



I M P A C T



ANNUAL REPORT
2022/23

Focused on Impactful Supports



Land Acknowledgement

Focused Education Resources is situated on the traditional, ancestral, and unceded territories of the x^mməθk^ʷəyəm (Musqueam), Skw̓x̌ wú7mesh (Squamish), and səliwətał (Tsleil-Waututh) Nations. Serving members in communities across British Columbia, the Yukon and Northwest Territories, we are committed to reconciliation and building relationships as we move forward.

Photo courtesy of Michael Frost

A Message From Our Chair and CEO

As a member-driven organization, Focused ED's ultimate goal is to support you in achieving yours: excellence in the delivery of K-12 education. This year, as we planned forward, we reflected on that goal and considered our impact. For the staff and Board at Focused ED, understanding the impact of our supports and services comes as much or more from members' guidance and feedback, as it does from usage and participation statistics.

We greatly appreciate all the members who help shape our offerings, from those who sit on our advisory committees and Professional Learning Team, to the educators who evaluate our K-12 Evaluated Resource Collection, to every member who shares their priorities with us through meetings, at our IT4K12 Conference and through surveys. Optimizing the value we provide means continually evolving to meet changing member needs and leveraging new technologies and opportunities as they emerge.

This year, as we moved beyond the rapid changes required by the pandemic, Focused ED was able to apply our learnings from that period to inform the development of our new strategic plan that will guide our activities for the next five years. We are pleased to share some of the guideposts for our plan in this report.

One thing members have repeatedly told us that they value most about Focused ED is our role as a 'sector connector', providing opportunities for collaboration and knowledge-sharing between colleagues from different districts at our workshops, meetings and conference. Knowing how important that is, we have taken steps to increase opportunities for members to come together, and have increased our webinars and CIO meetings, amongst other things. We are also shifting our IT4K12 Conference back to a fully in-person event this November, to make more spontaneous connections—and reconnections—possible.

As always, our team is continually seeking to optimize our services and proactively create new offerings to meet your needs. This year, we enhanced our Digital Classroom and honed the K-12 Evaluated Resource Collection; expanded the scope of our procurement offerings to include an IT professionals' roster along with computing devices; and began development of new cybersecurity and privacy supports to help districts meet government standards.

We thank you once again for allowing Focused ED to be your partner in K-12 and look forward to serving you in the year ahead.



MARK PEARMAIN
Chair



KELLY POLLACK
CEO

Our Vision

To be the leader of shared services and expertise to the K-12 education sector.

Our Mission

We support and strengthen K-12 education by providing innovative and responsive solutions.

Our Values

We believe in:

- › Ensuring Quality for Our Members
- › A Commitment to Trust and Accountability
- › Responsiveness and Flexibility that Leads to Innovation
- › The Value of Our Exceptional Staff
- › Communicating and Connecting to Drive Collaboration
- › Creating a Better Society

Expertise You Can Trust

Strategic Planning

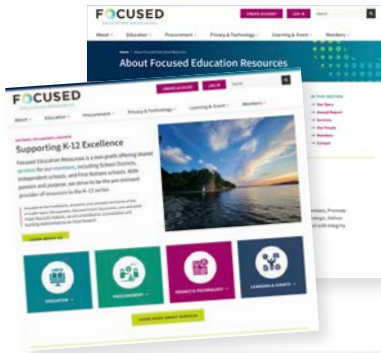
Building on last year's strategic business review, Focused ED's leadership team developed our new five-year strategic plan that will guide our operations through 2028. In addition to honing our mission, vision and values, the plan sets out the four strategic priorities that will serve as the cornerstones for all we do.

FOUR STRATEGIC PRIORITIES

-  **1. Address the current and emerging needs of the K-12 education sector**
Draw on our expertise to develop tailored solutions, services and resources that empower school districts and schools to deliver the highest quality education possible.
-  **2. Connect and convene the sector**
Foster collaboration and knowledge-sharing among school districts and schools through many platforms including workshops, conferences and a wide variety of networking opportunities.
-  **3. Purposeful growth of supports, services, and members**
Grow our range of support services and offerings to meet the diverse and evolving needs of current and future members.
-  **4. Developing our people and our organizational capacity**
Invest in and develop our staff, their expertise and a culture of continuous improvement to enable ongoing delivery of innovative and responsive solutions for K-12 education.

Welcoming Northwest Territories and Growing in the Yukon

This year, Focused ED expanded our membership to include the Northwest Territories. We were also pleased to welcome more members from the Yukon's K-12 sector.



Website Transformation

[Focusedresources.ca](https://www.focusedresources.ca) is the gateway many members use to learn about and access our services. To optimize users' experience, our website has undergone a full redesign to make it easier for all members to find and explore the full spectrum of Focused ED's offerings. The new site will launch in late 2023.

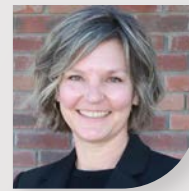
BOARD OF DIRECTORS



Mark Pearmain
Chair
Superintendent
SD 36 Surrey



Angus Wilson
Vice Chair
Superintendent
SD 75 Mission



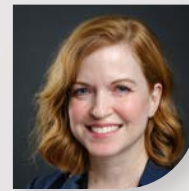
Trina Cassidy
Director
Secretary-Treasurer
SD 73 Kamloops
Thompson



Flavia Coughlan
Director
Secretary-Treasurer
SD 39 Vancouver



Eleanor Liddy
Director
Assistant Deputy
Minister
Ministry of Education
and Child Care



Melanie Stewart
Director
Associate Deputy
Minister
Ministry of Education
and Child Care

TECHNOLOGY ADVISORY COMMITTEE



Andy Canty
SD 61 Greater Victoria
Director of Information Technology
for Learning, Chair TAC

Karman O'Brien
SD 34 Abbotsford
Director Information Technology

Ted Owens
SD 54 Bulkley Valley
Supervisor of Information
Technology Services

Jennifer Roberts
SD 46 Sunshine Coast
Assistant Superintendent

Morris Scarpino
SD 57 Prince George
District Technology Support Coordinator

Stephen Whiffin
SD 43 Coquitlam
Director of Instruction/CIO

Matt Williams
SD 35 Langley
Director of Information Technology & CIO

Gabriel Joseph
Ministry of Education and Child Care
Director Provincial Learning Network

Power of Sector-Wide Procurement

Relationships That Deliver Value

With supply chain issues periodically impacting the availability of products the sector relies on, Focused ED has been strengthening and drawing on our relationships with suppliers to anticipate shortages and find options for solutions, so districts and schools can meet their needs with limited disruption. As well, our strong supplier relationships provide the sector with preferred access to new products and technologies, value-adds, and price-optimized agreements for high-quality products.

Info Hours

The Procurement team hosted spring and fall Info Hour virtual sessions to keep members informed about the status of supplier agreements, the global supply chain and new initiatives. The two fall sessions hosted 63 members and focused on Natural Gas and Energy Management, the End-User Computing Devices Request for Proposals, the IT Professional Services Roster, and our 2023 Roadmap. In the spring, we hosted two sessions which together welcomed 56 members. One session focused on Zoom, while the other introduced the successful suppliers for End-User Computing Devices and the IT Professional Services Roster.

Procurement Templates

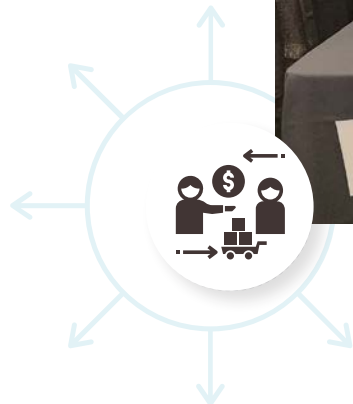
While districts and schools often have individual procurement needs that arise during the course of day-to-day operations, they can have varying capacity to undertake that process. To help, Focused ED introduced a 12-piece suite of procurement documents, templates, and guides to help make the process easier. Vetted by legal counsel, these resources include a Procurement Policy, Procurement Manual and Negotiated Request for Proposals templates.

Member Connections: BCASBO

We were pleased to take part in this year's BC Association of School Business Officials' (BCASBO) AGM and conference in May. In addition to in-person member connections, we provided a presentation on public-sector procurement, which also addressed the driving factors behind changing needs and how to be proactively responsive to them.

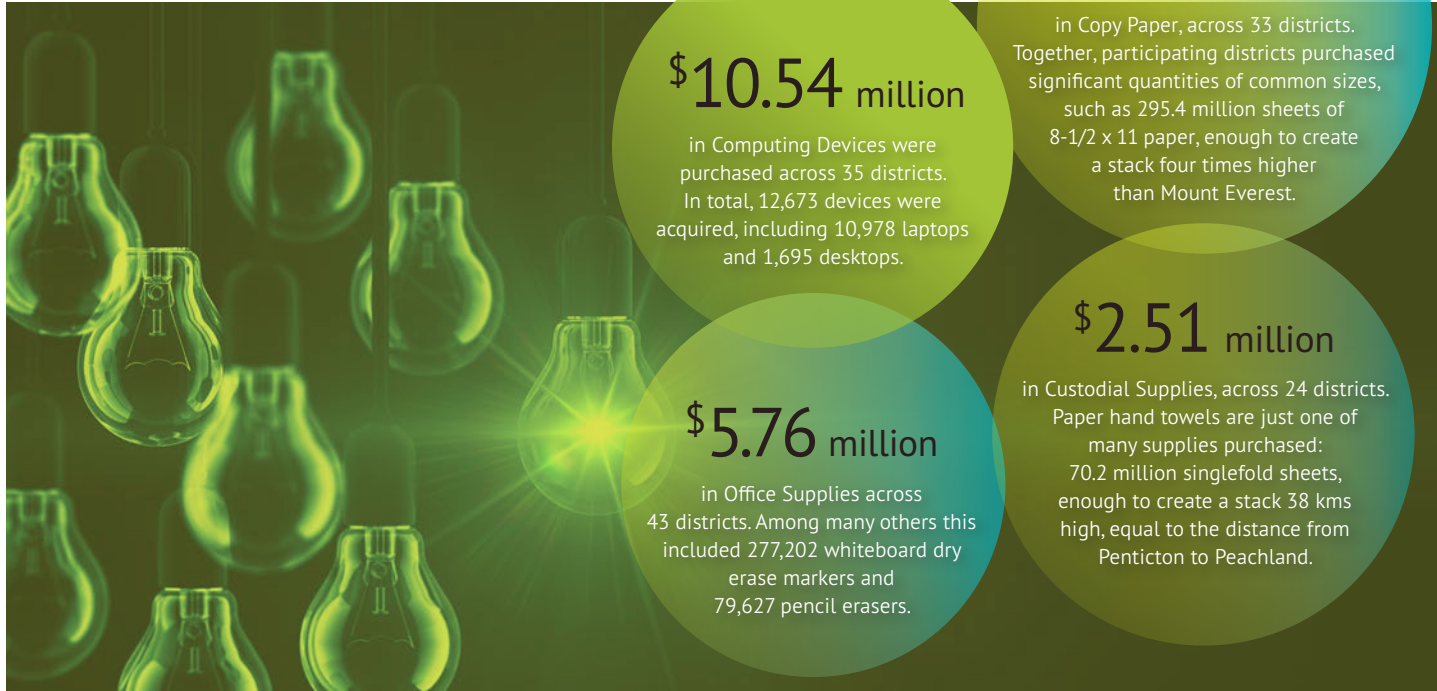


Focused ED's Procurement team (Asad Haidari, Michael Frost, Rajiv Kariman) ready to connect with members at BCASBO.



PROCUREMENT...BY THE NUMBERS

Ever wondered about the impact of collective procurement?
Below are just a few of Focused ED members' purchases this year.



PROCUREMENT SERVICES ADVISORY COMMITTEE

Simon Ayres
SD 36 Surrey
Assistant Secretary-Treasurer

Kevin Derksen
SD 91 Nechako Lakes
Manager of Facilities

Ray Miller
SD 73 Kamloops-Thompson
Purchasing Manager

Lloyd Pendleton
SD 23 Central Okanagan
Purchasing Manager

Heather Simm
SD 20 Kootenay-Columbia
Director of Operations

Dave Swystun
SD 23 Central Okanagan
Learning Technology Manager



MEMBER VOICES

"Focused ED saved me a lot of work. When my district wanted to hire an architectural firm for a project, I reached out to the Procurement team for help, as it wasn't something I'd done before. The support I got was just brilliant. They were responsive, fast and very knowledgeable. They helped us pull together what we needed to put it out to tender and made some great suggestions along the way.

My experience with Focused ED was brilliant and I wouldn't hesitate to ask for help again if I ever need it."

— Lao Peerless, Manager of Operations,
SD 50 Haida Gwaii



Learning & Privacy Resources that Fuel Excellence

Digital Classroom



The Digital Classroom offers educators a variety of grade-appropriate, classroom-ready learning resources. To support educators in using them, Focused ED offered several learning opportunities during the year, through Professional Learning Team-led webinars, and sessions at our IT4K12 Conference.

MOST DOWNLOADED RESOURCES



- Gale in Context Series (Science, Global Issues, Canada)



- Gale National Geographic Kids



- World Book Advanced

Anti-Racism Resources

As part of our work to identify and fill gaps in anti-racism learning resources, Focused ED, guided by an Advisory Committee with lived experience, initiated a project with Open School BC to develop an online Black Canadian Learning Resource for classroom use. With input from BCTF-appointed educators and administrators, the resource is in development with mid-fall 2024 launch target.

Live It Earth

Starting in September 2022, all K-7 English and French teachers were able to access this Canadian-created online resource. Informed by Indigenous perspectives, the Live It Earth suite focuses on cross-curricular programming and is supplemented by instructional supports. With new projects introduced throughout the school year, teachers and students can participate in a live streaming launch to ask questions of experts. In the past year, one especially meaningful project focused on Chief Kw'eh of the Nak'azdi Whut'en non-treaty First Nation from BC.



MEMBER VOICES

“The resources in the Digital Classroom offer great peace of mind, because all align with the curriculum. Teachers don't have to second guess whether they are appropriate, which isn't always the case with Googling something or Youtube. They can also narrow their searches with filters, to make it easier to find the right resources. Many teachers I know build their lessons around sources like World Book. I also like that Focused ED continually adds new content, like the increase in Indigenous resources, which is really helpful to educators.”

— Maxine Malmberg, District Resource Librarian,
SD 5 Southeast Kootenays



MEMBER VOICES

“I really enjoy Focused ED's digital resources. For example, with Live It Earth I appreciate all the local and Canadian content. Focused ED has things you won't easily find elsewhere, like historical BC newspapers. The information is so useful both for teachers and for students to do research.”

— Leslie Hunt, Teacher Librarian Mentor,
SD 39 Vancouver School Board



Privacy Management Program Resources

To support districts in meeting the enhanced privacy legislation announced by the BC Government in February, Focused ED has been developing a suite of resources to make it easier for districts to navigate the recommendations and ensure best practices. This resource collection will be available to members by the end of 2023.

PRIVACY IMPACT ASSESSMENT (PIA) TEMPLATES

Legislative change in BC required revision of most PIAs this year. We also produced PIAs for many of the most used K-12 resources.



21 Revised | **9** New



MOST DOWNLOADED PIAs

- Brightspace
- Microsoft 365
- Zoom
- Seesaw
- Book Creator
- Spaces



K-12 EVALUATED LEARNING RESOURCE COLLECTION

- New Resources: 230 print & 23 digital
- Increased Capacity: French language evaluators added
- Diverse Voices: Increased anti-racism and diverse perspective resources



MEMBER VOICES



“Selecting resources can be overwhelming for teachers. The K-12 Evaluated Resource Collection of evaluated resources helps teachers find suitable resources with literary merit that support the BC curriculum. Having access to these curated resources, reviewed by BC educators, is invaluable and helps our staff share suitable and engaging resources for our K-12 learners.”

– **Andrea Wallin**, District Library Learning Commons Coordinator, SD 73 Kamloops Thompson



MEMBER VOICES



“We deeply appreciate the valuable resources provided by Focused Education. The templates for Privacy Impact Assessments have enabled us to provide tools to our users without taking months developing our own PIA documents, and the software licensing options have allowed us to stay current with multiple vendors with often complex licensing setups.”

– **Alain Rondel**, Technology Director, SD 93 Conseil Scolaire Francophone de la C.B.

LEARNING RESOURCE ADVISORY COMMITTEE

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

Jarrod Bell
SD 60 Peace River North
Director of Instruction

Heather Daly
BCTF liaison/SD 43 Coquitlam
STEAM and Resource Innovation
Coordinator

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

Matthew Monkman
SD 54 Bulkley Valley
Assistant Superintendent
of Schools

Kathy Puharich
SD 36 Surrey
Director of Instruction,
Priority Practices

Rudy Terpstra
SD 69 Qualicum
Director of Instruction

Nick Poeschek
Ministry of Education and Child Care
Director, Curriculum and Classroom
Assessment

Professional Development

Professional Learning Team

Focused ED's Professional Learning Team is a group of educators who support peers in learning about and optimizing our educator-focused resources through webinars, live sessions and more.



Mike Silverton
Carrie Antoniazzi

Lisa Read
Cari Wilson

MOST REQUESTED WEBINAR TOPICS

- Live It Earth
- Digital Classroom A-Z Overview
- Digital Classroom for Teacher-Librarians

IT4K12 Conference

284 members participated

On November 17 and 18, 2022, Focused ED welcomed 369 members, partners and exhibitors to take part in IT4K12. As it was the first time an in-person gathering had been possible for two years, virtual attendance was also offered. At 304 people, in-person participation was strongly favoured, with 96% of attendees finding sessions that actively applied to their areas of responsibility.

Due Diligence Workshop

The 2023 workshop welcomed 139 attendees, with 98 from school districts, 36 from independent schools, and five from partners and BC's provincial government. This year's sessions focused on privacy topics: developing Privacy Impact Assessments; building a data privacy and security framework; meeting compliance requirements and maintaining appropriate security measures in day-to-day work; and delivering staff training.

What Our Attendees Say:

- “Loved the wrap around – from the legal perspective to start, a great session on PIA management from SD43 in the middle, and OIPC at the end. Great information through all three components.”
- “Helpful to see how another district is building its privacy program and their approach to privacy.”
- “Unbelievable set of take-aways and resources that will assist us greatly in maturing our small organization's privacy/security. Very eye-opening in many ways.”

MEMBER VOICES

“Being in the North and quite isolated from other districts, I really appreciate the effort Focused ED makes to ensure we have access to professional development offerings like webinars. We have also had members of the Professional Learning Team visit us, which we really like. It helps keep us connected.”

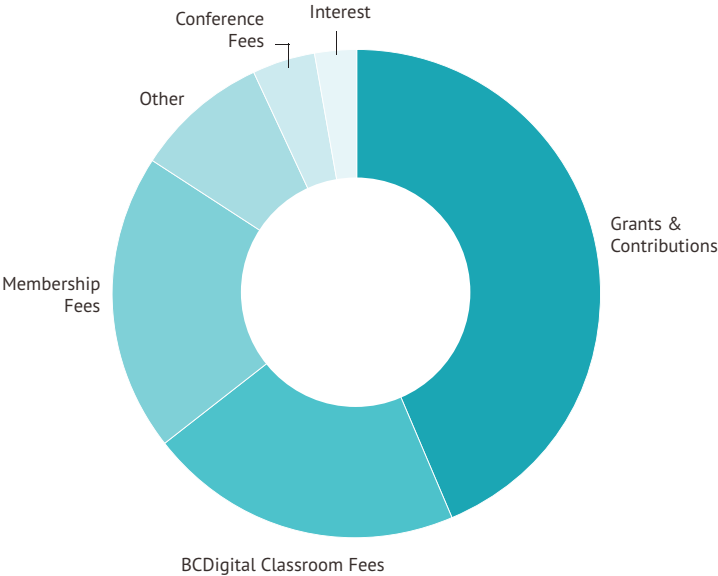
– Karen Frederickson, Resource Centre Coordinator, SD 59 Peace River South



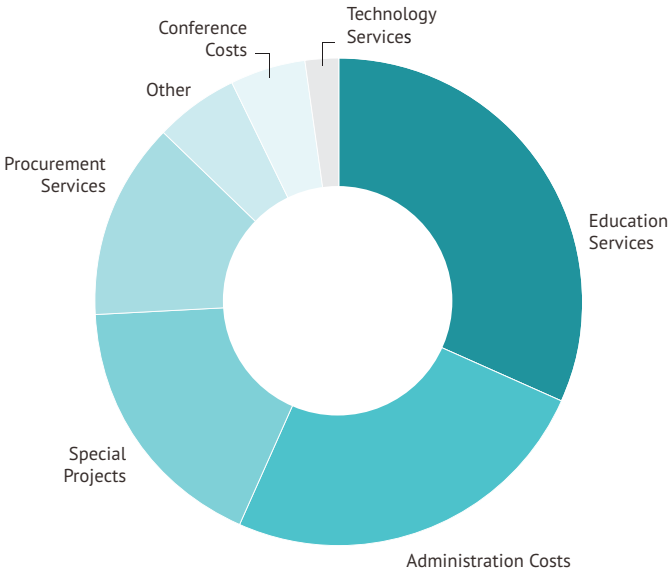
Income Statement

As of June 30, 2023	2023	2022	%
REVENUES			
Membership Fees	947,575	869,924	19.70%
BCDC Fees	1,006,101	963,189	20.92%
Grants & Contributions	2,105,070	2,068,146	43.77%
Conference Fees	211,125	55,085	4.39%
Other	418,549	315,780	8.70%
Interest	121,429	26,691	2.52%
	4,809,849	4,298,815	100.00%
EXPENSES			
Procurement Services	630,158	482,539	13.07%
Education Services	1,536,701	1,539,968	31.88%
Technology Services	88,009	107,557	1.83%
Special Projects	847,850	607,691	17.59%
Conference Costs	242,899	35,184	5.04%
Other	268,818	253,695	5.58%
Administration Costs	1,205,925	924,328	25.02%
	4,820,360	3,950,962	100.00%
Excess of Revenue over Expenses	(10,511)	347,853	

REVENUES




EXPENSES





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Email: info@focusedresources.ca
focusedresources.ca

 [yammer.com/it4k12community](https://www.yammer.com/it4k12community)
[yammer.com/itdeptschooldistrictusergroup](https://www.yammer.com/itdeptschooldistrictusergroup)
[yammer.com/suppliesforbck-12](https://www.yammer.com/suppliesforbck-12)

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FOCUSED
EDUCATION RESOURCES

We'd Love to Hear From You!

If you have questions, thoughts or suggestions for Focused ED, please contact us at members@focusedresources.ca.