



FOCUSED
EDUCATION RESOURCES

**A N N U A L
R E P O R T
2 0 2 0 / 2 1**

Our Services

Professional Development

- IT4K12 Conference for Educators and IT Professionals
- Due Diligence Workshop for district CIOs
- Webinar series on various key topics for K-12

Technology

- Provide webinars and support for IT professionals
- Support BC Digital Classroom technical implementation
- Coordinate enterprise license implementation (i.e. Microsoft, Zoom, etc.)

Education

- Source BC Digital Classroom's core collection for Educators
- Deliver workshops & webinars through the Professional Learning Team
- Evaluate and grow the K-12 Evaluated Resource Collection

Information Privacy

- Develop Privacy Impact Assessment templates on key software for district use
- Provide resources and learning opportunities on privacy topics
- Host webinars on privacy related topics

Procurement

- Source strategic and collaborative procurement agreements on behalf of K-12
- Provide access to a variety of supply and service agreements
- Host an online Yammer community to support and connect K-12
- Provide professional support on procurement issues

*As providers of an essential service,
challenging circumstances to del*

Chair and Executive Director Letter



“
Resilience,
Responsiveness,
Reconciliation.”

When reflecting on this second year of Focused Education Resources’ operations, three words come to mind: resilience, responsiveness and reconciliation. As providers of an essential service, our members worked tirelessly in extremely challenging circumstances to deliver a K–12 school year unlike any other. At Focused ED, we examined our offerings with a view to how we could support members in responding to any new adjustment the pandemic might send their way.

Our members and our Focused ED team rose to the occasion. As the school year began and our members quickly planned for a return to full in-person instruction, we at Focused ED turned our attention to ensuring every district, independent school and First Nations school we serve was equipped with masks on Day 1, at a time when masks were very hard to come by.

We found new ways of doing things. Our IT4K12 Conference in November had to be offered virtually. With the conference’s collaboration opportunities being a vital component, we strove to ensure those were preserved as much as possible. We also launched our new website, which has been redesigned to provide an enhanced user experience.

This year also saw renegotiation of key agreements such as the Microsoft licenses, as well as hosting our first series of regional meetings to seek members’ input on the procurement support they value most. Our team was committed to ensuring we collaborated across departments to anticipate and meet member needs, so they could focus on the delivery of an innovative K–12 school year.

As the year came to a close, the horrific discovery of the remains of 215 children at the former Kamloops residential school was felt deeply across the K–12 sector. Members worked quickly to support their school communities, with many drawing on Focused ED’s spectrum of Indigenous resources. We will continue to build on these to support enhanced understanding of the impacts of colonization and reconciliation.

As a technology-focused organization, we have been pleased to support our members’ increased need for online solutions this year. That said, we are also looking forward to opportunities to connect in person once again.

Mark Pearmain Kelly Pollack
Chair *Executive Director*

*our members worked tirelessly in extremely
over a K–12 school year unlike any other.*



with Lynda Minnabarriet,
Former Secretary Treasurer
(retired) and Focused ED
Board Vice-Chair

SD 74 Gold Trail

What I saw during the last school year was people working hard to take care of each other. We were balancing concerns for everyone's safety while also providing an educational experience that benefitted all learners. A high percentage of students in Gold Trail are Indigenous, with many students living on reserve. It was paramount for us to ensure we supported families who were not comfortable with in-person education, while also supporting students and staff in school to feel safe.

As the Vice-Chair of Focused ED's Board, I saw how quickly staff responded to the urgent requests from members for new supplies like masks and providing access to Zoom for everyone. I was impressed

by how well the team worked together in less than ideal circumstances to ensure districts received what they needed.

SUPPORTING EVERY STUDENT

Many years ago, I became involved with BC Education Marketplace, one of the organizations that merged to create Focused ED, because I believed in the value of shared purchasing across districts. Today, by working on behalf of the whole K-12 sector, Focused ED supports every district in BC, regardless of location, with accessing resources needed to provide a quality educational program for the students they serve.

Board of Directors



Mark Pearmain
Chair
Superintendent
SD 44 North Vancouver



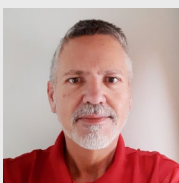
Angus Wilson
Director
Superintendent
SD 75 Mission



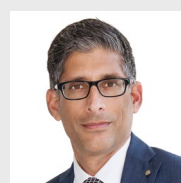
Lynda Minnabarriet
Vice Chair
Former Secretary Treasurer
(retired)
SD 74 Gold Trail



Eleanor Liddy
Director
A/Assistant Deputy Minister
Ministry of Education



Sterling Olson
Director
Secretary Treasurer
SD 22 Vernon



Reg Bawa
Director
Assistant Deputy Minister,
Ministry of Education

RESPONDING TO 2021'S UNIQUE NEEDS

From PPE to virtual solutions, Focused ED remained nimble in meeting new needs so members could deliver K-12 excellence during a year like no other.



PANDEMIC PROCUREMENT

Our team negotiated delivery of critical safety supplies to keep staff, educators and students safe.

IT4K12 GOES VIRTUAL

What's better suited to an online conference than one with a focus on emerging technologies? Over two days in November, our IT4K12 Conference brought education and technology leads from across school districts, independent schools and the Yukon, together with government and partner presenters.



ZOOMING IN ON INNOVATION

Districts and member schools pivoted to videoconferencing when in-person connections weren't possible.

2.35 Million

Face Masks

1,500,000 Reusable

850,000 Disposable

55,000 Face Shields



41,207

Zoom User Licenses Assigned

100%

of IT4K12 Conference survey respondents found sessions covering their areas of interest.

"It's quite special. I don't know of any other conference where IT folks, educators and teacher librarians are all in a room together. The collaborative planning helps ensure the HOW we do something supports the WHY we're doing it."

— David Vandergugten, Assistant Superintendent SD 42 & Learning Advisory Resource Committee Chair



with David Vandergugten,
Assistant Superintendent &
Focused ED Learning Resource
Advisory Committee Chair

SD 42 Maple Ridge-Pitt Meadows

I'm pleased to say that we were able to deliver a year of quality education. When COVID began, I don't think anyone realized the impact it was going to have. We were fortunate that every teacher in the district already had a laptop and that we'd invested in deeply incorporating technology into how we work. When we had to pivot, we had enough people who understood the technology that we were able to support every school in delivering education online in a timely manner. I was also pleased we were quickly able to get a device into the hands of every student who needed one.

Focused ED's resources and services were key in enabling us to shift for changing needs quickly. Pandemic-response supplies like masks and sanitizing products were sourced so quickly and helped us welcome staff and students safely. Tech resources like the BC Digital Classroom, the

cloud-based Microsoft suite, and the provincial Zoom licenses made connecting with and supporting staff, teachers and students surprisingly smooth. In fact, we've never had more parents participate in our student inclusive conferences before, because Zoom enabled them to take part from anywhere. I think we'll try to keep that.

STRONGER TOGETHER

I have always been a strong believer in collaboration. My involvement dates back to the start of Focused ED's predecessor, ERAC, which formed as school districts across BC realized we would benefit from a collective approach to learning resources procurement. As chair of the Learning Resource Advisory Committee, I'm able to support Focused ED's work to ensure every district, regardless of size, has access to the same services and robust resources, at preferential group rates.

LEARNING RESOURCE ADVISORY COMMITTEE

David Vandergugten – Chair
SD 42 Maple Ridge-Pitt Meadows
Assistant Superintendent

Trent Dolgopol
SD 06 Rocky Mountain
Director of Instruction, Technology
and Innovative Learning

Kathy Puharich
SD 36 Surrey
Director of Instruction,
Education Services

Pedro da Silva
SD 39 Vancouver
Associate Superintendent,
Learning Information Technology

Matthew Monkman
SD 54 Bulkley Valley
Assistant Superintendent of Schools

Jarrod Bell
SD 60 Peace River North
Director of Instruction

Heather Daly
BCTF liaison/SD 43 Coquitlam
Technology and Learning Commons
Coordinator

Sophia Barton
Ministry of Education
Manager, Instructional Services,
Open School BC

Maureen Ciarniello
Focused Education Resources
Director of Education Services



with Tim Agnew,
*Director of Information Technology
and Focused ED Technology
Advisory Committee Chair*

SD 22 Vernon

When the switch to online learning happened, our district experienced a huge, immediate demand for tech resources and support. We worked hard to figure out how to deliver education in an online format and began to explore hybrid delivery models. While students were back in class this fall, we still needed to be flexible. We are piloting a project that uses different kinds of tech to enable teachers to simultaneously deliver a class to students learning in-person and remotely. We are learning from this, which may be useful in the future.

I have always had a keen interest in technology leadership, which led to my involvement with ERAC, and now Focused ED as chair of the Technology Advisory Committee. It's very rewarding to share knowledge and work with colleagues from districts across BC. There are many opportunities for everyone in K-12 to benefit by pursuing things together. Procurement is an obvious one, as is creating collaboration opportunities. Since we couldn't meet in person this year, our committee created a new series of IT-focused webinars and of course IT4K12 was virtual this year. We also saw some regional meetings happening virtually, which were great because people could connect on regional topics.

TECHNOLOGY ADVISORY COMMITTEE

Tim Agnew – Chair
SD 22 Vernon
Director of Information Technology

Jennifer Roberts
SD 05 Southeast Kootenay
District Principal of Transformative
Learning & Technology

Ken Kiewitz
SD 41 Burnaby
Manager Information Technology
Services

Stephen Whiffin
SD 43 Coquitlam
Director of Instruction/CIO

Ted Owens
SD 54 Bulkley Valley
Network Analyst/IT Manager

Morris Scarpino
SD 57 Prince George
District Technology Support
Coordinator

Andy Canty
SD 61 Greater Victoria
Director of Information Technology

Gabriel Joseph
Ministry of Education
Director Provincial Learning Network

Peter Powell
Focused Education Resources
Technology Lead

Maureen Ciarniello
Focused Education Resources
Director of Education Services

Supporting Member Needs

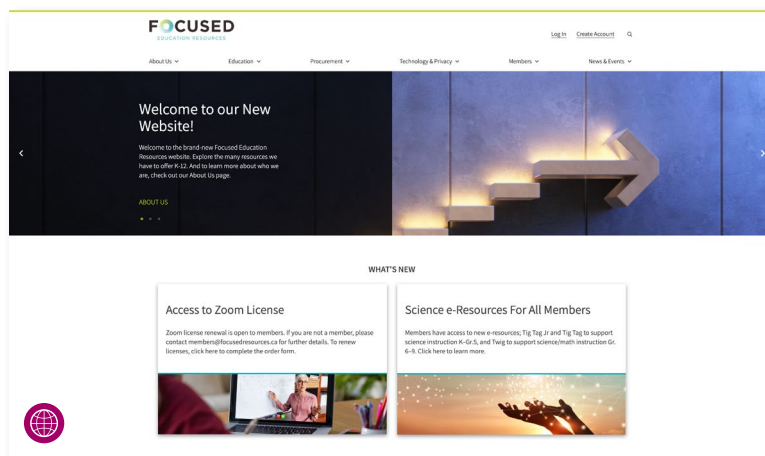
EXPANDING DIGITAL RESOURCES FOR EDUCATORS

With increased virtual schooling, the always popular BC Digital Classroom saw a significant jump in use this year. Focused ED also introduced three new digital resources. 4Canoes, developed in response to the Truth and Reconciliation Commission's Calls to Action, provides authentic Indigenous content. Twig and two levels of Tig Tag offer exceptional math and science-focused materials for students at various stages in K-9.

The K-12 Evaluated Resource Collection grew by 326 this year, adding 261 print resources and 65 websites.

ENHANCING OUR WEBSITE

We introduced our refreshed **website** this year. With a focus on improved user experience, our new site brings together a single point of access for all our tools, services and resources.



MOST POPULAR TOPICS FOR K-12 EVALUATED RESOURCE COLLECTION ASSESSMENT:

- Indigenous perspectives
- Health
- Anti-racism
- Immigrant and refugee experience
- LGBTQ and SOGI
- Environment
- COVID-19
- French

27 webinars

were hosted by the Professional Learning Team to help members make the most of digital resources



BETTER TOGETHER

Our **members** represent all 60 BC school districts and more than 105 associate members who represent independent and First Nations schools from across the province and includes the Yukon Department of Education.

PROFESSIONAL LEARNING TEAM

Our Professional Learning Team of educators from across the province supports members with the integration of learning technologies into classroom instruction.

- Mike Silverton
- Leona Prince
- Lisa Read
- Cari Wilson

Optimizing Procurement & Privacy

Negotiating licensing and supply agreements on behalf of BC's K-12 sector makes it possible for Focused ED to achieve preferential rates that deliver pricing equity to members of every size.



SEEKING MEMBER FEEDBACK

This May, we held our first Regional Procurement Discussion series. In the six interactive sessions, we shared information on the spectrum of Focused ED's services with representatives from districts' Finance, Facilities, Information Technology and Transportation teams, as well as sought each region's procurement priorities to guide our future work.

FOCUSED ED'S PRIVACY OFFERINGS INCLUDE:

- 34 PIA Templates (7 new & 14 updated)
- 19 Checklists
- 15 Forms
- 42 Guides
- 9 Privacy Orders
- 50 Security and Training Resources

SIMPLIFYING PRIVACY PROTECTION

This year, we introduced privacy-focused webinars, creating sessions on best practices, selecting classroom apps and Privacy Impact Assessment (PIA) development.

PROCUREMENT SERVICES ADVISORY COMMITTEE

- Heather Simm
SD 20 Kootenay-Columbia
Director of Operations
- Dave Swystun
SD 23 Central Okanagan
Learning Technology Manager
- Simon Ayres
SD 36 Surrey
Assistant Secretary-Treasurer
- Michelle Kelly
SD 39 Vancouver
Senior Manager, Purchasing and Administrative Services

- Matthew Hull
SD 47 Powell River
Director of Technology
- Ray Miller
SD 73 Kamloops-Thompson
Purchasing Manager
- Kevin Derksen
SD 91 Nechako Lakes
Manager of Facilities

We will continue to build on Focused ED's spectrum of Indigenous resources to support enhanced understanding of the impacts of colonization and reconciliation.



Income Statement

Year ended June 30	2021	2020	%
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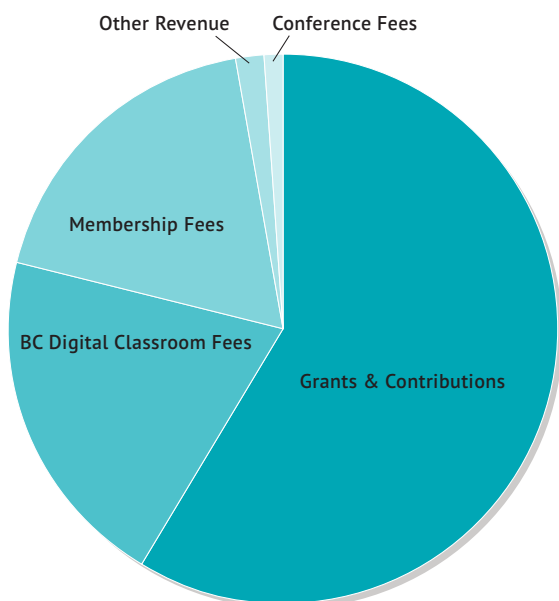
REVENUES

Membership Fees	859,399	862,233	18.32
BC Digital Classroom Fees	947,747	874,386	20.21
Grants & Contributions	2,758,976	2,059,137	58.83%
Conference Fees	50,100		1.07%
Other Revenue	73,822	11,758	1.57%
	4,690,044	3,807,514	100.00%

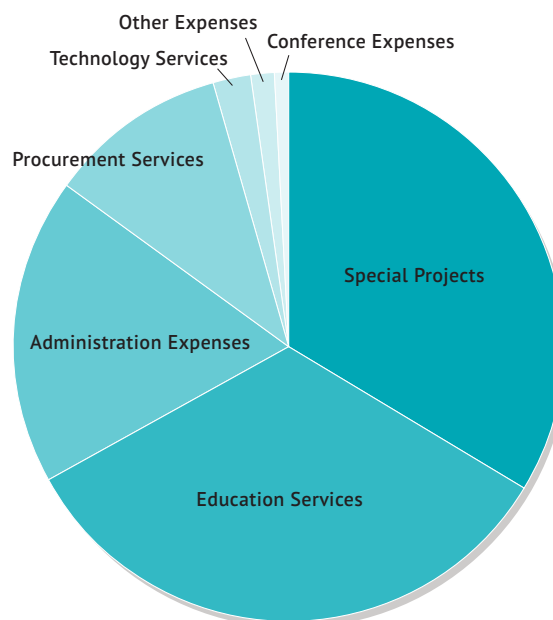
EXPENSES

Procurement Services	443,187	375,221	10.65%
Education Services	1,387,759	1,371,029	33.35%
Technology Services	86,478	46,561	2.08%
Special Projects	1,402,726	373,337	33.71%
Conference Expenses	32,658		0.78%
Other Expenses	58,715		1.41%
Administration Expenses	749,871	831,970	18.02%
	4,161,394	2,998,118	100.00%
Excess of Revenue over Expenses	528,650	809,396	

REVENUES



EXPENSES



Our thanks to the Ministry of Education and Telus for their funding support.

OUR MISSION

Focused Education Resources supports excellence in K–12 education.

OUR VISION

We will be a centre of expertise and pre-eminent provider of services and resources to the K–12 sector.

OUR VALUES

Focused Education commits to serving the K–12 community with passion and purpose. This work is guided by our shared values:

Focus on members: we collaborate and act with respect

Promote equity: we seek balanced solutions that benefit our members

Be strategic: our resourcefulness, innovation and curiosity fuel our choices for growth and continuous improvement

Deliver excellence: we deliver evidence-based, quality services that add value

Act with integrity: we earn trust by being competent, transparent and accountable

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