



Executive Director/Business Manager Report

March 11, 2019

Membership:

Current Institutional Members: 140

- Institutional memberships for districts required to participate in purchase software and accessories at ACTEM special educational discounted pricing.
- Also receive on Administrator registration to the fall conference
- Email me for an administrator's conference registration code

Current Individual Members: 596

- Membership is included with conference registration fee
- \$20 discount on Conference registration for current paid individual members
- Individual memberships required for PD reimbursement benefit and discount conference registrations.

ACTEM Membership Year:

- July 1st through the following June 30th annually
- Membership can be paid by PO, check, credit card and PayPal online.
- You can pay now for 2019-20 if you want

Financials:

All financials posted online under the [meeting reports](#) link on ACTEM website:

2018-19 Financials through February 28, 2019:

- Membership income - \$19K
- Total gross sales of software/hardware to date - \$443K
 - Total sales in 2017-18 = \$582K
- PD Reimbursements paid to date - \$953
 - Currently 33 PD Applications for ISTE 2019 (33 x \$550 = \$18,150)
 - Also have approximately \$7K committed to ISTE Bus
- Fall Conference Income - \$131K
- Fall Conference Expenses - \$106K
- Spring Leadership 2019 Conference Income - \$16K
- Profit/Loss Report is showing a profit of \$26K through Feb. 2019
- ME Community Foundation Funds - **\$10K** for the year to date
- Balance Sheet shows \$308K in our various accounts including the Maine Community Foundation Funds

Software/Hardware News:

Please Remember: Purchasing from ACTEM helps support the mission of the association and support our programs like the PD reimbursement program, ISTE Bus, etc.

Check out page 7 in the March newsletter for a listing of ACTEM & Vendor partner offerings.

Adobe

- Adobe recently announced phasing out the K-12 Device licensing and replacing with Shared Device licensing. Check out the article in the newsletter for more info.
- Changes announced recently to Adobe's VIP subscription-based licensing.
 - K-12 Site Shared Device User License (100 minimum) \$24.40/ license = \$2,450 per site
 - K-12 Site Name User License (500 minimum) \$4.90/license = \$2,450 per site

- Adobe Spark Premium K-12 (Primary & Secondary)
 - Adobe Spark is a design program for graphics, web pages, and video.
 - Adobe is offering the premium options free to schools.
- Adobe CLP (Perpetual) Licensing - Very few software titles remain in the perpetual option (Acrobat Pro, PhotoShop Elements, & Premier Elements).

Microsoft

- ACTEM has a Microsoft statewide - Enrollment for Education Solutions (EES) subscription agreement for Maine Schools with pricing at 3,000 FTE level.
- Select Plus Perpetual Licensing - For registered districts
- MS Announced End-of-life for Windows 7
- ACTEM can only sell the most recent version of any Microsoft software but you are allowed to install an older version with a current license.

Sophos

- Avast moving to paid model - Many districts asking for Sophos quotes
- Contact the ACTEM office for quotes

CDW-G

- Members with discounts on many items plus free shipping
- Must be an ACTEM institutional member
- Purchasing through the CDW-G gives a small % of sales to benefit ACTEM programs

Purchasing Portals:

Connection

Connection is pleased to partner with ACTEM and extends discounted pricing on technology products to our member districts. [Connection Purchasing Portal Link](#)

Contact - Jill Meade, jill.meade@connection.com

Eduporium - Online Portal on ACTEM Website soon - <https://www.eduporium.com/actem>

ACTEM is pleased to announce a partnership with Eduporium to offer members extra discounts on all their products. The online portal will provide a link to the many educational tools, customize tech bundles and activities for students. When ACTEM members use this portal, they will receive extra discounts on Eduporium products over and above the regular educational pricing.

Three New Vendor Partnerships:

1. **CloudReady by Neverware**
Transform old technology into Chromebooks
2. **TEQ Online PD**
Save 25% on teacher subscription
3. **ExploreLearning**
Receive 10% discount on all Gizmos, Reflex Na Science4US

Newslea - Sponsoring lunch at today's meeting

- ACTEM Member Schools & Districts can subscribe to Newslea and Save between 5-25% on Newslea PRO, Powerwords, and Collections!
- To get a quote contact actem-me@newslea.com to get a quote. Orders are placed directly with Newslea.

Other Items:

Spring Leadership Conference

Wed., April 24th at the Holiday Inn by the Bay in Portland, ME

Currently have 12 exhibitors and almost 40 attendees to date.

Keynote: **Digital Privacy: To Protect or Not to Protect, That is the Question**

By Eric Butash & Michael Klein of the Highlander Institute in Providence, RI

ACTEM 2019 Fall Keynotes

Thursday, Oct. 10th -- Thomas C. Murray, Director of Innovation for Future Ready Schools

Book - ***Learning Transformed*** by Thomas C. Murray & Eric Sheninger

Friday, Oct. 11th -- Michael Cohen, The Tech Rabbi

Book - ***Educated By Design*** by Michael Cohen

Online "Call for Workshop Proposals" is open online now -- bit.ly/ACTEM19WP

ISTE Certification in Maine

ACTEM is considering bringing the ISTE Certification Training to Maine.

2-day onsite training session along with 30+ hours online

Cost of this certification training would be approximately \$750 per person.

ACTEM would need approximately 20 interested people to bring this certification training to Maine.

If Interested complete the interest survey online -- bit.ly/ISTECertME

Wonder Workshop

Partnership with Wonder Workshop continuing through 2019.

Two options available:

Introduction to Coding and Robotics with Cue - \$150 (Middle School)

Introduction to Coding and Robotics with Dash - \$125 (Elementary)

Discounts codes available - Email to get codes.

Big Deal Media

Publishes two newsletters per month with information about Funding & Recognition, Digital Learning Learning Support, Professional Growth, STEM/STEAM/STREAM, Mobile Learning, Social Media, etc.

ACTEM has a link on our website to the latest newsletter.

ACTEM Newsletter

- March 2019 newsletters should be in the mail soon
- Copies available at meeting and digital copy is online at www.actem.org
- Next issue June 2019 - Copy deadline - May. 15, 2019
- Please send articles, photos, school happenings, PD opportunities to include in next issue
- \$20 membership gets you 4 issues - Consider membership for your administrators

Reminder of the ACTEM OverDrive Library

We hope this new member benefit is helpful and a value for our members. One of the keynote books ***Learning Transformed*** by Thomas C. Murray & Eric Sheninger is available in our OverDrive library

Attendance sign-up at www.actem.org

First item listed under ***Links*** (left side) of home web page

One of the individual member benefits is a lunch ticket at these business meetings.