



## Executive Director/Business Manager Report December 10, 2020

### Membership:

Current Institutional Members: 114 + 28 Small Institutional

- Ability to participate in our purchasing consortium

Current Individual Members: 501

Life Members - 33

Student Members - 17

Corporate/Vendor Members: 10

- **NEW** Corporate/Vendor Member Directory webpage at: <http://www.actem.org/page-1752489>

**Fixed ACTEM Membership Year** - July 1st through June 30th annually

### Financials:

Financial Reports are posted online under the [meeting reports](#) link on ACTEM website:

**Annual Report for the 2019 -20 Fiscal Year** (ended on June 30, 2020):

- Membership income - \$19.4K
- Software Commissions - \$27K
- Gross sales of software/hardware - \$671K
- PD Reimbursements - \$2,539
- Fall Conference Income - \$133K
- Fall Conference Expenses - \$103K
- Profit/Loss Report is showing a profit of \$8.6K for FY 2019-20
- Balance Sheet shows \$284K in our various bank accounts including the ME Community Foundation

The above figures are now final after meeting with our accountant completing our IRS form 990 for the 2019-20 fiscal year. ACTEM as a non-profit does not pay taxes but is required to file the IRS 990 form each year. The return was filed and accepted by the IRS on Dec 2,2020.

### Snapshot of **FY 2020-21**

**Financials as of Nov. 30, 2020:**

- Membership income - \$18K
- Conference Income - \$24K
- Software Commissions - \$20K
- Gross sales of software/hardware - \$510K
- PD Reimbursements paid to date - \$400
- Conference Expenses - \$32K
- Profit/Loss Report is showing a profit of \$44K through Nov. 2020
- Balance Sheet shows \$300K in our various bank accounts including the ME Community Foundation

## Software/Hardware News:

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

### Adobe

- Reminder Adobe licensing is only subscription based
- All ACTEM Creative Cloud subscriptions have a common renewal date of Aug. 9th each year.
- Licensing purchased partway through the renewal period will be pro-rated in cost and will be up for renewal in August at the annual pricing
- Exception is the K-12 Site licensing which is based when you initially purchase the licensing

### Microsoft

- Select Plus Perpetual Licensing - For registered districts
  - Microsoft is not providing ACTEM access to product keys
  - I've always included install keys for software purchases on invoices
  - Install Key and software downloads are available by accessing the **Microsoft Volume Licensing Service Center**
- 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 & Kaspersky

- Antivirus, security, cybersecurity, etc.
- Contact the ACTEM office for quotes

### CDW-G

- Institutional Members offered 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](mailto: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.

**ClassLink** - Provides single sign-on into web and Windows applications, and instant access to files at school and in the cloud.

**Newslea** - ACTEM Member Schools & Districts can subscribe to Newsela and Save between 5-25% on Newsela PRO, Powerwords, and Collections!

- To get a quote contact [actem-me@newsela.com](mailto:actem-me@newsela.com) to get a quote. Order directly with Newslea.

**Securely** - Securly's cloud-based web filter and AI-based scanning of email, Docs, and Drive. Get full visibility into your students' online activity and receive notifications for flagged content. Order directly with Securly.

**Wyebot** - Vendor agnostic Wireless Intelligence Platform provides visibility and analyzes the WiFi network. Now available through ACTEM. See website for details & pricing - Listed under Purchasing/Software as it is a subscription service that includes the hardware. Order through ACTEM.

**UZBL Samsung Tablet Cases**, For the DOE issued tablets - \$17 ea. No minimum shipping included

## **Other Items:**

### **Spring Leadership Conference**

Save the date - May 4th, 2021

The 2021 Spring Leadership Conference will be virtual with Hopin this year.

### **PD Workshops:**

**JAMF 200 Training** - looking to offer a virtual Jamf 200 course this Spring if there is enough interest. Looking into available dates and will survey members to determine interest.

### **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 to Big Deal Media on our website.

### **ACTEM Newsletter**

- December 2020 newsletters is out - Digital only copies available online at [www.actem.org](http://www.actem.org)
- Next issue March 2021 - Copy deadline - Feb. 15, 2021
- Please send articles, photos, school happenings, PD opportunities to include in next issue
- ACTEM will be distributing future newsletters via email and online.

### **ACTEM OverDrive Library**

We hope this member benefit is helpful and a value to our members.

Please check it out at: [bit.ly/ACTEM-overdrive](http://bit.ly/ACTEM-overdrive)

### **ACTEM Professional Partnership**

**ISTE** - ACTEM is excited to announce that we have been recognized as a 2020 #ISTEaffiliate!

Together with @ISTE, we will continue the work of transforming learning and teaching.

**ISTE affiliates** are nonprofit organizations that build communities of educators focused on improving teaching and learning and align with ISTE's mission and values.

**ISTE 2020 Live** - Occurred last week on Nov. 29 - Dec 5, 2020 - Online

Both MassCue and Christa McAuliffe Conference will be held Virtually this winter.

Christa McAuliffe Conference - Jan. 11-15, 2021

MassCue 2021 - Feb. 9-12, 2021

**Attendance sign-up at [www.actem.org](http://www.actem.org)**