

What **CESA** Can Do For Your Business Services & Operations

WASBO Spring Conference
May 2024



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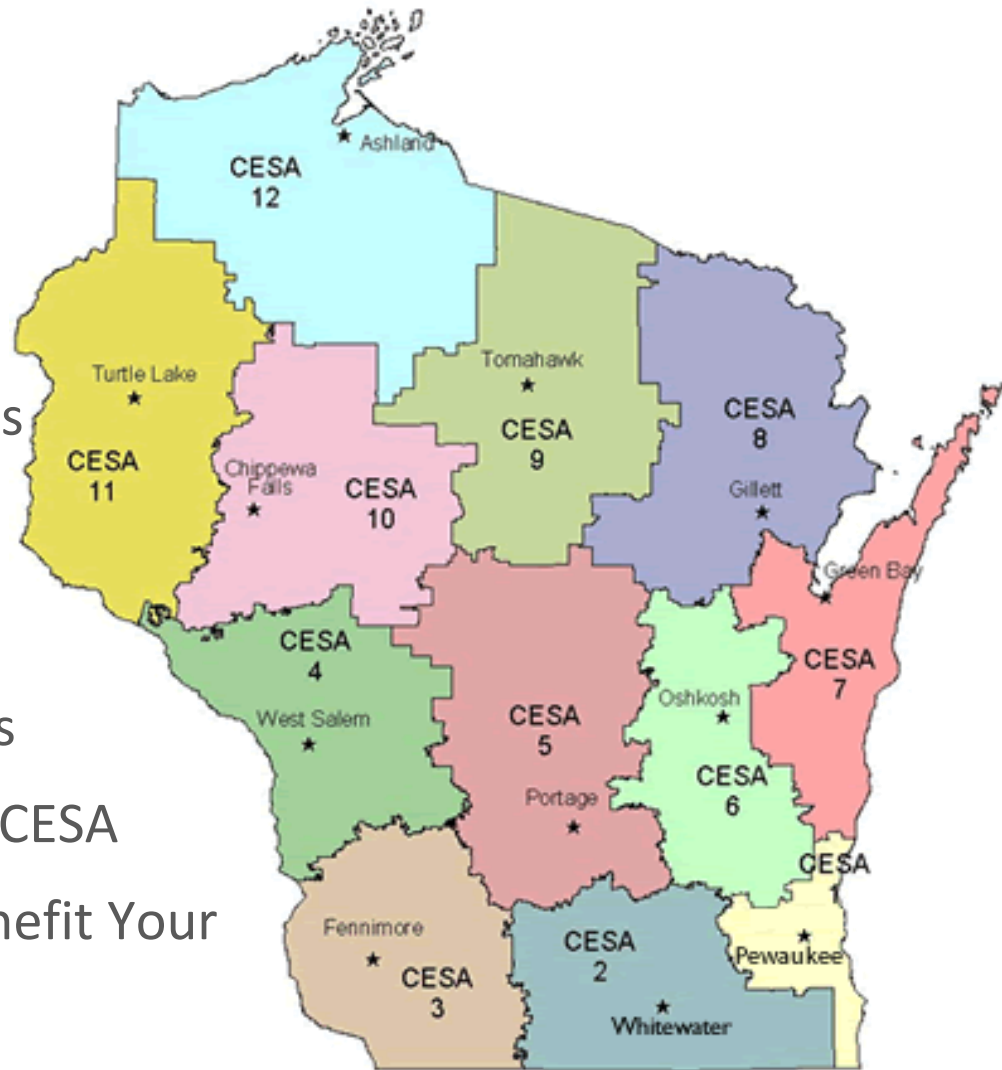
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Our Learning Path:

- General CESA Overview
- Each CESA's Regional Services
- Each CESA's Statewide Services

We Hope You Leave With:

- Better Understanding of CESAs
- Improved Connection to Your CESA
- Access to CESA Services to Benefit Your District Operations





CESAs “serve educational needs in all areas of Wisconsin by serving as a link both between school districts and the state. CESAs may facilitate communication and cooperation among all public, private, and tribal schools, and all public and private agencies and organizations that provide services to pupils”

Wisconsin's CESAs

Cooperative Educational Service Agencies

12
CESA
Regions

Each CESA region
serves an average of
35 school districts.

\$ 0.00
Tax
Funding

CESAs have
no taxing authority and
receive no state aid.
Funding comes from
services purchased
by customers
and through grants.

✓
Choice of
Services

School districts
choose the services
they need.



Membership
Driven

School districts
choose to be members
of their CESA.

Service &
Support

CESAs provide
professional
development for school
staff, specialized
services for students,
and support for
educational innovation.

Local
Governance

Each CESA's Board of
Control is made up of
local school board
members from eleven
member districts.

General CESA Services

- Special Education Itinerant Staff (OT, PT, Speech, Psych)
- Interpreting & Translating
- Professional Development & Training
- Assistance with Grant Implementation
 - Rtl Center, PBIS Network, WI Safe & Healthy Schools (WISH), Transition Improvement Grant (TIG)
- Assistance with State Mandate Implementation (e.g, Act 20)
- Professional Networks Within Region
- Herb Kohl Scholarships & Fellowships
- Regional Spelling Bee
- Business, Financial, and HR
- Curriculum, Instruction, and Assessment
- Career and Life Ready

What Makes Up a Daily Rate

Total Costs	Employee 1	Employee 2
Days	250	250
Salary	\$45,000.00	\$75,000.00
Benefits	\$31,000.00	\$35,000.00
Total Package	\$76,250.00	\$110,250.00

Per Day Costs	Employee 1	Employee 2
Salary	\$180.00	\$300.00
Benefits	\$124.00	\$140.00
Daily Rate	\$305.00	\$441.00

What Makes Up a Daily Rate

Total Costs	Employee 1	Employee 2
Days	250	250
Salary	\$45,000.00	\$75,000.00
Benefits	\$31,000.00	\$35,000.00
Travel	\$2,500.00	\$5,000.00
Work Comp	\$450.00	\$750.00
Professional Dues	\$1,000.00	\$1,000.00
Professional Workshops	\$1,500.00	\$1,500.00
Tuition	\$1,500.00	\$1,500.00
Indirect (10%)	\$8,295.00	\$11,975.00
<i>Total Package</i>	<i>\$91,245.00</i>	<i>\$131,725.00</i>

What Makes Up a Daily Rate

250 Day Employee

LESS....

Determining Sellable Employee Days For # of Contract Days in (K1)	
(Less) Number of Vacation Days	16
(Less) Number of Personal Days	2
(Less) Estimated Sick Days	7
(Less) Emergency Days	1
(Less) Agency Meeting Days	12
(Less) Professional Development Days	5
(Less) Prep/Flex Days	15
<i>Sellable Days for Individual's Contract</i>	192

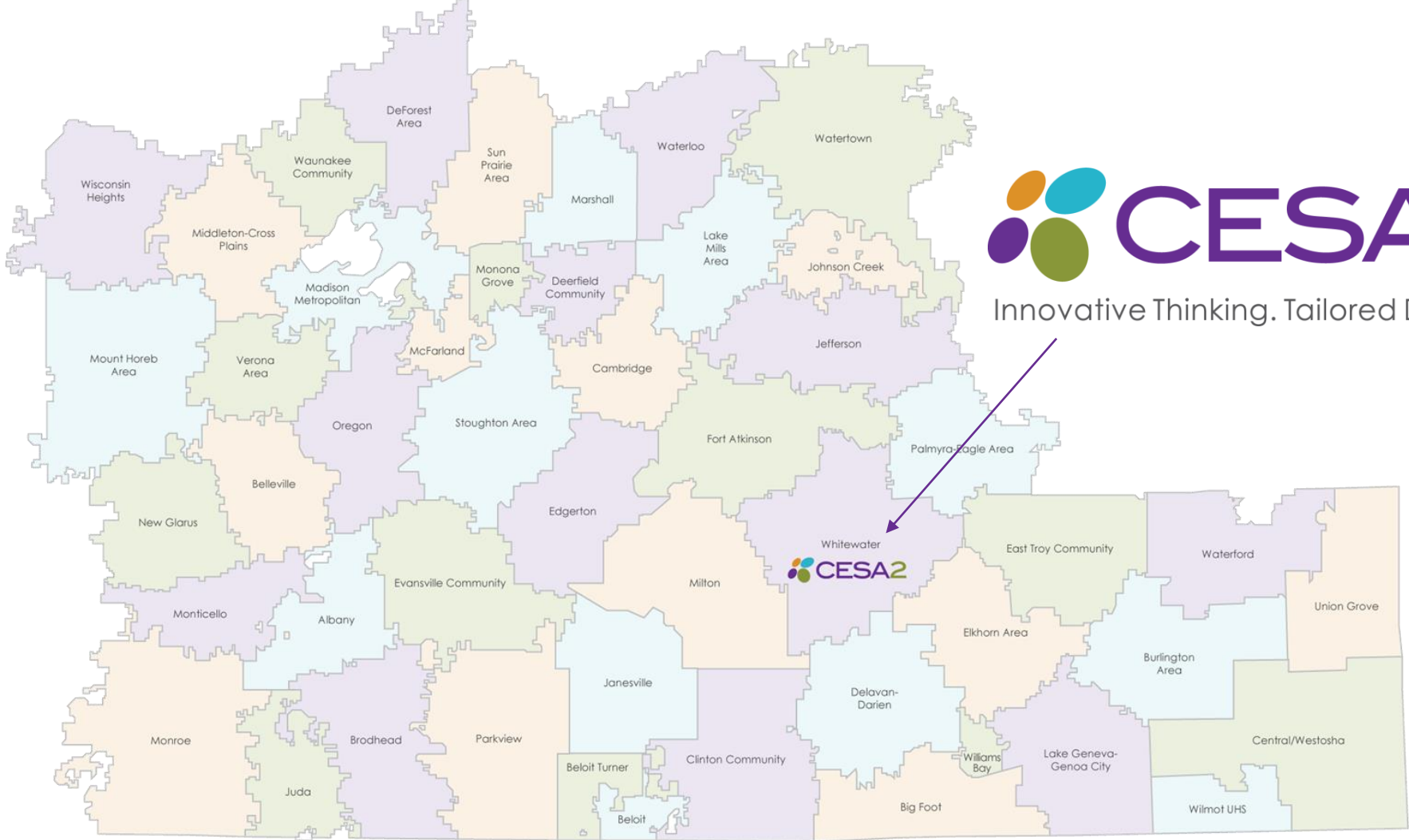
What Makes Up a Daily Rate

Per Day Costs	Employee 1	Employee 2
Days	192	192
Salary	\$234.38	\$390.63
Benefits	\$161.46	\$182.29
Everything Else	\$79.40	\$113.15
<i>Daily Rate</i>	<i>\$475.23</i>	<i>\$686.07</i>



- Executive Assistant Network
- School Resource Officer Network
- School Leadership Coaching
- Charter School SpEd and Business Consulting
- Special Education Itinerant Services





 **CESA2**
Innovative Thinking. Tailored Delivery.

Whitewater
 **CESA2**

CESA 2 Regional Programs

- Communication & [Video Services](#)
- [Professional Resource Center](#)
 - Includes Assistive Technology
 - AT Forward > Statewide Lending of High End Communication Devices
- [IT Support & Consulting Services](#)
- Skyward SMS to Qmlativ Migration Cohort
- [Business Services Consulting & Support](#)

PRC Library

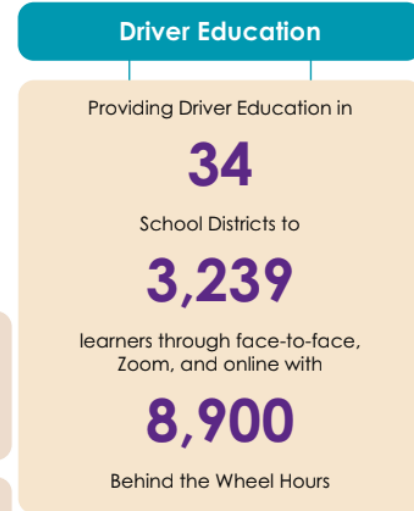
3811 items lent across
27 districts



Jamie Merath
Business Services Consultant

CESA 2 Statewide Programs

- JEDI Virtual School
- Driver Education
- FLEX - Asynchronous Online Professional Development
- CLASS - CESA 2 Licensure Academy for School Staff
 - DPI Approved Pathway for Teacher Licensure
- Substitute Teacher Licensure
- CESA Purchasing



What is CESA Purchasing?



Statewide Purchasing Cooperative

**Saving Wisconsin
Educational Entities
Time & Money**

What types of vendors do you partner with?

Vendor Categories

 ASSESSMENTS	 ATHLETICS EQUIPMENT & TURF	 CONSTRUCTION & MAINTENANCE	 DIGITAL CURRICULUM, MANAGEMENT, & MORE
 FACILITIES SUPPLIES	 FURNITURE	 PPE	 SAFETY & SECURITY
 STEM/STEAM	 SCHOOL & OFFICE SUPPLIES	 SO MUCH MORE!	

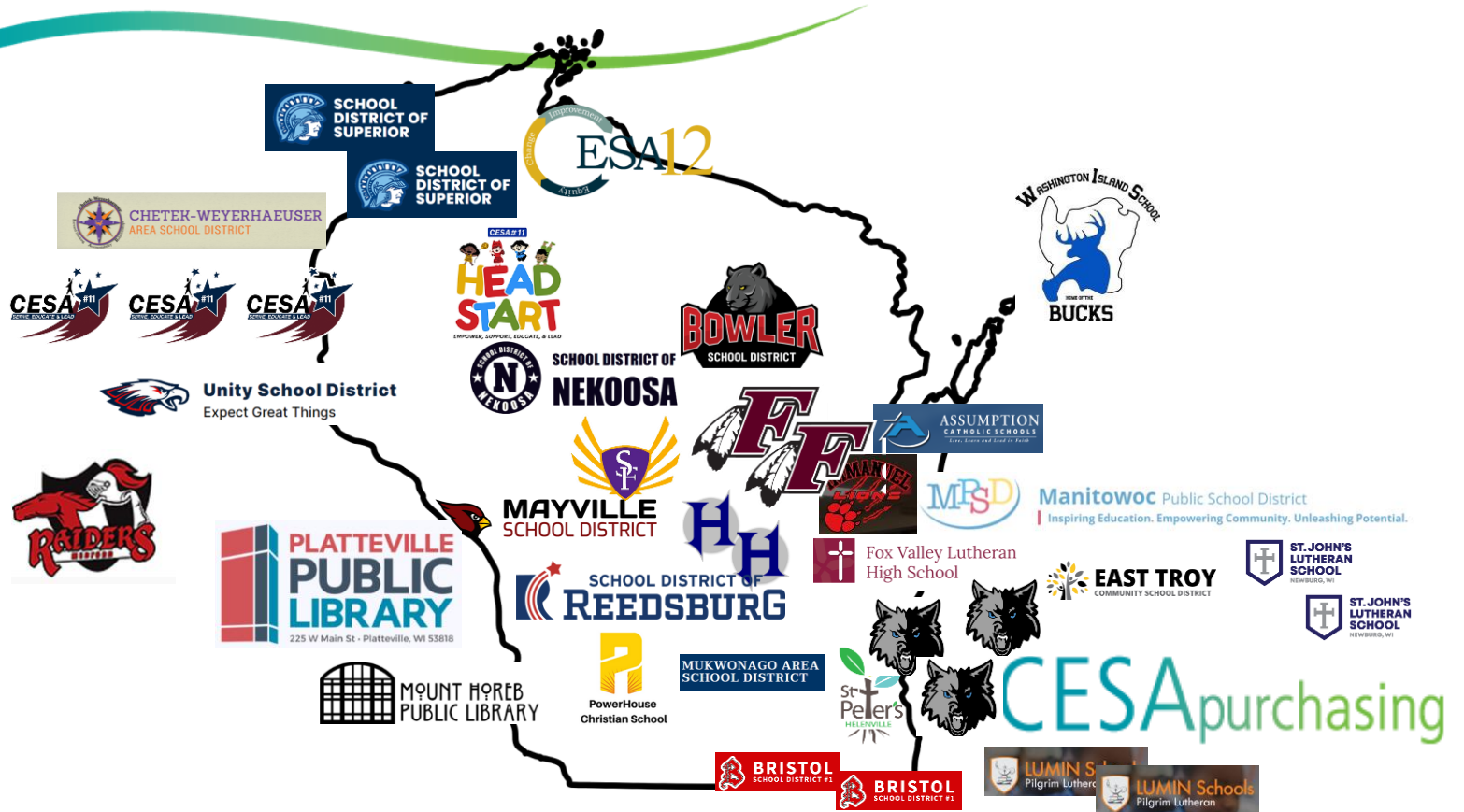
Need a Quote/s? Try our new Source a Quote Service!



Why source quotes through CESA Purchasing?

- Time-Saving: Let us do the heavy lifting of sourcing quotes.
- Cost-Effective: Access to a wide range of vendors ensures competitive pricing.
- Tailored for Schools: Products and services specifically suited for educational environments.

Source a Quote Services





CESA Purchasing

www.CESApurchasing.org

CESApurchasing



About CESA 3

Located in Fennimore, WI. We serve the 31 districts in the far southwest corner of the state.

CESA 3 School Districts



Youth Apprenticeship

During the 2022 - 2023 school year, the CESA 3 Career & Life Ready program served a record number of students and businesses through the youth apprenticeship program. A total of 425 students participated in the program as compared to 321 students the previous school year. CESA 3 has the highest YA per capita in the state.

Project SEARCH

The Project SEARCH High School Transition Program is a unique one-year school-to-work program that takes place entirely at the workplace. Student interns participate in employment-related instruction and are assigned internships in up to three departments within the University of Wisconsin-Platteville. Real-life work experience combined with training in employability and independent living skills are provided to make successful transitions from school to productive adult life. The goal for each intern is competitive employment following graduation.

Other Regional Services Include:

School Improvement Division (SID)

Student Support Programming

Social Emotional Learning

Educator Effectiveness

Educator Development & Support

Career and Life Readiness

Digital Learning

SRTNC Distance Learning Network

Autism Network

Champion Games

Early Childhood

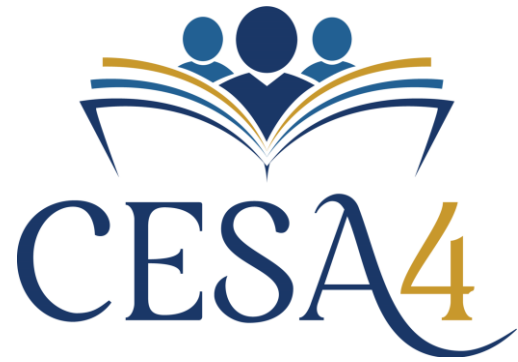
Early Education Support

Itinerant Services

Non-Violent Crisis Intervention Training

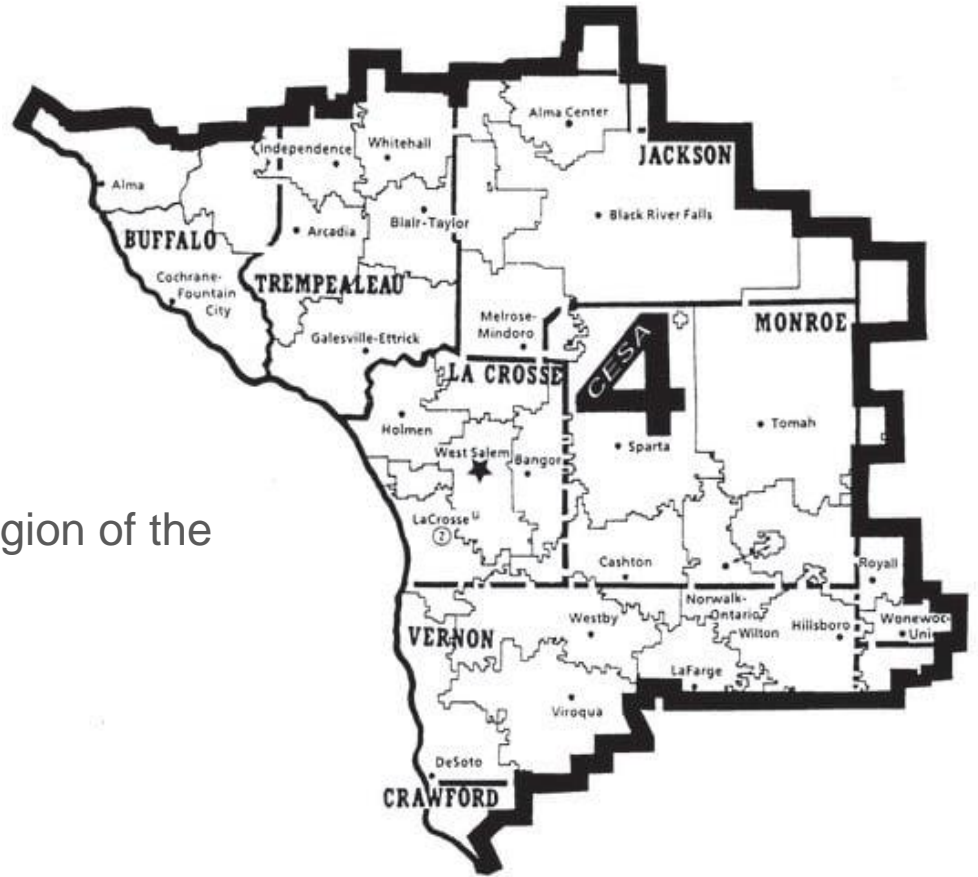
Procedural Compliance Self-Assessment





Located in West Salem, Wisconsin

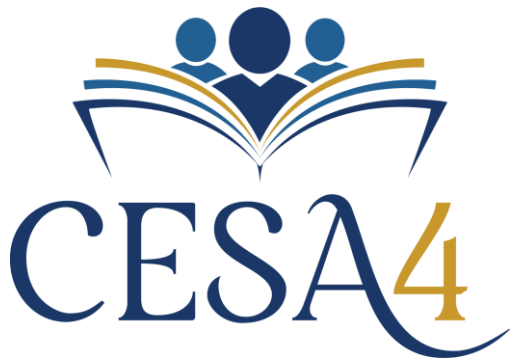
- We serve 26 school districts in the region of the state
- [CESA #4](#)
- **Mission Statement:**
Collaborating to provide innovative educational leadership and services supporting the diverse needs of our educational communities.





West Central WI Services

- **Business/Financial Services**
 - Business Manager Services
 - AP/Payroll Services
- **Career and Life Ready**
 - Carl Perkins Consortium Services
 - Youth Apprenticeship Services
- **Students Services**
 - Special Education (Itinerant services)
 - Special Education Services Improvement
 - Crisis Intervention and Response
 - Professional Development
 - School-Based Services (Medicaid Billing)
- **Curriculum, Instruction, and Coaching**
 - Student Services Improvement
 - Principal Mentoring
 - Curriculum Leadership
 - Educator Effectiveness
 - Professional Development and Coaching



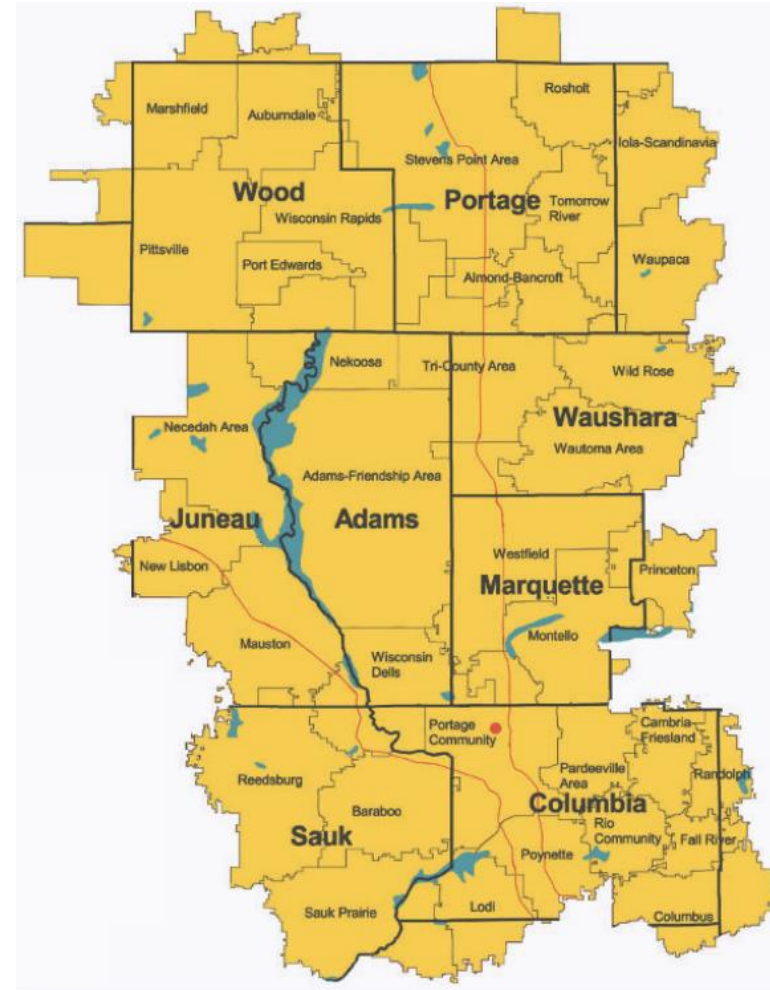
Statewide Services

- **Business/Financial Services**
 - Business Manager Services
 - AP/Payroll Services
- **Wisconsin Safe & Healthy Schools (WISH Center)**
 - Program Offered to Schools for Training & Technical Assistance on AODA
 - WISH Training & Technical Assistance Center
 - WISH Workshops
 - DPI Heart of the Heath Statewide Conference
- **Alternative Licensing Pathways and Services (ALPSS)**
 - Provides a Path for a Person with a Bachelor's Degree Outside of Education to become a licensed teacher
- **CESA 4 Paraprofessional Summit**
 - Annual Professional Development for Paraprofessionals
- **Visual Phonics**
 - Training of a System of 52 Hand Symbols that Portrays Sounds of the English Language
- **WISELearn Digital Content**
 - Implement, create, support, curate, and adapt high quality materials



Regional Programs

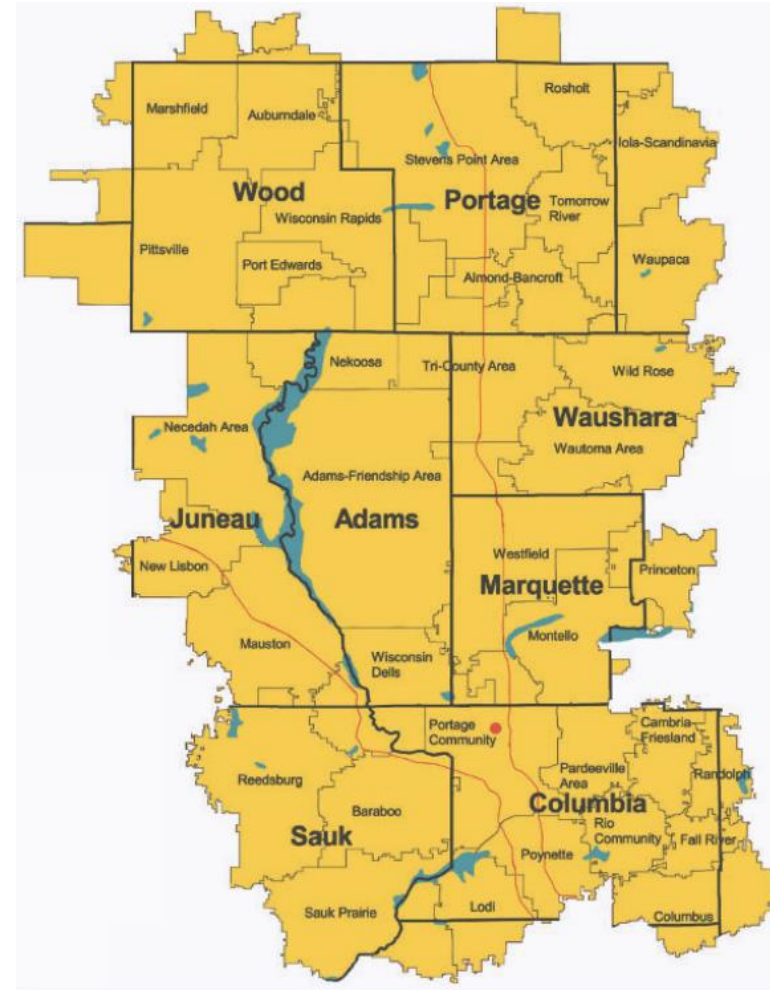
- Business service team
 - Accounting
 - Payroll
- Special Education
 - Makes up 170 of our 300 staff
- School Improvement and Career and Technical Education





Statewide Projects

- Member of WiRCC: Software support for Infinite Campus
- PayGrade
- Statewide Data Hub
- Business service team
 - Accounting
 - Payroll



Where we serve

CESA 6 serves 39 public school districts in Dodge, Fond du Lac, Green Lake, Outagamie, Washington, Waupaca, Waushara and Winnebago counties.



Benefits of WI OPEB Trust

The Wisconsin OPEB Trust is a turn-key solution for managing OPEB obligations. Participants “pay it forward” with a range of dividends:

- Reinvestment of earnings and interest to help pay OPEB obligations
- Highly competitive service fees negotiated by CESA 6 on behalf of all Wisconsin OPEB Trust participants
- Favorable view from credit rating agencies
- Categorical, special education and other aid credits
- Specialized third party trust, custody and investment management services
- CESA 6 facilitation including service provider RFPs, semi-annual participant meetings and updates, and legal agreement and Board of Education resolution templates.



WISCONSIN OPEB TRUST

CESA 6

AS THE WISCONSIN OPEB TRUST FACILITATOR, WE CAN PROVIDE YOUR DISTRICT WITH:



PROFESSIONAL THIRD PARTY OPEB TRUST INVESTMENT MANAGEMENT



SPECIALIZED DFI-REGISTERED TRUST AND CUSTODY SERVICES



LEGAL SERVICES TO ESTABLISH A TRUST



ON-GOING COMPLIANCE

<https://www.cesa6.org/services/opeb/overview.cfm>

SERVICE PARTNERS





Welcome to

CESA



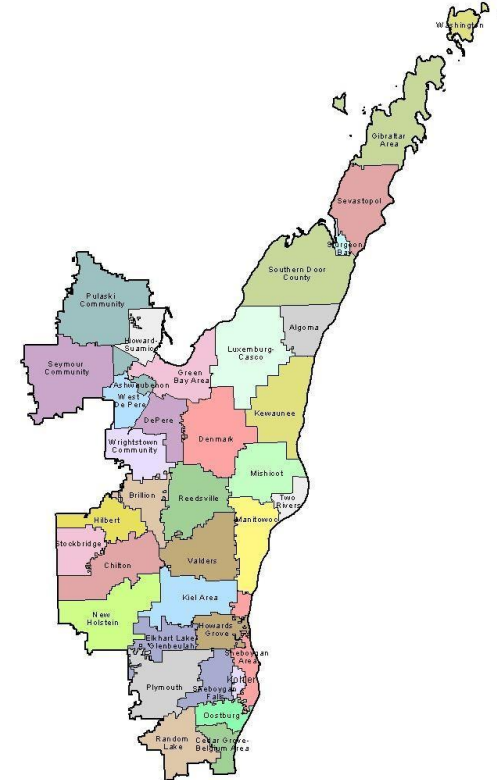
[#ThisIsC7](#)

[Click here for our services](#)

Regional Services



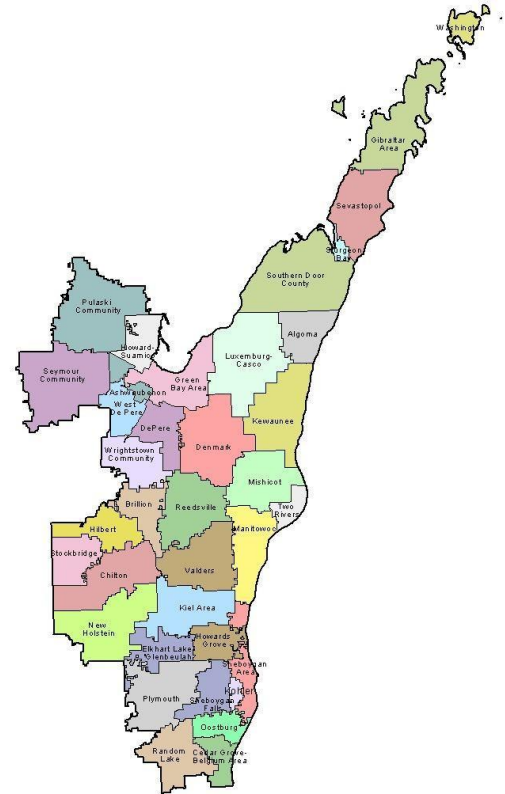
- Student Services
 - Special Education itinerant services
 - Learning for Independence-NWTC
 - Paraprofessional District placement
- Learning Services
 - Academic and Career Planning
 - Curriculum and Instruction
 - NW WI Youth Apprenticeship
 - School Counseling and Mental Health services
 - Head Start





Regional and Statewide Services

- Communication and Video Services
 - Referendum Support
- E-Rate management services
- Independent Charter Schools Fiscal & Payroll Mgmt



Business Office / Financial Services



- Cash Management / Bank Reconciliation
- Payroll Processing - Skyward SMS and Qmlativ
- Debt and Levy Management
- Fund 80 utilization - Child Care options
- Month-End Close Process
- Self-Insurance accounting
- Special Education Grant Mgmt - MOE
- Fund 46 and Capital Improvement Planning



Statewide Services

- Statewide Assessment Grant
- WiRCC (Infinite Campus software support)
- Teacher Development Center (TDC) Educator Licensing solutions and support
- Superintendent Searches
- WI Academic Decathlon - WIAD

CESA 8

Located in Gillett, WI

- We serve 27 school districts in the region of the state
- Collectively state-wide we provide services to 56 school districts and 2 counties

MISSION

*Everyone Engaged in Educational
Excellence*



CESA 8 Services - Regional Services

- **Business/Financial Services**
 - Licensed Business Manager Services
 - Financial Manager placement
 - AP/Payroll Services
 - Human Resource Services
- **Career and Life Ready**
 - Inspire Wisconsin Virtual Resources
 - Carl Perkins Consortium Services
 - Youth Apprenticeship Services
- **Students Services**
 - Special Education (wide variety of services)
 - School Safety Planning
 - Crisis Planning and Response
 - Professional Development
 - School-Based Services (Medicaid Billing)
- **Curriculum, Instruction, and Assessment (CIA)**
 - Continuous Improvement
 - Curriculum Leadership
 - Educator Effectiveness
 - Professional Development and Coaching



CESA 8 Services - Statewide Services

- **Communications**
 - Branding
 - Communication Audits
 - Marketing Campaigns
 - Media Relations
 - Video Production and Social Media Content Creation
- **Other Services**
 - DPI Grant/Integrated Contract Services
 - Superintendent Searches
 - myImpact Data Collection and Transformation Tool



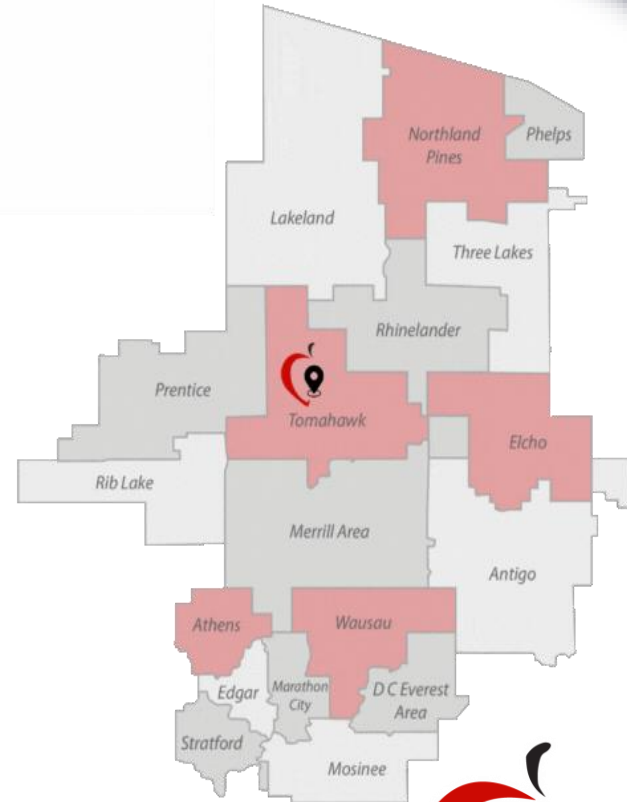
•CESA 9•

Located in Tomahawk, WI

22 School Districts

2 Technical Colleges

1 Department of Corrections Facility



• Wisconsin Virtual School •



Wisconsin Virtual School
Your Virtual Education Partner

- State-led online and blended learning supplemental program that partners with school districts to offer online courses to students in grades K-12.
- No open enrollment
- WVS has operated out of CESA9 since 2000

<https://www.wisconsinvirtualschool.org/>



Types of Programming

K-12 Asynchronous

- over 250 course options (CR-AP)
 - 140+ NCAA course titles
- rolling enrollments

WVS K-8 Plus

- live lessons; daily schedule
- 23-24 Average cost savings= \$3458 per FTE pupil

Build Your Own Local Program

- Local teachers & WVS content
- Professional Learning & Support

Ala Carte Creative Solutions

- teacher shortage
- special circumstances
- professional learning, support



23-24 Open Enrollment Transfer= \$8,618 per pupil
Cost savings by partnering with WVS for FTE= \$5,138 per pupil



• Excellence in Teaching Program



- Post-baccalaureate pathway to licensure (students have at least a bachelor's degree)
- Rigorous acceptance process: transcript review, interview, background check, references, etc.
- DPI approved
- 89% of our students are still teaching, 77% in the same district

• Excellence in Teaching Program



Our DPI-Approved License Areas

4-12 Subject Areas

Math
Social Studies
Science
English Language Arts
Computer Science

K-12 Subject Areas

Music
Art
Theater
Health
World Languages
Business Ed
Family & Consumer Ed

Additional License Areas

Cross-Categorical Special Ed (K-12)
Elementary Ed (K-9)
Reading Teacher - 316 (K-12)

• WI Resource Center for Charter Schools •



WI RESOURCE CENTER
FOR CHARTER SCHOOLS

- Statewide support center housed within CESA 9 to strengthen the charter school system in the state and improve student learning.
- Funded by DPI

<https://www.wrccs.org/>



• WI Resource Center for Charter Schools •

How WRCCS supports schools and districts:

- Guide **School Boards** with policies, strategic planning, contracting, and reporting expectations for charters and all schools
- Answer questions for **District Administrators** around the logistics of implementing and overseeing a portfolio of schools with different models
- Support **School Leaders** with understanding the unique charter school leader role, balancing the relationship with a governance board, and developing and maintaining a unique charter school culture.
- Provide **Curriculum Leaders** with innovative learning designs and long term planning for the district
- Support **District Leaders** with synthesis and alignment of practices and articulation of outcomes



<https://www.wrccs.org/>



BUSINESS OFFICE SERVICES

Members of the CESA 10 Operations Department are ready to assist your District with your business office needs. These services are District specific and could include assisting with both short-term and long-term business office vacancies due to staff on leave or position needs, training new personnel, and reviewing existing processes for improved efficiencies. Our team has experience with both alio and Skyward. Contact Connie Wislinsky for a customized proposal to meet your needs.

Payroll Services:

- Time sheet entry, new employee set up, run payroll, process tax payments and W2 preparation
- Quarterly and annual reporting requirements

Bookkeeping Assistance:

- Assistance in reconciling balance sheet accounts, including cash and payroll liabilities
- Assistance in preparing for year-end audit

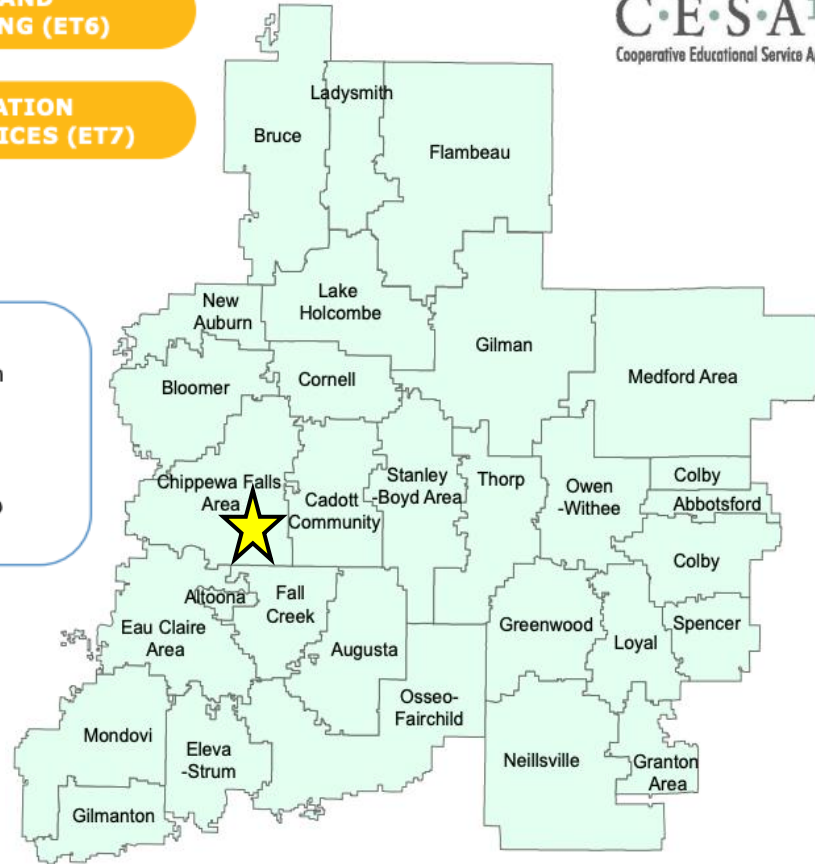
Software Transition:

- Assist District in converting from alio to Skyward Qmlativ
- Join Skyward Qmlativ migration planning meetings
- Guidance with alio data clean up and migration "homework"

Educational Technology

E-RATE SUPPORT AND TECHNOLOGY PLANNING (ET6)

MANAGED INFORMATION TECHNOLOGY (IT) SERVICES (ET7)





\$75 Million

In K-12 school construction projects

115

Of public school districts in the state
use our EHS service

\$4.5 Million

Awarded to schools through grant
writing services

\$10 Million

In school energy efficiency savings
since 2006

90%

Referendum pass rate

8

State and national referendum
planning awards since 2019

**ENVIRONMENTAL HEALTH
AND SAFETY SERVICES**

**ENVIRONMENTAL PROJECT
CONSULTING**

REFERENDUM PLANNING

FACILITY ASSESSMENTS

CONSTRUCTION MANAGEMENT

OWNER'S REPRESENTATIVE

NATURAL GAS PURCHASING

FOCUS ON ENERGY®

WHY CESA 10?

The Facilities Management Department has primary offices in Chippewa Falls and Madison and additional team members in Ashland, Green Bay, Ladysmith, Milwaukee, and Stevens Point. Having expert staff located strategically throughout the state provides our customers with access to exceptional same-day service.

Become Part of the Successful CESA 10 Family - Find Out How

CESA 11

- [Substitute Teacher Licensure](#)
- Regional Career Pathway
 - Link what students learn in school with the WI secondary academic standards that connect knowledge, skills, abilities and attitudes needed for success in college and careers.
- Ed Events
 - Regional and statewide educational conferences with a focus on topics related to special education, transition, and technology
 - [Special Education Conference - November 14-15, 2024](#)
 - WI Transition Conference - February 13-14, 2025
- Transition Improvement Grant (TIG) - [Statewide Staff](#)
 - Designed to strengthen and accelerate the transition process in our WI schools to increase high school graduation rates, decrease dropout rate, improve the quality of postsecondary education plans (PTP) and develop strong career, college, and community readiness amount our students with disabilities through positive post school outcomes.



CESA 11

- [28th Annual Wisconsin American Indian Studies Summer Institute](#)
 - Week long workshop designed to increase participants' understanding of issues related to the histories, cultures, and tribal sovereignty of the American Indian nations and tribal communities in WI.
 - Monday, July 29 - 12 p.m. to Friday, August 2 - 1:00 p.m.
- [Head Start \(HS\) & Early Head Start \(EHS\)](#)
 - HS-Center-Based program for 3-5 Year old - 334 slots
 - HS-4K services offered with district partnerships
 - EHS-Home-Based program serves pregnant women, infants, toddlers, Head Start children and their families - 251 slots
 - Head Start & Early Head Start offers services for eligible families in Barron, Chippewa, Dunn, Pepin, Pierce, Polk & St. Croix counties



- **Northern School District Trust**

Manage an Insurance Trust for 17 districts both in and out of our CESA region.

- **Business Services**

Licensed Business Management Services

Grant Management

Interim business services between new hires

Accounts Payable/Payroll services

General mentorship

- **Strategic Planning**

Coordinate planning sessions with districts that will create a strategic plan that will include mission, vision, core values, and goals.



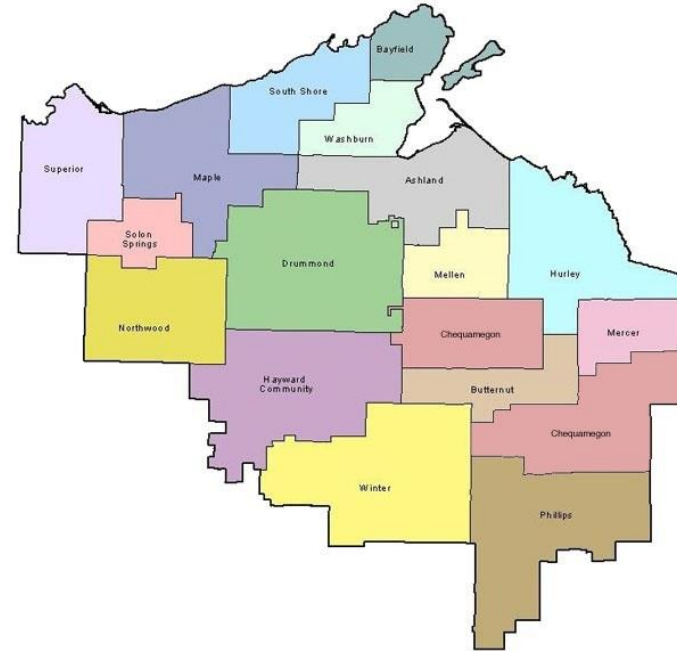


- **Youth Apprenticeship**

This program allows us to provide innovative, hands-on learning experiences to talented young individuals. As a consortium of leading education institutions, businesses and community partners, we are committed to nurturing a skilled workforce while bridging the gap between education and industry.

- **Superintendent Search**

Our team of facilitators will work with your board to conduct the process that includes collaboration with both internal and external stakeholders. This service includes job posting, recruitment, group facilitation, feedback, community outreach, and contract negotiation services





Failed Referendum

+ Declining State Support

Budget Reductions (Staff)

Reach out to your CESA to see how we might be able to help fill the gaps left by staffing reductions

Thank You!

