

Annual Report

2016-17 Annual Report &
2017-18 Strategic Framework

SOURCEWELL VISION

Sourcewell provides member-centered solutions that enable government, education, and nonprofit agencies to work more efficiently and leverages its resources to effectively reinvest in the communities we serve as an invaluable service cooperative partner.

SOURCEWELL MISSION

To build valued relationships and deliver innovative solutions with integrity, exceeding the expectations of our members.

SOURCEWELL VALUES

- Service
- Relationships
- Trust
- Passion
- Communication
- Individuality
- Continuous Improvement

2016-17 Annual Report & 2017-18 Strategic Framework

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Our new brand

In 2018, our name is changing to Sourcewell. We are making this change to better reflect our commitment to invest in the communities we serve.

The visual representation for Sourcewell is a mosaic. The pieces represent the city streets, the parks, the schools, and integral roads connecting them all. The orange arrow signals energy and forward progress for the communities we serve.

The word Sourcewell has emphasis on “well.” We want to be a valued source for members and for members to feel good about using our services.

The colors give a sense of energy and trustworthiness, communicating our renewed commitment to members.

A Letter from the Executive Director



This year we are celebrating 40 years as your service cooperative. Much can happen in the life of an organization over the course of 40 years. For us, the years are dotted with the introduction of innovative and efficient services for schools and government, along with a handful of new names to help us better describe whom and how we serve.

Our most recent name change was 14 years ago, when we became National Joint Powers Alliance. The move gave us a clear path to visibility as a national cooperative purchasing organization and an opportunity to contribute to greater efficiency for the schools and communities we serve beyond our immediate region. Today, our name is known around the country in government and education procurement circles. It was the perfect vehicle to drive us well down the road of success.

Today we begin a new chapter in our history as we renew and refresh our journey and commitment to service under a new name. Sourcewell. The change is part of a complete branding evolution to focus our organization and emphasize how we are purpose driven, attentive, and relationship oriented with you and with each other. We are rallying around the new brand and several other organizational projects focused on providing an exceptional experience for members. The change also offers

opportunity to more closely relate with what members expect from us as their service cooperative.

We want to be a valuable source and trusted partner for all members who turn to us for collaboration. This year and in the year ahead, we continue to add resources that have a direct impact for members near and far. Planning and zoning professionals, a nonprofit specialist, and college and career readiness staff are ready to help schools and communities become equipped with smart tools for planning, growing, and addressing workforce challenges. These positions, coupled with our continued growth in resources that support cooperative purchasing, are just a few examples of our reinvestment in supporting your work in the communities we serve.

We are honored and humbled you picked us to be your partner. Although we start our new year under a new name, our commitment to innovative and efficient service and solutions for you stays the same.

Thank you for continuing to drive the good work in our region to boost community and student success. The year ahead offers bright new opportunities to listen to you as you bring ideas for support and partnership. We aim to do it well and achieve together. WE are Sourcewell.

A handwritten signature in black ink, appearing to read 'Chad Coquette', written over a white background.

Dr. Chad Coquette, PhD
Executive Director/CEO

Programs and services

Education Solutions

Sourcewell's Education Solutions department provides targeted and pertinent training and consulting services for Region 5 administrators, teachers, and staff that includes training sessions on leadership, professional learning, assessment, curriculum, and effective instruction. Education Solutions facilitates the regional Spelling Bee, Knowledge Bowl, and shared online courses.

Risk Management Solutions

Sourcewell creates efficiencies for its members by operating a "risk management pool" that serves government and education entities with insurance-related products. These offerings have a distinct focus on overall employee wellness, and product offerings continue to expand on the national level.

City & County Solutions

Sourcewell understands the complex situations facing Region 5 cities and counties and provides access to services to help them meet their ever-growing needs. Examples include: professional development, emergency services, health and safety, planning and zoning, financial reporting, economic development, executive recruitment, grant writing, shared services, and cooperative purchasing.



Minnesota statute outlines programs and solutions service cooperatives may provide to support government, education, and nonprofit entities.

Sourcewell programs align within 11 of these areas:

Administrative Services

- Social services management
- Financial reporting
- Consulting

Community Services

- Innovation funding
- Grant writing
- Emergency preparedness
- Small project partnerships
- Internships & mentorship

Health & Safety

- Regional safety groups

Planning

- Comprehensive planning

Procurement

- Cooperative purchasing
- Rebate program

Regional Low Incidence Project & Collaborative Service Workers

Sourcewell supports two programs to assist regional students who have a wide variety of learning and social needs. The Low Incidence Project is designed to provide accessible and appropriate public education in the least restrictive environment for students with disabilities. Sourcewell also employs a team of Collaborative Service workers who serve youth (birth to 18) and families in Crow Wing County with research-based interventions that open doors to other support and services to help with student and family success.

Cooperative Purchasing Solutions

Through its joint powers and statutory authority, Sourcewell awards cooperative purchasing contracts through a competitive solicitation process on behalf of its members. Sourcewell members, in accordance with their own laws, rules, and regulations, may purchase from these awarded contracts to streamline their procurement processes and create cost efficiencies.

Technology Solutions

Sourcewell's Technology Solutions Department offers high-end, affordable, and knowledgeable IT solutions for Region 5 members. Sourcewell offers solutions in everything from day-to-day end user support, to server and network setup, troubleshooting, and upkeep. Sourcewell provides ongoing support, with an emphasis on prioritizing and monitoring progress towards technology goals.

Professional Development

- Leadership training
- Instruction

Risk Management

- Health insurance
- Life insurance
- Employee wellness

Shared Time Programming

- Zoning
- Social services management
- Executive recruitment
- Consulting

Student Academics

- Low incidence
- Collaborative Service Workers
- Spelling Bee
- Knowledge Bowl

Teaching & Learning

- Consulting
- Leadership training
- Assessment
- Curriculum

Technology

- Training
- Support
- Field specialists

2016-17 fiscal year in numbers



**1,687
EDUCATORS**

took advantage of professional development opportunities.



27 school districts served through

**498 ONSITE
COACHING VISITS.**

\$6.2 M

reinvested in services, programs, and partner funding for the region.

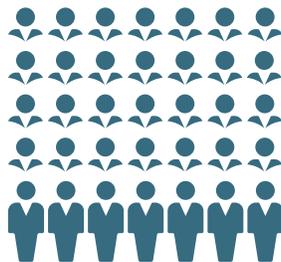


\$ 19 PROJECTS

received Innovation Funding to help further local success.

820 GOVERNMENT

employees from 31 local entities received professional development training.



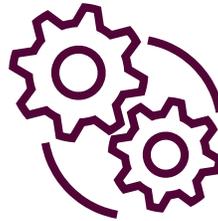
**42
INTERNS**

were hosted in 32 different professions.



725 VOLUNTEER HOURS

were utilized by Sourcewell employees to give back to their local communities.



\$59,895

awarded to schools and government units to fund 25 projects through Small Project Partnerships.

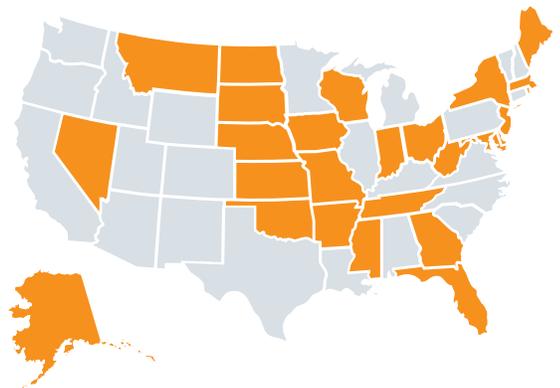
309 available
CONTRACTS
212 used.



22 solicitation categories with
69 contract awards.

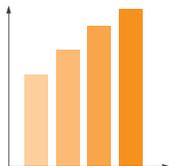
26 STATES

have adopted 99 Sourcewell contracts.



29,402 MEMBERS

saved time and money by purchasing from Sourcewell contracts.



\$2,553,694,478

purchases made through Sourcewell contracts.



2017-18 fiscal year strategic framework



Our internal goal:

Be an employer of choice, reinvesting in our team to support success.



Our regional goal:

Be a preferred provider of solutions for education, government, and nonprofits in Region 5.



Our statewide goal:

Be a state leader for service cooperatives.



Our national goal:

Be the North American cooperative purchasing agency preferred by all government, education, and nonprofit organizations.

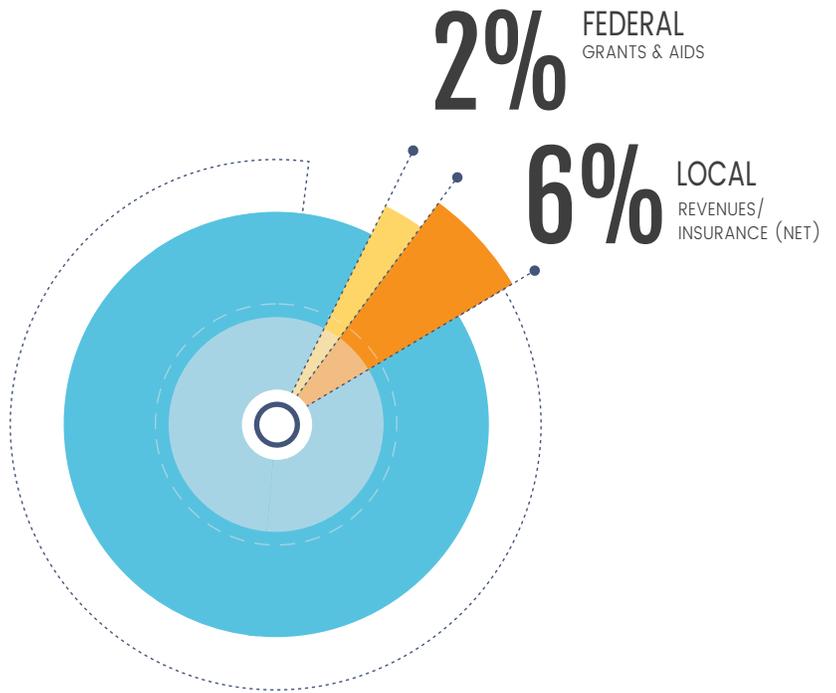


Financials

Fiscal Year 2016-17

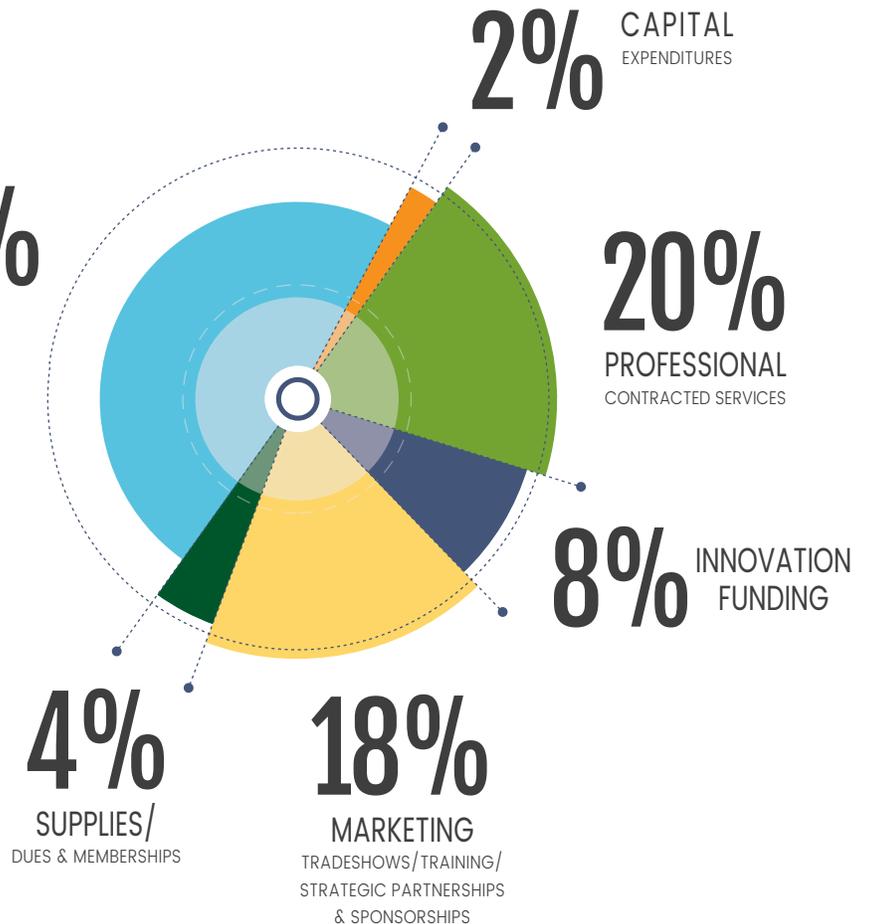
Revenues

92%
COOPERATIVE
PURCHASING
ADMINISTRATIVE FEES



Expenditures

48%
PERSONNEL
SERVICES



Board and authority

Sourcewell is a Minnesota Service Cooperative governed by Minnesota Statute § 123A.21 (2016). Legislation passed in 1976 established nine educational cooperative service units (ECSU), including the North Central Service Cooperative, which is now doing business under the assumed name Sourcewell.

ECSUs were later renamed service cooperatives by the Legislature to encompass the broad reach of the cooperatives serving education, cities, counties, and other units of government. Service cooperatives were created for the purpose of “meeting specific needs of clients in participating governmental units which could be better provided by a service cooperative than by the members themselves.”

Sourcewell operates as a government agency consisting of representatives from voting member government units. Voting members are statutorily limited to: public school districts, cities, counties, and other government units within the geographically defined region of Minnesota consisting of the counties of Cass, Crow Wing, Morrison, Todd and Wadena. § 123A.21 Subd. 3. Voting members meet annually to conduct organizational business, including amending organizational bylaws that govern Sourcewell operations.

The “care, management, and control” of Sourcewell is vested in a board of directors. The Sourcewell Board of Directors currently consists of eight members and is comprised of elected officials, including six school board

members, one county commissioner, and one mayor. The board is vested with broad authority to maintain and operate the organization, including the authority to hire administrative staff, define programs and services and all other powers necessary to carry out the duties as delegated to it by voting members.

A service cooperative is defined as a public corporation and agency. Id. at Subd. 9(d). All property acquired by a service cooperative is public property and must be used for essential public and government purposes. Id. at Subd. 9(b). SC property is exempt from all taxes and assessments. Id.

Sourcewell receives guidance and input on services and solutions from the communities served through various groups, including:

- › Board of Trustees
- › City, County, and Other Government Agencies Committee
- › Member Advisory Committee
- › Risk Management Pool Advisory Committee
- › School Superintendents Advisory Group
- › Vendor Advisory Committee

Board of Directors

Sub-Region I

School districts: Bertha-Hewitt, Browerville, Freshwater Education District, Long Prairie-Grey Eagle, Menahga, Sebeka, Staples Motley, Verndale, Wadena-Deer Creek



Sharon Thiel

sharon.thiel@sourcewell-mn.gov
Term expiration: 12/31/2021



Scott Veronen

scott.veronen@sourcewell-mn.gov
Term expiration: 12/31/2018

Sub-Region II

School districts: Cass Lake-Bena, Crosby-Ironton, Northland Community, Pequot Lakes, Pillager, Pillager Area Charter School, Pine River-Backus, Walker-Hackensack-Akeley



Barbara Neprud

barb.neprud@sourcewell-mn.gov
Term expiration: 12/31/2019



Sara Nagel

sara.nagel@sourcewell-mn.gov
Term expiration: 12/31/2018

Sub-Region III

School districts: Brainerd, Little Falls, Mid-State Education District-Little Falls, Pierz, Royalton, Swanville, Upsala



Mark Gerbi

mark.gerbi@sourcewell-mn.gov
Term expiration: 12/31/2019



Ryan Thomas

ryan.thomas@sourcewell-mn.gov
Term expiration: 12/31/2020

Sub-Region IV

City County Other Governmental Agency (CCOGA) organizations: **Cities:** Baxter, Brainerd, Breezy Point, Browerville, Clarissa, Crosslake, Emily, Little Falls, Long Prairie, Menahga, Nisswa, Pierz, Pine River, Royalton, Sebeka, Staples, Verndale, Wadena; **Counties:** Cass, Crow Wing, Morrison, Wadena; **Government Agencies:** Central Lakes College, MN State Comm. & Tech College, Region Five Development Commission



Mike Wilson

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Term expiration: 12/31/2021



Greg Zylka

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Term expiration: 12/31/2020

