30 p.m.(Desert Ballroom Salon 8)

Attendees will have an opportunity to hear from Bonnie St. John, who is a motivating speaker addressing change, breakthrough performance and overcoming adversity. Closing remarks will set the stage for the 2007 Annual Conference in Tampa, Florida.

Sponsored by Apple, Catapult Learning, and Laureate Education, Inc.



J. W. Marriott Restaurant Information

Starbucks – open early for breakfast, serving assorted pastries

LakeView Restaurant – open for breakfast, lunch and dinner

Oasis Bar and Grille – open for lunch, sandwiches & cool tropical drinks

Ristorante Tuscany – Italian, open for dinner

Mikado – Japanese, open for dinner, knife-twirling chefs

Sea Grille –open for dinner – freshest ingredients from land and sea

Colibri Grille –Authentic Mexican, open for lunch and dinner

Symbols for Concurrent Sessions

Leadership & Governance:
Explore governance strategies



Technology: Demonstrate successful uses resulting in direct benefits



Entrepreneurism & Public Agencies:
Explore entrepreneurial activities



Accountability & Standards: Demonstrate the use of accountability methods & standards



AESA Sponsored Events



Product Workshop



Job-a-Like



Wednesday, November 29, 2006

Wednesday at a Glance

8:00 a.m.-2:30 p.m. Golf Event
9:00 a.m.-3:00 p.m. PreCon ESA Board Member/CEO Event
noon-6:30 p.m. Registration Open
1:30-2:00 p.m. Exhibitor Orientation
2:00-6:30 p.m. Exhibits Open
3:00-4:00 p.m. AESA Foundation Meeting
4:30-6:30 p.m. Welcome Reception in Exhibit Hall

8:00 a.m.- 2:30 p.m.

AESA National Golf Championship 2006



Marriott's Desert Springs-Valley Course

The 2006 AESA National Golf Championship is scheduled with a shotgun start. The four person team scramble event will be played at the Marriott's Desert Springs-Valley Course. **Sponsored by Comotiv Systems**

9:00 a.m. – 3:00 p.m.

PreCon ESA Board Member/CEO Event



Salon 1-6 (lunch included in the Tuscany Restaurant)

The AESA Foundation offers a special opportunity for ESA Board members and CEOs to attend a PreCon that addresses their needs as they work together for the good of their educational service agency. This year's theme is Communication Building Blocks-Telling the ESA Story. A committee of ESA Board Members, led by AESA Foundation Chairman Ron Fielder, contributed to the planning of this event. It is recommended that both Board Members and CEOs attend this meeting together.

1:30 – 2:00 p.m.

Exhibitor Orientation

Springs Ballroom F/G

A time for exhibitors to meet with AESA staff before the exhibit hall opens to attendees.

3:00- 4:00 p.m.

AESA Foundation Meeting



Salon D

This is the annual meeting of the AESA Foundation Board.

Presenter: Ronald Fielder, AESA Foundation Chairman, AESA

4:30-6:30 p.m.

AESA Welcome Reception

Springs Ballroom F/G

Plan to attend the welcome reception in the Exhibit Hall. This is the perfect opportunity to begin to network with fellow conference attendees, to meet exhibitors, and to enjoy refreshments – hors d'oeuvres and beverages (two beverage tickets will be provided to all registered guests).

Sponsored by TCPN/The Cooperative Purchasing Network

Wednesday

Thursday at a Glance

7:00 a.m.-4:00 p.m.	Registration Open
7:30-9:00 a.m.	Continental Breakfast in Exhibit Hall
7:30-9:00 a.m.	Exhibits Open
7:30-8:45 a.m.	First-Timers' Orientation & Breakfast
9:00-10:30 a.m.	Opening General Session
10:30 a.m.-noon	Exhibits Open
10:45-11:45 a.m.	Concurrent Sessions & Product Workshops
noon-1:15 p.m.	Luncheon & Awards Program
1:30-5:00 p.m.	Exhibits Open
1:30-2:30 p.m.	Concurrent Sessions & Product Workshops
2:30 p.m.	The AESA Foundation Silent Auction Opens
2:30-3:00 p.m.	Ice Cream Social in Exhibit Hall
3:00-4:00 p.m.	Concurrent Sessions & Product Workshops
3:00-4:00 p.m.	State Leaders Meeting
4:45 p.m.	Drawing for Bingo prizes in Exhibit Hall
5:00 p.m.	Auction Biding Closes

7:30 - 9:00 a.m.

Continental Breakfast

Springs Ballroom F/G

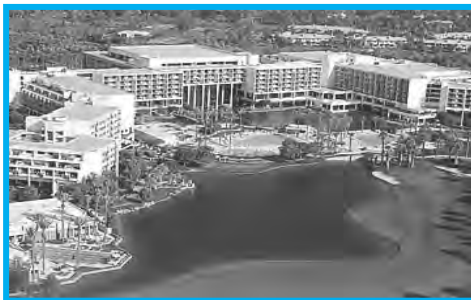
7:30-8:45 a.m.

First-Timers' Orientation & Breakfast

Salon 3

AESA would like to extend a special welcome to first-time attendees by inviting you to AESA's First-Time Orientation and Breakfast. First-timers will meet AESA Council members and members of the AESA Membership Committee. After introductory remarks, participants will divide into smaller groups so that a more informal question and answer session can take place. AESA's Membership Committee will provide an overview of the conference, discuss current AESA initiatives, and suggest ways that First-Timers can gain advice on how to fully participate in the Conference.

Thursday



J.W. Marriott Desert Springs Resort & Spa
Palm Desert, California

Thursday, November 30, 2006

9:00 - 10:30 a.m.

Thursday Opening General Session

Desert Ballroom Salon 8

Presiding: Lee Warne

Entertainment: Palm Springs High School Jazz Band

Welcome: David Long, Superintendent, Riverside County Office of Education

Introduction of Keynote Speaker: Lee Warne

Keynote Speaker: Guy Doud



Guy Doud

Our opening speaker on Thursday morning is Dr. Guy Doud. He was chosen from more than two and one-half million teachers as the 1986 National Teacher of the Year. Since being chosen he has addressed hundreds of groups. His message has universal appeal to all audiences because he speaks about things of the heart.

[Contact Information: guydoud@charter.net]

Thursday

10:45 - 11:45 a.m.

A Regional Approach to Post-911 Emergency Response in Schools

Directors Suite V

Program Area: *Entrepreneurism & Public Agencies*



As one of the US Department of Education's Emergency Response and Crisis Management grantees, the Green River REC has discovered the challenge of working in the rapidly changing area of school safety and crisis response. The session will highlight how 11 districts, their 77 schools, and multiple community partners engaged in an 18 month project to review pre-911 plans and revise them for today's world. All important plans for sustaining the growth and progress of Emergency Response in school will also be discussed.

Lead Presenter: Liz Storey, Executive Director, Green River REC, Bowling Green, KY

Presenter: David Keller, Emergency Response Project Coordinator, Green River REC, Bowling Green, KY

10:45 - 11:45 a.m.

Service Potential of the ESA

Salon 3



Program Area: *Leadership/Governance*

Successful ESAs must continuously strive to meet the needs of school districts. Without support of the school district superintendent, ESA services will seldom satisfy customer expectations. What do superintendents expect in an ESA? This session will reveal 12 characteristics that school district superintendents consider essential in an ESA. Participants can rate their own organization while reviewing a tool for assessing ESA service potential.

Lead Presenter: Hobart Harmon, Educational Consultant, PCRS, Timberville, VA

10:45 - 11:45 a.m.

CSI: Collaborating for Student Improvement

Salon D



Program Area: *Accountability & Standards*

Can ESAs impact classroom achievement? The answer is YES! This session will showcase the collaborative effort that resulted in increased student performance. An ESA, a local school district, and a college created a comprehensive, integrated plan that worked. The components included an analysis of student learning data, a memorandum of understanding, staff development, learning teams, walk-through, and the use of research-based instructional strategies. This process that brings school improvement into the classroom could be replicated in any ESA.

Lead Presenter: Mitzi Hoback, ESU 4, Auburn, NE

Presenter: Margaret McInteer, ESU 4, Auburn, NE; Ellen Stokebrand, ESU 4, Auburn, NE

10:45 - 11:45 a.m.

Federal Relations Update

Salon 1-2



Program Area: *Leadership/Governance*

A review of federal legislative activities and how these actions relate to ESAs. Consideration will be given to the reauthorization of the Perkins Career & Technical Education Act, the new IDEA regulations, education funding, and an update on the proposed reauthorization of the Elementary and Secondary Education Act. Evaluate the successes of AESAs 2006 legislative agenda.

Lead Presenter: Bruce Hunter, Associate Executive Director, Public Policy, American Association of School Administrators, Arlington, VA

Presenter: Dale McCall, Chairman, AESA Government Relations Committee

Thursday, November 30, 2006

10:45 - 11:45 a.m.

Helping Prepare Schools for Disasters

Salon A

Program Area: *Entrepreneurism & Public Agencies*

Beyond written emergency plans, learn other steps that schools can take to better prepare for potential disasters. This session highlights tabletop exercises, emergency preparedness school audits, administrator summits, and a school emergency information system, which are guided by a community safe schools task force. Participants will learn the role of one ESA in actively assisting schools to improve their preparedness, response and recovery.

Lead Presenter: Peggy Sandberg, Director, Risk Management, ESD 112, Vancouver, WA



10:45 - 11:45 a.m.

IDEA '04: Opportunities & Challenges for ESA's

Salon 4

Program Area: *Accountability & Standards*

The promulgation of IDEA '04 has led to many changes and developments, some minor, some significant, in organizations serving children with special needs. The Northern Rhode Island Collaborative (NRIC) has discovered that the evolvments brought forth by IDEA '04 have generated both challenges and opportunities in serving its member districts. This presentation will focus on how IDEA '04 has impacted the programs and services offered by the NRIC and other ESAs in England, as we strive to meet the needs of our constituents.

Lead Presenter: Julian (Bud) MacDonnell, Executive Director, Northern Rhode Island Collaborative, Cumberland, RI



10:45 - 11:45 a.m.

Increasing Student Achievement through Regional Partnerships

Salon 6

Program Area: *Leadership/Governance*

Supporting the academic success of all students is the goal of 11 new and emerging regional partnerships in California funded by Alliance for Regional Collaboration to Heighten Educational Success (ARCHES). Attendees will learn about promoting new and existing partnerships between K-12, higher education, non-profits and business. The work of California State Superintendent O'Connell's P-16 Council will also be discussed.

Lead Presenter: Diane Siri, County Superintendent of School, Santa Cruz COE, Capitola, CA

Presenters: Penny Edgert, ED, Intersegmental Coordinating Council, Sacramento, CA; Dennis Galligani, ED, ARCHES, Irvine, CA; Dave Jolly, ED, California Academic Partnership Program, Long Beach, CA



Thursday

10:45 - 11:45 a.m.

NAMTC Presents: Hosting and Providing Web-Based SIS & Ancillary Services to Schools

Salon E



Program Area: Technology

Grant Wood AEA discusses how they have modeled a complete range of services for schools, anchored by the web-based Pearson Centerpoint Student System. This presentation includes details of the partnership to provide hosting, training, and support for schools using Centerpoint and methods for linking Centerpoint to a student assessment system, health records, label maker, and other components. The Grant Wood AEA packages all these elements to provide a cost effective, high level of service.

Lead Presenter: Bob Neilly, Grant Wood AEA, Cedar Rapids, IA

Presenter: Scott Benson, Grant Wood AES, Cedar Rapids, IA

10:45 - 11:45 a.m.

Online Assessment of Professional Development: An Easy & Effective Way to Measure Impact

Directors Suite III

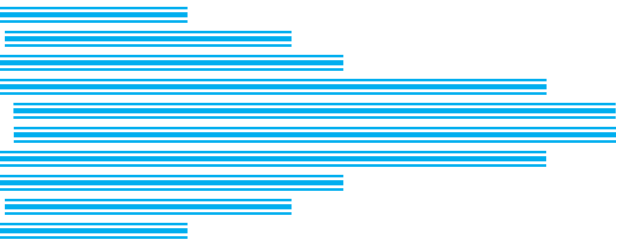


Program Area: Technology

In 2004, Cooperating School Districts of Greater St. Louis introduced an online survey to monitor the extent to which professional development (PD) was influencing the participant’s knowledge and practices and was then impacting student performance. PD participants complete online surveys 60 and 120 days after training. The survey is helpful in shaping the quality content of future offerings. Session attendees will learn how to develop affordable online surveys, to gather and analyze survey data, and to use survey feedback for continuous planning.

Lead Presenter: Dennis Dorsey, Associate Executive Director, Cooperating School District of Greater St. Louis, St. Louis, MO

Presenter: Kathleen Woehrmann, Director of Communications, Cooperating School Districts of Greater St. Louis, St Louis, MO



Thursday, November 30, 2006

10:45 - 11:45 a.m.

Raising Student Achievement through Professional Development: The Power of an ESA



Salon 5

Program Area: *Technology*

The Panhandle Area Educational Consortium (PAEC) provides winning solutions for educators and students, allowing member districts to meet or exceed the professional development requirements established by the Standards of the National Staff Development Council. The PAEC process starts with an electronic needs assessment, based on student data, and ends with custom-crafted, face-to-face trainings and broadcasts or internet-delivered courses.

Lead Presenter: Brenda Crouch, Florida Learns Academy, Consultant, Panhandle Area Educational Consortium, Chipley, FL

Presenters: Tony Anderson, Administrator of Instructional Services; Rick Everett, Technology Enhancement Program Coordinator; Belva Free, Florida Learns Academy, Director; Sharon Mitchell, Special Projects Program Coordinator, Panhandle Area Educational Consortium, Chipley, FL

10:45 - 11:45 a.m.

School Leader Development: Building 21st Century Schools



Director Suite I

Program Area: *Leadership/Governance*

“School Leader Development: Building 21st Century Schools” is a curriculum that combines videos, challenging questions, discussion, and expert resources to focus on dimensions of change within schools. This curriculum was developed by Dr. John Bransford, editor of “How People Learn,” is funded through Microsoft’s “Partners in Learning” program, and has been used by ESAs to foster conversations in school restructuring. In this introductory session, participants can learn more about the program and about getting involved in the free facilitator training.

Lead Presenter: Norm Ronell, Administrator, Educational Service Unit 7, Columbus, NE

Presenter: Brian Bratonia, Microsoft, Redmond, WA

Thursday

10:45 - 11:45 a.m.

Start with Basecamp: Project Management for your Strategic Plan

Salon B

Program Area: *Leadership/Governance*



Projects don't fail from a lack of charts, graphs, or reports; they fail from a lack of communication and collaboration. Discover how to apply a project management discipline to strategic planning with the web-based tool Basecamp, which allows for the managing and tracking of projects.

This innovative approach, coupling project management with an easy to use tool, adds productivity and value to planning efforts. Serving as the Strategic Planning Center for Pennsylvania's Schools, Bucks County IU 22 has provided dynamic strategic planning for 15 years.

Lead Presenter: JoAnn Perotti, Director of Strategic Planning, Bucks County IU #22, Doylestown, PA

Presenter: Lawrence Martin, Assistant Executive Director, Bucks County IU #22, Doylestown, PA

10:45 - 11:45 a.m.

The Role of ESAs in Developing Professional Learning Communities

Salon C

Program Area: *Leadership/Governance*



The Riverside County Achievement Team (RCAT) of Riverside COE presents a workshop on the role of ESAs in developing professional learning communities (PLCs) in districts and schools. The mission of RCAT is to promote student achievement. This session will show that at schools in which the RCAT implemented PLCs, students have demonstrated greater improvement in academic performance than students in similar non-PLC schools, both in overall results and in disaggregated subgroups. This presentation is the result of a project done through the DuFour Leadership Academy.

Lead Presenter: David Long, Supt Riverside COE, Riverside, CA

Presenters: Lanelle Gordin, Coordinator, Instructional Support Services, Riverside COE, Riverside, CA; Nita Grantham, Coordinator, Instructional Support Services, Riverside COE, Riverside, CA; Terry Wilhelm, Director, School Leadership Center, Riverside COE, Riverside, CA

Thursday, November 30, 2006

10:45 - 11:45 a.m.

TetraData Product Workshop –Experiences from Oregon: How ESAs Can Use Data to Support School Improvement

Directors Suite II

Program Area: *Product Workshop*



Data-driven decision making is paramount to the success being realized in Linn Benton Lincoln Education Service District. Discover what data-driven decision making means in the ESA arena and how LBL is empowering its 12 constituent school districts with data-driven professional learning initiatives. The Oregon ESA will also offer insight on how to select the right data warehousing and analysis solution, and lessons learned regarding technical infrastructure requirements, support needs, and the cost of ownership.

Presenters: Susan Waddell, Superintendent, Linn Benton Lincoln ESD, Albany, OR; Tom Luba Director, Learning Options, Linn Benton Lincoln ESD, Albany, OR; Gary Tharp, Director, Technology Solutions, Linn Benton Lincoln ESD, Albany, OR; Kris Jensen, Director of Sales West, TetraData Corporation, Greenville, SC

10:45 - 11:45 a.m.

WGBH/Teachers' Domain Product Workshop

Directors Suite IV

Program Area: *Product Workshop*



WGBH/Teachers' Domain is all about SCIENCE. In this workshop you will experience and learn easy ways to share Teachers' Domain with the teachers you serve. Teachers' Domain offers free online multimedia resources, lesson plans and discussion questions for science teachers K-12. Everything is aligned to your state and national standards and, did we mention ...FREE! Teachers' Domain also offers over 25 online professional development courses for science teachers. Come see a demonstration of the resources and the courses and enter your name in drawings for NOVA DVDs.

Presenter: Carolyn Jacobs, Senior Account Representative, WGBH/Teachers' Domain, Boston, MA

Thursday

12:00- 1:15 p.m.

Luncheon & Awards Program

Desert Ballroom Salon 8

Presiding: Douglas Garman

Introduction of E. Robert Stephens Award: Rick Saunders

Introduction of Award Recipient: Stan Riggs

E. Robert Stephens Award Winner: Hobart Harman

AESA Executives in Residence Program: Twyla Barnes

AESA Foundation: Ronald Fielder

The *E. Robert Stephens Award* will be presented to Hobart Harmon. Twyla Barnes, Superintendent, ESA 112 Vancouver, WA, will introduce the Executives in Residence program and its participants. Ronald Fielder, AESA Foundation Board Chairman, will provide a brief update on the activities of the Foundation.

1:30 – 2:30 p.m.

Collaboration & Sharing: An Entrepreneurial Business Model for ESAs

Salon C

Program Area: *Entrepreneurism & Public Agencies*



Pressure to do more with less provides ESAs the opportunity to build relationships that become new direct service lines of business, save money for constituents, and generate revenue for ESAs. Examples include transportation and technology ventures that have saved millions of dollars for participating districts. Session attendees will learn about the implications and demands experienced by consortia partners with regard to infrastructure, common operational platforms, labor relations, professional development, contract development, accountability, pricing models and organizational culture.

Lead Presenter: Thomas Svitkovich, Supt, Genesee ISD, Flint, MI

1:30 - 2:30 p.m.

NAMTC Presents: Plan for the Technological Future?

Salon E

Program Area: *Technology*



How can a management team be better informed to support, equip, and advise employees and customers? This session will explore the current age of license renewal and software updates and their impact on budgets. Participants will also learn the techniques to work as a team to make solid network and budget plans that include adequate support people, infrastructure options, and disaster recovery plans. Be ready for what is next on the technological horizon!

Lead Presenter: Deborah Hale, ESD 113, Olympia, WA

Presenters: Dana Anderson, ESD 113, Olympia, WA; Dick Barnhart, ESD 113, Olympia, WA

Thursday

Thursday, November 30, 2006

1:30 - 2:30 p.m.

Being Entrepreneurial: It's Risky Business

Director Suite V



Program Area: *Entrepreneurism & Public Agencies*

Many ESAs are taking more of an entrepreneurial approach to the delivery of products and services. Being entrepreneurial means operating an ESA more like a business than a governmental entity, which means taking risks. There are risks beyond obvious financial risks. In this session participants will learn ways to access the financial risks and the less obvious risks associated with specific activities. In addition, this session will demonstrate risk management and minimization strategies for entrepreneurial enterprises.

Lead Presenter: Andy Pechacek, CFO, Region 4 ESC, Houston, TX

Presenter: Tim Merlino, CFO, ESD 112, Vancouver, WA

1:30 - 2:30 p.m.

Connecting to the Past through the Future

Salon A



Program Area: *Technology*

Students from small rural schools are using high quality Internet I connections and cutting-edge synchronous distance learning technology to visit ten National Parks. Students and Park Rangers connect in real time to talk about the Park, as it relates directly to material being taught in the classroom. Enrichment activities are customized to enhance curriculum and are matched to National Learning Standards. This session will introduce attendees to the online Parks and highlight student learning experiences made possible by this technology.

Lead Presenter: Charles Doyle, Director SNDLC/Media, ESU #5, Beatrice, NE

Presenter: Don Ferneding, Director K-Nection, ESU #5, Beatrice, NE

1:30 - 2:30 p.m.

Leadership for Effective Small Schools

Salon 4



Program Area: *Leadership/Governance*

In this era of reform, educational leaders are looking for ways to facilitate school improvement, increase student achievement, and foster best teaching practices. The research on school redesign provides school leaders the opportunity to integrate the best practices of small learning communities and professional learning communities, to create cultural change and sustainability. Participants will be given sample survey instruments and rubrics that can be used with all school stakeholders to assess the features of effective small schools and will learn about online resources with training opportunities for teachers, parents, and committee members.

Lead Presenter: Ron Nanney, SW Education Alliance, Charlotte, NC

Presenter: Ed Tyson, SW Education Alliance, Charlotte, NC

Thursday

1:30 - 2:30 p.m.

Partnering with the One Stops in Connecticut

Salon D



Program Area: *Entrepreneurism & Public Agencies*

The Capitol Region Education Council has been an instrumental partner in the delivery of employment services through the Connecticut Works One Stop Employment Centers. Staff members have been located at six local centers to provide comprehensive assessment services to job seekers, either dislocated workers or disadvantaged adults seeking career guidance. The CREC staff has served over 1000 individuals annually and provided staff development for the personnel of the One Stop Centers.

Lead Presenter: Andrew Tyskiewicz, Division Director

Presenter: Deanna Mancino, Program Manager, CREC, Hartford, CT

1:30 - 2:30 p.m.

Prioritizing Services to Schools and Systems

Directors Suite III



Program Area: *Accountability & Standards*

In order to provide assistance to schools that are most needy, Central Savannah River Area RESA has developed a plan that prioritizes school services based on the school's standardized test scores, attendance rates, and graduation rates. This session will showcase the process used to set priorities and the planning process used to serve schools effectively.

Lead Presenter: Gloria Gabriel, CSRA RESA, Dearing, GA

1:30 - 2:30 p.m.

Riverside County Achievement Teams: A Program Improvement Model with a Focus on Diverse Learners

Salon 6



Program Area: *Entrepreneurism & Public Agencies*

This presentation will demonstrate how students participating in the model program outscored both the state and similar schools in API growth points and in percentage of growth at or above proficient level in AYP. A description of how the model's multi-structure at the county office, district office and school site brought coherence across all entities to increase student learning and improve performance in high-stakes assessments of all significant subgroups by using a professional learning community approach, supported by a leadership component focusing on systems change and process facilitation.

Lead Presenter: Mike Jones, Assistant Superintendent, Riverside COE, Riverside, CA

Presenters: Dave Long, Superintendent, Riverside COE, Riverside, CA
Dawn Walsh, Riverside COE, Pomona, CA; Diane Walsh-Reuss, Director, Riverside COE, Riverside, CA

Thursday, November 30, 2006

1:30 - 2:30 p.m.

Self- Assessment Professional Development for ESA Staff

Salon 5



Program Area: *Accountability & Standards*

What critical roles in professional development in our schools do ESA staff play and which competencies are necessary for the successful performance in those roles? Answers to these questions will be given by demonstrating the English version of a new self-assessment instrument for ESA staff, which has been developed in The Netherlands and will be available on the internet. The Professional Development for Professional Developers (PD4PD) instrument gives ESA staff insight into the competencies related to the critical roles in professional development.

Lead Presenter: Ruud Gorter, Professor and Director, Institute for Advanced Studies and Applied Research for Educational Services, INHOLLAND University/EDventure, The Hague, The Netherlands

1:30 - 2:30 p.m.

AESA Solutions Marketplace

Salon 1-2



Program Area: *Entrepreneurism & Public Agencies*

Solutions Marketplace is a unique opportunity for ESAs to market homegrown products to school districts and regional agencies. Come hear about five of the current products available and perhaps you'll come away with some ideas for submitting something you've developed for Solutions Marketplace. Presenters will give brief overviews of a variety of products that may be just what you've been looking for.

They include: eSchool Builders, an easy to use browser-based online tool for managing websites and online courses; iClasses, Online Learning, supplemental classes for remediation, enrichment, credit recovery or alternative programs grades six through twelve; E-Rate Services, applications and appeals services for schools, libraries and ESAs; escWorks, a variety of software modules for enhanced accountability, resource management, planning and reporting; Administrative Software, a relational database for payroll, personnel, fund accounting, grading, scheduling and attendance.

Presenters: Robert Witten, Executive Director and Geoff Craven, Technology Group, Central Susquehanna Intermediate Unit, Lewisburg, PA; Michael Franken, Executive Director for Instruction, Ohio Valley Educational Co-op, Shelbyville, KY; Wesley Talbert, Director Administrative Information Services, Region 4 Education Service Center, Houston, TX; Edward Schmitt, Superintendent, Multnomah Education Service District, Portland, OR

Thursday

1:30 - 2:30 p.m.

Teaching Reading in Middle & High School is No Longer Optional

Salon 3

Program Area: *Entrepreneurism & Public Agencies*



This session will explore how the Southwest Co-op and Modern Red School-House worked together to help secondary teachers, who had not been trained as reading teachers, learn how to teach reading through their content areas. Using research, hands-on experience, and practical strategies and activities that are effective in any content area, the program has built teacher capacity and increased student achievement. The process also includes trainings for administrators to provide support to teachers.

Lead Presenter: Phoebe Bailey, Professional Development Coordinator, Southwest AR Educational Cooperative, Hope, AR

Presenter: Sharon Faber, Site Manager, Modern Red SchoolHouse, Nashville, TN

1:30 - 2:30 p.m.

Turbocharge Professional Development with Tech Tools

Salon B

Program Area: *Technology*



Do you use only one tool for all tasks—Power Point? This session will demonstrate the power of a variety of tools to engage learning and will illustrate a natural integration of technology into curriculum and instruction for teachers and administrators. Anecdotal data from successful county and statewide programs and samples of the tools in the toolkit will be shared.

Lead Presenter: Shirley Crehan, Dir, Bucks County IU, Doylestown, PA,

Presenter: A. Carol Teitelman, Instructional Technology Specialist, Bucks County IU, Doylestown, PA

1:30 - 2:30 p.m.

Using Neuroscience Research & Technology to Develop Effective Readers

Directors Suite I

Program Area: *Technology*



This session will describe how Mississippi ESAs and their schools, partnering with Scientific Learning, are using the latest brain research and technology-based interventions to get dramatic results and lasting gains for students who are struggling to become effective readers. Participants will review the latest brain research regarding acquisition of language skills, learn how these deficiencies can quickly remediate, and participate in an auditory processing demonstration. In addition, this session will present the results of this intervention program with a variety of student populations.

Lead Presenter: Judith Miller, Ex Dir, East MS Center for Ed Dev, Inc. Meridian, MS

Presenter: Sherry Francis, Dir, Ed Initiatives, Scientific Learning Corp, Neosho, MO

Thursday, November 30, 2006

1:30 - 2:30 p.m.

AESA Government Relations Committee Meeting



Chairman's Boardroom

The AESA Governmental Relations committee, made up of one voting representative from each state, will review AESA's work on Capitol Hill this past year and begin the planning process for the January 24-25, 2007, federal relations meeting in DC.

Chairman: Dale McCall

Staff Liaison: Kari Arfstrom

1:30 - 2:30 p.m.

WRC Media Product Workshop

Directors Suite II

Program Area: Product Workshop



Compass Learning and Weekly Reader have established strong business relationships with ESAs across the country. Compass Learning Odyssey and Secondary/Intervention provides the assessment, aligned curriculum and data reporting for ESA programs such as SES, Special Education, and Credit Recovery. Weekly Reader has created opportunities for ESAs to provide direct purchasing discounts to their local schools districts on routine purchases of supplemental educational materials.

Presenters: Andrew J. Cary, Director-Strategic Partnerships, WRC Media, NYC; Doug Garman, Superintendent, Wood County ESC, OH; Sonny Compton, Senior Account Manager, Compass Learning, OH

1:30 - 2:30 p.m.

Apple Product Workshop-How ESAs are Certifying the 21st Century Learner

Directors Suite IV

Program Area: Product Workshop



The US still has a lock on one of the fastest growing competitive global markets: digital media and communications. Career and technical education programs are being revised nationwide to accommodate the 21st century skills needed to help K-12 students thrive in the fields of photography, music production, filmmaking and more. In response, Apple now offers its award winning "Apple Authorized Training Center" program to train and certify the next generation of creative professionals on industry-standard digital media products. Come see how one influential service agency has used this formula to incorporate a comprehensive curriculum and certification program for tomorrow's photographers, musicians, and filmmakers.

Presenters: Susanna Garza, Region XX, San Antonio, TX; Ann Townsager, Senior Manager, Creative Solutions, Apple

Thursday

2:30 p.m.

AESA Foundation’s Silent Auction Opens

Spring Ballroom F/G

The bidding closes at 5:00 p.m. today so get your bids in early!

2:30- 3:00 p.m.

AESA Ice Cream Social

Spring Ballroom F/G

Stop by the exhibit floor for a “cool” afternoon break. If you are in need of a mid-afternoon pick-me-up, then we have just the thing for you!

Sponsored by COMOTIV Systems



3:00- 4:00 p.m.

ACE: A Planned Program to Improve Student Achievement on State Assessments

Salon A



Program Area: Accountability & Standards

ACE, Assessment Conditioning Exercises, products were created by teams of accomplished teachers to specifically support instruction on tested state indicators and to dramatically improve student learning of approved State Standards. Conference participants will learn how teachers can use ACE Notebooks, ACE Training Video and ACE Vocabulary Cards, which presents vocabulary frequently used in the State Assessments. These activities have also been translated into Spanish.

Lead Presenter: Jim Barrett, Executive Director, Southwest Plain Regional Service Center, Sublette, KS

3:00 - 4:00 p.m.

Assistance for Program Improvement Schools & Districts

Salon C



Program Area: Accountability & Standards

Napa and Solano COEs have formed a partnership to provide services to Program Improvement districts as a state approved School Assistance Intervention Team. This session will present longitudinal data and the tools used to identify components that must be in place for schools and districts to be able to sustain a pattern of continuous improvement. We will discuss the actions taken helping districts to assess barriers to student achievement, to analyze the coherence of their operations, and to revise their Local Educational Agency Plan and the Single Plan for Student Achievement.

Lead Presenter: Rob Phillips, Assistant Superintendent, Solano COE,

Presenters: Dee Alarcon, Superintendent, Solano COE, Mary Camezon, Jan Sabo, Director of Curriculum & School Improvement, Napa COE, Napa, CA

Thursday

Thursday, November 30, 2006

3:00 - 4:00 p.m.

Helping Schools Manage Their Energy Budget

Directors Suite V

Program Area: *Entrepreneurism & Public Agencies*

Energy is a growing portion of a school's budget. The US Department of Energy estimates that schools waste over 20% of their energy through ineffective building management. The CESA 10 Energy Manager Program has helped participating schools save more than 15% of their energy costs in one year without any capital investment. Because of non-profit status and commitment to helping member districts operate efficiently, ESAs are uniquely positioned to provide this type of service. The Energy Manager Program can be duplicated anywhere.

Lead Presenter: Charlie Schneider, Director of Facility Management, CESA #10, Chippewa Fall, WI

Presenter: Larry Annett, Administrator, CESA #10, Chippewa Falls, WI



3:00 - 4:00 p.m.

Knowledge Power at Any Hour

Salon E

Program Area: *Technology*

Central Indiana ESC's online high school program was developed to provide students with high school courses that always fit the student's schedule. Through the delivery of dynamic, engaging, and interdisciplinary curricula, students are challenged to exercise time management, critical thinking, and communication skills in the pursuit of academic success. An overview of the program, course curriculum, and the use of blogs and podcasting to engage students in active learning will be presented.

Lead Presenter: Tom Pagan, Executive Director, Central Indiana ESC, Indianapolis, IN



3:00 - 4:00 p.m.

Leading for Learning, Getting Results!

Salon 4

Program Area: *Accountability & Standards*

This presentation will highlight the key components of the Pennsylvania system for fostering strategic leadership at all levels through results-focused strategic planning, continuous school improvement, comprehensive leadership development, and clear accountability for results. This is Pennsylvania's approach to continuous school and district improvement. Other ESAs and states can adapt this approach to meet local needs.

Lead Presenter: Jay Scott, Executive Director, Lancaster – Lebanon IU 13, East Petersburg, PA

Presenters: Cindy Burkhart, Assistant Executive Director, Lancaster – Lebanon IU 13, East Petersburg, PA; Mutiu Fagbayi, President/CEO, Performance Fact, Inc., Oakland, CA



Thursday

3:00 - 4:00 p.m.

Live from Your Desktop! LANs, WANs, & Satisfied Fans

Directors Suite III

Program Area: *Technology*

LANs and WANs offer the necessary infrastructure for providing innovative technologies to ESAs and school districts. Participants will learn how to leverage networks to enhance the education of students, the effectiveness of staff, and the productivity of your business and about new services and resources that reduce costs of applications, hosting fees, and maintenance. Explore the benefits of aggregated service consortia that conserve bandwidth, promote security, maximize resources, and save money. Identify benefits of digital video, online communities, and distance learning; and have fun with Moodles, Blogs, and Wikis.

Lead Presenter: Carl Heining, Capital Area IU, Summerdale, PA

Presenter: Glenn Zehner, Ex Dir, Capital Area IU, Summerdale, PA



3:00 - 4:00 p.m.

NAMTC Presents: Oh Those Kids!

Directors Suite I

Program Area: *Technology*

Schools are finding it difficult to prevent kids from bringing their new, whiz-band technological devices into classrooms. Would we be wiser to heed the old adage, "If you can't beat them, join them"? Could that kid who is carrying his cell phone in your classroom be actually carrying the next great curricular tool? Can that iPod that keeps sneaking its way into your room be turned into the latest fount of knowledge? Find out ways in which many educators are making lemonade out of digital "lemons."

Lead Presenter: Gary Ross, Lane ESD, Eugene, OR



3:00 - 4:00 p.m.

Nebraska STARS: Partnering for Improved Student Learning

Salon 6

Program Area: *Accountability & Standards*

The Nebraska Legislature and Department of Education initiated the Student-Based, Teacher-Led, Assessment Reporting System (STARS), one of a few accountability systems in the nation based on locally developed, classroom-based assessments. The Nebraska ESUs, in partnership with the Nebraska Department of Education and member schools, played a key role in the development of quality assessments. This session will explore the partnerships and review the strategies that facilitated the successful implementation of STARS.

Lead Presenter: Don Fritz, Administrator, ESU #6, Milford, NE

Presenters: Mitzi Hoback, Co-Director of Professional Development, Margaret McInteer, Co-Director of Professional Development, ESU #4, Auburn, NE; Pat Roschewski, Director of Statewide Assessment, Nebraska Department of Education, Lincoln, NE



Thursday, November 30, 2006

3:00 - 4:00 p.m.

Preparing Schools for an Avian Flu Pandemic Using Information Technology

Salon 5

Program Area: *Technology*

Few schools have included coping with a possible pandemic in their crisis management plans. Using documents such as the Centers for Disease Control and Prevention "School Pandemic Influenza Planning Checklist," Delta Schoolcraft ISD has developed practical and cost effective ways for schools to use technology to continue the teaching and learning process in the event of a pandemic. In this session participants will receive current information and practical, replicable hands-on materials and information about initiatives that allow students to stay connected to school through technologies.

Lead Presenter: Kristine Paulsen, Gen Ed Dir, Delta Schoolcraft ISD, Escanaba, MI

Presenter: Michael Koster, Supt, Delta Schoolcraft ISD, Escanaba, MI

3:00 - 4:00 p.m.

Re-think the System & Plan for a More Accountable Future Using a New Data Collection Model

Salon 3

Program Area: *Accountability & Standards*

By convening a task force of stakeholders to develop an action plan for greater accountability and enhanced relevance for curriculum, the Hillsdale County ISD developed and implemented a comprehensive data collection model and executed a strategic plan that lead to specific goals of greater student achievement, enhanced relevance of curriculum, and marketing the results to the public. This process has redefined public education in Hillsdale County and engaged the entire community. Participants will leave this session with how-to-do-it information.

Lead Presenter: Robert Henthorne, Supt, Hillsdale County ISD, Hillsdale, MI

3:00 - 4:00 p.m.

Scenario Planning: How to Energize the Planning Process

Salon 1

Program Area: *Leadership/Governance*

Frustrated with traditional planning processes? Discover a means of re-introducing creative, innovative, and multiple perspectives into planning via Scenario Planning. Scenarios are stories or descriptions used to present alternative images of the future. By exploring strategic options, promoting discussions of change, and creating new mental images, scenarios utilized at all levels, can be an integral part in developing learning organizations.

Lead Presenter: Mike Cook, Ex Dir, ESSDACK, Hutchinson, KS



Thursday

3:00 - 4:00 p.m.

Strategic Planning for Cooperatives & Schools Made Easier with “Chainsaw Planning”

Salon D



Program Area: *Leadership/Governance*

The workshop will assist leaders by demonstrating “Chainsaw Planning,” an easy planning method that reduces confusion and increased participants’ commitment to the planning process. This system has been taught to over 500 educational leaders. This session will provide tools and strategies to facilitate the use of the method and decision-making techniques to reduce conflict among participants during strategic planning. Worksheets detailing each of the methods will be handed out, and examples from effective cooperatives and districts will be presented.

Lead Presenter: Jerry Freemark, Executive Director, CESA #4, West Salem, WI

Presenter: Bruce Miles, Trainer, Big River Group, St. Cloud, MN

3:00 - 4:00 p.m.

Teacher to Teacher-200 Miles Closer: A Distance Model for Professional Learning Communities



Salon B

Program Area: *Technology*

The Northwest Service Cooperative (NWSC) teamed with Teachscape, Inc., to provide over 40 rural educators access to high quality, research based materials. The regional Academy incorporated three face-to-face meetings with Teachscape’s online discussion board, allowing teachers frequent communication with grade-level peers. Through the Academy, NWSC continues to partner with Teachscape to provide content-rich online graduate-level courses to teachers and has created a revenue stream for itself.

Lead Presenter: Kyle Erickson, Educational Consultant Northwest Service Cooperative, Thief River Falls, MN

3:00- 4:00 p.m.

AESA State Leaders Meeting

Salon 2

This is an opportunity for the individuals who have been identified by their states as the ESA state leader and/or state executive director to discuss common interests with each other and the AESA executive director, staff, and council.

Thursday, November 30, 2006

3:00 - 4:00 p.m.

LRP Publication Product Workshop – An ESA’s Guide to Being Prepared

Directors Suite II



Program Area: *Product Workshop*

See for yourself how LRP’s one-stop online resources, EducationDaily.com™ and SpecialEdConnection.com®, keep thousands of educators connected to everything happening in education – with news, case decisions and rulings, practical advice, best practices and more posted every day. Plus, you get sample forms and tools, federal policy and guidance, and other critical documents. LRP also provides continuing education courses – and with new requirements under IDEA and NCLB, ongoing professional development is more important than ever. Learn how DirectSTEP™ eLearning - LRP’s online, user-friendly, self-paced instruction - combines the expertise of well known attorneys and professionals and gives you increased training capacity and accountability.

Presenter: Christine Faraco, Sr. Product Specialist, LRP Publications, Horsham, PA

3:00 - 4:00 p.m.

Standard & Poor’s Product Workshop

Directors Suite IV



Program Area: *Product Workshop*

The Resource Management Service, a new service offered by Standard & Poor’s, can help school districts to identify and capture potential cost savings that may add to 5% of their operating budget. Leveraging independent, web-based reports and tools, school districts have the opportunity to validate prior spending decisions and future resource allocations. This internal management tool is designed to empower district administrators to use data, analysis, and proven past practices to take action in realigning resources to meet district objectives. Join Standard & Poor’s for this demonstration workshop to learn more about this service and the opportunities it might present in your state.

Presenters: Robert Durante, Director, Standard & Poor’s New York, NY; Jason Willis, Asst. Product Manager, Standard & Poor’s, San Francisco, CA

4:45 p.m.

**AESA Drawing for Bingo Prizes in Exhibit Hall
Spring Ballroom F/G**



Included in your conference portfolio is an AESA BINGO card. Each registrant is encouraged to stop by the corresponding booths and have the squares stamped. Upon completion, write your name and agency in the space provided and drop the card off at the AESA booth #301. Four (4) drawings will be held for \$500 cash awards. You must be present to win. Only one entry per paid registration allowed.

Thursday

5:00 p.m.

AESA Foundations Silent Auction Closes

Spring Ballroom F/G

The Silent Auction bidding closes at 5:00 p.m.

6:00 – 11:00 p.m.

Palm Springs Villagefest – Thursday November 30, 2006

Downtown Palm Springs

Take advantage of this special local event during the AESA Annual Conference. Villagefest was started more than fifteen years ago and is sure to give you a unique experience. It is consistently voted the best event in the area, attracting thousands of visitors each week. Each block offers great street entertainment in the heart of beautiful downtown Palm Springs. Browse more than 175 booths offering beautiful art, handcrafted items and extraordinary food. Browse in one of the many shops along Palm Canyon Drive as many of the shops, galleries, and restaurants stay open later for the event.

Transportation to and from J. W. Marriott to Downtown Palm Springs

AESA will provide complimentary shuttle transportation from the Desert Springs Marriott to downtown Palm Springs beginning at 5 p.m. and running back and forth continually until 10 p.m. Shuttle departs the Desert Springs Marriott from the Tour Lobby and the drop off and pick up location in Palm Springs is at the corner of Belardo and Tahquitz.

Thursday



Friday at a Glance

7:00 a.m.-4:00 p.m.	Registration Open
7:30-8:45 a.m.	Regional Breakfasts
9:00-10:30 a.m.	Second General Session & Awards Program
10:45-11:45 a.m.	Concurrent Sessions & Product Workshops
noon-1:15 p.m.	Lunch & Awards Program
1:30-2:30 p.m.	Concurrent Sessions & Product Workshops
2:45-3:45 p.m.	Job-Alike Sessions
2:45-3:45 p.m.	AESA Business Meeting
7:00-10:00 p.m.	Evening Event: The Fabulous Palm Springs Follies

7:30 – 8:45 a.m.

AESA Regional Breakfasts

Back by popular demand, this intimate setting allows attendees a time with other attendees from their region, as well as personal time with their regional AESA Council representatives. Get to know your representative, receive first-hand information concerning AESA, and provide feedback on the direction AESA is taking and the services it provides.

Central Region

IA, IL, MI, MN, NE, SD, WI

Salon G, Marriott Hotel

Eastern Region

CT, IN, MA, MD, NH, NJ, NY, OH, PA, RI, VT

Salon A-D, Marriott Hotel

Southern Region

AR, FL, GA, KY, LA, MO, MS, NC, SC, TX, VA, WV

Salon 4-6, Marriott Hotel

Western Region

AK, AZ, CA, CO, HI, ID, KS, MT, NM, OR, UT, WA, WY

Salon F, Marriott Hotel

Sponsored by Thinking Maps



Friday

9:00 - 10:30 a.m.

Second General Session

Desert Ballroom Salon 8

Presiding: Bill McKinney

Entertainment: Woodrow Wilson MS Steel Drum Band, Indio, CA

Introduction of Justice A. Prentice Award: Linda Lowe

Introduction of Award Recipient: Paula Colen

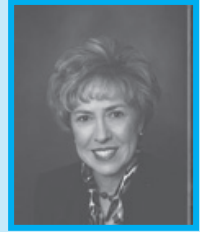
Justice A. Prentice Award Winner: Virginia Seccombe

Introduction of Keynote Speaker: Bill McKinney

Keynote Speaker Shirley Neeley

Dr. Shirley Neeley was named the Texas Commissioner of Education on Jan. 12, 2004 by Gov. Rick Perry. As Commissioner, she served as the head of the Texas Education Agency, which oversees 1,037 school districts and about 200 charter schools. Shirley will address issues related to public education and educational service agencies during this second general session.

[Contact Information: Shirley.neeley@tea.state.tx.us]



Shirley Neeley

10:45 - 11:45 a.m.

America's History in the Making: A Model of Professional Development & Collaboration

Salon 2

Program Area: *Technology*

Funded by a Teaching American History national grant, Oregon Public Broadcasting produced a multimedia professional development series called "America's History in the Making" with support from Southern Oregon ESD, Multnomah ESD, Riverside COE, Grant Wood AEA and ACES. The partner ESAs are in the process of field-testing the course with secondary history teachers in each region. This presentation will showcase video and web elements of the series and share the field test implementation and materials.

Lead Presenter: Steve Boyarsky, Superintendent, Southern Oregon ESD, Medford, OR

Presenters: Cliff Ehlinger, Grant Wood AEA, Cedar Rapids, IA, Nita Grantham, Riverside COE, Riverside, CA, Kelvin Webster, Multnomah ESD, Portland, OR



Friday

Friday, December 1, 2006

10:45 - 11:45 a.m.

Achieve & Maintaining Compliance in Public Schools

Directors Suite III



Program Area: *Accountability & Standards*

The Muskegon Area ISD provides a comprehensive array of tools, training, and services to assist school districts in achieving and maintaining compliance with regulatory agency requirements. The Compliance Services Project, implemented in 1997 in 12 school districts, provides districts with all board policies, district responsibilities, operational procedures, staff training, documentation systems, on-site reviews, checklists, legal updates and other required segments to ensure compliance within 13 areas of Federal and State Law. This service system addresses OSHA, EPA, DOT, and USDA legislation applicable to public schools.

Lead Presenter: Peter DeGraff, Human Resource Director, Muskegon Area ISD, Muskegon, MI

10:45 - 11:45 a.m.

Adequate Yearly Progress & Students with Disabilities

Salon E



Program Area: *Accountability & Standards*

One of the cornerstones of No Child Left Behind is the requirement for school districts to demonstrate adequate yearly progress (AYP) for all students and all subgroups of students. One of the most daunting challenges for districts is to ensure that students with disabilities make AYP. This presentation will demonstrate how Trumbull County ESC staff analyzes student performance data and collaborates with district personnel to promote student achievement on statewide assessments and will examine the effects of high quality professional development programs and other variables on student achievement.

Lead Presenter: Dale Lennon, AYP & Students with Disabilities, Trumbull County ESC, Niles, OH

10:45 - 11:45 a.m.

Advocacy & Communications with State Legislators

Salon 4



Program Area: *Leadership/Governance*

How important is it for educators to get involved with state education policy issues? Communicating with state officials, be it elected legislators or chief state school officer, is necessary. Your voice must be heard in order to facilitate action on behalf of students, schools and ESAs. This distinguished panel, made up of an ESA administrator/educator, state lobbyist, state legislator, and chief state school officer will share their experiences from all levels of the process and offer the basics of advocacy and communication.

Lead Presenter: Rick Saunders, State Representative, District 24 & Dir, Dawson ESC, Arkadelphia, AR

Presenter: Craig Burford, Ex Dir, Ohio ESC Association, Columbus, OH

10:45 - 11:45 a.m.

Marketing & Branding Boot Camp

Salon C



Program Area: *Leadership/Governance*

In today's competitive business climate, non-profit organizations are no longer exempt from marketing strategies that were typically associated with for-profit corporations in the past. This workshop will explore how marketing and branding can help ESAs increase client awareness of programs and services, improve the reputation and perceived value of the organization, and become more clear and effective in all communication, especially campaign initiatives for new products and service.

Lead Presenter: Joan Pardes, Marketing Director, SERRC, Juneau, AK

10:45 - 11:45 a.m.

Building Systems of Care with Education: A National Agenda

Salon 5



Program Area: *Entrepreneurism & Public Agencies*

The Multnomah ESD, in conjunction with the Department of Health and Human Services, is sponsoring the development of a System of Care for mental health services for children ages 0-8 and their families. This unique partnership has brought mental health, child welfare, primary care, and health services together with families, research and education to develop the infrastructure to build and sustain an on-going system of care. This system of care and technology can be used nationally.

Lead Presenter: Rob Abrams, Project Director, Wraparound Oregon, Multnomah ESD, Portland, OR

Presenter: Janice Gratton, Chair of Board of Directors, Barbara Jorgensen, Director, Multnomah ESD, Portland, OR

10:45 - 11:45 a.m.

Creative Strategies for a Successful ESA Merger

Salon 1



Program Area: *Leadership/Governance*

Like school consolidation, merging ESAs is tricky business. In Iowa the number of ESAs has decreased from 15 to 11 through voluntary mergers prompted by declining student enrollment. Other states may be facing the same issue for a variety of reasons. This year AEA 4 and Western Hills AEA developed some unique and creative strategies that led to a successful merger. Learn such strategies as shared management and staff, Miscellaneous Differences Committee, and joint e-mail list and merger update newsletters. This session offers a chance to learn secrets for success.

Lead Presenter: Dave Sparks, Communication Coordinator, Northwest AEA, Sioux Center, IA

Presenter: Les Douma, Chief Admin, Northwest AEA, Sioux Center, IA

Friday, December 1, 2006

10:45 - 11:45 a.m.

Mapping the Route to Successful Professional Development Design & Partnerships

Salon 3

Program Area: *Entrepreneurism & Public Agencies*



What is it every successful explorer needs? A good map! We have found a treasure map to professional development design and delivery, insuring quality and consistency. This map will be shared as well as “Points of Interest” on the Illinois Framework for the Design and Delivery of Professional Development. This session will examine the identification of partners, the design and delivery decisions, and the impact of No Child Left Behind on reaching goals. Come join us on the road to success!

Lead Presenter: Vicki Hensley, Iroquois-Kankakee ROE, Kankakee, IL

10:45 - 11:45 a.m.

ESA-SEA Partnerships: Creating Safe & Healthy Learning Environments for all Students

Directors Suite V

Program Area: *Entrepreneurism & Public Agencies*



Creating and maintaining safe learning environments are everyone’s responsibility—students, parents, schools, and community. This session will highlight how ESAs in Pennsylvania and New York have partnered with their State Education Agencies to create statewide School Safety Centers, which promote research-driven, data-based solutions to school violence, creating safe and healthy learning environments where students, teachers, and administrators are secure in their pursuit of educational goals. Funding opportunities for national, state and local partnerships will be discussed.

Lead Presenter: Lynn Cromley, Dir, Central Susquehanna IU, Camp Hill, PA

Presenter: Mary Grenz Jalloh, Ex Dir, Ulster BOCES, New Paltz, NY

10:45 - 11:45 a.m.

Every Day–On time: Assisting Schools in Their Efforts to Improve Student Attendance

Salon A

Product Area: *Entrepreneurism & Public Agencies*



Attendance is the heart piece of Schooling. ESAs are uniquely positioned to provide leadership and to disseminate best-practices information on issues such as truancy prevention to the school districts they serve. Linn Benton Lincoln ESD has developed a process for helping schools improve attendance practices and has completed 55 full-day attendance audits at the high school, middle school and elementary level. This presentation will review the findings of those audits, including a review of those practices and policies which are most effective in reducing student truancy and tardiness.

Lead Presenter: Scott Perry, Linn Benton Lincoln ESD, Albany, OR

10:45 - 11:45 a.m.

It's All about Sharing the Data: Classroom Walk-Throughs Utilizing Technology

Salon 6

Program Area: *Technology*

Because classroom walk-throughs are playing a vital role in school improvement, RESA VIII offers a handheld application, which collects and graphs school data. In the past, many of our counties were collecting data through the walk-through process, but not sharing the data with their staff members who need it. This program allows for easy data collection, rapid upload to the web, and the ability to share data with the school staff in a matter of minutes. This session is a multi-media demonstration of classroom walk-through data.

Lead Presenter: Todd Chicchirichi, Coordinator, RESA VIII, Martinsburg, WV



10:45 - 11:45 a.m.

NAMTC Presents: On-Line Resources as Information Tools for a Digital World

Salon D

Program Area: *Technology*

ESAs and school districts pay millions of dollars annually for access to quality on-line resources, yet struggle to answer this question from users. "Why can't I just Google this?" This presentation will focus on the information skills that are critical to effective and efficient use of resources by both staff and students. Discussion will question staff training and also include infrastructure requirements - hardware and software, on going subscription costs, and collaborative models of electronic resources.

Lead Presenter: Robert Steingreaber, S. Prairie AEA15, Ottumwa, IA



10:45 - 11:45 a.m.

Office Efficiency via Technology

Salon B

Program Area: *Technology*

Through the use of technology, the Student Services Division of CSIU 16 has decreased duplicating costs over the last 4 years by \$4,000. During this presentation, the participants will be introduced to ways to use office equipment and technology more effectively and efficiently, reducing paper-related costs. A variety of electronic procedures such as scanning, electronic forms, databases, and electronic scheduling will be discussed. At the conclusion of the session, participants will evaluate their current office procedures to find options for improvement.

Lead Presenter: Marian Davis, Office Manager, Central Susquehanna IU, Lewisburg, PA

Presenter: Linda Beth, Management Assistant, Central Susquehanna IU 16, Lewisburg, PA



Friday, December 1, 2006

10:45 - 11:45 a.m.

The Use of Entrepreneurial Ventures & Business Partnerships in Vocational Education

Directors Suite I

Program Area: *Entrepreneurism & Public Agencies*



The Merrimack Special Education Collaborative (MSEC) is a regional educational service agency serving nine member school districts, as well as more than fifty other school districts throughout Massachusetts and New Hampshire. In response to school district needs, MSEC creatively developed cost effective vocational training programs utilizing a combination of entrepreneurial ventures and community business partnerships. This session will demonstrate the benefits and challenges of these ventures and partnerships, as well as successful strategies used to build and maintain them.

Lead Presenter: Donna Goodell, Senior Associate Director, Merrimack Special Education Collaborative, Billerica, MA

Presenter: John Fletcher, Senior Associate Director, Merrimack Special Education Collaborative, Chelmsford, MA

10:45 - 11:45 a.m.

AESA Executives in Residence Meeting

President's Boardroom



Come and hear how you can get involved in this exciting program offered by AESA for aspiring ESA CEOs. An overview will be given by the current and past participants as preparations are underway for the fourth year cohort. You will hear how this program works, explore the potential for participation of your agency and receive personal perspectives from the first, second and third year attendees, as well as from the council and Membership Services Committee members. This program is looking for serious candidates who wish to be future executives in service agencies and for agencies that will host visits.

Presenters: Twyla Barnes and Ron Hitchcock, Coordinators of the Executives in Residence program, and current and past participants of the program.

10:45 - 11:45 a.m.

AESA Research & Development Committee Meeting

Chairman's Boardroom



Working session for the committee to review and update their strategic initiatives.

Chairwoman: Joan Schuman

Vice-Chairman: Rick Lane

10:45 - 11:45 a.m.

Thinking Maps, Inc. Product Workshop—A Common Visual Language for Thinking, Teaching, Learning and Assessment

Directors Suite II

Program Area: *Product Workshop*



This workshop is based upon Thinking Maps®, a comprehensive set of eight graphic organizers based on fundamental thinking processes. This flexible array of maps is introduced by teachers directly to students so that they will independently transfer thinking skills to content learning across all disciplines—and into life-long learning. The outcome is that schools and districts utilize a common set of visual tools for cognitive development, instruction, and assessment as described in the latest Corwin Press publication, *Student Successes with Thinking Maps*, by David Hyerle.

Presenter: Sherwin Suddreth, President and CEO of Thinking Maps Inc., Cary, NC

10:45 - 11:45 a.m.

TCG Consulting Product Workshop – Enhancing Your Compensation Package & Retirement: Things that ESA Executives & Senior Staff Need to Know

Directors Suite IV

Program Area: *Product Workshop*



This seminar is a must for ESA Executives and Senior Staff who are interested in options for structuring better compensation packages and enhancing their retirement incomes. Good planning can result in a significant difference between the compensation you keep and what is lost to taxes. This seminar will help you be sure that your knowledge is up to date on compensation issues, changes in tax laws, and trends in executive compensation for ESAs and other public education organizations. This session will also address how to address retirement system mobility issues for those who have worked in multiple states.

Presenters: Bill McKinney, Executive Director, ESC Region 4, Houston, TX ; Mike Cochran and John Pesce, TCG Consulting, LP., Austin, TX

Friday, December 1, 2006

noon-1:15 p.m.

AESA Friday Lunch & Awards Program

Desert Ballroom Salon 8

Presiding: Lee Warne

Introduction of Walter G. Turner Award: Edward Schmitt

Introduction of Award Winner: Pat Pringle

Walter G. Turner Award Winner: Commissioner Shirley Neeley

State of AESA: Brian Talbott

The *Walter G. Turner Award* will be presented to Dr. Shirley Neeley. Guests who have not registered for the Conference may purchase tickets at the AESA counter in the registration area. Brian Talbott, AESA Executive Director, will brief the membership on the state of the association.

1:30 - 2:30 p.m.

A Learning Community Building Capacity in Rural Districts

Salon E



Program Area: *Accountability & Standards*

In just two years, Region 3 ESA has successfully engaged 89% of the districts in data retreats, 100% of the districts in curriculum mapping, and 57% of the districts in workshops related to writing Consolidated Applications for federal funding. This session will showcase the process used to move districts from data-driven planning to needs-driven professional development. Participants will receive information necessary to replicate processes and to outline regional professional development events.

Lead Presenter: Sylvia Street, Region 3 ESA, Mid Central Educational Cooperative, Platte, SD

1:30 - 2:30 p.m.

Ambassador Program: Supporting Leaders at Every Level

Salon A



Program Area: *Leadership/Governance*

Learn how the Ambassador Program has enhanced both customer service and leadership potential. The Ambassador model includes new employee orientation, Leadership Forum, supervisory training, professional leadership programs, succession planning and board member professional development. The Ambassador program focuses on both internal and external clients; creates leadership opportunities at all levels of the organization; and fosters an organizational culture that encourages professional growth and service.

Lead Presenter: Shelly Ritter, Central Susquehanna IU, Lewisburg, PA

Presenter: Jennifer Spotts, Public Relations, Central Susquehanna IU, Lewisburg, PA

1:30 - 2:30 p.m.

An ESA Improves Student Achievement by Building Internal Capacity in a Local School

Salon D



Program Area: *Leadership/Governance*

This presentation will demonstrate how the development of a Joint Service Agreement between a local school district and an ESA provides the foundation for services and support for continuous school improvement. This seven-step process identifies a district's specific needs based on multiple sources of data. The process then enables the ESA to align services to meet student needs. An example will be shared of local schools that built internal capacity through the participation in Reading, Math and Science Institutes.

Lead Presenter: Joan Crowl, Loess Hills AEA, Council Bluffs, IA

Presenter: Kelli Berke & Jan Norgaard, Loess Hills AEA, Council Bluffs, IA

1:30 - 2:30 p.m.

Be There or Be Square: Making Technology in Classrooms Cool!



Directors Suite III

Program Area: *Technology*

Integrating technology into the classroom is a labor intensive, training intensive process. During this session Smoky Hill ESC will showcase an integrative technology program that has been recognized state-wide as a model program. Participants will receive information on replicating this program in a way that guarantees success for member school districts. This model approach will generate both fiscal support and long-term commitment from districts.

Lead Presenter: Rita Cook, Smoky Hill ESC, Salina, KS

Presenter: Larry Patrick, Smoky Hill ESC, Salina, KS

1:30 - 2:30 p.m.

Collaborative Communications with Legislators: Together We Share & Learn

Directors Suite I



Program Area: *Leadership/Governance*

Participants will learn about a structured process and tools to implement a collaborative communications system that joins state legislators with businesses leaders, social services agencies, school districts, the ESA, government agencies, and others interested in a sharing of activities, positions and issues. Legislators meet through IPV to respond to questions sent in advance, to dialogue, and to share activities in their communities through regularly scheduled calls. Following the meetings summaries are sent via e-mail.

Lead Presenter: Rick Howell, Supt, South Coast ESD, Coos Bay, OR

Presenter: Steve Bowman, Board Dir, South Coast ESD, Coos Bay, OR

Friday, December 1, 2006

1:30 - 2:30 p.m.

Cultivating Sustainable Leadership

Directors Suite V

Program Area: *Leadership/Governance*



Participants will gain knowledge about a program, designed and implemented at Grant Wood AEA, to develop the leadership capabilities of its employees. The agency surveyed successful leadership development programs in both the public and private sectors, and then a four-phased program was designed to sustain effective long-term leadership. The challenges that face organizations as they develop leadership capacity across four diverse generations of employees working side by side will be discussed.

Lead Presenter: Lisa Fry, Grant Wood AEA, Cedar Rapids, IA

Presenter: Ron Fielder, Grant Wood AEA, Cedar Rapids, IA

1:30 - 2:30 p.m.

Cool Collaborations: The What

Salon 1

Program Area: *Entrepreneurism & Public Agencies*



Participants will learn about multi-faceted collaborative efforts. Using detailed case studies including examples of student work, video clips, and other media, this session will focus on research-based best practices and strategies that foster sound collaborative experiences, as well as approaches that can work against success. A central goal of the session will be to provoke participants to think of new forms of collaboration and to consider previously untapped partnerships that can enrich student learning. Participants will apply a variety of tests to assess on-going collaborations.

Lead Presenter: Bruce Storm, Assistant Executive Director, EASTCONN, Hampton, CT

Presenters: Dorothy Budnick, Dir of Marketing, & Maureen Crowley, Director of Planning, EASTCONN, Hampton, CT

1:30 - 2:30 p.m.

Silos, Divisions & Departments: Breaking Down Barriers & Integrating Systems for Student Learning

Salon 6

Program Area: *Leadership/Governance*



Silos may be common on the Iowa landscape, but not within Prairie Lakes AEA, where systems are integrated to achieve a seamless blending of all disciplines to provide the infrastructure for learning. Integrated systems also require the ESA to work collaboratively with other agencies, organizations, and service providers to share the responsibility for the learning of all children. Participants will learn strategies used to help staff to work in new ways with colleagues and clients.

Lead Presenter: Kay Forsythe, Prairie Lakes AEA, Pocahontas, IA

1:30 - 2:30 p.m.

Improving Communication across an organization through New Collaboration Tools

Salon C

Program Area: *Technology*

This workshop will demonstrate how web-based communication and collaboration applications are being used by ESAs and partners. Comotiv Collaboration's suite of tools gives project teams the means to store and share documents and files, hold online discussions, create and edit documents virtually, conduct recordable audio/video conferences, and facilitate the successful working of an online community.

Lead Presenter: Ron Hitchcock, Deputy Superintendent, Multnomah ESD

Presenters: Keith Eisele, Educational Consultant, Portland, OR

Billy Ladd, Business Development, Comotiv Systems, Portland, OR



1:30 - 2:30 p.m.

Linking, Learning & Leading for Progress: ESA Governance That Makes a Difference

Salon 2

Program Area: *Leadership/Governance*

An ESA board is a voice for those it represents in setting and monitoring organizational outcomes. This role requires that the board link with its constituents to learn about their needs or expectations and to report progress in meeting organizational outcomes. This interactive, practical session will showcase the most recent years of our governance journey and will provide examples of how we link with, learn from, and represent local boards and districts at the regional level. Most importantly, we will share how we know we are making a difference.

Lead Presenter: Monte Bridges, Superintendent, Puget Sound ESD, Renton, WA

Presenter: Christina Guillen-Cook, Board Vice-Chair, Puget Sound ESD, Renton, WA



1:30 - 2:30 p.m.

Virtual Education Partnerships: A Model to Replicate in Your Agency

Salon B

Program Area: *Entrepreneurism & Public Agencies*

Wisconsin Virtual School (WVS), created by CESA #9, is an entrepreneurial model that can be replicated by other ESAs. WVS is a statewide K-12 online supplemental course provider. WVS will share its six years of experience, challenges and successes with building district, state, and multi-state partnerships. Let us help you become a virtual educational partner in expanding and providing a service to your region or state.

Lead Presenter: Dawn Nordine, Director, CESA #9, Tomahawk, WI

Presenter: Jerome Fiene, Administrator, CESA #9, Tomahawk, WI



Friday, December 1, 2006

1:30 - 2:30 p.m.

Major Transformations in the ESA Movement: Then (1978) & Now (2005)

Salon 3



Program Area: *Leadership/Governance*

The factors that have converged over the past quarter century to help reshape the ESA movement will be identified in this session. The critical areas that will be highlighted are governance, state oversight practices, programming, emphasis, performance measurement accountability systems, management information systems, development of communities of practice at both the state and national levels, and legitimacy in state and national policy communities. The future of the movement can be materially aided by looking back at its history.

Lead Presenter: E. Robert Stephens, Director, Institute for Regional Studies in Education, Edmond, OK

Presenter: Hobart Harmon, Educational Consultant, Progressive Consulting and Research, Timberville, VA

1:30 - 2:30 p.m.

Strategic Partnering Through Cooperative Purchasing & Web-Based Procurement Efficiencies

Salon 5



Program Area: *Entrepreneurism & Public Agencies*

Participants will learn how cooperative purchasing agreements bring vendors, public entity end-users, and ESAs together to provide a streamlined approach to supply modular space to educational institutions and government agencies. The presentation will illustrate how statewide agreements offer protection and promote timely best-value business deals, removing a large part of the bargaining that is often present during the bidding process. In addition, there will be a discussion of simple, efficient web-based procurement solutions for the education market.

Lead Presenter: Stuart Verdon, Dir, TCPN, Region 4 ESD, Houston, TX

Presenters: Dan Corrazi, President, eSchoolMall, Matt Dickinson, Branch Manager, Williams Scotsman, Moon Township, PA; Andy Pechachek, Deputy Director, Financial Services/CFO, Region 4 ESC, Houston, TX; Steve Yantzer, Account Manager, Williams Scotsman, Pacific, WA

1:30 - 2:30 p.m.

AESA Business Relations Committee Meeting

Chairman's Boardroom



Working session for the committee to review and update their strategic initiatives.

Chairman: Edward Schmitt

Vice-Chairman: Robert Witten

Staff Liaison: Brian Talbott

1:30 - 2:30 p.m.

Pearson School Systems Product Workshop-Countywide Implementation with Oakland ISD, MI

Directors Suite IV

Program Area: *Product Workshop*



This session will describe how one Michigan county met the overwhelming priority of its twenty-eight local school districts, a student assessment system and data analysis tool that would be effective in moving student learning forward. Oakland County's search for the right solution, its implementation of that solution, and all that was learned along the way will be shared. The goal is to give you take-home information on how you can address similar district requests for help in the absolutely critical area of improving student achievement.

Presenters: Vickie Markavitch, Supt, Oakland ISD; Peggi Moon, Application Specialist, Pearson Assessments; Tim Barrett, Senior Account Representative, Pearson Assessments

1:30 - 2:30 p.m.

Catapult Online Product Workshop

Directors Suite II

Program Area: *Product Workshop*



Join Catapult Online for a live demonstration of our innovative at-home tutoring program. Learn how Catapult Online delivers personalized, at-home instruction from certified teachers, to students in any geographic location, on computers we provide. Learn how ESAs play an important role in delivering this service to students across the country. Catapult Online has successfully served more than 10,000 students throughout the country and is primed to expand its impact on rural areas across America.

Presenters: Gregg Levin, Ex Director, Catapult Online, Baltimore, MD; Div Bhansali, Senior Dir of Marketing and Development, Baltimore, MD

2:45 - 3:45 p.m.

AESA Business Meeting

Salon 1



All AESA members are invited to attend the AESA annual business meeting. Members will have the opportunity to hear from the candidates who are running for this year's council positions. The executive director and council will discuss the progress made on association's annual strategic initiatives. This is the chance to offer feedback to the AESA council and staff on various association issues. Your input is necessary for the continued growth of this association.

2:45 - 3:45 p.m.

Job-A-Likes –Back by Demand



At your request, we have once again added time for staff of educational service agencies to talk! We have established an opportunity for folks with similar responsibilities to get together and network. Pick a session that most closely describes your job and join in the conversation.

Professional/Paraprofessional Development, Alternative Certification, Curriculum Development, Improvement of Instruction, Supplemental Services

Salon 4

Fiscal, Purchasing, Insurance

Salon 5

Special Education

Salon 6

Technology/E-rate Program

Salon A

Public Relations/Communications, Human Relations/Personnel

Salon B

Early Childhood, Day Care, Head Start Programs

Salon C

Research/Evaluation, Testing/Assessment

Salon D

Vocational/Career/Technical Education

Salon E

Grant Writing

Directors Suite III

7:00 - 10:00 p.m.

AESA Friday Night Event

AESA goes to the follies! Be sure to attend *The Fabulous Palm Springs Follies*, a three-hour razzle-dazzle, song and dance vaudeville-style extravaganza! The follies showcase the music and dance of the 30's and 40's but with an amazing difference – each of the cast members is from 56 to 87 years young. The show contains mature topics and therefore is not recommended for children. Douglas Garman will introduce Strategic Energy

Transportation

Transportation to and from the hotel to Palm Springs will be provided at no cost. The shuttles will leave at 4 p.m., 4:30 p.m. and 6 p.m. from the tour lobby. You have the option to enjoy dinner at one of the Marriott's restaurants on your own then take the shuttle directly to the Follies, or you can take an early shuttle into Palm Springs and have dinner with friends at the many restaurants close to the theater prior to the show. Shuttles will depart the theatre immediately after the show. Parking is available for those who wish to drive there own vehicles. This is a unique experience you will NOT want to miss !! Sign up early, space is limited!!

Check at the registration desk to see if tickets are still available!

Follies Voucher Exchange

Individuals attending the special evening at the Follies *must* exchange the "Follies Voucher" included in your registration packet for a ticket prior to 3:30 p.m. on Friday. No tickets will be exchanged at the Follies. This can be done during registration hours at the Follies Voucher Exchange desk near AESA registration in the South Foyer.

Sponsored by Strategic Energy



The Fabulous Palm Spring Follies



Saturday at a Glance

- 7:30-9:00 a.m. Coffee Service
- 8:00-9:00 a.m. Concurrent Sessions
- 9:15-10:15 a.m. Concurrent Sessions & Product Workshop
- 10:30 a.m.-12:30 p.m. Brunch & Closing General Session

7:30 - 9:00 a.m.

Coffee Service

Salon 1-6 Foyer and Salon A-E Foyer

8:00 - 9:00 a.m.

escWorks: Collaborative, Customized Web Applications

Directors Suite V

Program Area: *Technology*

This session will demonstrate how collaborative efforts between ESAs can create web applications customized for individual service agencies that are useful for other ESAs. Applications created by ESAs from multiple states will be showcased. A demonstration of the escWorks product and modules will showcase the means by which applied knowledge is used to make an ESA more effective and efficient.

Lead Presenter: Wesley Talbert, Director, Region 4 ESC, Houston, TX

Presenter: Yvonne Corley, Associate County School Superintendent, Pinal County ESA, Florence, AZ



8:00 - 9:00 a.m.

NAMTC Presents: Copyright Policies - After the Basics

Salon D

Program Area: *Technology*

Copyright law has undergone major revisions in the last decade. This session will focus on the changes relevant to school districts and ESAs with discussions on writing policies that cover the new digital technologies. Attendees will receive a CD with primers on Trademarks and Digital Photos produced by the Association for Information Media and Equipment.

Lead Presenter: Betty Ehlinger, Executive Director, NAMTC, Cedar Rapids, IA

Presenter: Gary Ross, Lane ESD, Eugene, OR



8:00 - 9:00 a.m.

School Improvement: The Power of ESA & School District Collaboration

Directors Suite I



Program Area: *Accountability & Standards*

Northwest Regional ESD is collaborating with its component districts to implement a systemic approach to school improvement. The project is based on work from Doug Reeves and The Center for Performance Assessment. This presentation will address the following: 1) A system of accountability for student learning; 2) Processes for data-driven decision-making, curriculum focus and alignment, and on-going assessments; 3) Examples of the collaborative efforts and plans for the future; 4) Funding in a highly diverse service area; and 5) Impact on regional leadership and cooperation.

Lead Presenter: Arthur Anderson, NRESA, Hillsboro, OR

8:00 - 9:00 a.m.

Show Me, Don't Tell Me: Using Digital Video for Professional Development

Salon 3



Program Area: *Technology*

Free and easy-to-use digital video software is an effective tool for professional development. Learn how a network of ten after-school programs use video images from their homework centers and enrichment classes to help staff reflect on current teaching practices and program improvement. Video images, used to document best practices, capture the subtle nuances involved in teaching, such as body language, voice tone and physical environment. This workshop demonstrates the steps to easily create a professional development video tool.

Lead Presenter: William Randolph, Hampshire Educational Collaborative, Northampton, MA

8:00 - 9:00 a.m.

Student Voices in Accountability

Salon A



Program Area: *Accountability & Standards*

In this age of data-driven accountability, schools frequently overlook one of the most valuable sources of data - student, past and present. In this presentation Washtenaw ISD will showcase ten years of survey data from exiting high school seniors, as well as five year follow-up studies of graduates. Macomb ISD has begun to collect similar data and in addition, has surveyed 9th graders after one semester of high school, offering a revealing glimpse at the grade where students start to falter.

Lead Presenter: Gayle Green, Chief Academic Officer, Macomb ISD, Clinton Township, MI

Presenter: William Miller, Supt, Washtenaw ISD, Ann Arbor, MI

Saturday, December 2, 2006

8:00 -9:00 a.m.

Together We Can Do It: Increasing Achievement for Students with Disabilities

Salon 2



Program Area: *Leadership/Governance*

This presentation will describe a program, which provided an opportunity to explore the issues and processes within general and special education that impact achievement for students with disabilities. Participants will get an overview of the program resources that were used to build foundational knowledge among district administrators, assisting them in using their district data to develop a plan for improvement. Participants will also gain an increased understanding of the importance of collaboration between general and special education in improving student achievement.

Lead Presenter: Tamara Bashore-Berg, Consultant, Ingham ISD, Mason, MI

Presenters: Cindy Anderson, Assistant Superintendent, and Kathy Tomlanovich, Assistant Superintendent, Ingham ISD, Mason, MI

8:00 - 9:00 a.m.

Using Classroom Walk-Throughs to Monitor Curriculum



Salon 6

Program Area: *Leadership/Governance*

Monitoring the implementation of a school district's curriculum is one of the most challenging aspects of school supervision and instructional leadership. This session will explain the components of the 5-step Classroom Walk-Through process, and the use of observational data as a springboard to work on staff development and school improvement. Participants will learn how to conduct classroom observations that focus on the curriculum objectives being taught and effective instructional practices. Mercer County ESC will explain its role in training educators in effective walk-throughs.

Lead Presenter: Jeffrey Tuneberg, Curriculum Coordinator, Mercer County ESA, Celina, OH

8:00 - 9:00 a.m.

Web-site Content Management Systems: How to Effectively Utilize & Maintain a Web Presence



Salon B

Program Area: *Technology*

Content Management Systems (CMS) have become a standard component of school district and ESA web sites. With an effective CMS, organizations can fully maintain every aspect of their web site without any special hardware, software, or training. An effective CMS can: 1) Promote an ESA with a consistent and professional web presence; 2) Improve communication with an easily maintained web site; 3) Allow staff members to maintain their area of the site; and 4) Maintain complete control of web site permissions. During this session, participants will receive information on how other educational organizations are using CMS products.

Lead Presenter: Jeff Hinds, Ex Dir of Instruction, CESA 6, Oshkosh, WI

9:15 - 10:15 a.m.

Coalition of Ohio Appalachian Learners: Technology, Content, Pedagogy & Teacher Cohorts



Salon 2

Program Area: *Technology*

This presentation will showcase the first year of the Coalition of Ohio Appalachian Learners (C.O.A.L.) by describing the program's history and the educational research that was utilized in the creation of C.O.A.L. Teacher Leaders will explain how C.O.A.L. creates quality professional development for Ohio Appalachian fifth grade teachers through the fusion of content, technology, pedagogy, and cohort groups. The importance of technology for participants and the evaluation of this program will be highlighted through quantitative and qualitative results data.

Lead Presenter: Marilyn Parkes, Consultant, Columbiana County ESC, Lisbon, OH

Presenters: Steven Hall, Educator, East Liverpool City School, Newell, WV; Tonyea Kellison, Educator, Southern Local Schools, Salem, OH; Susan Kershner, Educator, Crestview Local Schools, Columbiana, OH; Christine Laughlin, Educator, Far East Regional School Improvement Team, Chester, WV; John Smith, Educator, East Liverpool City Schools, East Liverpool, OH; Wendy Sternagle, Educator, East Liverpool City Schools, Salem, OH

Saturday, December 2, 2006

9:15 - 10:15 a.m.

Construction & Bond Planning: Prepping the Board & Community for an Election Question

Salon 3



Program Area: *Entrepreneurism & Public Agencies*

For many small, rural school districts, it has been 10, 20, or even 30 years since the last major construction project. Districts are finding that buildings are not able to meet heat and cooling needs, technology upgrades, or seismic, ADA and other building code updates. How does a board come to agreement, gather information from the community, and then communicate the need for new construction and a supporting bond measure? ESD 112 Construction Services and Public Information staff has piloted a successful program to organize a successful bond measure.

Lead Presenter: Gail Spolar, Public Info, ESD 112, Vancouver, WA

Presenter: Dave Nichols, Construction Services Group Director, ESD 112, Vancouver, WA

9:15 - 10:15 a.m.

Anchoring Instruction in a Standards-Based Classroom



Directors Suite 1

Program Area: *Accountability & Standards*

Have we really created standards-based classrooms, or are we simply using standards in our traditional classroom environments? This presentation will break down the differences between a traditional classroom and a standards-based classroom. The focus will be on a variety of manageable components that any teacher can implement. These strategies will focus students on the content, relieve stress for teachers, improve test scores, and create a positive classroom environment.

Lead Presenter: Sharon Rybak, Director, ESD of Lorain County, Elyria, OH

9:15 - 10:15 a.m.

From Systems Thinking to Systems Action: Using System's Methodology to Design the Next Generation Schools

Directors Suite V



Program Area: *Leadership/Governance*

The Midwest Center for Innovation & System Design, a systems design center created by the Grant Wood AEA, in cooperation with a leading systems scientist, is helping schools and communities utilize design methodologies to create the next generation of school system. Systems methodology is a stark departure from traditional strategic planning processes and continuous improvement initiatives. This session explores systems methodology through the example of two Iowa school districts that are utilizing the Center and systems methodology to redesign their organizations.

Lead Presenter: Trace Pickering, Grant Wood AEA, Cedar Rapids, IA

9:15 - 10:15 a.m.

Funding & Managing a High School Improvement Initiative

Salon E



Program Area: *Leadership/Governance*

ESAs can be a catalyst for stimulating high school reform. Kentucky Educational Development Corporation (KEDC) partnered with seven school districts for a three-year, \$2.3 million project, funded by USED to enable high schools to provide a more personalized and successful learning environment for students. This session will describe the process used to win the grant, profile significant leadership services provided, and present lessons learned during project implementation, including results of external evaluations. Participants will discuss actions to address barriers to high school improvement.

Lead Presenter: Hobart Harmon, Consultant, Professional Consulting and Research Services, Timberville, VA

Presenter: Rocky Wallace, Director, Instructional Support, Kentucky Educational Development Corporation, Ashland, KY

9:15 - 10:15 a.m.

Long-Range Planning & Data Profiles for School Districts

Salon A



Program Area: *Leadership/Governance*

This session will showcase a customized service provided by the Southeast Kansas ESC to assist school districts in creating long-range plans and making data-driven decisions to increase student achievement. This interactive presentation will demonstrate the core components of long-range planning, including synthesizing school district data, identifying critical issues, prioritizing objectives, and assisting school districts with identification and implementation of action steps needed to accomplish planning goals.

Lead Presenter: Brad Stefanoni, Director of Business Development and Partnerships, Southeast Kansas ESC, Girard, KS

Presenters: Chris Christman, Chair of Special Services and Leadership Studies, Pittsburg State University, Pittsburg, KS
Stacy Drennan, Planning Facilitator, Southeast Kansas ESC, Girard, KS

Saturday, December 2, 2006

9:15 - 10:15 a.m.

Improving Organizational Climate: Building Confidence & Credibility



Salon I

Program Area: *Leadership/Governance*

After three years of scandal and crisis, Oakland Schools was challenged by the loss of trust and creditability among its employees, constituent school districts, and the larger community. This session will describe the specific steps used to regain confidence by engaging employees in planning for organizational improvement, by collecting data to identify priorities for improving organizational climate, by developing leadership capacity and effective team behaviors, and by establishing goals and measures to increase accountability for results. These steps can be replicated by any ESA –no crisis required!

Lead Presenter: Vickie Markavitch, Superintendent, Oakland Schools, Waterford, MI

Presenter: Carol Klenow, Associate Superintendent, Oakland Schools, Waterford, MI

9:15 - 10:15 a.m.

NAMTC Presents: Policies Are the Foundation for Technology Programs



Salon D

Program Area: *Technology*

With the changing nature of technology, it is important that board policies, administrative regulations and program procedures be maintained to ensure appropriate services, to meet federal and state requirements, and to provide the foundation for solid technology services to both internal and external clients. The presenters will review policies that provide guidance on many aspects of technology use, internet access, software development, and availability of equipment to staff. Session attendees will receive a CD that includes all the policies presented in the session and will have the opportunity to participate in the development of a technology policy.

Lead Presenter: Ron Enger, Southern Oregon ESD, Medford, OR

Presenter: Clifford Ehlinger, Grant Wood AEA, Cedar Rapids, IA

9:15 - 10:15 a.m.

School Cultures: Trust as the Gateway to Improved Student Achievement

Salon C



Program Area: *Entrepreneurism & Public Achievement*

Research shows that a crucial component related to student achievement is the level of trust among the staff members in a school. When negativity and incivility have replaced trust and a clear focus on student achievement, school districts contact Puget Sound ESD to assist in rebuilding trust. This interactive session will review a process that supports schools in reinventing their buildings' cultures. We will demonstrate how to design the work, gather and present data, and structure services to provide follow-up support and skill-building for school administrators and staff.

Lead Presenter: Janice Watson, Deputy Superintendent, Puget Sound ESD, Renton, WA

Presenter: Gordon Linse, Assistant Executive Director, Learning and Teaching, Puget Sound, ESD, Renton, WA

9:15 – 10:15 a.m.

Student Threat Assessment: One ESA's Role in Designing & Implementing a Multi-agency Approach

Salon B



Program Area: *Entrepreneurism & Public Agencies*

In this workshop, the presenters will discuss the approach taken to create and maintain the Mid Valley Student Threat Assessment System. This approach has successfully linked law enforcement, mental health agencies, the juvenile justice system and schools in a collaborative effort to reduce the risk of violence for over 150 Oregon school. This session will highlight the role played by the Willamette ESD to implement the system for 18 rural districts. Workshop participants will gain enough information to make informed judgments about the System and its potential applicability to their own regions.

Lead Presenter: Michael Cunningham, Special Projects Coordinator, Willamette ESD, Salem, OR

Presenter: Maureen Casey, Superintendent, Willamette ESD, Salem, OR

Saturday, December 2, 2006

9:15 - 10:15 a.m.

Transition: Planning for the Future Begins with the Present

Salon 6

Program Area: *Technology*



Making a career choice is not an event...it's a process. This session will introduce transition activities that can be adapted for all students nationwide. Topics will include implementation of transition curriculum, staff training, PowerPoint IEPs and career education plans, which involve community resources and promote self-advocacy. The attendees will receive an electronic portfolio with templates for management of student information and a notebook of transition strategies and techniques for youth, schools, and agencies to work cooperatively to develop transitions for all students.

Lead Presenter: Jody Krueger, Transition Spec, ESU #9, Hastings, NE

Presenter: Brenda McNiff, Transition Spec, ESU #5, Beatrice, NE

9:15 – 10:15 a.m.

AESA Member Services Committee Meeting



Chairman's Boardroom

Working session for the committee to review and update their strategic initiatives.

Chairwoman: Judith Miller

Vice-Chairwoman: Linda Lowe

Staff Liaison: Peter Young

9:15 – 10:15 a.m.

Silver Strong & Associates/Thoughtful Education Press Product Workshop

Directors Suite IV

Program Area: *Product Workshop*



More than effective classrooms, what we want are Thoughtful Classrooms—classrooms that nourish and refine students thought without sacrificing our commitment to high standards. From a few teachers meeting in one school to thousands of educators coming together as part of a larger cooperative, creating a Thoughtful Classroom means asking and answering four questions. What skills do students need to succeed on state tests? What strategies enable the greatest gains in student achievement? How can we effectively address student diversity in a way that is meaningful for students and manageable for teachers? How do schools become professional learning communities that support teachers through the improvement process?

Presenter: Harvey Silver, President, Silver Strong & Associates/Thoughtful Education Press

Liz Storey, Executive Director, Green River Regional Educational Cooperative (GRREC)

10:30 a.m. – 12:30 p.m.

Saturday Brunch & Closing General Session

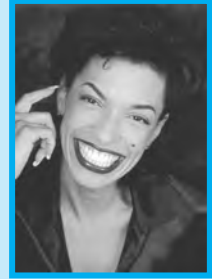
Desert Ballroom Salon 8

Presiding: Lee Warne

Introduction of Keynote Speaker: Lee Warne

Keynote Speaker: Bonnie St. John

Take this opportunity to meet our closing speaker Bonnie St. John. She speaks worldwide on the topics of change, breakthrough performance and overcoming diversity. Future plans will be shared setting the state for the 2007 Annual Conference in Tampa, Florida. [Contact Information: www.bonniestjohn.com]



Bonnie St. John

Call to 2007 AESA Annual Conference: Douglas Garman and Robert Witten

Sponsored by Apple, Catapult Learning, and Laureate Education, Inc.



AESA Product Workshops

Product Workshop Overview

Product workshops are a chance to learn more about businesses and products that contribute to ESA and educational success. Workshops provide a valuable hands-on-experience – an opportunity to interact with the products as well as their representatives. Product workshop descriptions are listed throughout the program book.



Thursday, November 30

10:45 – 11:45 a.m.

TetraData

Directors Suite II

WGBH/Teachers' Domain

Directors Suite IV

1:30 – 2:30 p.m.

WRC Media

Directors Suite II

Apple

Directors Suite IV

3:00 – 4:00 p.m.

LRP Publications

Directors Suite II

Standard & Poor's

Directors Suite IV

Friday, December 1

10:45 – 11:45 a.m.

TCG Consulting

Directors Suite IV

Thinking Maps, Inc.

Directors Suite II

1:30 – 2:30 p.m.

Pearson School Systems

Directors Suite IV

Catapult Online

Directors Suite II

Saturday, December 2

9:15 – 10:15 p.m.

Silver Strong & Associates/Thoughtful Education Press

Directors Suite IV

Exhibitor and Showcase Information

Booth

101 WRC Media

2219 Clove Terrace, Baltimore, MD 21209

WRC Media is there whenever, wherever, and however learning occurs. Our family of companies includes the first names in education: CompassLearning, Weekly Reader Corporation, World Almanac Group including Facts On File News Services and Gareth Stevens, and Weekly Reader Corporation Custom Publishing.

103 ClassLink

1800 Harbor Blvd, 9th Floor, Weehawken, NJ 07086

ClassLink provides an award-winning server-based solution for K-12 which simplifies access to educational software applications in support of student achievement, while lowering the overall cost of technology.

107 PartnerShip

500 East Lorain Street, Oberlin, OH 44074

Partnership negotiates shipping discounts with leading carriers on your behalf. Members save money on small packages and large freight shipments. Stop by our booth to find out about this free member benefit.

111 Follett Software Company

1391 Corporate Drive, McHenry, IL 60050

Follett Software Company provides K-12 districts with best-in-class educational resource management systems that manage key resources and assets. Focusing on district-wide operational efficiencies, Follett's Destiny Resource Management Solution™ helps redirect time and money towards instruction.

113/115 TetraData

150 Executive Center Drive, Box 127, Greenville, SC 29615

TetraData is the nation's leading provider of data warehousing, analysis and reporting solutions for K-12 districts. TetraData's solutions help educators achieve and sustain high performance by facilitating data driven decision making. TetraData solutions capture, integrate and store data from administrative and educational systems.

Exhibitor and Showcase Information

Booth

200/202 Comotiv Systems

111 SW Columbia Street, Suite 950, Portland, OR 97201
Comotiv™ Connect is an enhanced communication and collaboration tool from Comotive Systems. Comotive Connect supports administrators by providing technology that links locations, increases productivity, and reduces travel time and costs.

201 Williams Scotsman, Inc.

8211 Town Center Drive, Baltimore, MD 21236
Williams Scotsman, Inc. is a leading provider of mobile and modular space solutions for the Construction, Education, Commercial, Healthcare and Government markets. Williams Scotsman provides delivery, installation, and other services, and sells new and used mobile office products.

203 Skyward, Inc.

5233 Coye Drive, Stevens Point, WI 54481
Developer of Powerful Student, Budgetary and Human Resources Administrative software exclusively for K-12 school districts - public and private.

204 Western Governors University

4001 S. 700 East, #700, Salt Lake City, UT 84107
Western Governors University was created to provide a higher quality and more affordable education to working adults. WGU's Teacher's College offers bachelor's and master's degrees with over 4,000 students enrolled.

205 PBS VIDEO

2100 Crystal Drive, Arlington, VA 22202
PBS, the resource more educators turn to for classroom video, will be showcasing its bestselling video products and digital content for grades K-12. If you would like to view our entire educational resource collection, please visit our website at shipPBS.com/teachers.

206 National Association of Media and Technology Centers

PO Box 9844, Cedar Rapids, IA 52409
The National Association Of Media and Technology Centers (NAMTC) provides leadership opportunities for educational communities. Visit www.NAMTC.org and learn membership services can work for your service agency. The equitable access to media, technology and information services is our organizational goal.

Exhibitor and Showcase Information

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207 **The GNS Group**

4017 Colby Avenue, Everett, WA 98201

The GNS Group distributors of school furniture including chairs, tables, desk sets, computer lab furniture and accessories.

208 **Safe Advantage Services**

10501 N. Central Expressway, Suite 309, Dallas, TX 75231

The Safe Schools Project, provided by First Advantage Corporation, is a comprehensive, nationwide, web-based criminal and sex offender background check program designed specifically for the education market.

209 **Alchemy Systems, LP**

8015 Shoal Creek Blvd, Suite 100, Austin, TX 78757

The Avalor PDMS is a complete web-based solution to Create, Deliver, and Manage Professional Development. Automate Workshops and Seminars, track/manage transcripts & portfolios, and develop/deliver online courses and assessments.

211/213 **Region 10 Education Service Center**

400 E. Spring Valley Road, Richardson, TX 75081-5101

Region 10 Education Service Center's Online Learning Center produces and supports both student instructional units addressing specific learning objectives in the core content areas, and professional development units for educators.

214 **Capitol Region Education Council - CREC**

111 Charter Oak Avenue, Hartford, CT 06106

The Capitol Region Education Council (CREC), a member of the Connecticut RESC Alliance, is a regional educational service center that offers over 100 cost-savings programs and services to 35 public school districts.

215 **PARS**

5141 California Ave, #150, Irvine, CA 92617

PARS provides customized retirement plans for public agencies including FICA alternatives, early retirement/separation incentives, enhancements to existing state retirement plans, 457 deferred compensation plans and GASB 45 post retirement healthcare funding plans.

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300 SunGard Pentamation

3 West Broad Street, Suite 1, Bethlehem, PA 18018
eSchoolPLUS is a 100% web-based, district-wide student management system offering all educational stakeholders the ability to easily manage or immediately access information.

301/303 AESA-Association of Educational Service Agencies

801 N. Quincy Street, Suite 750, Arlington, VA 22203
AESA strives to ensure its members are well informed on issues relating to ESAs. Copies of publications such as *Perspectives: A Journal of Research and Opinion about Educational Service Agencies*, the AESA News newsletter, and brochures for the Executives in Residence and Solution Marketplace programs will be available. Also find information about the AESA Foundation. For more information about your association go to www.aesa.us

302 TransAct Communications, Inc

5105 200 Street SW, Suite 200, Lynnwood, WA 98036
TransACT provides parent notifications to help school districts comply with the communication requirements of NCLB, IDEA 2004 and OCR on a budget everyone can afford.

304 Atomic Learning

43 East Broadway Street, Little Falls, MN 56345
Atomic Learning, award winning provider of on-line software training, delivers a library of over 20,000 tutorials and curriculum resources on over 100 different software applications and Lesson Accelerators.

305 Cooperative Educational Service Agency # 8

223 W. Park Street, P.O. Box 320, Gillette, WI 54124
CESA #8 will inform attendees of promising alternative for serving disadvantaged learners through the "Stand In The Gap" research model and the PASS credit deficiency and skill building courses.

306 American Education Corporation

7506 N. Broadway Ext., Oklahoma City, OK 73116
The A+nyWhere Learning System® is a leading computer-based e-learning assessment and instruction solution. The K-12 curriculum is aligned to NCLB requirements as well as state and national standards.

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307 Corporate Express

15813 Maple, Overland Park, KS 66223

As one of the world's largest business-to-business supplier of essential office and computer products, furniture and facility products, Corporate Express combines customer service and state-of-the art distribution technology to help you simplify the way you buy essentials for your office or classroom.

308 Step Up 4 Learning Systems, Inc.

5222 Monroe Road, Suite 170, Charlotte, NC 28205

6 Trait Power Write is a comprehensive research based writing program for meeting state and national writing standards in grades 4-12. Students type and save their writing as they work through a framework of specific strategies that provide consistent research based instruction across grade levels and content areas.

309 Movie Licensing USA

201 South Jefferson Avenue, St. Louis, MO 63103

Movie Licensing USA offers a Public Performance Site License, on behalf of most of the major motion picture studios, to K12 schools so they can legally show entertainment films.

310 Modern Red SchoolHouse Institute

1901 21st Avenue, South, Nashville, TN 37212

Modern Red SchoolHouse is a non-profit providing customized professional development based upon solid evidence for highly effective schools and has partnered with more than 300 schools in over 30 states.

311 Carnegie Learning

437 Grant St., Frick Building, 20th Floor, Pittsburgh, PA 15219

Carnegie Learning is a leading developer of core mathematics programs and supplemental intervention applications for middle and high school students, helping more than 375,000 students in over 1,000 districts succeed in math.

312 Immersion Presents

301 Jasmine, Denver, CO 80220

Immersion Presents, founded by Dr. Robert Ballard, seeks to help all kids share the adventure, excitement and learning involved in real scientific discovery, to help them succeed academically, and to inspire them to pursue careers in science and related fields.

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- 313 POWER Engineers**
3900 S. Wadsworth Blvd., Suite 700, Lakewood, CO 80235
POWER Engineers, Inc. meets the telecommunication networking needs of rural and urban school districts throughout the United States. Start to finish, we give you the POWER to succeed.
- 314 MAXIMUS**
1208 E. Broadway, Ste 205, Tempe, AZ 85282
MAXIMUS is one of the leading firms in the nation providing services to schools and education agencies. We provide solutions for: Special Education Management, Instructional Management, Student Information, and Medicaid Recovery.
- 315 CESA #6**
PO Box 2568, Oshkosh, WI 54903-2568
CESA #6 offers a variety of affordable web-based tools to enhance communication, curriculum, assessment, data warehousing and benchmark reporting. CESA #6 welcomes partnerships with other agencies to promote excellence in these areas.
- 400 eSchoolMall**
2 Walnut Grove Drive, Suite 190, Horsham, PA 19044
eSchoolMall, the leading provider of procurement automation solutions for schools, saves money for AESA members and their constituents. And we can prove it!
- 401 Strategic Energy**
7 Gateway Center, 9th Floor, Pittsburgh, PA 15222
Strategic Energy is dedicated to being a trusted, unbiased advisor to our customers. For 20 years, we have helped companies implement effective energy management strategies. Strategic Energy is committed to giving businesses the opportunity to control and maximize their energy expenditures.
- 402 TCPN/The Cooperative Purchasing Network**
7145 West Tidwell, Houston, TX 77092
TCPN provides competitively bid, legally compliant, best value contracts for use by school districts, governmental agencies and other non-profits. TCPN provides the advantage of state-of-the-art purchasing procedures, quick and efficient delivery of goods and services by "high performance" vendors.

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403 Catapult Online

1001 Fleet Street, Baltimore, MD 21202

Catapult Online is the standard in live, online tutoring. Learn how Catapult Online delivers personalized, at-home instruction from certified teachers, to students in any geographic location, including rural areas.

404/406 Region 4 Education Service Center

7145 West Tidwell Road, Houston, TX 77092

Region 4 ESC has developed the following products and services: research-based curriculum materials for content and enrichment; materials to implement state and federal accountability systems in order to impact student achievement; national superintendent searches; electronic ESA accountability system and escWorks.

405 OfficeMax

150 E. Pierce Road, Itasca, IL 60143

OfficeMax is a leader in both business-to-business and retail office products distribution. OfficeMax delivers an unparalleled customer experience -- in service, in product, in time savings, and in value -- through a relentless focus on its customers. The company provides office supplies and paper, print and document services, technology products and solutions, and furniture.

407 ABS Quality Evaluations

16800 Greenspoint Park Drive, Suite 300 S, Houston, TX 77060

ABS Quality Evaluations (ASBS QE) offers third-party auditing and certification services to international standards, including ISO 9001. Its global resources provide industry expertise and an unmatched knowledge of certification processes.

408 School Specialty

W6316 Design Drive, Greenville, WI 54942

School Specialty is an education company that is the nation's largest provider of innovative and proprietary products, programs, and services. 1000's of products and solutions. 100% education.

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- 409 myFootpath, Makers of Prep HeadQuarters**
850 West Jackson, Ste. 660, Chicago, IL 60607
Prep HeadQuarters builds partnerships with service centers to deliver FREE, web-based college prep tools to help counselors better communicate, track, report, and manage college applications and the planning process.
- 410 DNV Certification**
16340 Park Ten Place, Suite 100, Houston, TX 77084
DNV is a leading accredited registrar for ISO 9001:2000 and ISO 14001, having issued over 50,000 registrations worldwide. We offer ISO/TSI16949, AS9100, AS9110, OHSAS 18001 and CE Mark registrations. DNV has five offices, throughout North America, including West, Southwest, Midwest, Southeast and Northeast regions.
- 411 Teachers' Domain - WGBH**
125 Western Avenue, Boston, MA 02134
Teachers' Domain comprises exemplary online courses for teachers in science from WGBH Boston and FREE standards-based multimedia resources for K-12 use. 1 in every 4 schools uses Teachers' Domain.
- 412 BSN Sports**
1901 Diplomat Drive, Farmers Branch, TX 75234
BSN Sports carries training aides, practice gear and game balls, field and facility equipment and everything else you need to support your athletic programs plus we ship your order fast!
- 413 Southwest Education Alliance**
9201 University City Blvd, UNC Charlotte,- COE, Suite 150 - Charlotte, NC 28223
Come learn about initiative to replace failing comprehensive high schools with schools that have a track record in producing: increased attendance; lower discipline incident rates; better performance on reading and writing assessments; higher graduation rates and higher college-going rates.

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- 414 Medianet/Schedule3W**
5515 Cogswell Street, Halifax, NS, Canada B3J 1R2
MEDIANET provides teachers WEB access for scheduling/viewing your centralized collection of real/digital videos, kits and assistive devices. New integrated player and single sign-on UnitedStreaming interface. New journal routing system.
- 415 CRS Incorporated**
500 Arch St., Williamsport, PA 17701
CRS Incorporated is the premier provider of employee absence management solutions serving schools and libraries in the United States and Canada.
- 500 Thinking Maps, Inc.**
401 Cascade Pointe Lane, Cary, NC 27513
Thinking Maps is a set of 8 visual tools that provide a consistent link between all grade levels and all content areas for teaching thinking process', test-taking skills, and leadership!
- 501 Pearson School Systems**
827 W. Grove Avenue, Mesa, AZ 85210
Pearson School Systems is advancing student learning through its highly interoperable enterprise solutions for student information management. As the market leader in K12 technology innovations, Pearson School Systems supports 25 million students.
- 502 Atlas Tracks, Inc.**
19495 SW Teton Avenue, Tualatin, OR 97062
Atlas Tracks, Field Turf and Plexipave products are now available through cooperative purchasing. Synthetic products include: Running tracks, tennis/basketball courts, football/soccer fields, and baseball/softball fields.
- 503 Spectrum Industries, Inc.**
1600 Johnson Street, Chippewa Falls, WI 54729
Innovative Learning & Training Furniture - Manufacturer of Laptop Storage Carts, Instructional Media Lecterns, Seating, Computer Lab, CAD, Flat-Panel & Office Furniture. Ergonomic, Modular, Durable, Attractive Designs. Made in the USA!

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504 ViewSonic

381 Brea Canyon Road, Walnut, CA 91789

ViewSonic is a worldwide leader in visual display products, including LCD and CRT displays, LCD TVs, projectors, interactive display solutions, and HDTV technology for today's business, education, government and consumer electronic markets.

505 Computer Automation Systems, Inc.

PO Box 590, Mountain Home, AR 72654

SEAS – a dynamic special education management system that is easy to use and addresses the needs of special educators. SEAS provides updated state forms, customizable form groupings, related services tracking, medicaid reimbursement and much more.

506 LRP Publications

747 Dresher Road, #500, Horsham, PA 19044

A leading publisher of education, administration and legal resources, LRP Publications has been educators' trusted source for authoritative guidance since 1985, providing comprehensive newsletters, books, online services and eLearning courses.

507 Literacy First

3109 150th Place S.E., Mill Creek, WA 98012

Literacy First is a proven, research-based, systematic, professional development offering that accelerates reading achievement for students in grades PreK to 12. Approved for use and implemented in Reading First schools.

508 The Great Books Foundation

35 E. Wacker Drive #2300, Chicago, IL 60601

Established in 1947, The Great Books Foundation's K-12 programs combine the Shared inquiry™ method with outstanding literature to teach reading comprehension, critical thinking and writing to all students. The Foundation also offers a menu of professional development for educators.

509 Calvert Education Services

10713 Gilroy Road Suite B, Hunt Valley, MD 21031

Calvert's Enrichment courses will stir the student creativity, foster a better understanding of the world and make their overall educational experience more enjoyable. The courses are designed to compliment the core courses and can be used independently.

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510 Tremco Incorporated

3735 Green Road, Beachwood, OH 44122

Tremco Incorporated has supported education's roofing and building envelope needs for decades, offering streamlined procurement, sophisticated diagnostic tools and assuming complete responsibility for maintaining leak-free facilities.

512 Global Compliance Network

147 Kent Street, Portland, MI 48875

Global Compliance Network provides Internet-based OSHA and professional development training. The tutorials offer schedule flexibility, online documentation of user completion, take 20 minutes or less to complete and are continually updated.

514 Konica Minolta Business Solutions

101 Via Ricardo, Thousand Oaks, CA 91320

Konica Minolta is a leader in the office equipment industry with Monochrome & Color Multifunctional Devices to suit the needs from desktop to print shop. Come see the latest in School Applications/Programs.

515 NITV-PreschoolFirst

11490 Commerce Park Drive, Suite 230, Reston, VA 20191

PreschoolFirst is an online, play-based curriculum and assessment resource for the preschool years. Proven effective in district pre-K programs, and for special needs students, it is the only research based early childhood program built from the ground up as a seamless, integrated, online system for administrators, teachers and parents.

600 FileMaker

5201 Patrick Henry Drive, Santa Clara, CA 95054

With FileMaker, manage staff, projects, curriculum, assets, and more - the easy way! Special volume licensing programs are available to Education Service Agencies and member schools. Available for Windows and Macintosh.

601 Liberty Mutual

1811 Centre Point Circle, Naperville, IL 60563

AESA members are eligible to receive an exclusive discount on your auto, home and renter with Liberty Mutual! Stop by the Liberty Mutual booth for additional information.

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- 602 Bureau of Education & Research**
P.O. Box 96068, Bellevue, WA 98009-9668
BER seminars can now be brought directly to your staff with our new On-Site Training offerings. We also continue to produce excellent staff development video programs designed to help strengthen classroom instruction.
- 603 Vantage Learning**
110 Terry Drive, Suite 100, Newtown, PA 18940
Delivering 146 million online test transactions last year, Vantage Learning creates sophisticated knowledge solutions for K-12 using award-winning linguistic tools that provide immediate feedback to enhance student learning.
- 604 Kyocera Mita America**
225 Sand Road, Fairfield, NJ 07004
Kyocera Mita America, Inc. is a leading provider of computer-connectable peripherals, including network-ready digital copiers/printers, laser printers, digital laser facsimiles, and multifunctional and wide format imaging solutions.
- 605 Silver Strong & Associates/Thoughtful Education Press**
227 First Street, Hohokus, NJ 07423
Thoughtful Education Press offers teaching resources, assessment instruments, books and professional development programs that focus on "Making Students as Important as Standards."
- 606 Crisis Management Institute**
P O Box 331, Salem, OR 97308
Crisis Management Institute (crisis team training, prevention resources, videoconferencing) and InnerLink (web-based health and safety solutions for schools) revolutionize online education and trainings for students and staff. A "must" visit!
- 608 AEPA – The Association of Educational Purchasing Agencies**
4216 Balloon Park Road, NE, Albuquerque, NM 87109
The Association of Educational Purchasing Agencies mission is to cooperatively serve our 23 member states through a continuous effort to explore and solve present and future purchasing needs.

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614 aal

880 Laurentian Drive, Burlington, Ontario L7N 3V6

aal is vendor of choice for over 7,000 schools and regional service agencies, serving 5.4 million students. eSIS®, aal's flagship product, enables users to redirect their focus from administration to improving student results through data-driven decisions.

615 Scientific Learning

300 Frank H. Ogawa Plaza, Suite 600, Oakland, CA 94612

Scientific Learning, the developer of the patented technology used in the Fast ForWord® software, is a reading intervention product that applies neuroscience principles to build learning capacity.

617 Digitalis Education Solutions, Inc.

PO Box 2976, Bremerston, WA 98310

Improve astronomy education in your region with the Digitalarium™ portable digital planetarium system.

Enjoy the capabilities of a modern fixed planetarium without the huge expense or dedicated real estate.



Exhibition Classified Directory

	Booth
Administrative Software & Products	
aal	614
Alchemy Systems, LP	209
CRS Incorporated	415
Corporate Express	307
eSchoolMall	400
FileMaker	600
Follett Software Company	111
LRP Publications	506
MAXIMUS	314
my Footpath, Makers of Prep Headquarters	409
OfficeMax	405
Pearson School Systems	501
Skyward, Inc.	203
SunGard Pentamation	300
TetraData	113/115
TransACT Communications, Inc.	302
Associations	
AESA-The Association of Educational Service Agencies	301/303
AEPA-The Association of Education Purchasing Agencies	608
National Association of Media and Technology Centers (NAMTC)	206
Computer Assisted Training	
Atomic Learning	304
Global Compliance Network	512
LRP Publications	506
Educational Software	
aal	614
American Education Corporation	306
Atomic Learning	304
Digitalis Education Solutions, Inc.	617
Immersion Presents	312
my Footpath, Makers of Prep Headquarters	409
Scientific Learning	615
Step Up 4 Learning Systems, Inc.	308
Teachers' Domain – WGBH	411
TetraData	113/115
Thinking Maps, Inc.	500
TransACT Communications, Inc.	302
Vantage Learning	603
WRC Media	101

Education Service Agencies

CESA # 6	315
Capitol Region Education Council – CREC	214
Cooperative Educational Service Agency # 8	305
Region 4 Educational Service Center	404/406
Region 10 Educational Service Center	211/213
Southwest Education Alliance	413

Educational & Public Service Organizations

Capitol Region Education Council - CREC	214
Modern Red SchoolHouse Institute	310
National Association of Media and Technology Centers (NAMTC)	206
The GNS Group	207
Silver Strong & Associates/Thoughtful Education Press	605
Western Governors University	204

Facilities Maintenance

Corporate Express	307
Tremco Incorporated	510

Financial Services

PARS	215
-------------	------------

Safety Education & Security Systems

ABS Quality Evaluations	407
Global Compliance Network	512
POWER Engineers	313

Exhibition Classified Directory

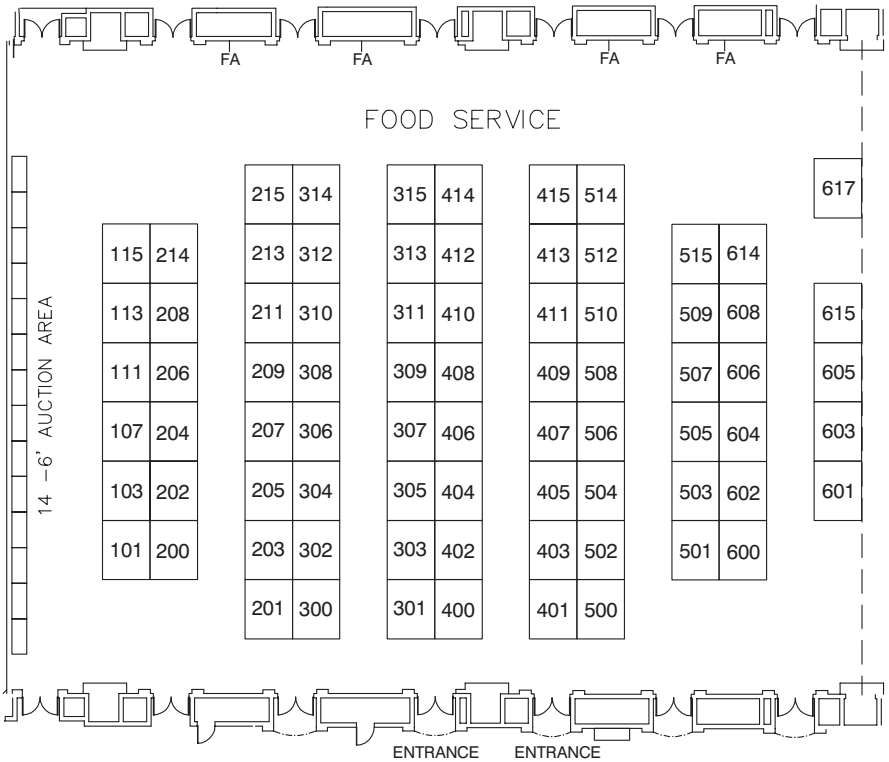
	Booth
Technology	
aal	614
Alchemy Systems, LP	209
American Education Corporation	306
Digitalis Education Solutions, Inc.	617
FileMaker	600
Follett Software Company	111
Immersion Presents	312
Konica Minolta Business Solutions USA Inc.	514
Kyocera Mita America	604
MAXIMUS	314
Movie Licensing USA	309
myFootpath, Makers of Prep Headquarters	409
POWER Engineers	313
TetraData Corporation	113/115
TransACT Communications, Inc.	302
Vantage Learning	603
Other	
Atlas Tracks, Inc.	502
BSN Sports (Athletic Equipment)	412
Bureau of Education & Research	602
Catapult Online (Supplemental Instruction Provider)	403
Corporate Express	307
DNV Certification (ISO Registrar)	410
Literacy First (Professional Development)	507
Modern Red SchoolHouse Institute	310
Movie Licensing USA	309
NITV – PreschoolFirst (Professional Development)	515
PBS VIDEO	205
PartnerShip	107
School Specialty	408
Spectrum Industries, Inc.	503
The Great Books Foundation	508
(Professional Development Curriculum Materials)	
The GNS Group	207
Thinking Maps, Inc.	500
WRC Media	101
Williams Scotsman, Inc. (Mobile and Modular Classrooms)	201

Exhibition Hall Floor Plan

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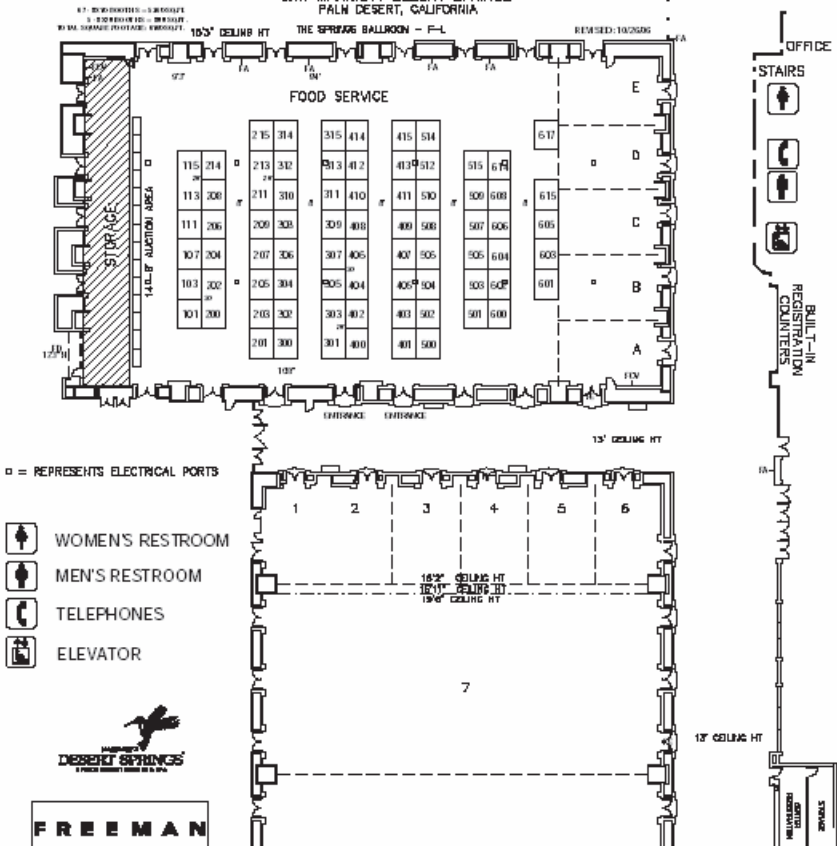
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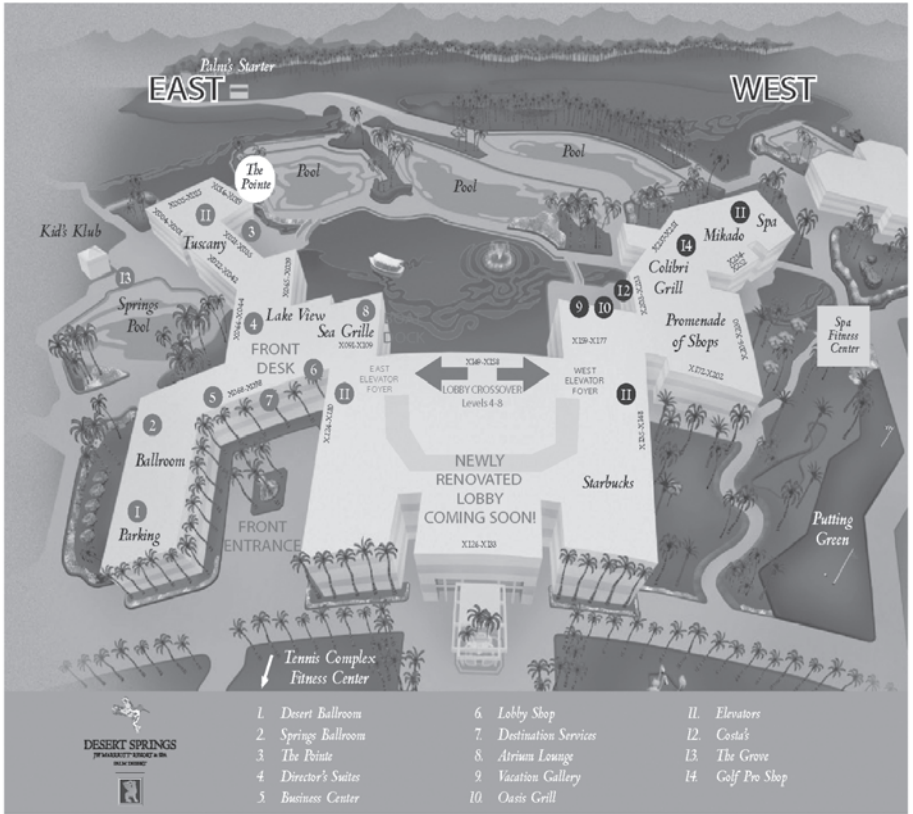
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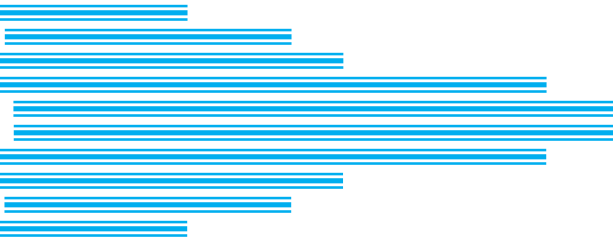
Desert Springs J W. Marriott Resort & Spa Layout



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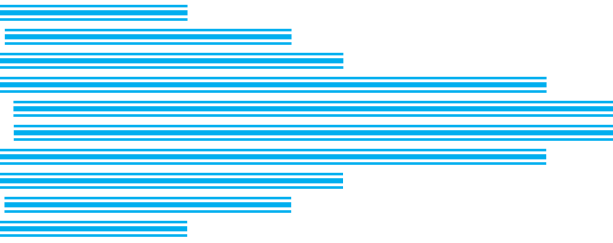
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