

# **A Vermont Opportunity**

## *Cooperative Educational Service Areas*

### **(CESA)**

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**CESA =**  
*Educational Service Agency*

**“A regional public education agency authorized by state statute or administrative code that exists primarily to provide instructional support, management, planning programs and services to local education agencies. The primary role of the ESA is service to its constituent districts and schools, not their regulation.”**

~ AESA State by State Report 2021

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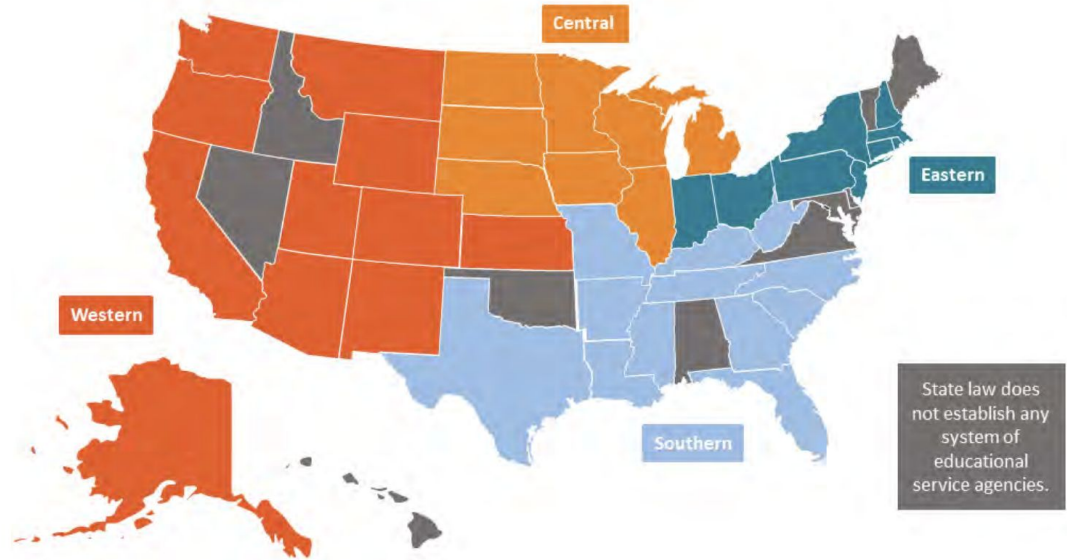
# Educational Service Agencies in the Nation



# AESA

ASSOCIATION OF  
EDUCATIONAL SERVICE AGENCIES

## AESA REGIONS



# Role of Educational Service Agencies

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- The core function on an ESA is to offer services and support. This helps schools access specialized programs and technical assistance that individual districts, especially smaller or rural ones, might not otherwise afford.
- ESAs in other states also serve very large urban districts with their services. Large scale does not mean that expertise and technical assistance is inherent within a district or that efficiency through shared regional resources is not possible.
- ESAs may facilitate two-way communication between state education agencies and local schools, ensuring smoother implementation of state initiatives and responsiveness to local needs.
- ESAs **do not** replace the organization of an SU or SD. ESAs **supplement** services they do not supplant.
- ESAs address the identified needs of an SU/SD and build collaborative relationships between SU/SDs.

*What problems  
does an ESA  
help supervisory  
unions and  
district address?*

- Build educator capacity and regional fidelity through high quality professional development and programmatic consultation.
  - Maximize supervisory union and district dollars through shared regional expenses (e.g. cooperative purchasing, professional development, shared staffing, etc.)
  - A partner to provide onsite expert consultation for a variety of district or supervisory union needs.
  - Responsive and cost effective services including but not limited to educational evaluations, staffing, specialized programming.
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# Regional Governance, Local Decision Making

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- Leadership is by local educational officials who are part of the Board thereby promoting regional responsiveness.
- By conducting regular needs assessments with member SD/SU's, ESAs ensure services are driven by real local priorities.
- Annual audits and progress reports create transparency and accountability without adding bureaucracy to schools.
- ESAs do not have the authority to impose sanctions or regulations; their influence is collaborative and supportive, not administrative or disciplinary.
- ESAs are not a new layer of authority; they are a shared-service structure designed to help districts work together more efficiently.

# Educational Service Agencies Provide:

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**VOICE:**



**CHOICE:**



# The Southeast Region (CESA)

## Mission



*The mission of the BOCES (CESA) is to jointly conduct educational services and programs for member supervisory unions in a cost effective manner in order to increase educational opportunities for children ages 3-22 and build the capacity of the staff serving them.*

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# Southeast Region Cost Savings and Capacity Building

## Staffing

*Supervisory Unions and Districts are able to access part time, full time or per diem positions to fill needs saving up to 50% or more per FTE position.*

## Evaluations & Services

*As a regional service provider, VTLC saved member supervisory unions and districts 20 - 50% on evaluation services, with an average savings of 38%.*

*VTLC was able to provide timely and efficient services ensuring special education compliance timelines.*

## Programs

*VTLC continues to partner regionally to explore creation and provision of localized programming in least restrictive environments. By offering local, high quality programming, supervisory unions and districts can save up to 85% of transportation fees.*

## Consultation

*VTLC has provided district consultation focused on strengthening supervisory union programs for high risk students. Thus building capacity to reduce out of district placements. Use of VTLC as a regional service provider has yielded savings up to 62% for supervisory unions and districts.*

## Professional Development

*Supervisory Unions and Districts yielded an average savings of 66% on professional development costs by using VTLC as a regional service provider compared to individually hosting these events. Local or virtual hosting saved staff time and transportation costs.*

# Case Study: Professional Development

## Conference Costs outside of BOCES for one day event:

- Conference Fee: *\$325.00*
- Mileage: *\$125 - \$196*
- Hotel: *\$200 - \$400*
- Substitute: *\$150 - \$300*

**Total Costs:            \$800 - \$1221**

## BOCES Professional Development one day event:

- Conference Fee: *\$260.00*
- Mileage: *\$0 - \$40*
- Hotel: *\$0*
- Substitute: *\$150*

**Total Costs:            \$450**

**Savings:    44% - 63%**

# Case Study: Evaluation Services

## Evaluation Services by a private clinic:

- **Academic Evaluation:** (\$200/hr) \$2,000 - \$2,500
- **Autism Evaluation:** \$5,600 - \$7,600
- **Psychoeducational:** (\$200/hr) \$2,500 - \$3,000
- **SLP Evaluation:** (\$165/hr) \$1782
- **Transportation/Mileage:** \$150/hr plus mileage

## BOCES Evaluation Services:

- **Academic Evaluation:** (\$85/\$135) \$850 - \$1,350
- **Autism Evaluation:** \$3,400
- **Psychoeducational:** (\$135/\$175) \$1,600 - \$2,000
- **SLP Evaluation:** (\$125/hr) \$1350.00
- **Transportation/Mileage:** mileage only

**Savings: 42% average**

# Member Cost Analysis

<b>FY 24 - 25 Services</b>	<b>Member Cost</b>	<b>Non Member Cost</b>	<b>Member Savings</b>
<i>Professional Development</i>	\$3,225.00	\$5,480.00	\$2,255.00
<i>SLP Services &amp; Assessments</i>	\$5,843.75	\$7,012.50	\$1,168.75
<i>VTLC Contracted SLP</i>	\$105,014.87	\$126,017.84	\$21,002.97
<i>SLP Evaluation</i>	\$1,343.75	\$1,612.50	\$268.75
<i>Psychoeducational Evaluation</i>	\$2,835.00	\$3,402.00	\$567.00
<i>Program Consultation</i>	\$5,000.00	\$6,000.00	\$1,000.00
<i>Mileage</i>	\$1,868.94	\$1,868.94	
<i>Supplies</i>	\$382.06	\$382.06	
<b>Grand Total</b>	<b>\$125,513.37</b>	<b>\$151,775.84</b>	<b>\$26,262.47</b>

Educational  
Service Agency  
Models  
Nationwide

# Kentucky



## What we CAN do.

Kentucky ESAs are called Regional Educational Cooperatives.

This demonstrates the extensive service portfolio that an educational service agency can provide.

Kentucky Educational Cooperatives and Service Agencies provide a wide range of support and services to school districts, educators, and students. Here's a list of what we **can do**:



### Professional Development & Training

- Offer workshops, training, continuing education, instructional coaching, mentoring and certification programs for teachers, administrators, and support staff.
- Conduct leadership training for school administrators.
- Assist with curriculum development and alignment to Kentucky Academic Standards.
- Offer resources for personalized and competency-based learning.
- Support career and technical education (CTE) programs.



### Special Education Services

- Provide consultation and resources for students with disabilities.
- Offer professional development for special education teachers and staff.
- Assist in compliance with state and federal special education regulations.
- Facilitate Individualized Education Program (IEP) support.



### Technology & Digital Learning Support

- Provide access to technology tools and resources for digital learning.
- Offer training on integrating technology in the classroom.
- Support districts with cybersecurity and IT infrastructure.
- Facilitate virtual learning opportunities.



### Assessment & Data Analysis

- Assist districts with student assessments and data interpretation.
- Provide guidance on data-driven decision-making.
- Support the use of assessment tools for student progress monitoring.



### Cooperative Purchasing & Financial Services

- Facilitate cooperative purchasing for school supplies, technology, and services.
- Offer financial and grant management support.
- Assist with budget planning and fiscal responsibility.



### Fiscal & Legal Accountability

- District Laws
- Board of Superintendents
- Open Records

*Proudly Serving*



81

Kentucky School Districts



597

Kentucky Schools



368,932

Kentucky Students



21,725

Kentucky Teachers



21

States



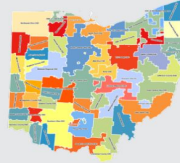
www.kedc.org

# Ohio

Ohio's Educational Service Center Association represents all fifty -one ESAs. Annually, they publish a data dashboard outlining services and cost savings.

This data represents the total services provided and the cost savings realized in 2024.

# OHIO'S EDUCATIONAL SERVICE CENTERS 2024



Ohio's  
51 ESC's  
serve



1.7 million  
students



240,000+  
educators

All data from Ohio Department of Education & Workforce, 2024

ESCs have provided  
**\$2.38 billion**  
in services to Ohio  
schools.

ESCs have saved  
Ohio schools almost  
**\$100 million**  
this year (as compared  
to the cost of purchasing  
or developing services  
themselves).

**All 51 ESCs**  
received the High  
Performing ESC  
designation from the  
Ohio Department of  
Education & Workforce.

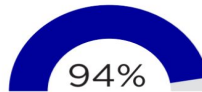
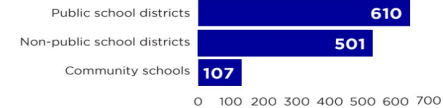
For every \$1 in  
state subsidy

ESCs secured **\$6.97** in  
federal, state and local  
grants for schools.

For every \$1  
in State &  
local funds

ESCs provided **\$9-\$14** in  
cost savings and funding  
to school districts.

ESCs serve



94%  
of ESC expenditures were  
direct services to Ohio  
schools.

ESCs **employed 14,785 personnel** statewide, most of  
them working directly in schools.



EFFICIENT. EFFECTIVE. ESCS.

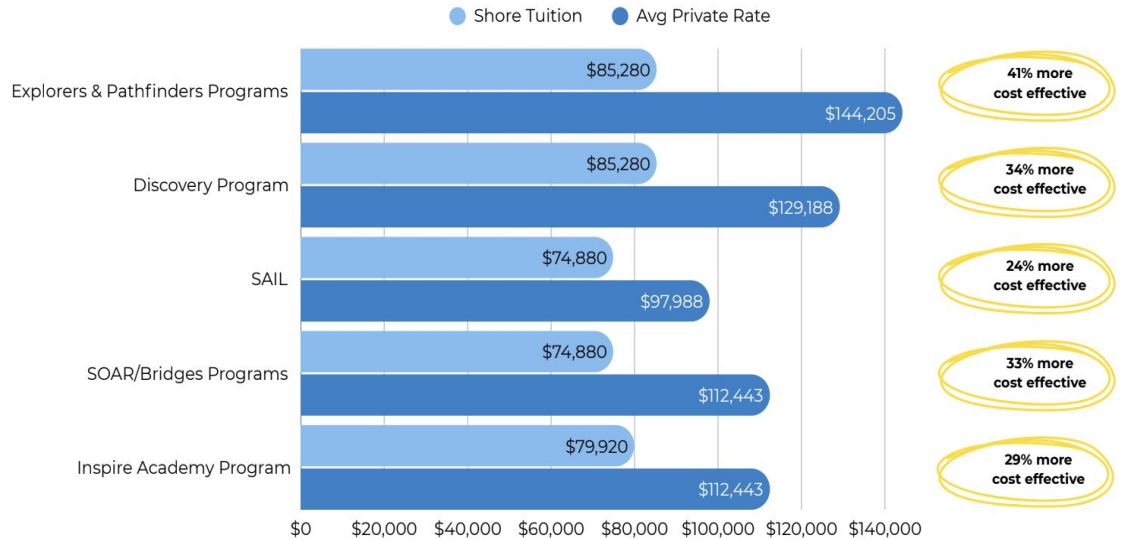


# Massachusetts: *Shore Collaborative*

Annually, Massachusetts Collaboratives publicly report and submit to the Department of Education a summary of their progress towards their stated agency goals and their cost savings to their members.

This data is sourced from Shore Collaborative's 2024 - 2025 Annual Report. This graphic demonstrates the annual tuition for Shore's specialized programs compared to other similar private programs in the state.

## Cost Savings by Program



# Massachusetts: *South Shore Collaborative*

The South Shore Educational Collaborative sponsors advanced energy purchasing through an RFP bid process for natural gas and electricity.

Several south shore towns have participated in this joint purchasing program. The data collected provides significant savings.

The electricity and gas bids result in significant savings to the participants when comparing the open market price to the 24-month bid price of the contracts. The approximate savings for each participant are listed.

<b>GAS</b>	<b>Savings</b>	<b>ELECTRIC</b>	<b>Savings</b>
Plymouth Public Schools	\$122,672	Plymouth Public Schools	\$180,630
Town of Plymouth	\$67,679	Town of Plymouth	\$154,867
Cohasset PS	\$68,926	Cohasset PS	\$38,606
Cohasset Town	\$11,739	Cohasset Town	\$82,332
Scituate schools	\$90,388	Scituate Schools	\$49,793
Norwell schools	\$19,425	Norwell schools	\$38,019
Hull	\$24,985	Hull	\$0
<b>SSEC</b>	<b><u>\$798</u></b>	<b>SSEC</b>	<b><u>\$0</u></b>
<b>Total gas Savings</b>	<b>\$406,616</b>	<b>Total electric saving</b>	<b>\$544,247</b>

# The Underappreciation of Educational Service Agencies

Intermediate agencies, operating in 44 states, deliver support of unmet needs in component school districts

BY JOAN WADE

*“ESAs can transform rural and marginalized communities, bridging educational access and equity gaps. By addressing regional challenges with tailored solutions, the agencies strengthen schools and empower entire communities.”*

~ Joan Wade, Executive Director  
The Association for Educational Service Agencies

[Article Link](#)



## The Value of Education Service Agencies (ESAs)

*How ESAs Help School Districts Operate More Efficiently and Effectively*

Across the United States, Education Service Agencies (ESAs) are called different names such as ESCs, ESDs, AEAs, ESUs, Intermediate Units, and Cooperatives. What they do is similar in that they serve as the shared services infrastructure for public education. Their purpose is consistent nationwide: help districts stretch limited resources, strengthen instruction, and successfully implement state priorities.

### Driving Efficiency: Doing More with Fewer Dollars

- Provide shared services for Business Managers, HR, technology, purchasing, compliance, and legal support.
- Offer cooperative purchasing and regional contracts that reduce costs through economies of scale.
- Deploy shared specialists (special education, technology, cybersecurity, curriculum, and behavior supports).
- Support grant development and management, bringing external dollars directly into districts.

Example: Ohio's ESC network documented over \$417 million in combined cost savings and external grants in one year, returning \$8.83 for every \$1 of state operating subsidy. Texas ESCs also provide a similar study to show savings for school districts on a biennial basis.

[Article Link](#)

*“Bottom Line: Education Service Agencies are the infrastructure that allows school systems to operate efficiently, deliver high-quality services, and ensure students—regardless of ZIP code—receive strong educational support.”*

~ John Bass, Senior Advisor

The Association for Educational Service Agencies

*Thank you for the opportunity to share the impact of educational service agency models within the state of Vermont and nationally.*

*ESA's are a viable, scalable model and one component to support the advancement of Act 73.*

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