

Educating and Empowering all Learners through Partnership and Collaboration



STUDENT-CENTERED
Cultural Competence
foster independence
increased potential
connecting families
collaborate
success
Opportunity
student engagement
academic
IMPACT Strengths-Based
Social Justice EQUITY

EMPOWER
FOR ALL LEARNERS
PARTNERSHIP
SUPPORT
Transition
rigor



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**Providing joint programs
and services for school
districts of:**

Assabet Valley Regional
Berlin/Boylston Region
Berlin
Boylston
Grafton
Hudson
Marlborough
Maynard
Millbury
Nashoba Region
Northborough
Northborough/
Southborough Region
Southborough
Shrewsbury
Westborough

**Offering the following
programs:**

AVCAS
Consultation Services
Evolution
Family Success Partnership
Professional Development
REACH
SOAR
Transportation Services

MESSAGE FROM THE EXECUTIVE DIRECTOR

Dear Assabet Valley Collaborative Community Members,

I am pleased to present our 2016-2017 Annual Report.

Opening Day

Our 2016-2017 school year began with “Opening Day,” a professional development and team building day organized by AVC’s Opening Day Committee. This year the committee designed activities that built on themes from previous years – like cultural proficiency and high expectations teaching – and also included opportunities to try new learning modes, experiment, and above all – have fun. Our teams reflected and displayed how their work embodies the statements of high expectations: “I believe in you,” “This is important” and “I will not give up on you.” Staff received “AVC Believes” bracelets and took pictures in front of our AVC believes banner. Staff experimented with a new approach to addressing the mandated training topics – as they formed teams, rolled dice and taught each other about those mandated policies by making comic strips, songs, skits, game shows, videos, and poetry.

Lord Road

AVC’s central office relocated to 28 Lord Road, Suite 125, Marlborough, at the beginning of the school year as we rented space from Massachusetts Elementary School Principals Association (MESPA) to make room for AVC’s therapeutic day school and Evolution Marlborough program to expand their services. MESPA’s space included more room for professional development so that AVC could continue to expand services in that domain. By the end of the year, AVC’s Board of Directors approved the purchase of the MESPA space.

AVC Celebrates 40 Years

On October 25, 2016, staff and friends of AVC gathered at the Hudson Riverview Club to celebrate our 40th anniversary. Founding Executive Director, Eileen Ahearn and her family joined us and Dr. Ahearn spoke to us about the founding of AVC in 1976 – the frontier era of special education and disability rights. Founding special education leaders Jean Bean and Michael Dubrule also spoke about what it had been like 40 years ago to join forces to form AVC with the belief that our communities could better serve students with disabilities by serving them together through the newly formed AVC. Joseph Sawyer, AVC Board Chair spoke about what it means to be a member of the AVC community in 2016 and then we let the students’ voices shine through by playing the video our students had made just a few months earlier during which they sang together “We are here. We are here for all of us.” Guests enjoyed dinner, conversation, fellowship, and dancing as we joyfully celebrated our milestone and reaffirmed our collective commitment to our inspiring and mighty students and families.



New Opportunities

2016-2017 provided many opportunities to do new work in new ways. With access to new space, AVC offered professional development in Google, makerspace, personalized and blended learning, and cultural proficiency to 230 participants. AVC also built capacity to begin offering more “on the go” learning activities – between workshops in cultural proficiency, google, student-led IEPs, the PASS Institute, DESE’s Low Income Education Access Project (LEAP), and DESE’s Equitable and Inclusive Practices Ambassador program – AVC consultants reached nearly 1,300 learners in 30 organizations. Evolution launched programming with

Framingham State as students joined classes through the Inclusive Concurrent Enrollment program. REACH and Evolution began implementing PBIS. SOAR and AVCAS increased access to community-based programming and added theater arts – Orchard Street Productions. FSP reached a 10-year milestone; through a growing reputation for cutting edge programming, FSP received our first replication client. READS Collaborative contracted with AVC to support replication – opening the READS FSP program in the second half of 2017. In March 2017, AVC transitioned from renters to owners of the new space at 28 Lord Road as we finalized the process of purchasing suites 125 and 130 from MESPA.

Challenges

Although there were many highlights and accomplishments in 2016-2017, there were also some notable challenges. Like everywhere, the sociopolitical context that unfolded in 2016 and 2017 led AVC staff, students, and districts to soul search and seek more effective ways to communicate and love each other across many dimensions of difference. This is hard and heavy work that we will continue to prioritize in 2017-2018 as we feel it is vital to our organization's and our communities' future health and well-being. AVC also experienced decline in revenue for some of our services and programs, while experiencing growth in other services in programs. We ended the 2016-2017 year with a revenue shortfall that required us to reduce expenses as we headed into 2017-2018. As AVC enters its next 40 years, strategic planning with stakeholders will help to build on our triumphs, overcome our challenges and design our preferred collective future.

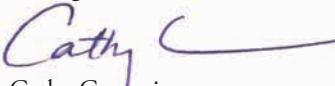
Value

Highlights and achievements of our programs and services will be described more fully throughout the rest of this report. Each program and service will be described in each section, including a discussion of accomplishments, value, and cost effectiveness each program or service brings to member districts.

It is important to note that while there are many elements of membership at AVC that result in clear cost savings and efficiencies, there are many aspects of membership that are related to supporting core values, inclusion, innovation, collaboration with peers, and deep collective inquiry. This document will strive to highlight both the tangible cost efficiencies available to members as well as the intangible value-added benefits that come with being an active member of the AVC community of learners.

Thank you for your contributions to our work at AVC. We rely on active and engaged districts, parents, students, staff and community members, because we can do so much when we do it together.

With gratitude,



Cathy Cummins
Executive Director

MISSION

Assabet Valley Collaborative partners with students, families and member school districts to deliver highly-specialized expertise and resources to foster empowerment of all learners.

VISION

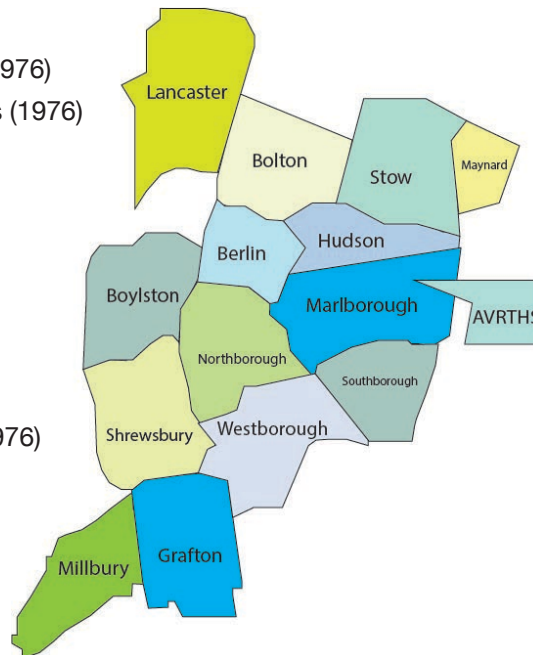
AVC is deeply committed to bringing communities together to maximize diverse resources to provide the best services to children, families and our region. Through collaboration and partnership we strive to map resources, identify needs and develop and support services that will effectively and efficiently address evolving needs in our member school district communities.

BOARD OF DIRECTORS

Ernie Houle	Assabet Valley Regional Technical High School
Nadine Ekstrom	Public Schools of Berlin and Boylston
Jay Cummings	Grafton Public Schools
Jodi Fortuna	Hudson Public Schools
Maureen Greulich	Marlborough Public Schools
Robert Gerardi, Vice-Chair	Maynard Public Schools
Gregory Myers	Millbury Public Schools
Brooke Clenchy	Nashoba Regional School District
Christine Johnson	Public Schools of Northborough and Southborough
Joseph Sawyer, Chair	Shrewsbury Public Schools
Amber Bock	Westborough Public Schools

AVC MEMBER DISTRICTS

Assabet Valley Regional Technical High School (1976)
 Berlin, Boylston & Berlin-Boylston Public Schools (1976)
 Grafton Public Schools (voting member 2015)
 Hudson Public Schools (1976)
 Marlborough Public Schools (1976)
 Maynard Public Schools (1976)
 Millbury Public Schools (2011)
 Nashoba Regional School District (1976)
 Northborough, Southborough &
 Northborough/Southborough Public Schools (1976)
 Shrewsbury Public Schools (1976)
 Westborough Public Schools (1976)



“Education is for
 improving the lives of
 others and for leaving
 your community and
 world better than
 you found it.”

- Marian Wright Edelman

2016-2017 SENIOR LEADERSHIP TEAM



Cathy Cummins
Executive Director



Anne Mahan
Assistant Executive Director
of Finance and Operations



Nancy Ahrabi-Nejad
Director of
Consultation Services



Karen Laskey
Director of
Satellite Programs



Shannon VanderSwaagh
Director of
Therapeutic Programs



Sarah Kyriazis
Director of
Instruction and Technology

2016-2017

ADVISORY COMMITTEES



The Collaborative's Advisory Committees meet monthly to collaborate, share expertise and make recommendations to our Board of Directors to identify areas of growth and need. The members of these committees are listed below.

OPERATING COMMITTEE MEMBERS

Catherine Kilcoyne

Chair, Hudson Public Schools, Director of Pupil Services

Charla Boles

Assabet Valley Regional Technical High School, Special Education Coordinator

Karen Molnar

Berlin-Boylston Public Schools, Director of Pupil Personnel

Arnold Lundwall

Grafton Public Schools, Special Education Administrator

Heather Geary

Marlborough Public Schools, Director of Special Education

Carol Gahan

Maynard Public Schools, Director of Student Services

Kate Ryan

Millbury Public Schools, Director of Pupil Personnel

Joan DeAngelis

Nashoba Regional School District, Director of Special Education

Marie Alan

Northborough/Southborough Public Schools, Director of Student Support Services

Meg Belsito

Shrewsbury Public Schools, Director of Pupil Personnel

Meghan Bartlett

Shrewsbury Public Schools, Out-of-District Coordinator

Sherrie Stevens

Westborough Public Schools, Director of Pupil Personnel

COOPERATIVE SERVICES ADVISORY COMMITTEE MEMBERS

Rick Bedard

Chair, Millbury Public Schools, Business Manager

Kristopher Luoto

Assabet Valley Regional Technical High School, Director of Business Operations

Robert Conroy

Berlin-Boylston Public Schools, Director of Financial Services

Daniel Gale

Grafton Public Schools, Director of Finance

Patricia Lange

Hudson Public Schools, Director of Finance

Michael Bergeron

Marlborough Public Schools, Assistant Superintendent of Finance and Operations

Michelle Resendes

Maynard Public Schools, Business Manager

Patricia Marone

Nashoba Regional School District, Interim Business and Operations Manager

Cheryl Levesque

Northborough/Southborough Public Schools, Business Director

Patrick Collins

Shrewsbury Public Schools, Assistant Superintendent of Operations and Finance Administration

Irene Oliver

Westborough Public Schools, Director of Finance and Administration

“Unity is strength...
when there is teamwork
and collaboration,
wonderful things can
be achieved.”
- *Mattie Stepanek*

HISTORY

Assabet Valley Collaborative

The Assabet Valley Collaborative (AVC), an educational service agency located in Central Massachusetts, was established in 1976. An educational service agency is a regional public multiservice agency (not a private organization), authorized by state law to develop, manage and provide services or programs to local education agencies, such as public school districts. In the Commonwealth of Massachusetts, Education Collaboratives were formed by local school committees and charter boards under Chapter 40, Section 4E (1974). On 2 March 2012, Governor Deval Patrick signed into Session Law, Chapter 43 of the Acts of 2012: An Act Relative to Improving

Accountability and Oversight of Education Collaboratives. The purpose of an educational collaborative is to supplement and strengthen the programs and services of member school committees and charter boards.

The purpose of our Collaborative is to provide:

- Specialized education programs and services for students ages 3 to 22
- Special education transportation services
- Professional development, training and resource sharing
- An array of consultative services
- Cooperative purchasing/procurement services
- Cost-effective responses to needs articulated by member districts

The focus of our collaborative is the development and delivery of high-quality programs and/or services to member districts that shall complement and strengthen those provided by member school committees.

The overall objectives include:

- The creation and/or delivery of cost-effective responses to needs articulated by member districts
- The delivery of high-quality, specialized education programs and services for students ages 3 to 22
- The delivery of cost effective and efficient special education transportation services

- The development and delivery of high-quality and cost-effective consultative services
- The development and delivery of high-quality and cost-effective professional development, training and resource sharing
- The provision of effective and efficient cooperative purchasing/procurement services

Legal Autonomy and Fiscal Independence

AVC was established and governed pursuant to the provisions of Chapter 40, Section 4E of the General Laws of the Commonwealth of Massachusetts and Session Law, Chapter 43 of the Acts of 2012: An Act Relative to Improving Accountability and Oversight of Education Collaboratives.

AVC's operations are funded by membership fees, tuitions and rates for educational and contractual services provided. Rates are calculated as part of the annual budgeting process for each program based on enrollment and projected participation. Our Board Members are responsible for ensuring that any borrowing, loans or mortgages are cost effective and necessary to carry out the purposes for which the collaborative is established. They approve all expenditures, including, but not limited to contracts, borrowing and the purchase and sale of fixed assets.



Student art work

BENEFITS OF MEMBERSHIP

Assabet Valley Collaborative allows members to:

1 Receive member discounts

All AVC programs and services are provided to members at membership rates. Non-member districts may access AVC programs and services at a 12-15% surcharge. Membership pricing is generally competitive with similar, private vendors resulting in cost efficiencies. Services and programs are also designed using quality indicators that are based on member feedback and guidance; members rely on AVC to provide high-quality services that maximize local resources working with neighboring districts.

2 Influence and guide decision making

Member districts influence and guide decision-making regarding existing and new programming, improving the quality of services and pooling resources with neighboring districts. AVC has started several new programs since 2008 based on needs of member districts, including a middle school program for students with emotional/behavioral needs, a 45-day assessment program, a vocational program for students ages 18-22, wraparound services, transition programming and child psychiatry.

3 Obtain cooperative/volume purchasing advantages

Members have access to Cooperative/Volume Purchasing through collective procurement activities. AVC procures goods and services on behalf of member communities, resulting in more competitive pricing for goods districts need to purchase. In FY17, AVC contracts included office supplies, copy paper, school supplies, technology and transportation services.

4 Gain access to grant-funded initiatives

Members have access to grant-funded initiatives through collective, collaborative stakeholder groups. AVC seeks to identify areas of need and determine grant funding or other sources of revenue to support the launch of new initiatives. AVC's innovative Family Success Partnership was launched in this way, providing community-based wraparound services for area families at no cost to districts in years 2007-2012. In 2016-2017, AVC was awarded funding by the Massachusetts Cultural Council to provide students in our therapeutic program an opportunity to learn the elements of a working theatre company.

5 Discover Job-Alikes and joint initiatives opportunities

Members have access to Job-Alikes and joint initiatives for district faculty. Through joint initiatives, member districts share expertise, pool resources to increase capacity, collaborate on new regulations and mandates, and launch innovations and projects to improve public education in our region.

6 Enroll in neighboring district specialized programs

Enrollment in neighboring districts specialized programs is possible due to the collective and collaborative partnerships fostered through membership at AVC. Districts can expand each other's capacity to provide public school specialized programs through tuition agreements between districts for special education programs in the least restrictive environment.

Progress in Achieving PURPOSE

The following table highlights AVC's progress in 2016-2017 in achieving the purposes articulated in the existing Collaborative Agreement.

Programs/Services which "shall complement and strengthen member school committees and increase educational opportunities for children ages 3-22."	Progress towards Purpose in FY17
Specialized education programs and services for students ages 3-22	AVC continued to provide specialized programs as noted in the sections of this report describing programs. Student enrollment in programs in 2016-2017 122.64 student FTE (pages 12-15).
Special education transportation services	AVC transported over 390 students in 2016-2017 from 29 districts (page 22).
Professional development, training and resource sharing	AVC provided over 390 contact hours of training to over 1,500 participants through targeted professional development activities. AVC convened over 50 Job-Alike meetings for district administrators including Superintendents, Special Education Administrators, Business Administrators, Curriculum Leaders, Instructional Technology Specialists and Technology Leaders. Job-Alike meetings resulted in resource sharing, joint initiatives, projects, and collaboration (page 19-21).
An array of consultative services	AVC provided consultation therapy services to over 150 students from 10 member districts and 3 non-member district (page 16-18). AVC's Family Success Partnership (FSP) delivered wraparound services to 9 districts servicing over 170 families.
Joint/cooperative or volume purchasing according to Chapter 30B as well as joint/cooperative purchasing through intergovernmental agreements	AVC joint purchasing for office supplies, copy paper, and school supplies resulting in an estimated \$227,307 in cost savings to districts. Additional cooperative purchasing contract awards included technology services (pages 23-24).
Cost-effective responses to needs articulated by member districts	AVC's cost-effective responses to districts include: programming for low incidence populations, Special Education transportation services, cooperative purchasing, professional development and consultation services. Progress in these areas are referenced above.

PERFORMANCE REPORT UPDATE

AVC experienced growth in FY17 in the following areas: Professional development, increased therapeutic services across programs, increased wraparound services provided, purchasing office and professional development space. The following charts provide a graphic representation of AVC's enrollment trends and revenue sources for FY17.

Figure 1

FY17 Revenue Sources

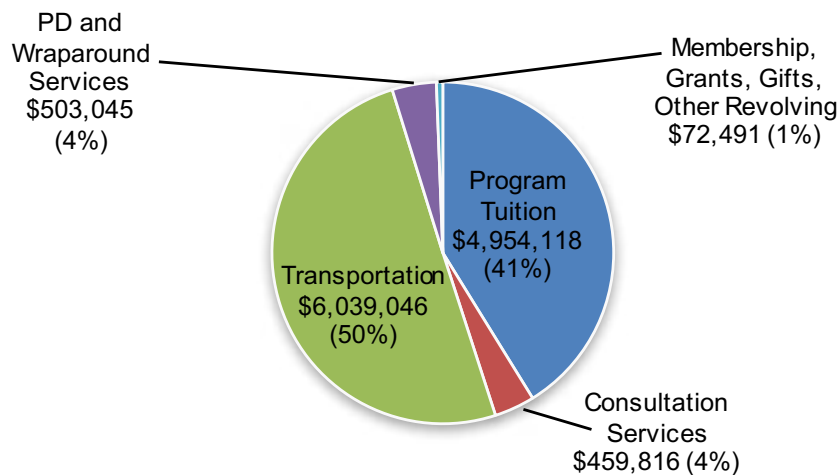
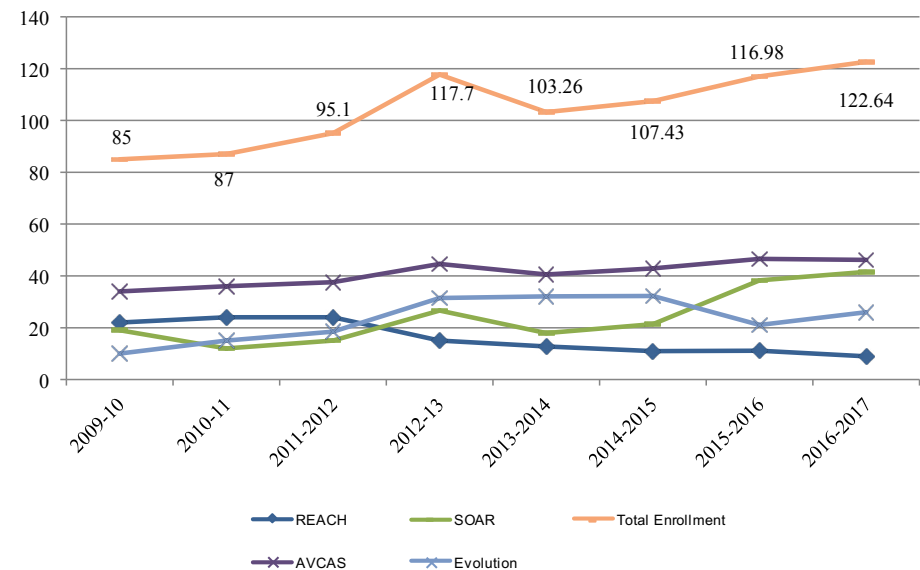


Figure 1 displays revenue sources for the past fiscal year. Direct Support Services to our member districts students, families and district educators account for over 99% of our revenues. These services include special education programming, consultation and therapeutic services, wraparound services, transportation and professional development. Figure 2 reflects more recent (2010-2017) full-time equivalent (fte) student enrollment trends by program.

Figure 2

**Student Enrollment by Program
FY10-FY17**



REVENUE SOURCES

FY17 REVENUE

Program Tuition	\$4,954,118	41%
Consultation Services	\$459,816	4%
Transportation	\$6,039,046	50%
PD and Wraparound Services	\$503,045	.4%
Membership, Grants, Gifts, and other Revolving	\$72,491	1%
TOTAL	\$12,028,516	

	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
Reach	22	24	24	15	12.73	10.93	11.1	8.95
AVCAS	34	36	37.6	44.62	40.52	42.92	46.53	46.15
SOAR	19	12	15	26.62	17.91	21.36	38.29	41.58
Evolution	10	15	18.5	31.46	32.21	32.22	21.06	25.96
Total All Programs	85	87	95.1	117.7	103.26	107.43	116.98	122.64



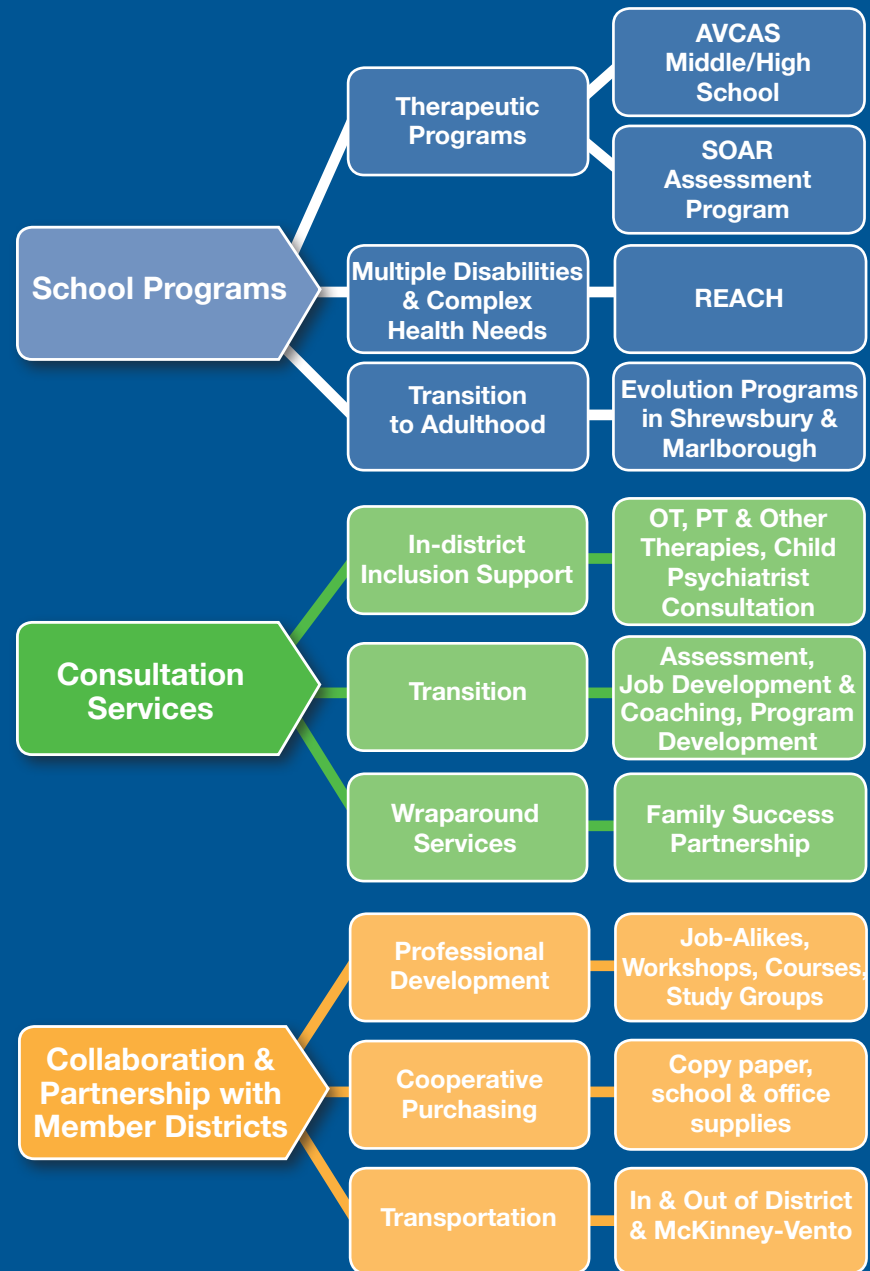
“The capacity to learn is a gift; The ability to learn is a skill; The willingness to learn is a choice.” -Brian Herbert
 “Tell me and I forget, teach me and I may remember, involve me and I learn.” -Benjamin Franklin



Assabet Valley Collaborative (AVC) provides unique, high-quality services to empower students, families and districts to overcome obstacles and achieve their goals. Our licensed and experienced educators and related staff are ready to support students with social/emotional, intellectual and/or physical needs.

AVC takes a multi-dimensional approach to promoting student success, family support and community integration. Through partnership and collaboration, we share resources, identify needs and create programs to effectively and efficiently support and address the evolving needs of our students, their families and our districts. Our services include: school programming, consultation services and cooperative professional development, purchasing and regionalized transportation.

COLLABORATIVE OFFERINGS





ACHIEVEMENTS

- Gay-Straight Alliance (GSA) NOH8 (No Hate)
- Robotics
- Vinyasa Yoga
- YMCA membership for students
- Intramural basketball programming
- Therapeutic horseback riding for middle school
- Student Council activities
- Theatre Arts elective
- Culinary Arts elective
- SAT/MCAS prep
- Virtual learning classes
- Dialectical Behavior Therapy (DBT) – full implementation
- Universal Design for Learning (UDL) fully implemented
- Additional School Psychologist added to team
- Professional Development for staff in: Restorative Justice, Universal Design for Learning (UDL), PBIS Year 2, Trauma informed practices, Cultural Proficiency

TUITION 180 DAYS	MEMBER RATE	NONMEMBER RATE	MEMBERSHIP SAVINGS
AVCAS	\$46,813	\$52,430	\$5,617

Assabet Valley Collaborative Alternative School (AVCAS)

PURPOSE

Our therapeutic day school offers academic rigor and clinical services to students in grades six through twelve who are experiencing emotional, learning and behavioral difficulties. Programming includes a strong emphasis on academics, clinical services, expressive arts, vocational supports and high-interest electives. AVCAS supports students in overcoming challenges related to mental and behavioral health to achieve individualized goals. AVCAS staff collaborate with students, families, sending school districts, state agencies and community mental health providers to ensure that students are supported during the school day as well as beyond the scope of the school day when indicated. Programming includes:

- Small instructional groups led by master's-level professionals
- Integration of academics, expressive therapy and transition skills
- Tiered behavioral support model builds skills and relationships

VALUE

AVCAS provides a regional option for students who may otherwise be referred for private school placements further from their home community. AVCAS is invested in supporting students in returning to their home district and working with the member districts to build the capacity to support the needs of students with social and emotional disabilities. AVCAS' expressive therapy programs and high-interest electives add value to our comprehensive academic and therapeutic setting. In addition to achievements noted for 2016-2017, our students and staff participated and experienced: an art display at Marlborough Public Library, a work-study program and service-learning projects, community-based instruction, new electives (see list at left), increased number of student Chromebooks to enhance curriculum delivery and implementation, computer-based MCAS for eighth grade, and UDL, professional culture and PBIS professional learning community.

FISCAL YEAR	ENROLLMENT MEMBER DISTRICTS	ENROLLMENT NONMEMBER DISTRICTS	TOTAL STUDENT ENROLLMENT
2017	36	38	74
2016	29	37	66
2015	22	38	61
2014	28	29	57

Director of Therapeutic Programs: Shannon VanderSwaagh
AVC- Marlborough, 57 Orchard Street, Marlborough, MA

SOAR

PURPOSE

Short Term Option for Assessment and Recommendations (SOAR) is a short-term stabilization and diagnostic assessment program for middle and high school students (grades 6-12). Our team collaborates closely with parents and districts to identify appropriate academic and clinical supports for students with social/emotional difficulties. We help teams better understand the skills and needs of our students to identify supports and strategies that will enable our students to progress in the least-restrictive environment. Program features include:

- Customized educational and clinical assessments
- Individualized academic and clinical services
- Comprehensive reports and recommendations

VALUE

SOAR is housed in the same building as AVCAS which provides access to services, expertise and facilities not typically found in other assessment programs – including comprehensive academic support, music, art and other elective teachers, physical education and clinical support services. Our highly skilled school psychologists and child psychiatrist enable us to pass cost savings in clinical evaluations on to districts. SOAR staff is committed to supporting districts in responding to referral questions and identifying recommendations to support the student's need in the least-restrictive environment. Because of the diversity of expertise available within AVC faculty, SOAR can serve a wide range of students, many of whom are transitioning from more restrictive settings like hospitalizations or residential settings, and many of whom are referred because of incidents or crises at home or school. In 2016-2017, SOAR added the following new assessments: risk assessment, social/emotional assessment and cognitive and achievement testing.

FISCAL YEAR	ENROLLMENT MEMBER DISTRICTS	ENROLLMENT NONMEMBER DISTRICTS	TOTAL STUDENT ENROLLMENT
2017	21	12 (4*)	33
2016	12	15 (6*)	27
2015	10	7 (4*)	17
2014	6	10 (7*)	16

*Total ACCEPT Education Collaborative student enrollment

“Optimism is the faith that leads to achievement. Nothing can be done without hope and confidence.”

-Helen Keller

ACHIEVEMENTS

- Vinyasa Yoga
- YMCA Membership for students
- Therapeutic horseback riding for middle school
- Student Council activities
- Theatre Arts elective
- Dialectical Behavior Therapy (DBT)-full implementation
- Universal Design for Learning (UDL) fully implemented
- Additional School Psychologist added to team
- Professional Development for staff in: Restorative Justice, Universal Design for Learning (UDL), PBIS Year 2, Trauma-informed practices, Cultural Proficiency



TUITION 45 DAYS	MEMBER RATE	NONMEMBER RATE	MEMBERSHIP SAVINGS
SOAR	\$12,605	\$14,118	\$1,513

Director of Therapeutic Programs: Shannon VanderSwaagh
AVC- Marlborough, 57 Orchard Street, Marlborough, MA

REACH Program

PURPOSE

REACH provides a multidisciplinary approach to meet the varied and complex academic, therapeutic and healthcare needs of students with multiple disabilities between the ages of 5 and 18. REACH infuses social communication throughout programming with a particular emphasis on assistive technology and augmentative communication. Our classrooms are equipped with educational technology including Interactive Whiteboards. Our classes include:

- Embedded Speech/Language, Physical, Occupational, Vision and Music Therapies
- Comprehensive nursing support
- Inclusion opportunities with typical peers
- Art, cooking, adaptive physical education, music and animal-assisted activities

VALUE

AVC's REACH program provides a high-quality, cost-effective alternative to enrollment in private schools that are further away from our students' home communities. Although quality and cost are important considerations, geography and inclusion are vital to the value AVC's REACH classrooms offer our students, particularly from Member districts. Most private placements are in the Metro Boston area that add travel time (during heavy commuting hours) and increased costs for districts. AVC's REACH classrooms are housed in public school settings, which add the value of inclusion opportunities with peers in the host school community as well as being able to participate in home community activities.

FISCAL YEAR	ENROLLMENT MEMBER DISTRICTS	ENROLLMENT NONMEMBER DISTRICTS	TOTAL STUDENT ENROLLMENT
2017	7	3	10
2016	8	6	14
2015	8	5	13
2014	7	7	14

Director of Satellite Programs: Karen Laskey

REACH I/II: Trottier Middle School, 49 Parkerville Road, Southborough, MA (Ages 5-13)

REACH III/IV: Algonquin Regional High School, 79 Bartlett Street, Northborough, MA (Ages 14-18)



ACHIEVEMENTS

- New core curriculum
- Community-based instruction
- Adapted PE
- Animal-assisted activities
- Art projects
- Nursing students
- Quarterly newsletter for families and member districts
- Community Service projects included: Veteran's Inc. Shelter; Spring Food Drive to benefit Northborough Food Pantry, Central MA Kibble Kitchen
- Professional Development for staff in: CPI (Crisis Prevention Institute) training, Writing Better IEP's, PBIS (Positive Behavior Interventions and Supports) planning, CVI training (Cortical Visual Impairment), Cultural Proficiency

TUITION 204 DAYS	MEMBER RATE	NONMEMBER RATE	MEMBERSHIP SAVINGS
REACH	\$73,088	\$81,859	\$8,771

“Thank you for sharing these wonderful pictures and moments of her everyday school experiences. It is great to see all the activities, and how they are used to encourage her to interact with all the tools and aids provided. It is great for her to be surrounded by all these wonderful people who have so much patience and skill.”
-REACH family member

Evolution Program

PURPOSE

The Evolution Program is located in Shrewsbury and Marlborough. This transition program is designed for students ages 18-22, who continue to be eligible for educational services as they transition to adulthood. Evolution blends educational opportunities within real-world settings in the community. Our programming includes:

- Transition assessment, job development and job coaching
- Community-based instruction – Travel training, fitness, college coursework, shopping, and recreation
- School-based instruction – healthy relationships, cooking, finance, laundry, and hygiene
- Internships with retailers, health care centers and non-profit organizations

VALUE

Evolution opened in 2009 with nine students. Over the next few years, the enrollment tripled and the program relocated to a larger space, cofounded through a partnership with Shrewsbury Public Schools. In 2014, Evolution opened a satellite campus in Marlborough to provide additional expanded options geographically and programmatically. Because Evolution connects students with local community-based opportunities, it increases the likelihood that our young adult students will stay connected with those resources when they leave Evolution by graduating or turning 22. Evolution served 26 students in 2016-2017.

FISCAL YEAR	ENROLLMENT MEMBER DISTRICTS	ENROLLMENT NONMEMBER DISTRICTS	TOTAL STUDENT ENROLLMENT
2017	25	1	26
2016	21	6	27
2015	8	5	13
2014	7	7	14

*REACH Crossroads program formerly serving students ages 18-22 merged with Evolution in FY13 resulting in a decrease in enrollment in REACH.

Director of Satellite Programs: Karen Laskey
Shrewsbury High School, 64 Holden Street, Shrewsbury, MA
AVC- Marlborough, 57 Orchard Street, Marlborough, MA

“Once more I write to extend my sincere thanks to you and your entire team for the great work you did to make today’s IEP meeting a huge success. The work you do every day with our special needs children is evident from the progress and development shown in every aspect of their life, with our son as a great example.”

- Parent



ACHIEVEMENTS

- New core curriculum
- Quinsigamond Community College coursework
- Framingham State University coursework
- Community-based instruction
- Music Therapy
- YMCA membership
- Adaptive kayaking
- Community gardening
- Garden-to-Table activities
- Animal-assisted activities
- Quarterly newsletter for families and member districts
- Competitive employment
- After-school social events “Friday Night Out”
- Family Workshop Series
- Wraparound services
- Community service projects included: Central MA Kibble Kitchen, Navajo Nation
- Professional Development for staff in: CVI Training, PBIS (Positive Behavioral Intervention and Supports) planning, CPI (Crisis Prevention Institute) training, Writing Better IEP’s, Cultural Proficiency

TUITION 180 DAYS	MEMBER RATE	NONMEMBER RATE	MEMBERSHIP SAVINGS
Evolution Tier 1	\$32,189	\$36,052	\$3,863
Evolution Tier 2	\$47,750	\$53,480	\$5,730
Evolution Tier 3 (204 days)*	\$73,088	\$81,859	\$8,771

*Formerly REACH/Crossroads

“One person can
make a difference,
and everyone
should try.”

-John Fitzgerald Kennedy

ACHIEVEMENTS

- Wraparound Services - presented to M.A.S.S., July 2016
- Collaborate with programs for “parent nights”
- Increased caseload for FY17 and districts served
- Family Needs Scale piloted to measure impact and outcomes of services
- Certified Screening, Brief Intervention and Referral to Treatment (SBIRT) trainers
- Staff trained as Cultural Proficiency trainers
- Staff-led trainings for districts included: Mental Health 101, Introduction to student behaviors for paraprofessionals part 1 and 2, cultural proficiency
- Collaboration with school psychologists and adjustment counselors
- Professional development for staff in: Cultural Proficiency-Deep Dive, Effecting change in multi-stressed families

Family Success Partnership (FSP)

PURPOSE

Family Success Partnership (FSP) is a family-centered wraparound program designed to support students and their families who have needs that fall outside of school that have not yet been met by community or state agency services. Each family participating in FSP is unique and Family Support Counselors (licensed mental health professionals) help each family develop goals and then help them identify resources needed to achieve those goals. FSP helps families navigate the intricate process of insurance, state agency applications and waitlists – providing resources to families who need them. FSP is one of the only school-based wraparound programs in Massachusetts.

VALUE

FSP wraparound is a strengths-based, student-centered, collaborative support that assists schools in addressing non-academic barriers to learning. We provide an array of services to help students and families address basic needs and achieve a level of social and emotional well-being that makes learning possible. In collaboration with district administration and school counselors, FSP supported over 170 families. During FY17, AVC partnered with another collaborative to replicate programming. Our team of dedicated counselors worked with families to access:

- Medical care
- Counseling
- Housing and essential resources
- Insurance



FSP wraparound is a **STRENGTHS-BASED STUDENT-CENTERED, COLLABORATIVE** support that assists schools in addressing non-academic barriers to learning.

SERVICE	FY17 MEMBER RATES	FY17 NONMEMBER RATES	MEMBER SAVINGS
Phase I	\$28,331	\$31,731	\$3,400
Phase II	\$56,662	\$63,462	\$6,800
Phase III	\$84,993	\$95,193	\$10,200

*Founding grant partners: Metro West Health Foundation, Robert Wood Johnson Foundation, C.F. Adams Charitable Trust Foundation, and The Sudbury Foundation jointly funded FSP from 2007-2012 – and supported ongoing activities for sustainability.

Director of Consultation Services: Nancy Ahrabi-Nejad
AVC- Marlborough, 28 Lord Road, Suite 125, Marlborough, MA

“Stressing the importance of Mass Health even when the family has other insurance and helping navigate the system is very important! Checking in and following up as our family support counselor did has been so helpful. She helped us more than any provider we have worked with.”

- FSP Parent

“To serve is beautiful, but only if it is done with joy and a whole heart and a free mind.”

- Pearl S. Buck

“It was a great help for my daughter and me.”

- FSP Parent

“It is a privilege to be able to bear witness to someone's story when they may not have had the chance to tell it before.”

- Lindy Alexander

“Education is a shared commitment between dedicated teachers, motivated students and enthusiastic parents with high expectations.”

- Bob Beauprez

“I believe the Family Success Partnership is doing an amazing job and I'm very grateful. Thank you for your services!! Keep up the amazing work.”

-FSP Parent

ACHIEVEMENTS

- iPads for therapeutic service delivery
- Partnerships with statewide organizations to support inclusion and professional development
- OT and PT assessments
- Vocational assessments
- Child Psychiatrist consultation and professional development
- PBIS
- Community partnerships developed to expand district vocational opportunities
- Transition partners: Algonquin Regional and Hudson High Schools
- Adaptive equipment trainings for medically-frail students
- Whole class yoga instruction
- Professional development for staff in: student-led IEP's, Therapies in the School, This Child in Front of You, Social Thinking, Google Bootcamp, Cultural Proficiency
- Developed and offered job-coach training
- Coordinated business partner communications on behalf of students
- Readiness and self-determination
- Peer-to-peer mentoring

HOURLY CONSULTATION	MEMBER RATE	NONMEMBER RATE	MEMBERSHIP SAVINGS
OT, PT, SLP, Assistive Technology, Music Therapy, Social Work/Counseling, Transition	\$87.25	\$97.75	\$10.50
Therapy Assistants – PTA, COTA, SLP	\$58.15	\$65.13	\$6.98

OVERVIEW

Assabet Valley Collaborative Consultation Services offer our member districts expertise and assistance to address a wide range of therapeutic needs for students and families. We provide a variety of related services that include:

- Highly-trained staff
- Programs designed to address specific students' needs
- Collaborative and flexible scheduling and consultation

In-district Inclusion Support

AVC employs a range of experts with particularly specialized training and credentials that helps to support the low-incidence needs in member districts. Additionally, AVC's consultants are committed to integrated services and expanding the capacity of our member districts to provide increasing support to students in their home districts in the least-restrictive setting.

Our inclusion supports include direct student assessments and evaluations, developing and implementing individual/group programs and providing consultation to district staff, parents or teams. Our team focused on student self-determination skills again this year. We utilized an assessment tool, "The Air Self Determination Scale – Educator Form" and Goal Attainment Scaling was used to measure achievement of the team goal. Data collected from 2015-2016 was used to measure growth. FY17 offerings:

- Educational Tutoring
- Occupational Therapy
- Physical Therapy
- Music Therapy
- Transition/vocational assessments
- Psychiatric consultation—medication awareness, accessing resources, crisis guidance and Professional Development

FISCAL YEAR	THERAPEUTIC STAFF	DISTRICTS SERVED	STUDENTS SUPPORTED
2017	9	11	150+
2016	9	11	150+
2015	11	12	300+
2014	8	10	250+

Director of Consultation Services: Nancy Ahrabi-Nejad
AVC- Marlborough, 28 Lord Road, Suite 125, Marlborough, MA

“Whenever I have a question or a problem to solve, I always call the Collaborative first.”

- District Director
of Special Education

“A hero is an ordinary individual who finds the strength to persevere and endure in spite of overwhelming obstacles.”

- Christopher Reeve

Professional Development

PURPOSE

In FY17 AVC provided over 390 contact hours of formal training to over 1,500 participants as part of our commitment to meeting the professional development needs identified by member districts to improve the quality of their programs and services. Our staff provided Cultural Proficiency workshops to over 800 participants in member districts throughout the year. AVC provides specialized professional development, connects districts with common initiatives, provides an economy of scale to reduce costs and distance for high priority or mandatory training, and customizes workshops to the meet specific needs of districts. The table on the following page highlights activity for this fiscal year.

PD TOPICS PROVIDED IN DISTRICTS	# PARTICIPANTS	# CONTACT HOURS
Cultural Proficiency	842	81
Equitable and Inclusive Practices Ambassador Visits (DESE-MOEC)	184	18
Other workshops and training included: PBIS, FSP, Student led IEP's, Google, CETL, SPED Leadership Academy	258	106
Total	1,284	205

“I am very pleased with the DESE materials/resources. This is the best example of DESE supporting the field in this way that I’ve come across, perhaps in my career.”

- Participant in the
Inclusive Practices Workshop

ACHIEVEMENTS

AVC continued offering several Cultural Proficiency classes during FY17 including: *Unpacking Cultural Proficiency: Building Diverse, Inclusive Learning Environments, Culturally Proficient Leadership Deep Dive and Culturally Proficient Leadership in Action*. Courses were offered in the fall of 2016 with an emphasis on bridging multiple perspectives and applying a cultural proficiency (cp) framework to increase the quality of education and achievement for all learners. Objectives for these workshops included: Engaging in self-exploration and reflection of personal attitudes, beliefs and assumptions regarding diversity and equity; increase understanding of the historical context of inequality in schools; identify the relationship between the cp approach and our work to increase student achievement; apply the cp approach to building and organizational planning, practice and policy making. The Deep Dive and Leadership in Action sessions provided extensive content regarding equity and cultural proficiency in schools and offered participants an opportunity to expand their work as change agents within their schools and organizations.

During the fall we concluded the series: *Writing Better IEP's: Building Capacity in your Districts*. This series was designed to provide special education administrators with specific training in how to develop and implement district/building level training on writing instructionally relevant IEP goals that are measurable. The fall workshops focused on trainer coaching and in-district training strategies to enhance the IEP process.

For the fourth consecutive year, the professional development calendar included a Social Thinking event: *Zooming In: Strategies for Concrete Learners (with connections to RTI and PBIS)*. The workshop explored ways to teach our more literal learners based on age and how to enhance learning in the inclusion-based classroom. Participants were introduced to lessons that translate abstract social concepts into concrete ideas that can help improve social understanding over time. Tools to tie social treatment plans to the Common Core Standards were also provided. During the winter and spring of 2017, AVC offered several technology related trainings including: *Google Educator Level 1 and*



Professional Development



2 Bootcamp, Google Admin Console and Makerspace Academy. Participants explored the use of Apps and Extensions along with how to create presentations, websites, YouTube channels, classrooms and more. Themes and tools required to prepare for the Google Level 1&2 Certified Educator exam were also covered.

The year concluded with a **Special Education Legal Workshop** for leaders in the field. Topics included Transition, Endrew vs. Douglas County School District RE-1 and the principal's role in special education.

PD Topic/Initiative	Fee for Members	Fee for Nonmembers	# of Participants	# of Hours
Cultural Proficiency-Deep Drive	\$700	N/A-not available to non-members	14	28
Unpacking Cultural Proficiency-Session 1	\$450	\$500	15	18
CETL Immersion Course	\$1,000	\$1,000	10	16
Unpacking Cultural Proficiency-Session 2	\$450	\$500	10	18
Writing Better IEP's: Building Capacity in your district	\$150/day	\$170	55	12
Cultural Proficiency-Leadership in Action	\$235	\$250	10	7
Unpacking Cultural Proficiency	\$700	\$750	31	21
Cultural Proficiency-Deep Dive	\$1,100	\$1,300	12	28
Google Certified Level 1 Boot Camp	\$200	\$235	12	12
Google Admin Console	\$725	\$775	32	12
Social Thinking	\$175	\$200	46	6
Google Level 2 Bootcamp	\$300	\$345	11	18
Makerspace Academy	\$400	\$425	16	12
Special Education-Legal Workshop	\$75 ea (1-3 participants) \$250 per district (4+ participants)	N/A – not available to non-members	10 districts	2

“As a result of this workshop, I will continue to advocate for systemic change toward cultural proficiency. Continue to use language that is as least biased as possible and continue to observe myself so that I am challenging myself to continue to be culturally proficient.”

- Participant

“Who dares to teach must never cease to learn.”

- John Cotton Dana

AVC Administrative Office
28 Lord Street, Suite 125, Marlborough, MA

Job-Alike (Professional Learning Communities)

AVC convenes monthly meetings for member district leaders. The following table includes the job-alike groups, the priorities/accomplishments, and a summary of responses to a survey of group members to rate the value and benefits of job-alikes during 2016-2017.

Group	2016-2017 Topics/Initiatives	Value Ratings and Comments (No Value = 1) (4 = Extremely Valuable)
PPS/Special Education Administrators	<ul style="list-style-type: none"> • Educator Effectiveness Guidebook for Inclusive Practices • Culturally Proficient Communication • Peer review • Legal Workshop • Supporting Homeless Students (DESE) • Professional Development • Multi-Disciplinary inclusive practices 	<p>8 Respondents: Average Value Rating = 3.88</p> <ul style="list-style-type: none"> • It is beneficial to have a place to think about regulation changes, share information about student issues such as programs, social emotional changes of students and how to provide students with a comprehensive educational experiences. We share our various areas of expertise based on needs of students in our districts. • Participating in this group allows me to learn, share, reflect and collaborate with colleagues. I find this extremely helpful in my work as a Director. I appreciate the time it takes to organize this group and find it very worthwhile. • I share what I learn of what other districts are doing and how they are handling similar issues. I greatly appreciate any of the legal speakers you bring in. • Shared information, which often reduces dependency on our legal team to answer questions. Also information on grants and opportunities as soon as they come out.
School Business Officials	<ul style="list-style-type: none"> • Google Trainings • Pathways to Meritorious Budget Award • Special Education Transportation • Regular Education Transportation • DESE Edwin Analytics and RADAR review tools • Food Service • P Card Program • Health Insurance 	<p>6 Respondents: Average Value Rating = 3.83</p> <ul style="list-style-type: none"> • The PD is fantastic and Rick does a great job getting us speakers and quality topics. • Gives us a chance to discuss and work through specific areas of concern to the group and to get ideas and perspectives of what has been done, while exploring what we can do. • Problem solving, best practices and networking are beneficial. • The group offers an opportunity to share local issues and concerns. • Excellent opportunity to network with business administrators in other districts as the opportunity generally does not exist within district.
Technology Leaders	<ul style="list-style-type: none"> • Makerspace • Google Suite • Funding District Technology • Technology to support social/emotional learning • Apple Classroom • Computer based testing • Licensure • Document Management 	<p>4 Respondents: Average Value Rating = 3.67</p> <ul style="list-style-type: none"> • Sharing knowledge is beneficial. • The ability to stay informed about what other local districts are doing and share best practices is valuable. Collaborative-negotiated discounts on Schoology have also been helpful. • Support and sharing of ideas. Collective bargaining for services. • Sharing ideas and problem solving issues is valuable.
Curriculum Directors	<ul style="list-style-type: none"> • Cultural Proficiency • Future Ready Summit • Defined STEM • Review proposed-updates to DESE, ELA and Mathematics standards • Legalization of marijuana • Removal of Impact rating/DDM's • PBIS • Educator Evaluation 	<p>11 Respondents: Average Value Rating = 3.73</p> <ul style="list-style-type: none"> • AVC provides a great opportunity to collaborate on grants as well as network with other districts. I always leave feeling as though I have learned something new or relevant. • We do a great deal of networking, sharing of resources and new ideas during this time. • Nice to share resources and different perspectives. • I have learned many new things from this group. • I'm new to my role and the group's provided me the opportunity to build relationships and compare priorities. I also appreciate Cathy's efforts to anticipate and respond to our interests (as with grant writing, for example). • Sharing ideas and insights helps our district stay on top of things. Cathy is always ready to provide us with resources and support that makes our job easier!
Instructional Technology Specialists	<ul style="list-style-type: none"> • Coding • Device program and management system • Maker Spaces • Digital Portfolio • Digital Citizenship • Project Based Learning • Learning Management Systems • Gamification 	<p>4 Respondents: Average Value Rating = 3.25</p> <ul style="list-style-type: none"> • Sharing ideas and resources to support classroom instruction is beneficial. • Learning what others do is helpful. While there are some other ITS' in my district, we are "alone" when it comes to grade-level collaboration. • The ability to talk to others that have the same job is helpful. Share ideas, frustrations, successes.

Transportation

PURPOSE

AVC provides safe, reliable and cost-efficient special education transportation services by contracting with transportation vendors on behalf of our member school districts. We view transportation as an integral part of each student's education, and contract with vendors who share our passion and expertise in serving students with disabilities. Our contract requires vendors to employ highly-trained drivers and monitors that they drive well-maintained and equipped vehicles. AVC leverages volume from many districts; transportation vendors submit competitive rates to AVC resulting in cost savings for special education transportation. In addition, AVC monitors the quality of the services provided, to save districts valuable time and to capitalize on an economy of scale. In FY17, AVC completed its fifth year of a three-year contract with two-optional annual extensions with Van Pool Transportation. While pricing is an important component of the transportation services we provide, our districts rely on AVC to broker services with vendors committed to high quality, flexibility and responsiveness.

Services include:

- In-district and out-of-district McKinney Vento, field trips, community-based instruction, and after school services
- Monitored two-way radios, GPS and video monitoring
- Pre-screened (CORI and SAFIS Statewide Application Fingerprinting Identification Services) and specially trained drivers and monitors

“Every individual matters. Every individual has a role to play. Every individual makes a difference.”

- Jane Goodall

FISCAL YEAR	STUDENTS TRANSPORTED	MEMBER DISTRICTS UTILIZING SERVICES	NONMEMBER DISTRICTS UTILIZING SERVICES
2017	393	15	14
2016	364	15	14
2015	8	5	15
2014	7	7	16

Transportation	2016-2017 Member Rates	2016-2017 Nonmember Rates	Estimated Member Savings
Single district route: 7d vehicle in-district	\$114.50 within Collaborative Region	\$128.23 Nonmember	\$13.73 per route
Single district route: 7d vehicle out of district	\$140.50 outside Collaborative Region	\$157.36 Nonmember	\$16.86 per route
Single district route: Wheel Chair vehicle in-district	\$229.55 within Collaborative Region	\$257.10 Nonmember	\$27.55 per route
Single district route: Wheel Chair vehicle out of district	\$234.15 outside Collaborative Region	\$262.25 Nonmember	\$28.10 per route

Cooperative Purchasing

PURPOSE

AVC improves efficiencies and increases cost savings through the facilitation of joint purchasing through which districts are able to obtain competitive pricing from vendors while taking advantage of a streamlined bid process – which often yield bids lower than the state bid list and single-district procurement activities. In 2016-2017, AVC conducted joint procurement of School Supplies, Paper, Office Supplies, Technology Services and Bread and Rolls for Food Service. The contracts with WB Mason for school supplies, paper and office supplies yielded a savings to districts of over \$225,000.

Cooperative Purchasing continued on page 24

FY17 Estimated Savings resulting from Cooperative Purchase of Paper/Case, School & Office Supplies

Account Name	Office Supplies	Paper/Case	School Supplies	Total
Algonquin Regional HS	\$8,495.85	\$3,612.00	\$1,008.056	\$13,115.91
Assabet Valley Regional Voc	\$10,913.68	\$3,186.00	\$1,188.56	\$15,288.24
Assabet Valley Collaborative	\$3,183.39	\$370.00	\$96.124	\$3,649.51
Berlin-Boylston Regional	\$5,461.68	\$2,572.00	\$2,753.512	\$10,787.20
Hudson Public Schools	\$10,773.86	\$4,296.00	\$1,245.128	\$16,314.99
Marlborough Public Schools	\$23,411.49	\$11,013.00	\$11,500.056	\$45,924.55
Maynard Public Schools	\$4,413.70	\$1,953.00	\$717.868	\$7,084.57
Nashoba Regional	\$14,869.15	\$6,938.95	\$4,461.152	\$26,269.25
Northborough Public Schools	\$13,133.23	\$4,437.00	\$5,412.00	\$22,982.23
Shrewsbury Public Schools	\$15,183.30	\$10,315.00	\$3,816.10	\$29,314.40
Southborough Public Schools	\$12,876.22	\$1,832.00	\$3,383.52	\$18,091.74
Westborough Public Schools	\$7,769.62	\$7,457.00	\$3,257.312	\$18,483.93
Total	\$130,485.17	\$57,981.95	\$38,839.39	\$227,306.51

Office Supplies Savings*

Account Name	Office Supplies (77% discount from ultimate office catalog pricing)	Office supplies (64% minimum discount from WB catalog)	Estimated Cost Savings
Algonquin Regional HS	\$15,031.12	\$23,526.97	\$8,495.85
Assabet Valley Regional Voc	\$19,308.81	\$30,222.49	\$10,913.68
Assabet Valley Collaborative	\$5,632.15	\$8,815.54	\$3,183.39
Berlin-Boylston Regional	\$9,662.98	\$15,124.66	\$5,461.68
Hudson Public Schools	\$19,061.44	\$29,835.30	\$10,773.86
Marlborough Public Schools	\$41,420.33	\$64,831.82	\$23,411.49
Maynard Public Schools	\$7,808.86	\$12,222.56	\$4,413.70
Nashoba Regional	\$26,306.95	\$41,176.10	\$14,869.15
Northborough Public Schools	\$23,235.71	\$36,368.94	\$13,133.23
Shrewsbury Public Schools	\$26,862.77	\$42,046.07	\$15,183.30
Southborough Public Schools	\$22,781.01	\$35,657.23	\$12,876.22
Westborough Public Schools	\$13,746.25	\$21,515.87	\$7,769.62
Total	\$230,858.38	\$361,343.55	\$130,485.17

*Savings calculated based on items from the AVC WB Mason Office Supplies Contract and applying contracted discount compared with state pricing with WB Mason Catalog. Differences in prices between those items yielded an average of an additional 56% savings using the AVC Contract.

Cooperative Purchasing

Paper Savings*				
Account Name	Paper-WB Mason	Paper/ Case	State bid \$	Estimated Cost Savings =savings
Algonquin RHS	\$17,306.00	680.2	\$20,918.00	\$3,612.00
Assabet Valley Regional Voc	\$15,264.00	600	\$18,450.00	\$3,186.00
Assabet Valley Collaborative	\$1,773.00	69.5	\$2,143.00	\$370.00
Berlin-Boylston Regional	\$12,368.00	484	\$14,940.00	\$2,572.00
Hudson Public Schools	\$20,581.00	809	\$24,877.00	\$4,296.00
Marlborough Public Schools	\$52,764.00	2074	\$63,777.00	\$11,013.00
Maynard Public Schools	\$9,701.00	379	\$11,654.00	\$1,953.00
Nashoba Regional	\$33,262.05	1307.7	\$40,201.00	\$6,938.95
Northborough Public Schools	\$22,431.00	873	\$26,868.00	\$4,437.00
Shrewsbury Public Schools	\$49,471.00	1942	\$59,786.00	\$10,315.00
Southborough Public Schools	\$8,777.00	345	\$10,609.00	\$1,832.00
Westborough Public Schools	\$35,762.00	1404	\$43,219.00	\$7,457.00
Total	\$279,460.05	10967.4	\$337,442.00	\$57,981.95

*Savings calculated by comparing the price of a case of paper purchased through jointly procured contract with WB Mason with the price of paper available for purchase from the State Bid List. Savings = number of cases multiplied by the difference between prices. Percentage savings is approximately 22%.

School Supplies Savings*			
Account Name	School Supplies-WB	State bid (School Specialty) \$	Estimated Cost Savings
Algonquin Regional HS	\$2,520.14	\$3,528.20	\$1,008.06
Assabet Valley Regional Voc	\$2,971.40	\$4,159.96	\$1,188.56
Assabet Valley Collaborative	\$240.31	\$336.43	\$96.12
Berlin-Boylston Regional	\$6,883.78	\$9,637.29	\$2,753.51
Hudson Public Schools	\$3,112.82	\$4,357.95	\$1,245.13
Marlborough Public Schools	\$28,750.14	\$40,250.20	\$11,500.06
Maynard Public Schools	\$1,794.67	\$2,512.54	\$717.87
Nashoba Reg. School District	\$11,152.88	\$15,614.03	\$4,461.15
Northborough Public Schools	\$13,530.00	\$18,942.00	\$5,412.00
Shrewsbury Public Schools	\$9,540.25	\$13,356.35	\$3,816.10
Southborough Public Schools	\$8,458.80	\$11,842.32	\$3,383.52
Westborough Public Schools	\$8,143.28	\$11,400.59	\$3,257.31
Total	\$97,098.47	\$135,937.86	\$38,839.39

*Savings calculated by selecting 5-10 items from the AVC Contract WB Mason School Supplies Catalog and comparing those items from School Specialty School Supplies Catalog from the State Bid List. Differences in prices between those items yielded an additional 25% savings using the AVC Contract.

Never stop dreaming, never stop believing,



never give up, never stop trying, and never stop learning.

- Roy T. Bennett, *The Light in the Heart*

The answer is not to standardize education,



but to personalize and customize it to the needs of each child and community.



There is no alternative. There never was.

-Ken Robinson



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Providing effective and efficient
services to meet current and evolving
needs of member school districts:

Assabet Valley Regional • Berlin/Boylston Region • Berlin
Boylston • Grafton • Hudson • Marlborough • Maynard
Millbury • Nashoba Region • Northborough • Northborough/
Southborough Region • Southborough • Shrewsbury • Westborough