



Annual Report To Our Partners 2010-2011



SW/WC Service Cooperative

1420 East College Drive

Marshall MN 56258

507-537-2240 www.swsc.org

Office Locations: Marshall, Montevideo

Pipestone, Willmar and Windom

Serving the 18 counties of Southwest
and West Central Minnesota



Partnership. Innovation. Leadership. Service.

Our Mission

Through partnership, innovation, and exceptional leadership, our programs and services will meet the diverse needs of our members.

Divisions of Excellence

A Division of Excellence combines comprehensive services with highly qualified and educated staff to deliver quality programs and services to our members.

Division of Administrative Services



The Division of Administrative Services is committed to delivering high quality, reliable services to our members and partners, which exceed expectations for responsiveness and expertise.

This division is comprised of the following programs: Regional Management Information Center (RMIC), Information Technology, Health & Safety, Cooperative Purchasing, Technology Integration, E-Rate Coordination, Distance Education, and Professional Development.

This division is led by Darin Jensen, Senior Director of Administrative Services.

Division of Risk Management Services



The Goals of the Health Insurance Pool Program are to: reduce the individual risk for our member groups, stabilize rates for our members on a year-to-year basis, negotiate with the claims administrator on behalf of our members, secure a competitive price, create product design options and services, and provide educational trainings and workshops for our members and their employees.

There are 56 groups in the school pool and 120 groups in the CCOGA (city/county/ other governmental agency) pool.

A highlight for the year was the 2011-12 school insurance pool renewal. ALL groups received a premium decrease--something that hasn't happened in many years due to the rising costs of health care.

This division is led by Doug Deragisch, Senior Director of Risk Management Services.

From the Executive Director

Dear Friends of SW/WC Service Cooperative:

The staff, administration, and Board of Directors are committed to providing high quality programs and services to our members! Our mission highlights partnership, innovation, service, and exceptional leadership...we believe this past year demonstrated our commitment to achieving this mission! Our shared services model of delivering services is show-cased through a number of important initiatives outlined in this year's *Annual Report to Our Partners*.

SW/WC SC is a membership driven organization...through a number of advisory committees and the Executive Council, our Board of Directors and Administration work collaboratively with our members to bring program and service opportunities that meet their needs. In this *Annual Report to Our Partners*, you can learn more about some of our programs and services.

As we continue to plan for the coming year, we recognize the challenges facing our members and have a financial plan that reflects the current fiscal challenges. Using a conservative approach to generating revenue through our fee structure, we will continue to challenge ourselves on finding new and innovative ways to deliver programs and services.

Thank you for taking time to review this report. Just as we believe it is important to report to you, our partners, we believe it is equally important that we listen to you. Tell us what you are trying to do and having difficulty getting done...it is our belief that we can work with you to find solutions to your challenges!

Cliff Carmody, Executive Director



Division of Teaching and Learning Services

The Division of Teaching and Learning Services is comprised of the following programs: School Improvement/AYP Services, Student Activities, Curriculum, Assessment & Instruction, Carl Perkins/Career and Tech Education, Math and Science Teacher Partnership, Response to Intervention (RtI), Positive Behavior Interventions and Supports (PBIS), and Professional Development.

This division is led by Bob Braun, Senior Director of Teaching and Learning Services.



Division of Special Education Services

The Division of Special Education Services has a long and positive history of working collaboratively with its member districts to ensure students with disabilities are afforded excellent educational services. Our employees are dedicated professionals who are exceptionally skilled in the services they provide. They exude professionalism and an unwavering dedication to their respective fields.

The division is comprised of the following programs: Special Education Direct Student Services, Regional Low Incidence, Outreach Clinics, Regional Assistive Technology Lending Library, Autism Training Project, Transitions Outcome Project, Alternative Learning Programs & Settings, and Professional Development.

This division is led by Dr. Mary Palmer, Senior Director of Special Education Services.



In Partnership With Our Members

Highlights from this past year...

Special Education Student Services



- We provide a wide array of direct student services to our member school districts. Services such as occupational therapy, physical therapy, early childhood special education, school psychology, audiology, speech language pathology, and more.
- Our regional assistive technology lending library and demonstration lab continues to lend equipment and materials to school districts which enhance special education learner outcomes and quality of life.
- Regional low incidence consultants provide assistance to school districts in the areas of deaf/hard of hearing, visually impaired, autism, traumatic brain injury, developmental cognitive disability, and more.

School Business Finance Services



- Regional ESS/SMARTer website gets a new look and feel.
- More districts turn to the Regional Management Information Center (RMIC) for extended Business Management Services.
- Environment Occupational Health & Safety Bid awarded to MacNeil Environmental.

Information Technology



- 32 school districts now rely on SW/WC SC's IT Department for E-Rate Coordination .
- Shared Technology Coordination Services was provided to 14 districts.
- RUS Grant was received to upgrade ITV classrooms in the Wide Area Network area.
- Wide Area Network Consortium membership increased by 3 districts to 34 members.
- TSIS Student Information System introduces new Graphical Schedulers.
- Cognos Data Warehouse adds cross-district analytic reporting capabilities.
- SMART Technologies Bridgit Conferencing Software was well received by members.

Since
1965

Service
Cooperative



"2010 has proved to be another challenging yet successful year for the SW/WC Service Cooperative. As I reflect back upon this past year, I could not be more proud of the accomplishments of our staff, our Board of Directors, and our members. It is because of the passion and commitment of each and every one of you that the SW/WC SC remains strongly dedicated to our value-based mission statement. With sincere appreciation, I am humbly honored to offer the following quotation of Kahlil Gibran: You give but little when you give of your possessions. It is when you give of yourself that you truly give."

~Maydra Maas, Chairperson, SW/WC SC Board of Directors, Westbrook-Walnut Grove Schools

Student Enrichment



- A Transition Improvement Partnership was formed comprised of various agencies that serve youth with disabilities. The partnership updated the C3online transition resource database, planned and delivered a Career Development and Work-based Learning Conference (100 participants), and helped establish an Independent Living Skills Assessment Program through Project Discovery.
- Student Conferences and Competitions were offered throughout the year, with over 23,000 students attending the events.

Alternative Learning Programs



- All the SW/WC Service Cooperative alternative programs expanded and served more students this year than any other time period.
- A new staff position--Administrator of Alternative Programs--will provide leadership for these programs beginning August 1, 2011.
- Current alternative learning programs include: Heartland Ranch School, Benson; Belview Learning Center; Cosmos Learning Center; Red Rock Ridge School, Windom; and Blue Mound Learning Center, Luverne.

Math & Science Teacher Partnership



- 2010-11 was our 3rd year. All teachers participated in Professional Learning Communities (PLCs) to implement content and strategies.
- Science Schools: Cedar Mountain, Hendricks, Holy Redeemer, Hutchinson, Lynd, Minneota, Pipestone, Red Rock Central, RTR, and Worthington. The focus was the new Science Strand—"The Nature of Science & Engineering".
- Math Schools: BOLD, Brewster, Ivanhoe, KMS, Minneota, Round Lake, and Sleepy Eye. The focus was "Accelerating Students to Grade Level in Mathematics" focusing on each strand of the 2007 Minnesota Math Standards and pedagogy.

"Jackson County has been a member of SW/WC SC since 2004 when we joined the CCOGA Health Insurance Pool. Since then, we have also utilized the service coop for other services, such as cooperative purchasing. We have been happy not only with the cost of the products, but with the service and professionalism of the staff. Joining the SW/WC SC was definitely a great move for us!"

~Jan Franson, SW/WC SC Board Member, Jackson County

More Highlights...

School Improvement Services



- The School Improvement Team hosted their annual data mines in July and August, as well as on an individual basis for schools as requested. This is the foundation for data driven decision making, and once again, had a very successful turn out.
- We have also been spending valuable time in schools with staff and leadership teams addressing a variety of staff development needs based on Improvement Plans.
- Over 36 administrators and teacher leaders from across the region met for the second annual AYP Leadership Forum, which was a day of sharing, collaborating and networking on topics such as staff consensus, parent involvement, data at the student level and PLCs.

Professional Development Opportunities



- The Technology Conference doubled in size and some districts utilized it as a staff development day.
- The Type III Bus Driver Certification went online with over 250 participants.
- We hosted a Lab Safety Chemical Hygiene Officer Training.
- Crisis Prevention Institute (CPI) Training was revamped to offer a comprehensive system of delivery to better ensure those who are trained meet certain levels of competence before using restraint with a student.
- Administrators from around the region participated in the 2010-11 Leadership Cohort. They completed a leadership profile inventory, identified an improvement initiative for the year, and networked with others in the cohort. They met in-person and online throughout the year.

Health Cost Management Program



- Twenty-two schools participated in the Health Cost Management Program in 2010-2011. Activities included:
- Biometric screenings (including cholesterol, glucose, blood pressure, body composition, vitamin D, PSA, thyroid, stress, hemoglobin)
 - BEGIN Program & Weight Watchers at Work
 - Speakers on health & wellness topics (financial, stress, depression, diabetes, healthy cooking, heart health)
 - Exercise classes (zumba, yoga, strength training, stretching, water aerobics)
 - Pedometer walking programs
 - Classroom to 5K running/walking training program

Cooperative Purchasing



- The MSC cooperative purchasing group launched a new website.
- In FY 2010-11, the MSC Cooperative Purchasing program had in excess of \$12,000,000 in sales.
- Vendor booths at a variety of statewide conferences in MN and SD.
- New contracts awarded to: Kinetic Leasing, Lan-School, Partstock and CDI, Living Connected, and Plato Learning.
- SW/WC SC Cooperative Purchasing was instrumental in the formation of the SW/WC SC SMART Users' Networking Group.
- Cooperative Purchasing, together with Tierney Brothers, hosted 2 regional SMART product road shows showcasing the latest SMART products.

Benefits of Membership

- Using a shared services model, the SW/WC Service Cooperative provides a number of benefits to our members. From saving money, to gaining economies of scale, our shared services model creates efficiencies while providing access to programs and services not readily available to our members without our efforts.
- Working together with the SW/WC Service Cooperative to pool money and staff, school districts gain needed service. Small, rural schools can maximize resources, bringing equal opportunities to all students in southwest and west central Minnesota.
- Creativity and innovation, coupled with our stalwart tried and true programs, provide a solid foundation of support for our members.

Our Members

Public School Members: 55 Charter & Non-Public School Members: 22

City Members: 60 County Members: 16 Other Governmental Agency (OGA) Members: 44

Adrian Schools
 •Adult Client Training Service
 •Advance Opportunities
 •Area II MN River Basin Project
 ACGC Schools
 Belgrade/Brooten/Elrosa Schools
 Benson Schools
 BOLD Schools
 Brewster Schools
 Buffalo Lake-Hector-Stewart Schools
 •Butterfield Schools
 Canby Schools
 Cedar Mountain Schools
 •Cedar Riverside Community School-Minneapolis
 •Chippewa County
 •City of Adrian
 •City of Appleton
 •City of Atwater
 •City of Benson
 •City of Bird Island
 •City of Canby
 •City of Carver
 •City of Clara City
 •City of Cosmos
 •City of Cottonwood
 •City of DeGraff
 •City of Ellsworth
 •City of Fairfax
 •City of Franklin
 •City of Fulda
 •City of Granite Falls
 •City of Greenfield
 •City of Hanley Falls
 •City of Hendricks
 •City of Heron Lake
 •City of Hugo
 •City of Jackson
 •City of Jasper
 •City of Kerkhoven
 •City of Lake Benton
 •City of Lake Elmo
 •City of Lakefield
 •City of Lamberton
 •City of Madison
 •City of Marshall
 •City of Maynard
 •City of Mendota Heights
 •City of Milroy
 •City of Minnesota
 •City of Montevideo
 •City of Mountain Lake

•City of New Prague
 •City of Newport
 •City of Oak Grove
 •City of Oakdale
 •City of Plymouth
 •City of Prior Lake
 •City of Renville
 •City of Rosemount
 •City of Round Lake
 •City of Russell
 •City of Sacred Heart
 •City of Scandia
 •City of Slayton
 •City of Spicer
 •City of Springfield
 •City of St. Paul Park
 •City of Stewart
 •City of Stillwater
 •City of Tyler
 •City of Vadnais Heights
 •City of Victoria
 •City of West St. Paul
 •City of Willmar
 •City of Windom
 Clarkfield Area Charter School
 •Cologne Academy
 Comfrey Schools
 Community Christian School-Willmar
 •Cottonwood County
 •Cottonwood County DAC
 •Countryside Public Health
 Dawson/Boyd Schools
 E.C.H.O Charter School
 Eden Valley/Watkins Schools
 Edgerton Schools

Ellsworth Schools
 Fulda Schools
 Gibbon-Fairfax-Winthrop Schools
 Glencoe/Silver Lake Schools
 •Heartland Community Action
 Hendricks Schools
 Heron Lake/Okabena Schools
 •Hiawatha Manor-Pipestone
 Hills/Beaver Creek Schools
 Holy Redeemer School-Marshall
 Holy Trinity School-Winsted
 •Hospice of Murray County
 •HRA of Jackson
 •HRA of Redwood Falls
 Hutchinson Schools
 Ivanhoe Schools
 •Jackson County
 Jackson County Central Schools
 KMS Schools
 •Kandiyohi Area Transit
 •Kandiyohi County
 •Kandiyohi County SWCD
 •Lac qui Parle County
 Lac qui Parle Valley Schools
 Lake Benton Schools
 •Lake Minnetonka Conservation District
 Lakeview Schools
 Lester Prairie Schools
 •Lincoln County
 •Lincoln County SWCD
 •Lincoln/Pipestone Rural Water
 Luverne Schools
 Lynd Schools

•Lyon County
 MACCRAY Schools
 Marshall Area Christian School
 •Marshall Municipal Utilities
 Marshall Schools
 •Meeker County
 •Mid-MN Devel. Commission
 Milroy Schools
 Milroy Area Charter School
 Minnesota Schools
 Montevideo Schools
 Mountain Lake Christian
 Mountain Lake Schools
 •Murray County
 Murray Co. Central Schools
 •Murray County DAC
 •New Heights School-Stillwater
 •New Life Treatment Center
 New London/Spicer Schools
 •Nobles County
 •Nobles County SWCD
 •Odyssey Charter School-Brooklyn Center
 Ortonville Schools
 •PACT 4 Families Collaborative
 •Parkview Home-Belview
 •Parkview Manor-Ellsworth
 •Pioneerland Library System
 Pipestone Area Schools
 Pipestone County
 •Pipestone County Medical Center
 •Pipestone County SWCD
 •Prairie Five Community Action
 •Prairie Lakes Youth Programs
 Prinsburg Schools

•Prior Lake-Spring Lake Watershed
 •Progress, Inc.
 Red Rock Central Schools
 •Red Rock Rural Water
 Redwood Area Schools
 •Redwood County
 •Redwood County SWCD
 •Redwood/Cottonwood Rivers Control Area
 •Renville County
 •Renville County SWCD
 Renville County West Schools
 •Retired Senior Volunteer Program of SW MN
 •Rock County
 •Rock County DAC
 Round Lake Schools
 RTR Schools
 •Rural Enterprises for Acceptable Living
 •St. Anne's School-Wabasso
 St. Edward's School-Minnetonka
 St. Mary's School-Bird Island
 •St. Mary's School & Church-Tracy
 •St. Paul Conservatory for Performing Arts
 •St. Peter's School - Canby
 St. Rafael's School-Springfield
 Samuel Lutheran School-Marshall
 Sleepy Eye Schools
 •Southwest Regional Development Comm.
 Southwest Christian School-Edgerton
 Springfield Schools
 •SW MN Housing Partnership
 •SW MN Opportunity Council
 •Swift County
 •Swift County-Benson Hospital
 Tracy Area Schools
 Wabasso Schools
 •Westbrook Public Utilities
 Westbrook/Walnut Grove Schools
 •Western Community Action
 Willmar Schools
 •Willmar Municipal Utilities
 Windom Schools
 Worthington Schools
 •Yellow Medicine County
 Yellow Medicine East Schools

Members as of June 30, 2011

•denotes risk management member only

New Initiatives and Continued Growth

SW/WC School Crisis Response Team

During the 2010-11 school year, a lot of planning resulted in the creation of a critical incident stress management team to support school districts during a time of crisis. Over 30 school psychologists, counselors, social workers and other school personnel from throughout our 18 county region were trained in School Crisis Response in January 2011.

Special Ed Restructuring

The Division of Special Education Services went through a major restructure/paradigm shift this past year. The benefits of the restructure were many, but most importantly our members saw a more efficient and effective use of resources, and received access to more and better services.

Shared Curriculum Services

Lake Benton, Luverne, Lynd, Minneota, and Pipestone analyzed curriculum and instruction through the process of curriculum mapping. The teachers from these districts examined data and aligned the content, skills, and assessments to the state standards. Teachers also revised their maps by eliminating repetitive units and creating new ones. Great year for all!



Telepractice

Our Speech-Language Telepractice Program won a MN Rural Education Association Profiles of Excellence Award.

Telepractice is being used weekly to connect students with hearing loss. Students share experiences and “compare notes” related to their hearing loss. Two students living over 100 miles apart knew each other at first site because they had met previously via telepractice.

SW-PBIS

The School-Wide Positive Behavioral Interventions and Support (SW-PBIS) initiative in southern Minnesota has grown from 4 schools participating in 2008 to 50 schools by the end of the 2011-12 school year. During the 2010-11 school year alone, 15 new schools were added.

Project Discovery

Project Discovery was relocated from the Balaton school building to the SW/WC Service Cooperative offices in Marshall. The program provides career assessment and exploration services (and soon independent living skills assessment) to high school students with disabilities. Despite the difficult winter weather, the program served a record numbers of students this year.



Maximizing Financial Resources

- Our members are under no obligation to use or purchase our services; thus, quality, cost effectiveness and relevance are necessary to our operations.
- SW/WC Service Cooperative's approach to sound fiscal management is prudent and efficient, allowing the agency to respond to the diverse needs of our members.
- In today's economic environment, creating financial savings by developing economies of scale is core to our purpose. As our members experience continued budget reductions, we provide fiscal efficiencies so members can focus on success.

2010-11 Annual Revenues – \$27.8 Million

(Excluding Insurance Premiums)

Fees for Service

Indirect costs, workshop income, extended services contracts in RMIC, and income from counties for day treatment.

Other Local Revenue

Interest income, miscellaneous revenue, support from SC General or other projects, CP admin fees, and BCBS administrative fees.

School Contract Revenue

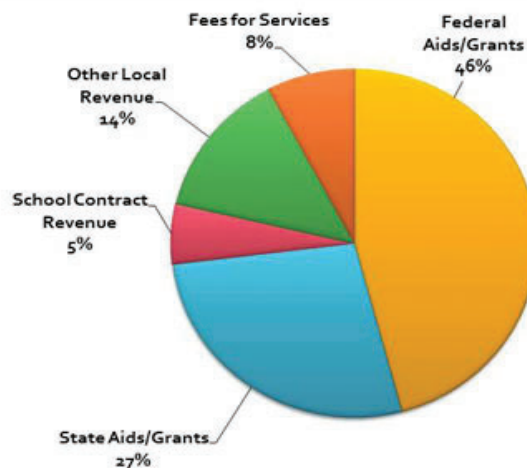
SC Dues Contracts, Curriculum Contracts, RMIC Contracts, Technology Contracts, CP Contracts, and H & S Contracts.

Federal Aids/Grants

AYP Grant, Carl Perkins Grant, Special Education (federal flow through, Low Incidence, CSPD, RTI, PBIS, etc.)

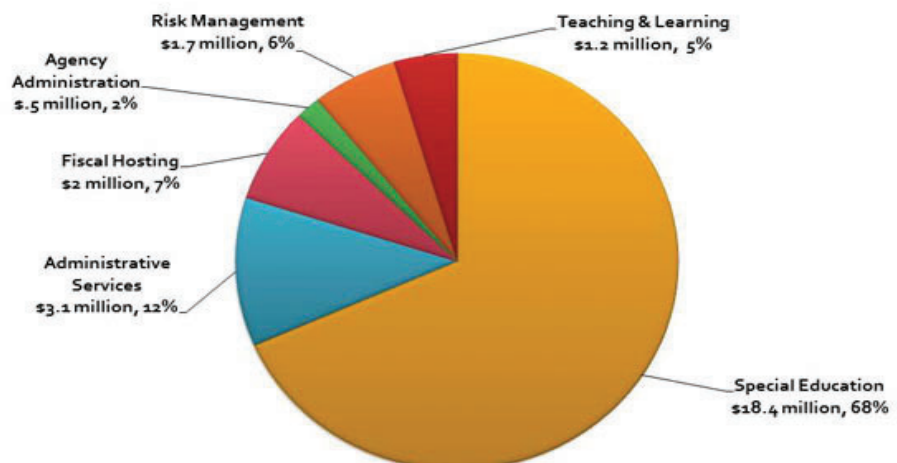
State Aids/Grants

History Grant, State Telecomm funding, Income for all of the Alternative Programs, State/Local portion of the special ed. contracts, SEIMC, and all of the Integration Collaboratives.



2010-11 Annual Expenditures - \$26.9 Million

(Excluding Insurance Premiums)



Staff

We employ over 240 staff throughout the 18 counties of southwest and west central Minnesota. Our staff are located in one of our 5 office locations, but many are actually housed right in the school districts they work in!

Employee retention is important to us!

~The average length of service for all SW/WC SC employees is 7.57 years.

~We currently have 24 employees who have been with the SW/WC SC for over 20 years.

~Thirty-seven employees have between 15-19 years of service, while there are 69 employees who have 10-14 years of service.

Ongoing education and continuous improvement is important to our staff. We have four PhDs working among us, and 82 employees who have an MS or MA degree.



Cliff Carmody and Dave Lamers. Dave received the MN Service Cooperatives 2010 Outstanding Service Award



Education Commissioner Alice Seagren, Deb Moore, and Josh Sumption. Deb and Josh received an MREA Profile of Excellence Award for speech language telepractice.



"Members of the SW/WC SC are afforded many opportunities to provide educational services to students and staff by contracting for services of enthusiastic professional employees. Rural districts, particularly, benefit from the arrangement. The staff and administration of SW/WC SC consistently seek and encourage use of cutting edge educational practices and equipment, providing training to ease the transition to new ideas. County and other governmental agencies also benefit from similar services as well as insurance pools to provide coverage for their employees. SW/WC SC, in my view, is a multi-service, highly successful entity focused on improving education and employment life in rural Minnesota."

~Dr. Kathryn K. Kelly, SW/WC Service Cooperative Board Member, Renville County Soil and Water Conservation District

2010-11 Agency Leadership Team

- Cliff Carmody, Executive Director
- Annette Miller, Director of Finance
- Darin Jensen, Sr. Director of Administrative Services
- Doug Deragisch, Sr. Director of Risk Management Services
- John Willey, Principal of Red Rock Ridge School
- Mary Palmer, Sr. Director of Special Education Services
- Teresa Ostlie, Director of Special Education
- Deecy Jesse, Executive Assistant
- Bob Braun, Sr. Director of Teaching and Learning Services
- Diane McCarron, Interim Director of Special Education
- Edna Gossen, Operations Manager
- Josh Sumption, Manager of Information Technology
- Shelly Maes, Manager of Member Services
- Tammy Stahl, Director of Special Education

Board of Directors



L-R, front: Jan Fransen, Jackson County; Carol Morgan, Luverne Schools; Paul Henriksen, RTR Schools; Mike O'Brien, New London-Spicer Schools; Loren Mathews, Glencoe-Silver Lake Schools

L-R, back: Kathryn Kelly, Renville County SWCD; Lynn Suter, KMS Schools; Mike Zins, Fulda Schools; Maydra Maas, Westbrook-Walnut Grove Schools; Don Brugman, Windom Schools; Sally Vogt, Canby Schools; Richard Vroman, Milroy Schools; Kathi Thymian, Ortonville Schools

Superintendent Executive Council

- Dan Deitte, Chair, Minneota Public Schools
- Bill Strom, Past-Chair, Mountain Lake Public Schools
- Rick Clark, Buffalo Lake-Hector-Stewart Public Schools
- Chris Sonju, Glencoe-Silver Lake Public Schools
- Chris Fenske, Lakeview Public Schools
- Klint Willert, Marshall Public Schools
- Paul Carlson, New London-Spicer Public Schools
- Lance Bagstad, Renville County West Public Schools
- Ted Suss, Wabasso Public Schools
- John Landgaard, Worthington Public Schools
- Michael Van Keulen, Minnesota West
- Keith Kottke, Vice-Chair, Springfield Public Schools
- Roger Graff, Adrian Public Schools
- Loren Hacker, Canby Public Schools
- Daron VanderHeiden, Hutchinson Public Schools
- Greg Schmidt, MACCRAY Public Schools
- Luther Heller, Montevideo Public Schools
- John Brennan, Red Rock Central Public Schools
- Dave Marlette, Tracy Area Schools
- Loy Woelber, Westbrook-Walnut Grove Public Schools
- Carol DeSmet, Holy Redeemer School
- Sharon Kabes, Southwest Minnesota State University

The SW/WC Service Cooperative is a member of the Minnesota Service Cooperatives, an association of nine educational service agencies in MN.



Visit us online at www.swsc.org

Our website offers a general guide to programs and services, professional development opportunities, special events, employment opportunities, a map of school districts in the region, links to member websites and other educational sites, and more!