

# News & Notes

VOL. XLIII No. 8 • NOVEMBER 2014



www.saanys.org

## Broadalbin-Perth CSD Administrator Inducted as SAANYS President



Christine Foglia, director of special programs at Broadalbin-Perth Central School District was inducted as the 42nd president of the School Administrators Association of New York State at the SAANYS 2014 Annual Conference held at the Sagamore Resort in Bolton Landing on October 27. Foglia succeeds Frank Sutliff, principal of

West Canada Valley Junior/Senior High School. Foglia is a long standing member of SAANYS, having served as board member at both the regional and state levels, and serves on the editorial board for Vanguard/Practices magazine.

In keeping with this year's conference theme of "Leading with Heart and Mind," Foglia's well-received acceptance speech centered around the many diverse and varied qualities of leadership she has observed in family and colleagues throughout her life. Discussing in particular, "what are the traits that make a good leader?". Below is an excerpt of that address:

"...effective leaders possess many, many exceptional qualities and it doesn't take positional power to be a

*continued on page 7*

## Board Of Regents Approves New Graduation Options

New Pathways Aims to Better Prepare Students for College and Careers

The New York State Board of Regents recently approved new options for students to meet the state's high school graduation requirements. The new regulations establish multiple, comparably rigorous pathways to graduation, including pathways in career and technical education (CTE); science, technology, engineering, and mathematics (STEM); the arts; biliteracy (languages other than English); and the humanities. The new regulations also establish a two-year global history and geography course requirement and modify the design of the global history and geography regents exam. Regents Chancellor Merryl H. Tisch said the goals of the new options are to improve the state's 74.9 percent graduation rate, increase the percentage of students who graduate prepared for college and careers (currently 37.2 percent), and help prepare more students for success in the 21st century economy.

Experts say CTE, the arts, and other comparable programs motivate students to stay in school and help provide the skills necessary to succeed in postsecondary education and a variety of demanding, high-skill career paths. According to the U.S. Bureau of Labor Statistics, by 2018 nearly half of all jobs created will require an Associate Degree or an occupational certificate. However, if current trends continue, New York will face a shortage of 350,000 employees for these skilled jobs by 2020, according to a report from America's Edge.

"These new pathways to graduation will give students confidence, competence, and a real choice," Chancellor Tisch said. "All students deserve an education that prepares them for success in college, careers, and life. Today's action by the Board of Regents will encourage students to pursue CTE programs that can give them the skills and knowledge they need in our changing economy. They will also encourage school districts to expand and invest in high-quality programs in career and technical education, the arts, STEM, humanities, and languages other than English (LOTE), while ensuring that students are still

*continued on page 3*

### LEGAL BRIEFS

## A Grievance, Improper Practice, and Court Action for Breach of Contract All in One



SAANYS recently represented a bargaining unit in a dispute that contained many of the varied elements of litigation that SAANYS handles. It should interest a wide spectrum of bargaining units and individual members. The affected bargaining unit was a small unit of less than ten members. They have a collective bargaining agreement [CBA] with a grievance procedure that ends with a review by the board of education. SAANYS recommends that a grievance procedure always end with binding arbitration. The premise is that a final independent trier of fact will provide a fairer, if not more just, award. But in this case, the fact that the grievance procedure ended with the board, opened the door to a tangle of litigation that needed to be carefully thought through.

The initial issue started as a "pension-ability" question that was raised when a unit member discovered that her base salary had been reduced by a corresponding amount that was carved out and put into a separate line item on her pay stub. Pension-ability is a term often used in this industry meaning money that can be calculated into your final average salary for purposes of determining your pension benefit. Those near retirement would have their interest piqued by this because such a change in base salary could result in a reduction in the calculation of a final average salary and

*continued on page 6*

SAANYS is proud to honor many exceptional New York State administrators with an annual awards program. This program was established to recognize educators who demonstrate outstanding leadership skills and have made exceptional contributions to the educational process.

For a complete list of the awards and criteria, as well as nomination forms, see enclosed insert or go to [www.saanys.org/newsroom/criteria.asp](http://www.saanys.org/newsroom/criteria.asp)

For additional information, contact Susan Jaronski at [SJaronski@saanys.org](mailto:SJaronski@saanys.org)

**Application Deadline: January 31, 2015**

**NASSP Assistant Principal Deadline: November 20, 2014**

## Quotes of Note from SAANYS14!



*"I can't come down off the high from the weekend. Y'all knocked it out of the park with this one."*

*"I wanted to let you know how much I enjoyed my first SAANYS conference."*

*It really was jam packed with great information and I came back invigorated and motivated."*



*"What a great experience it was attending my first SAANYS Annual Conference this weekend at Sagamore. The venue was perfect and the sessions were informative. I was truly impressed*

*and inspired by the caliber of keynote speakers we had."*

*"You guys are great. Hen Hud is so glad we switched from RAASA. Great conference and THANK YOU!!!"* ■



## Executive Viewpoint

Kevin S. Casey, Executive Director

# Moving in the Right Direction

It seems like in the not too distant past there was a distinct segregation of the K-12 and postsecondary communities. Indicative of an evolving way of thinking, references to “K-12” became “K-16,” which later morphed into “P-20.” It’s an entirely logical evolution. Why it took so long escapes me.

Different levels of education are not unrelated. The skills and knowledge one acquires in a lower grade will impact the likelihood of success in subsequent grades. It seems like an obvious concept, but for some reason logical sequencing stopped at the conclu-

sion of grade 12, when the student continuing his or her education seemingly encountered a coordinated curriculum disconnect. Post-secondary didn’t talk to K-12 and vice-versa. On the other end of the pipeline, employers didn’t talk to post-secondary and vice-versa. And then everything changed.

Technological advances moved us toward an information economy that eliminated many jobs, while creating others that require a higher degree of technical skill, many of which could be performed anywhere. Competitors for jobs could be found all over the globe. Welcome to Thomas Freidman’s flat

world. Employers now talk to higher ed, asking for more STEM graduates. Higher ed complains to K-12 about an unacceptably high rate of remediation and the dearth of high school graduates prepared to enter STEM fields at the post-secondary level.

In my opinion the initial reactions to this changing environment were punitive in nature. NCLB punished schools and educators. Race to the top incentivized states to develop test-based

personnel accountability systems designed to remove a segment of educators from the left side of the bell curve from the profession, even without the validity of the student and educator accountability systems being established. Higher ed appeared to be a little late to the accountability party, but

means of measuring higher ed performance. Similar to the K-12 test-based accountability system, the validity of those measures will be determined at a later date, if at all.

The positive is that communication and coordination among educators at different levels is increasing. Educators thinking in terms of P-20 is a good thing, and recently SUNY Chancellor Zimpher actively engaged various K-12 stakeholders, including SAANYS, in a careful and ongoing examination of how teacher and leader preparation programs should evolve. I’m not sure that could have happened in the past, but I think working together in a collaborative fashion is much more likely to yield positive results than the mere production of accusatory instruments. ■

*Chancellor Zimpher actively engaged various K-12 stakeholders, including SAANYS, in a careful and ongoing examination of how teacher and leader preparation programs should evolve.*

they too are now in attendance. Student results are back tracked to teachers and principals, which in turn will be back tracked to higher ed teacher prep programs. This will produce data to be added to graduation rates and levels of student debt as

## NYS 2014 Released Test Items: Informing Common Core Implementation

Opinion piece by Dr. Bruce H. Crowder, Senior Researcher for Educational Vistas, Inc.

With the August release of about half the 2014 NYS test items for grades 3-8 English language arts and mathematics, teachers and administrators have finally acquired the kind of support the field has requested since the advent of Common Core-based testing. The item-specific information with related scores and annotations provides the

basis for understanding the nature of the new, aligned assessments. In addition, SED has provided invaluable insight into the standards being tested with what students need to know and do to be successful in addressing such items.

Having spoken loudly and publically for such information and data, I am compelled to thank

those who made this possible. This is a moment when schools need to take the time to review the released items for each subject at each grade in examining their students’ performance on each item. Relating school district results to the released test items opens the opportunity to see for the first time why students may have had difficulty in successfully completing these items. The insights gleaned from this endeavor will support the specific curricular adjustments that are needed to be made for effective instruction and assessment.

Aside from gaining insight into multiple-choice and

response items, teachers and administrators will better understand the testing of text-bound reading and responding. This is where student understanding of inference and supporting details may be reinforced in completing constructive response (CR) test items, as many students confused inference with detail. In this light, the released items may serve as a professional development opportunity for the scoring of both two-point constructive response and four-point extended response items with NYS scoring rubrics.

Finally, students would acquire immense insight by reviewing NYS scoring

rubrics for application and personal use, along with anchor papers from the released items. Therefore, the released test items make for great instructional recourses when used in learning situations in which students experience scoring events. Further testing of Common Core will continue to yield disappointing results without taking the opportunity to use this remarkable trove to analyze item-specific responses of their students.

*Dr. Bruce H. Crowder is a researcher/facilitator for Educational Vistas, Inc. He may be reached at [evibruce@aol.com](mailto:evibruce@aol.com). ■*

## News & Notes

School Administrators Association of New York State

Vol. XLIII No. 8

SAANYS News & Notes (USPS 025-346) is published monthly with the exception of June, July, and August, by the School Administrators Association of New York State, 8 Airport Park Blvd., Latham, NY 12110.

Phone: 518-782-0600  
Fax: 518-782-9552

SAANYS is chartered as a professional association by the New York State Education Department and is affiliated with NASSP and NAESP.

A copy of each issue of News & Notes shall be sent to each SAANYS member. \$7.15 of each member's annual dues shall be for a year's subscription to this publication.

Periodicals Postage Paid Latham, NY and additional post offices.

POSTMASTER: Send address changes to News & Notes, SAANYS, 8 Airport Park Blvd., Latham, NY 12110

### SAANYS Officers & Staff

President, Christine Foglia\*  
President-Elect, John McKenna\*  
Past President, Frank Sutliff\*  
Executive Director, Kevin Casey  
Deputy Executive Director, Don Nickson  
Associate Executive Director for Communications, Michelle Hebert  
Communications Coordinator, Annika Pfluger  
Director of Corporate Services/Advertising, Deborah Taylor

### Board of Directors

Region 1	Stuart Pollak James Cummings	Region 10	Gregory Bump Dean Goewey
Region 2	Regina Huffman Scott Comis	Region 11	Danielle Dehm* Joseph Pustulka
Region 4	Paul Fanuele* Brady Fister	Region 12	Kathleen Ballard Larry Badgley
Region 5	Harry Leonardatos Christine Art	Retiree Representative,	Ron Wilson
Region 6	Linda Klime Jennifer Drautz	Rochester City, Sandra Jordan	Syracuse City, Arthur Grimes
Region 7	Andrea Miller Lisa Silver	NASSP Coordinator,	Peter Kruszynski
Region 8	Craig Ferretti* Judi Byam	NAESP Representative,	Thomas Payton
Region 9	Joyce Carr Michelle Feyerabend	* denotes Executive Committee	

### Statement of Ownership, Management, and Circulation

SAANYS News & Notes, USPS 025-346, published monthly except June, July, and August. Annual subscription price \$7.15. Mailing address of known office of publication: 8 Airport Park Blvd., Latham, NY 12110. Contact person: Annika Pfluger. Publisher Name and Address: School Administrators Assn. of NYS, 8 Airport Park Blvd., Latham, NY 12110. Editor: Annika Pfluger.

	Avg. no. copies each issue during preceding 12 months	No. copies Sept. 2014
Total No. of Copies:	7,844	7,525
Mailed outside county paid subscriptions stated on PS form 3541	7,296	6,974
Mailed in-county paid subscriptions stated on PS Form 3541	269	269
Paid distribution outside the mails including sales through dealers and carriers, street vendors, counter sales, and other paid distribution outside USPS	0	0
Paid distribution by other classes of mail through the USPS	0	0
Total paid distribution	7,564	7,243
Free or nominal rate outside county	0	0
Free or nominal rate in-county	0	0
Free or nominal rate copies mailed at other classes through the USPS	0	0
Free or nominal rate distribution outside the mail	0	0
Total free or nominal rate distribution	0	0
Total distribution	7,564	7,243
Copies not distributed	280	282
Total	7,844	7,525
Percent paid	100%	100%

# CAPITAL UPDATE

## Board Of Regents Approves New Graduation Options...

*continued from page 1*

held to challenging, rigorous standards.”

“It’s no secret that the US lags behind some of our international competitors when it comes to preparing our students for the jobs of today and the jobs of tomorrow,” said State Education Commissioner John B. King, Jr. “But New York must lead the way; we can and we will educate our way to the top. And the Regents’ action will help make that possible – by providing challenging new options that will give our students the skills and the knowledge they need to excel in college and in the workplace.

“These new regulations preserve the rigor of New York’s graduation requirements while at the same time offering students comparably rigorous options that keep them engaged in school and learning. More options today mean more career opportunities later. That’s how you prepare students to compete in the new global economy. Going forward, we must work to ensure that all students – regardless of the region of the state or the wealth of the district – have access to a rich array of course opportunities in the humanities, the STEM fields, the arts, career and technical education, and languages other than English.”

A video highlighting several multiple pathways programs can be found at: <http://www.p12.nysed.gov/cte/>

### Pathways to Graduation

Currently, students are required to pass five Regents exams in high school in order to graduate – one each in English, science, math, as well as the U.S history and the global studies and geography exams. The new regulations advanced include a “4+1” option that permits a student to take four Regents exams and a comparably rigorous technical, arts, or other assessment for the fifth examination required for graduation. The 4+1 option

would apply beginning with students who first entered ninth grade in or after September 2011 and thereafter, or who are otherwise eligible to receive a high school diploma in June 2015 and thereafter and have passed four required Regents exams (or SED-approved alternative assessments) in English, mathematics, science, and social studies.

The regulations create graduation pathways in the humanities, STEM, biliteracy, CTE, and the arts; students pursuing any of these pathways must pass one of the following assessments in place of the fifth assessment currently required for graduation:

- One additional social studies Regents exam or SED-approved alternative (humanities pathway); or
- One additional Regents exam in a different course in mathematics or science or a SED-approved alternative (STEM pathway); or
- A pathway assessment in a language other than English (LOTE) approved by the commissioner (which could include a biliteracy pathway); or
- A career and technical education pathway assessment approved by the commissioner, following successful completion of an approved CTE program (CTE pathway); or
- An arts pathway assessment approved by the commissioner (arts pathway)

To ensure that pathway assessments are of sufficient rigor, validity and reliability, the regulations establish the conditions and criteria by which these assessments may be approved by the commissioner. A CTE assessment that meets the approved alternative requirements for science can be substituted for the required science Regents exam.

### Social Studies

Current regulations require high school students to pass the Regents exam in global history and geography; the regulations do not, however, require students to take the course of study that precedes that examination. The new regulations will require all students first entering ninth grade in or after September 2016 to earn four units (years) of credit in social studies, including two units of credit in global history and geography, in addition to the current requirements of one unit of credit in U.S. history, one half unit of credit in participation in government, and one half unit of credit in economics (or their equivalent).

It is anticipated that the regulations will be presented for permanent adoption by the Board of Regents at their meeting in January 2015. The Regents item, including the draft regulations, is available at: <http://www.regents.nysed.gov/meetings/2014/October2014/1014bra4.pdf>

For More Information Visit: <http://www.nysed.gov> ■



For more information regarding the SAANYS legislative agenda, the New York State Board of Regents, the Educational Conference Board, or other government relations concerns, contact James Viola, SAANYS director of government relations, at [JViola@saanys.org](mailto:JViola@saanys.org).

## Congratulations Retiring Members

Adelheit Bippus  
Sharon Birnkrant  
Lynne Doyle  
Milagros Escalera  
Mary Gangloff  
Mary Ann Hebert  
Corliss Herr  
Joann Hilbert  
Virginia Hiller  
Daniel Hunter  
Margaret Jensen  
Susan Licitra  
George Mangicaro  
Phyllis Moore-Holloway  
Laura Ryder  
Mary Ann Suggs  
Lynn Trowbridge  
April Wertheim  
Randolph Williams  
Martha Winsor ■

Advertisement

### THE 2015 NEW YORK STATE SUPERINTENDENT DEVELOPMENT PROGRAM

New York’s recognized, yearlong leadership program for those interested in becoming a Superintendent of Schools.



Taking enrollment for our next program year starting **January 23, 2015**  
Application deadline: Dec. 1, 2014

**Highlights:**

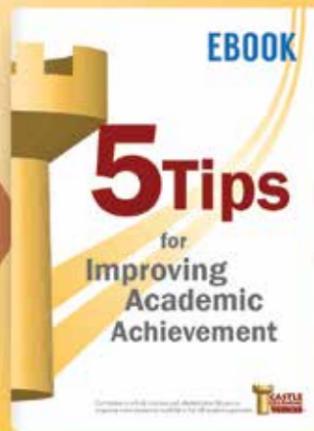
- Weekly sessions with your superintendent faculty
- Authentic learning opportunities dealing with real-life issues
- Special “Topic Sessions” to gain key superintendent-level knowledge
- Confidential interaction with superintendents across your region

For more program information and application:  
[www.nyssuperintendentdevelopmentprogram.com](http://www.nyssuperintendentdevelopmentprogram.com)

**Contact:**  
Mr. Douglas Hamlin, Program Director (518) 281-0739  
[hamlin.doug@gmail.com](mailto:hamlin.doug@gmail.com)

More than 150 graduates have become superintendents.

Advertisement



**Download now**  
[castlelearning.com/saanys](http://castlelearning.com/saanys)

Advertisement



The most comprehensive management system for VADIR and DASA compliance – VADIRS™ is now:



### SafeSchoolsNY™

Security, Reporting and Alert System

Educational Vistas, Inc. has been focused on school discipline and safety for more than a decade!

[www.edvistas.com](http://www.edvistas.com) | 888-999-2554



## Thousands of Discounts Available to SAANYS Members

SAANYS provides members with an elite collection of local and national discounts from thousands of hotels, restaurants, movie theaters, retailers, florists, car dealers, theme parks, national attractions, concerts, and events through Aberity. Go to [saanys.org](http://saanys.org) and enter the Members Only section.

Have questions?  
Need assistance?

Use the “Ask SAANYS” button at [saanys.org](http://saanys.org).

# SAANYS 43<sup>rd</sup> Annual Conference – Another SAANYS Success

Visiting exhibits is a terrific way to learn about the latest education-related products and services – from evaluation resources and technology integration, to staff development and clinical practice.

**ACT, Inc.**  
 Carl Forbes  
 (319) 321-9755  
[carl.forbes@act.org](mailto:carl.forbes@act.org) • [act.org](http://act.org)



ACT is a nonprofit, mission-based organization that provides insights that unlock potential. Our solutions give individuals, institutions, and organizations the insights they need to make decisions and take actions that improve their lives. We provide a continuum of integrated solutions that align with our mission of helping people achieve education and workplace success.

**AMERICAN READING COMPANY**  
 Stefanie Mento  
 (315) 491-4940  
[stefanie.mento@americanreading.com](mailto:stefanie.mento@americanreading.com) • [americanreading.com](http://americanreading.com)



American Reading Company transforms school cultures to create sustainable academic achievement using a Common Core formative assessment framework. Founded in 1998, American Reading partners with 3,800 schools across 650 districts nationwide to ensure all students are college and career ready.

**AMPLIFY**  
 Christina Prudent  
 (212) 796-2463  
[cprudent@amplify.com](mailto:cprudent@amplify.com) • [amplify.com](http://amplify.com)



The Amplify System is a tablet-based learning system that has been built for the classroom from the ground up. Our adoption-ready system features all of the elements necessary to start or scale a mobile learning initiative: a ruggedized Amplify Tablet, easy-to-use instructional software, vetted K-12 content and expert support.

**AXA**  
 Lynn Sarkis  
 (512) 585-3511  
[lynn.sarkis@axa.us.com](mailto:lynn.sarkis@axa.us.com) • [axa.com](http://axa.com) **redefining / standards®**



For over 154 years, AXA has been a leader in the financial services industry, offering clients an array of retirement products and services to help meet their needs, as well as assist them through changing life situations.



**B&H PHOTO, VIDEO, PRO AUDIO**  
 New York Team  
 (212) 239-7500 ext. 7742  
[ny@BandH.com](mailto:ny@BandH.com) • [bhphotovideo.com](http://bhphotovideo.com)



B&H is the professional's source for all of your creative technology needs, including photo, video, and audio. With over 300,000 products on contract, a personal NY Account Team, and solution specialists, B&H is your one-stop shop for educational technology.

**BEDTIME MATH FOUNDATION**  
 Diana Pecina  
 (855) 321-MATH  
[diana@bedtimemath.org](mailto:diana@bedtimemath.org) • [bedtimemath.org](http://bedtimemath.org)



Bedtime Math is a nonprofit dedicated to putting the fun and discovery back into learning math. Our free programs include a zany nightly math problem and Crazy 8s, an over-the-top afterschool club designed to get kids fired up about math.

**BOARDWORKS EDUCATION**  
 Paul Robinson  
 (855) 405-7939  
[Paul.Robinson@BoardworksEducation.com](mailto:Paul.Robinson@BoardworksEducation.com) • [BoardworksEducation.com](http://BoardworksEducation.com)



Boardworks publishes K-12 educational software for interactive, whole-class teaching of math, science, English, history, and languages, including AP courses. Aligned to Common Core and state standards, Boardworks has everything you need to transform teaching and learning in your school.

**BRIGHTBYTES**  
 Garyan Wong  
 (415) 307-7528  
[garyan@brightbytes.net](mailto:garyan@brightbytes.net) • [brightbytes.net](http://brightbytes.net)



BrightBytes improves the way millions of students around the world learn. Our team of researchers and statisticians uses in-depth analysis to power a business intelligence and decision support framework. Our flagship product, Clarity for Schools, distills this research into educative, engaging, and actionable analysis that links education to changes in learning outcomes.

**CAMBRIDGE EDUCATIONAL SERVICES**  
 Janey Park  
 (847) 299-2930  
[JPark@CambridgeEd.com](mailto:JPark@CambridgeEd.com) • [CambridgeEd.com](http://CambridgeEd.com)



Cambridge connects data with supplemental curriculum for teaching college/career readiness skills and test-taking strategies. Increase your SAT/PSAT/ACT/PLAN/EXPLORE/GED scores with our research-based day or after school programs using your teachers or ours. Motivation workshops assist with systemic efforts for greater student achievement.

*"Fantastic conference. My first experience and I thoroughly enjoyed it."*

*"It's going to be tough to do anything better next year."*

*"Wonderfully planned. Excellent location. Workshops that were relevant."*

*"Bravo to you and all the SAANYS folks for producing a 'boffo' event."*

**CASTLE LEARNING**  
 (CASTLE SOFTWARE, INC)  
 Scott Fischer  
 (716) 308-6568  
[sfischer@castlelearning.com](mailto:sfischer@castlelearning.com) • [castlelearning.com](http://castlelearning.com)



Castle Learning Online is an internet-based review, testing, and assessment tool which supports classroom instruction. The site provides a K-12 common core aligned question database in math, English, plus science, social studies, Spanish, and French. The resource can also be used by elective teachers. All users can access their account from school and/or home with any internet connected device. Approximately 70% of the public school districts in New York State make Castle Learning available to their teachers, students, parents, and administrators.

**CORWIN**  
 Jan Corliss Achterhof  
 (805) 358-8464  
[Jan.Achterhof@CorwinPress.com](mailto:Jan.Achterhof@CorwinPress.com) • [Corwin.com](http://Corwin.com)



Corwin is the premier publisher of professional resources that equip Pre K-12 with innovative tools to improve teaching and learning so all children can succeed. Our books and multi-media content offer practical, research-based strategies created by experts.

**CURRICULUM ASSOCIATES**  
 Don Masters  
 (800) 225-0248  
[dmasters@cainc.org](mailto:dmasters@cainc.org) • [curriculumassociates.com](http://curriculumassociates.com)



Curriculum Associates publishes research based, affordable programs to help make classrooms better places for students and teachers. Our newest programs – i-Ready Diagnostics & Instruction and Ready New York CCLS – are widely used throughout New York to help grow student achievement.

**EDGEUNITY**  
 Elena Anguita  
 (917) 647-4181  
[Elena.Anguita@edgenuity.com](mailto:Elena.Anguita@edgenuity.com)  
[edgenuity.com](http://edgenuity.com)



Barbra Miller  
 (570) 468-7808  
[Barbra.Miller@edgenuity.com](mailto:Barbra.Miller@edgenuity.com)

Edgenuity provides engaging and flexible online and blended learning solutions that propel success for every student, empower every teacher to deliver more effective instruction, and enable schools and districts to meet their academic goals Edgenuity delivers research-based, standards-aligned core curriculum, AP®, elective, career and technical education (CTE), and credit recovery courses.

**e-DOCTRINA CORPORATION**  
 Leah Kingston  
 (716) 931-9110 ext. 5105  
[lkingston@edoctrina.org](mailto:lkingston@edoctrina.org) • [edoctrina.com](http://edoctrina.com)



eDoctrina's online tools help teachers and administrators prioritize standards, map curriculum, create standards-based assessments, generate assessment data, and track teacher observations. The software costs far less than its competitors and is both user-friendly and proven to boost student achievement.

**EDUCATIONAL VISTAS, INC.**  
 Scott B. Crowder  
 (518) 344-7022  
[scrowder@edvistas.com](mailto:scrowder@edvistas.com) • [edvistas.com](http://edvistas.com)



A leader in the educational market, EVI creates web-based products and in-district services to improve their ability to meet mandates, use information "in process" through data integration to drive decision making, confirm delivery of the curriculum, and improve student performance.

**EFFECTIVE SCHOOL SOLUTIONS**  
 David Nyman  
 Julie Thomson  
 (973) 299-9954  
[JThomson@EffectiveSchoolSolutions.com](mailto:JThomson@EffectiveSchoolSolutions.com)  
[EffectiveSchoolSolutions.com](http://EffectiveSchoolSolutions.com)



Quality cost saving in-district clinical practice with emotional and behavioral problem-solving, district placement. Providing experiential programming, sound oversight, in-service, and risk management system that can be customized to your needs.

**eSCHOOL DATA, INC.**  
 Justin Daddio  
 (631) 218-5297  
[jdaddio@eschooldata.com](mailto:jdaddio@eschooldata.com) • [eschooldata.com](http://eschooldata.com)

ESD is a web-based student information system that handles a school district's mission-critical requirements; it allows users to organize data in a customizable layout so critical information is always available.

**FOLLETT**  
 Rich Ruggiero  
 (800) 323-3397 ext. 7950  
[rruggiero@follett.com](mailto:rruggiero@follett.com) • [follettlearning.com](http://follettlearning.com)

Combining thought leadership with cutting-edge technology, Follett Software helps sustain a 21st-century learning environment that sustains and maximizes resources – from library collections, textbooks, and other assets, to school improvement programs.

**FRANKLIN-COVEY**  
 Christina McGuey  
 (585) 683-1067  
[Christina.McGuey@FranklinCovey.com](mailto:Christina.McGuey@FranklinCovey.com)

The "Leader in Me" is a leadership program that produces formational results in schools. Based on the book *Effective People*, schools implement the program to experience higher academic achievement, increased engagement and leadership within the community.

**FUEL EDUCATION**  
 Barb Jones  
 (703) 728-0461  
[bajones@getfueled.com](mailto:bajones@getfueled.com)

Beth Cortolillo  
 (614) 323-3043  
[ecortolillo@getfueled.com](mailto:ecortolillo@getfueled.com)  
[getfueled.com](http://getfueled.com)

Fuel Education partners with schools to improve learning through innovative pre-K – K-12 solutions. FuelEd has served 2,000 schools and has the largest catalog of digital curriculum, professional development, plus the FuelEd Platform.

**HAZELDEN BETTY FORD FOUNDATION**  
 Nan Scholz  
 (800) 328-9000  
[nscholz@hazelden.org](mailto:nscholz@hazelden.org) • [hazelden.org](http://hazelden.org)

Hazelden is best known for providing treatment, recovery, and prevention services to individual consumers, treatment programs, mental health agencies, correctional facilities, and human resources programs.

**HERFF JONES, INC.**  
 Rob Savola  
 (860) 648-0542  
[rhsavola@herffjones.com](mailto:rhsavola@herffjones.com) • [herffjones.com](http://herffjones.com)

Herff Jones provides educators with solutions to recognize achievement, including digital portfolios, yearbooks and our "Believe in Me" program.



**HOUGHTON MIFFLIN HARCOURT**  
 Angela Gitto  
 (518) 872-4007  
[angela.gitto@hnhco.com](mailto:angela.gitto@hnhco.com) • [hnhco.com](http://hnhco.com)

Houghton Mifflin Harcourt provides a comprehensive range of technology, and professional services. We collaborate with educators, parents, and students to improve lives by fostering passionate, curious learners.

**INFINITE CAMPUS**  
 Henry Miller  
 (609) 276-5217  
[hmiller@customonline.com](mailto:hmiller@customonline.com) • [customonline.com](http://customonline.com)

Infinite Campus is a comprehensive, cloud-based system where administrators, teachers, parents, and students can communicate and collaborate through technology to streamline communication and improve student outcomes.

# Success!

classroom tools.

programming for students  
at risk for out-of-  
balanced clinical staff, proven  
service trainings and a quality  
cannot be found elsewhere.



ation system that effectively  
critical data and administration  
ize and display district data  
information is just one click



g.com  
Digitally powered, k-12 tech-  
n a rich, collaborative, 21st  
supports student success while  
materials, digital content,  
ol and student data.



process that produces trans-  
d on *The 7 Habits of Highly*  
ing this leadership model  
ement, fewer discipline prob-  
among teachers, parents and



districts to fuel personalized  
12th grade online learning  
districts with the industry's  
certified instruction,  
PEAK Personalized Learning



g proven-effective addiction  
books, videos, and curricula  
programs, schools, hospitals,  
facilities, churches, and



es.com  
products and programs that  
plomas, class rings, caps and  
in You" program.



curricula, innovative  
s for teaching and learning.  
nts and students to change  
s learners.



online.com  
web-based environment  
ents, and students use  
ation of information, work

more efficiently, and help increase individual student achievement.  
Infinite Campus offers school districts a single system for  
automating, managing, and controlling management processes  
throughout the district.

**INVENT NOW, INC./CAMP INVENTION**  
Lori Byrne  
(800) 968-4332 ext. 8524  
lbyrne@invent.org • campinvention.org

Become a part of something big...by hosting Camp Invention,  
you are partnering with the only nationally recognized, non-profit  
elementary enrichment program backed by the National Inventors  
Hall of Fame.

**JP ASSOCIATES, INC.**  
Douglas Blancero  
(845) 835-8090  
dblancero@jponline.com • jponline.com

JP Associates, with 25 years of experience, works with your  
school (K-12) to develop customized professional development  
that addresses your specific needs. Our school improvement  
specialists provide support in the areas of instruction, leadership,  
APPR, Common Core and capacity building.

**KICKBOARD FOR TEACHERS**   
Melissa Newman  
(504) 327-5781  
mnewman@kickboardforteachers.com • kickboardforteachers.com

A next generation super gradebook, Kickboard is a web-based  
platform that provides teachers, principals, and administrators with  
real-time dashboard-to-detail access of whole class and student  
level performance against assessed standards to better inform  
instructional decision-making.



**LIBERTY MUTUAL INSURANCE**   
Shaun Smith  
(888) 677-6395  
shaunr.smith@libertymutual.com • libertymutual.com/saanys

What are you paying for auto and home insurance? Liberty Mutual  
is offering SAANYS members special discounted rates.

**LIFETOUCH**   
Belinda Waldron  
(518) 767-9947  
www.lifetouch.com

Offering the largest portfolio of products for schools such as  
ImageStream® CD, allowing ease of adding student images  
to your administrative software system, bar-coded ID cards,  
Principal+ allowing image and data mobility. Ask about our full  
assortment of products and partnerships. Official photographer of  
SAANYS' Annual Conference.

**MCGRAW HILL EDUCATION**   
Marjorie Sullivan | K-5  
(315) 506-8773  
Marjorie\_sullivan@mheducation.com

Beth Ann Walck  
(585) 831-0760  
Beth.Walck@mheducation.com

McGraw-Hill Education has traditional print and dynamic digital  
programs for all subjects in grades PreK-12 that are aligned with  
the CCSS. The newest addition to the McGraw-Hill line of products  
is the New York CCLS Math program for grades K-8, as well as a  
National CCSS edition for all grades, PreK-12.

**MENTORING MINDS**   
Lou Esposito  
(800) 585-5258  
info@mentoringminds.com • mentoringminds.com

Mentoring Minds develops affordable, effective learning tools  
that give students the skills to succeed, not just in the classroom,  
but in life. Experienced educators created K-12 print and online  
resources that integrate best practices for instruction, assessment,  
and learning.

**myON READER**   
Bob Bone  
(315) 440-5412  
Rbone@myon.com • myon.com

myON is a complete literacy solution that reinvents the ways in  
which students and teachers interact with text. myON provides  
anytime, anywhere access to a library of more than 7,000  
enhanced digital books with multi-media supports, real time  
reporting and assessments and embedded close reading tools.

**NORTHWEST EVALUATION ASSOCIATION**   
Liz Oneto Kaplan  
(585) 350-8830  
Liz.Kaplan@nwea.org • nwea.org

Northwest Evaluation Association (NWEA) has nearly 40 years of  
experience helping educators accelerate student learning through  
computer-based assessment suites, professional development  
offerings, and research services. Visit NWEA.org to find out how  
NWEA can partner with you to help all kids learn.

**NYSCATE**   
Amy Perry-DelCorvo  
(518) 786-3981  
aperry@nyscate.org • www.nyscate.org

NYSCATE is an organization of dedicated technology-using  
educators, committed to transforming teaching and learning in  
order to provide children with an education that prepares them to  
live satisfying and productive lives.

**OSC WORLD**   
Mike Richez  
(516) 247-5300  
Michel.Richez@oscworld.com • oscworld.com

Digital Writing is the fastest and easiest way to turn your  
documents and forms into an intelligent digital workflow solution  
that easily integrates with any back-end system on the market  
today (hosted/cloud) for seamless processing of captured data  
and forms.

**PRODIGYGAME.COM**   
Rohan Mahimker  
(647) 686-5165  
rohan.mahimker@prodigygame.com • prodigygame.com

Prodigy is a FREE, Common-Core aligned math game for grades  
1-6, that automatically differentiates for each child, and allows  
teachers to track progress and trouble spots. Prodigy's game  
is so engaging that over 65% of the practice occurs at home,  
voluntarily!

**RENAISSANCE LEARNING**   
Pam Marklow  
(800) 763-0285  
pam.marklow@renaissance.com • renaissance.com

Renaissance Learning™ is the world's leading provider of  
computer based assessment technology for PreK-12 schools.  
Adopted by more than 70,000 North American schools,  
Renaissance Learning's software provides daily formative  
assessment and periodic progress monitoring technology for  
reading, math, and writing.

**RESIDENTIAL HOME FUNDING CORP.**   
Richard Melnyk  
(518) 429-3633  
rmelnyk@rhfunding.com • rhfunding.com

Our mission is simple. Residential Home Funding Corps.' goal  
is "to be the lender of choice for our customers by providing  
both diversified and competitive mortgage financing options  
with excellent customer service." With a diverse customer base  
that includes first time home buyers as well as high net worth  
individuals, Residential Home Funding Corp. can provide the  
appropriate financing to meet any customer's specific needs. The  
Mortgage for Champions Program was developed as a special  
thank you to the heroes of our community and offers special  
discounts.

**REYNELL EDUCATIONAL RESOURCES, INC.**   
(representing Heinemann Publishing)  
Susan Reynell  
(800) 388-3409  
sreynell@reynell.net • CurriculumSolutions.org

Representative for Heinemann, known for outstanding curriculum  
products researched and developed by Fountas & Pinnell (Leveled  
Literacy Intervention and Benchmark Assessment Systems) and  
Lucy Calkins (Units of Study in Opinion, Information and Narrative  
Writing) as well as professional books from notable authors.



**RIGHT REASON TECHNOLOGIES**   
Vincent Arezzi  
(877) 778-8277  
varezzi@rightreasontech.com • rightreasontech.com

We're educators. We're trainers. We're also technology  
professionals. We partner with schools to better the way schools  
educate their students. Right Reason partners with clients,  
tailoring our solutions to their needs, leveraging our innovations to  
improve their students, their employees.

continued on page 8



# SAANYS Professional Development Update



For information on any SAANYS professional development event, contact Karen Bronson at [KBronson@saanys.org](mailto:KBronson@saanys.org).

I'm fortunate to have the opportunity to meet and work with teams of school leaders from all kinds of school districts around the state. It is so impressive to see not only the level of commitment to students and learning, but the many good new things that are happening despite (or perhaps because of) the challenges we have all experienced over the past few years. Recently, I had the pleasure to work with a team of school leaders who are developing a practice of collaborative observation similar to instructional rounds, to hone their skills and bring more consistency and inter rater reliability to the evaluation system. Like many teachers, they are realizing that there is no way we can accomplish the complex work before us by using old silo models. The perspective of colleagues brings a new dimension to observation and evaluation and done properly, builds faith and trust in the consistency of the process. In another district, school leaders shared an unintended benefit of implementation of new and more rigorous curriculum. Discipline referrals and numbers of

*These mini-edcamps, held from 4-6 pm will give you a chance to share, listen, and learn from one another.*

students being sent out of class are down, and traffic and incidents in the hallways between classes has decreased. The sense is simply that students are more engaged in the work and less likely to look for reasons to leave classes and miss instruction. Wow.

Experiences like these contribute to the high level of professional learning in our current environment. Sharing what we are learning together, both what is working and what we have learned from what did not work as well as we would have liked, is essential right now. "The learning is in the room" is the new mantra, everywhere from NYSED Network Team Institutes to EdCamps where an "un-conference" model allows participants to determine what they want to learn and share with colleagues. In addition to the EdCamp Upstate New York in Queensbury on October 25, EdCamp Leadership WNY is happening (do some of you remember Happenings? These are kind of like that ....) at Amherst Middle School on November 8. This free participant-driven event was loosely organized around four featured topics: teacher leadership, challenges to contemporary leadership, digital leadership and emotionally intelligent leadership.

Since one of the best parts of any workshop can be the opportunity to have conversations with our colleagues, SAANYS will be sponsoring a series of monthly get togethers here at Albany headquarters starting in January, where the focus will be on just that: no workshop, no powerpoint, no formal presentation, just the chance to join in a gently facilitated conversation around our collective current experience. These mini-edcamps, held from 4-6 pm will give you a chance to share, listen, and learn from one another in a relaxed and social atmosphere – check out the details on the SAANYS website and register at [saanys.org/events](http://saanys.org/events).

All the best as the days grow shorter – hopefully the polar vortex will pass us by this year! ■

# Broadalbin-Perth CSD Administrator Inducted as SAANYS President...

*continued from page 1*

leader. So true is the quote, leadership is a concept that is current, yet timeless. Leaders have been studied by researchers, scientists, and philosophers for centuries.

As we have discussed and reflected upon over the past 2 days, at this outstanding conference, there is not just one trait that makes someone an effective leader.

In order for our children, our students and schools to be successful, we need to use our collective strengths, collective talents, collective knowledge, collective experiences and expertise, and only by working together through personal connections that our SAANYS association offers, will we overcome the challenges that we are presented with.

Sandra Day O'Connor reminded us that we don't accomplish anything in this world alone and whatever happens is a result of the whole tapestry of one's life and all the weavings of individual threads from one to another that creates something.

I hope you have made personal connections at this conference and that you have reflected on the leadership traits that live within each and every one of you. I hope that you are rejuvenated to go back to your district to work collaboratively with your students, parents and colleagues, and that you continue to access SAANYS services, that you have a rewarding and successful school year, and that you love the kids more than the adults [from keynoter Bill Daggett]."

Foglia will serve as SAANYS president until October 2015, when current president-elect John McKenna from Tonawanda City School District will be inducted as the 2015-16 president. ■

## Developing BULLET PROOF IEPs



January 30, 2015 Half Day Conference

### SAVE THE DATE!

**8:00am - 1:00pm**  
Plainview Holiday Inn  
Plainview, NY



**Keynote Speaker:**  
Jacob S. Feldman, Esq.

Participants will hear from one of the leading special education attorneys in the nation and receive information on key legal requirements related to the development and implementation of IEPs based on federal and state statutes, regulations and case law. This will include a review of the most common legal mistakes made by districts and proactive steps to minimize potential liability. The program will include a panel discussion with knowledgeable practitioners who will outline best practices in all aspects of the IEP process.

**Cost:**  
\$125 SAANYS Members  
\$150 Non-Members

**REGISTER ONLINE**  
[www.saanys.org/events](http://www.saanys.org/events)

**Agenda:**

8:00-8:30	Coffee/Registration
8:30 - 8:45	Welcome/Overview David Nash/Karen Siris
8:45 - 10:00	Keynote: Bulletproofing IEPs Jacob Feldman, Esq.
10:00 - 10:30	Breakfast/Networking Break
10:30 - 11:30	Panel Discussion: Best Practices in IEPs Debra Kienke, Anne McGinnis, Cara Riebe, Ellen Levine
11:30 - 12:00	Case Study and/or Video Scenario with Small Group Discussions
12:00 - 12:45	Next Steps/Bringing It All Together
12:45 - 1:00	Q & A



Advertisement

**2015 Annual Conference**  
**SAVE THE DATE**  
October 18-19 | 2015  
Hyatt Regency Rochester

School Administrators Association of  
**SAANYS**  
New York State

Advertisement

## All in one.

**Adaptive assessment**  
K-12 growth measure pinpoints student needs down to the sub-skill level and informs a personalized learning path.

**Personalized online instruction**  
Interactive lessons are automatically assigned to student based on areas of need.

**Standards-Based print**  
Rigorous lessons built from scratch to meet all Common Core math, ELA, and writing standards.

**Mobile resources**  
Mobile apps that develop the key skills to boost ELA and math achievement.

Ready CurriculumAssociates.com Curriculum Associates

SMART | Inspired Collaboration™

**This SMART Board® is genius**

Discover the world's best interactive display  
[smarttech.com/6065](http://smarttech.com/6065)

ISTE 2014 BEST SHOW TECH LEARNING

© 2014 SMART Technologies. All rights reserved. SMART, Word, and product logo are trademarks or registered trademarks of SMART Technologies in the U.S. and other countries. All other party product and company names are for identification purposes only and may be trademarks of their respective owners.

twitter  
**FOLLOW @SAANYS**

**ROUTLEDGE EYE ON EDUCATION**  
Amy Vanderzee  
(212) 216-7800  
Amy.Vanderzee@TaylorandFrancis.com • Routledge.com/  
EyeonEducation



Routledge Eye on Education, part of the Taylor and Francis Group, is an innovative provider of books and other resources for educators.



**ROWLAND READING FOUNDATION**  
Kristen Gasser  
(608) 729-2827  
kristen.gasser@rowlandreading.org • superkidsreading.org

Rowland Reading Foundation publishes the SuperKids reading program, a core reading program designed for kindergarten through second grade. Happily Ever After is the Foundation's motivating, literature-based reading readiness program.

**SCHOLASTIC BOOK FAIRS**  
Lynne Fiorica  
(800) 822-3247 ext. 2228  
lfiorica@scholasticbookfairs.com • scholastic.com/bookfairs



Our goal is to partner with school administrators and personnel to promote voluntary reading practice among our students. We offer various solutions which include book fairs, in addition to many no-cost solutions.

**SCHOOL DATEBOOKS**  
Ross Larimore  
(800) 705-7526  
ross@schooldatebooks.com • schooldatebooks.com



School Datebooks serves schools with fully-customized datebooks. From PolyFusion covers to the events listed on the day, our standard custom appearances are unmatched. Find out today why we're 'Simply the Best!'

**SINGAPORE MATH, INC.**  
Kelly Barten  
(503) 783-7983  
kelly@singaporemath.com • singaporemath.com



Singapore Math, Inc. is the exclusive distributor of Earlybird Kindergarten Mathematics, Primary Mathematics, and Dimensions Mathematics for the U.S. and Canada. They also offer a variety of Singapore Math supplementary mathematics books, science curriculum, and English language and grammar books.

**SMART TECHNOLOGIES, INC.**  
Randy Welch  
(212) 696-9762  
randywelch@smarttech.com • smarttech.com



SMART Technologies, Inc. is the education market segment leader in interactive whiteboards. SMART products help meet the challenges and demands of the 21st century learning environments.

**STUDENT HEALTH 101**  
Emily Spector  
(866) 636-8336  
espector@studenthealth101.com • studenthealth101.com



Student Health 101 is a digital wellness outreach program that incorporates several media components (a digital magazine, Facebook, Twitter, Mobile, etc.) to engage students on a whole host of important wellness topics.

**STUDIES WEEKLY**  
Debbie Singson  
(866) 311-8734 ext. 114  
Debbie.Singson@StudiesWeekly.com • StudiesWeekly.com



Studies Weekly publications allow teachers to use primary sources as the Informational Text component to teach required social studies content to enhance literacy times. Studies Weekly is the only non-textbook "textbook" solution officially adopted by state departments of education (13 times). For more than 24,000 public schools, it's America's new textbook.

**SUCCESSFUL PRACTICES NETWORK**  
Gretchen Schwalbach  
(518) 723-2063  
info@SPNet.us • Spnetwork.org



SPN is a national non-profit committed to supporting schools in achieving a culture of rigor, relevance and relationships for all. SPN provides resources, best practices, data and research to school districts, regional education centers, state departments of education and partner organizations.

**THE READING SOLUTION**  
Elliott Reinert  
(781) 259-1803  
Elliott@theReadingSolution.com • theReadingSolution.com



The Reading Solution Experience represents the highest quality of blended teacher training and reading content and reading software available today. Research – peer review – published and outcome proven effective in enhancing the reading ability of all of your students, pre-K through College. NY state representatives of Lexia Reading and Reading Plus.

**THINK STRETCH**  
Keith Bulatao  
(518) 466-7811  
keith@betterworldfundraising.com • thinkstretch.com



The award winning Think Stretch summer learning program is a CCSS based academic skill review program for elementary students. Think Stretch engages students and families with a grade specific student activity book, parent guide to summer, and appreciation medals for every student completed activity book.

**THINK THROUGH MATH**  
Bryan Lepri  
(866) 357-8664 ext. 105  
blepri@thinkthroughmath.com • thinkthroughmatn.com



Think Through Math is an award-winning, adaptive, math intervention for grades 4-Algebra1. The program provides unprecedented differentiation that prepares students for the more rigorous Common Core State Standards. TTM provides a personalized lesson pathway which deepens understanding of critical mathematical concepts.

**VARIQUEST VISUAL LEARNING TOOLS**  
Nancy Johnson  
(800) 328-0585 ext. 6980  
nancy\_johnson@variquest.com • variquest.com



VariQuest visual learning tools are designed to easily create visual instructional aids to help facilitate differentiated instruction and increase academic performance. The VariQuest tools allow staff to create instructional aids to help increase academic performance. Visit www.variquest.com to learn more.

**VERIZON WIRELESS**  
Kimberly Lane  
(315) 317-0637  
kimberly.lane@vzw.com • verizonwireless.com



Verizon Wireless provides a wide range of wireless products and services, including mobile learning devices, on the nation's most reliable 3G and 4G wireless networks. Mobile learning devices in the classroom have increased student engagement and improved test scores.

**VIRCO, Inc.**  
Zac Adams  
(518) 860-8899  
zacadams@virco.com • virco.com



VIRCO's product assortment provides everything you need to equip a modern campus. Whether it's a classroom, library, multi-purpose room, media center, administrative offices, or early learning, you'll find what you need at VIRCO.

**WALDEN UNIVERSITY**  
Nicole Hodapp  
(508) 815-6082  
Nicole.Hodapp@WaldenU.edu • WaldenU.edu/local



Walden University is an accredited institution that has been serving the higher education needs of working professionals for more than 40 years. The university promotes lifelong learning by offering bachelor's, master's, and doctoral degrees online in areas of study ranging from health and education to management and public administration. It is distinguished by high academic standards, experienced faculty, and a rigorous curriculum. Using an array of technology, the university delivers an online education experience when, where, and how students need it. Walden programs help students achieve their goals so that, as graduates, they can help advance the lives of others.

**WILSON LANGUAGE TRAINING CORP.**  
Cindy Doty  
(508) 368-2399  
info@wilsonlanguage.com • wilsonlanguage.com



The WILSON Reading System®, WILSON Just Words®, WILSON Foundations®, and WILSON Fluency® are multisensory, structured reading and spelling curricula to address prevention, intervention, and intensive instructional needs. ■

## Twitter was on fire following SAANYS14!



A message from a  
SAANYS corporate  
sponsor



Castle Software Inc. (Castle Learning Online) has been serving students and educators for over twenty years. This Common Core ready, web-based resource supports classroom instruction and provides a platform for conducting common assessments. It also reduces the strain on a school's budget by eliminating the need for multiple resources at multiple levels.

Castle Learning users have access to all courses and levels. This allows educators to meet the needs of all students no matter where they are on the learning spectrum - assisting special education students and challenging honors students - without having to purchase separate components.

Castle Learning is more than just a bank of multiple choice and fill-in questions: listening exercises, literature sets, constructed response and document based type questions are all part of the package.

Castle Learning's commitment to staff development has proven to be one of the primary reasons that approximately 70 percent of New York State public school districts make this resource available to their students and teachers. Staff training is FREE for districts and schools that purchase a site license. Both hands-on and webinar style workshops are available for convenience and flexibility.

With approximately 1 million current Castle Learning student accounts, the mission to empower students to reach their academic potential continues. All users can access anywhere, any time, from any Internet connected device; making Castle Learning one very integral piece of the academic puzzle. For more information, or to arrange a presentation, send an email to sales@castlelearning.com or call 1-800-345-7606. ■