



The Southern Region Council Meeting  
Thursday, June 8, 2017  
4:30 p.m. ~ 7:00 p.m.

**AGENDA:**

4:30 p.m. ~ Fratello's, Meet and Order Dinner

5:00 p.m. ~ Meeting, Followed by End-of-Year Celebration

1. Treasurer's Report, Barb Tsiaras
2. Secretary's Report, Kathy Martin
3. Executive Board Report, Carolyn Leite
4. UniServ Director's Report/Handouts, Lorri Hayes
5. RA Scholarship
6. Southern Region Council Election 2017-2018
7. Southern Region 2017-2018 Meeting Date Discussion
8. Southern Region Council Budget 2017-2018
9. Southern Region Summer Trainings, August 17, 2017, Merrimack Middle School
10. Membership
11. REMINDER, NHFTL Golf Tournament, July 20, Canterbury Woods
12. Celebration....



Southern Region Meeting 4/13/17

Called to order 5:13 pm

Attendees: Amy Hanson- Amherst EA, Barbara Tsiaras- Bedford EA, Jill Owens- Hampstead Assn SS, Kathy Kirby- Hollis EA, Chuck Stohl- Hollis ESSA, Carolyn Leite- Litchfield EA, Kathy Garabedian- Litchfield EA, Darlene Gymziak- Litchfield SS, Carol Scopa-Merrimack ESSA, Kathy Martin- Merrimack ESSA, Brenda Walker- Milford ESSA, Brenda Hobbs- Pelham ESPA, Beth Talbott- Salem EA, Lorri Hayes- Uniserv Director

1. **Secretary's Report**: Kathy Martin, B. Tsiaras motion to accept the minutes, seconded by C. Stohl. All in favor, 3 abstentions.

2. **Treasurer's Report**: B. Tsiaras- Beginning balance \$5,479.95, ending balance \$5,686. Itemized the categories, paid out Brenda Hobbs ESP conference, and gave K. Kirby money back to use for calendars. Total expenditures \$926.94. Outstanding locals are Amherst Education Association, Brookline TA, Litchfield SS, Mont Vernon EA, Pelham EA, Salem AFSP. Linda R. will send a secondary regional due notice. Litchfield reportedly had 120, but said they have 114, and sent dues for \$57. C. Leite will check on this. We have spent \$2,157.24 in NEA account out of the \$4,000. B. Tsiaras made motion to accept. Brenda \_\_\_\_\_seconded it. All in favor as amended.

3. **Golf tournament**. Last year we donated \$500, out of NEA account. B. Tsiaras made a motion to sponsor a hole for a dollar amount yet to be determined by the foundation. Seconded by C. Scopa. No discussion. All in favor. L. Hayes will take care of paperwork.

4. **Executive Board Report**- J. Owens:

- Met the night before delegate assembly. Committee appointments will stay as they are.
- UNH efforts to organize-University is fighting it, so they are going to start with health services first.
- Need to order membership materials online in a timely manner. Must order pocket calendars if you want one.
- Fitzpatrick gave a financial report.
- We are up in membership
- Heard a report from Brendan Browne- regarding right to work and dues deduction, our state has a lot to be proud of. He also talked about vouchers.

5. **Megan Tuttle will be president until June 30, 2018.**

6. **Uniserv Director Report**: Lorri Hayes-

- All contracts in Southern Region that went to voters were passed. All around 2%, 2.5%, and people were pretty happy. Litchfield negotiated first contract and it passed. Still have three that will be carried over to next year. Now is the time that people should be preparing for negotiating next year. On back of Uniserv report is what you should be doing. If your district has a number of non-renewals please let Lorri know. Difference between reduction in force and non-renewal.
- New direct line 603-715-9314, Linda Rollins 603-715-9500
- Membership Dinner May 11, 2017. At Puritan back room.  
K. Kirby question- new legislation passed that requires classroom teachers to stay through an entire IEP meeting? L. Hayes-that is not correct. 1 teacher must remain in the meeting the whole time.
- Early enrollment incentive-can join now but not pay until September. Linda has sent out a list of retirees, talk to the people that will replace them about joining. Fill out early form and membership form. If have been a member of NEA before, cannot do it.

## NEA-NH Southern Region 16-17 Cash Flow

7/1/2016 Through 6/30/2017

6/1/2017

Page 2

Cat/Sub	Date	Account	Num	Description	Memo	Cl	Amount
<b>Executive Board Posit...</b>							
	6/1/2017	Southern ...	565	Carolyn Leite	President	R	-300.00
	6/1/2017	Southern ...	566	Kathy Kirby	Vice-President	R	-250.00
	6/1/2017	Southern ...	567	Kathleen Martin	Secretary	R	-200.00
	6/1/2017	Southern ...	568	Barbara Tsiaras	Treasurer	R	-150.00
<b>TOTAL Executive Bo...</b>							<b>-900.00</b>
<b>Member Training Exp...</b>							
	8/19/2...	Southern ...	555	Country Store & Kitchen	Windham Regional...	R	-393.49
	9/5/2016	Southern ...	557	Carolyn Leite	Windham Training ...	R	-333.34
<b>TOTAL Member Train...</b>							<b>-726.83</b>
<b>Reimbursement</b>							
	3/13/2...	Southern ...	561	Kathy Kirby	Donation for Calen...	R	-100.00
<b>TOTAL Reimbursement</b>							<b>-100.00</b>
<b>TOTAL EXPENSES</b>							<b>-3,105.67</b>
<b>OVERALL TOTAL</b>							<b>-1,863.02</b>



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### Commercial Account Statement

1 OF 1

#### Commercial Checking

US702

##### SUMMARY

##### Balance Calculation

Previous Balance	5,301.29
Checks	.00 -
Debits	.00 -
Deposits & Credits	121.50 +
Interest Paid	.05 +
<b>Current Balance</b>	<b>5,422.84 =</b>

SOUTHERN REGION NEA NH  
Association Checking w/Interest

Your next statement period will end on June 30, 2017.

Previous Balance

5,301.29

##### TRANSACTION DETAILS

##### Deposits & Credits

Date	Amount	Description
05/15	121.50	Deposit

+ Total Deposits & Credits  
121.50

##### Interest

Date	Amount	Description
05/31	.05	Interest

+ Total Interest Paid  
.05

= Current Balance  
5,422.84

##### Daily Balance

Date	Balance	Date	Balance
05/15	5,422.79	05/31	5,422.84

PeopleSoft GL  
GENERAL LEDGER - DETAIL

Report ID: GLS7002N  
Bus. Unit: NHEAL--NEA-NEW HAMPSHIRE  
Ledger: ACTUALS -- NEA-NEW HAMPSHIRE  
For Fiscal Year 2017 Period 1 to 12  
Account: 4326 Cost Cntr: ALL SID: ALL Project ID: ALL Sort Sequence: Account

Account Description	Cost Cntr	SID	Proj	DOLcode	Jrnl Date	Jrnl In	Ref	Source	Voucher	ID	Debit	Credit	Balance
4326 REGIONAL TRAINING-SOUTHERN		0											
GRANITE-008 DINNER FOR 20					09/21/2016			AP	00063338		220.00	0.00	
REGIONAL TRAINING-SOUTHERN					09/30/2016			JE			20.36	0.00	
Monthly SubTotals : Begin Balance =>													
EPSTEIN-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063561		240.36	0.00	240.36
BISHOP-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063562		21.60	0.00	
WALKER-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063563		5.24	0.00	
TALBOTT-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063532		17.82	0.00	
STOHL-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063531		25.92	0.00	
SCOPA-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063530		25.30	0.00	
OWENS-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063529		16.20	0.00	
KIRBY-002 SOUTHERN REGIONAL C					10/19/2016			AP	00063528		35.64	0.00	
HOBBS-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063526		23.60	0.00	
HARDEN-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063525		31.32	0.00	
GAGNE-003 SOUTHERN REGIONAL C					10/19/2016			AP	00063524		29.70	0.00	
EPSTEIN-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063523		8.64	0.00	
BISHOP-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063522		21.60	0.00	
WALKER-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063521		9.72	0.00	
SCOPA-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063569		17.85	0.00	
OWENS-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063568		16.20	0.00	
KIRBY-002 SOUTHERN REGIONAL C					10/19/2016			AP	00063567		35.64	0.00	
HOBBS-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063566		43.04	0.00	
HARDEN-001 SOUTHERN REGIONAL C					10/19/2016			AP	00063565		29.70	0.00	
GRANITE-008 SOUTHERN REGIONAL C					10/19/2016			AP	00063564		29.70	0.00	
ROLLINS-001 SO REGIONAL COUNCIL					10/25/2016			AP	00063637		220.00	0.00	
Monthly SubTotals : Begin Balance =>													
BISHOP-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063839		674.73	0.00	915.09
EPSTEIN-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063840		7.56	0.00	
GAGNE-003 SOUTHERN REGIONAL C					11/16/2016			AP	00063841		21.60	0.00	
HOBBS-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063842		8.46	0.00	
OWENS-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063843		29.70	0.00	
PILLION-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063844		39.09	0.00	
RORDAM-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063845		28.46	0.00	
SCOPA-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063846		32.40	0.00	
GRANITE-008 DINNER FOR 19					11/16/2016			AP	00063851		16.20	0.00	
Monthly SubTotals : Begin Balance =>													
BISHOP-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063839		674.73	0.00	915.09
EPSTEIN-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063840		7.56	0.00	
GAGNE-003 SOUTHERN REGIONAL C					11/16/2016			AP	00063841		21.60	0.00	
HOBBS-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063842		8.46	0.00	
OWENS-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063843		29.70	0.00	
PILLION-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063844		39.09	0.00	
RORDAM-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063845		28.46	0.00	
SCOPA-001 SOUTHERN REGIONAL C					11/16/2016			AP	00063846		32.40	0.00	
GRANITE-008 DINNER FOR 19					11/16/2016			AP	00063851		16.20	0.00	

Account Description	Cost Cntr	SID	Prj	DOCode	Jrnl Date	Journal ID	Jrnl Ln	Ref	Source	Voucher ID	Debit	Credit	Balance
Monthly SubTotals : Begin Balance =>													
GRANITE-008 SOUTHERN REGIONAL					03/15/2017	AP00110559			AP	00064593	541.88	0.00	2,193.72
STOHL-001 SOUTHERN REGIONAL C					03/21/2017	AP00110561			AP	00064655	150.00	0.00	
BISHOP-001 SOUTHERN REGIONAL C					03/21/2017	AP00110561			AP	00064648	25.08	0.00	
EPSTEIN-001 SOUTHERN REGIONAL C					03/21/2017	AP00110561			AP	00064649	9.63	0.00	
GAGNE-003 SOUTHERN REGIONAL C					03/21/2017	AP00110561			AP	00064650	21.40	0.00	
HANSON-004 SOUTHERN REGIONAL C					03/21/2017	AP00110561			AP	00064650	8.56	0.00	
KIRBY-002 SOUTHERN REGIONAL C					03/21/2017	AP00110561			AP	00064651	9.03	0.00	
PARIS-001 SOUTHERN REGIONAL C					03/21/2017	AP00110561			AP	00064652	26.08	0.00	
SNYDER-002 SOUTHERN REGIONAL C					03/21/2017	AP00110561			AP	00064653	14.98	0.00	
GARABEDIAN-001 SOUTHERN REGION					03/21/2017	AP00110561			AP	00064654	19.26	0.00	
					03/22/2017	AP00110562			AP	00064683	16.05	0.00	
Monthly SubTotals : Begin Balance => 1,651.84													
Monthly SubTotals : Begin Balance =>													
HANSON-004 SOUTHERN REGIONAL C					04/18/2017	AP00112716			AP	00064860	300.07	0.00	2,493.79
HOBBS-001 SOUTHERN REGIONAL C					04/18/2017	AP00112716			AP	00064861	8.56	0.00	
KIRBY-002 SOUTHERN REGIONAL C					04/18/2017	AP00112716			AP	00064862	29.43	0.00	
OWENS-001 SOUTHERN REGIONAL C					04/18/2017	AP00112716			AP	00064862	27.68	0.00	
SCOPA-001 SOUTHERN REGIONAL C					04/18/2017	AP00112716			AP	00064863	38.20	0.00	
STOHL-001 SOUTHERN REGIONAL C					04/18/2017	AP00112716			AP	00064864	16.05	0.00	
TASOTT-001 SOUTHERN REGIONAL C					04/18/2017	AP00112716			AP	00064865	25.08	0.00	
WALKER-001 SOUTHERN REGIONAL C					04/18/2017	AP00112716			AP	00064866	18.19	0.00	
GRANITE-008 SOUTHERN REGIONAL					04/18/2017	AP00112716			AP	00064875	160.00	0.00	
Monthly SubTotals : Begin Balance => 2,493.79													
4326 REGIONAL TRAINING-SOUTHERN											342.45	0.00	2,836.24
Account 4326 Totals : Begin Balance => 0.00													
												Beginning Balance:	0.00
												Total Activity:	2,836.24
												Ending Balance:	2,836.24

Account 4326 Totals :	Begin Balance =>	0.00	3,214.22	377.98	2,836.24
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# UNISERV Director's Report

June 2017

*Lorri Hayes, Southern Region*

## UNISERV DIRECTOR'S REPORT

Welcome Everyone, to the Southern Regional Council Meeting.

Thank you for joining us this evening.

**Last Month**– We hosted the Membership Dinner at the Puritan Backroom. A good time was had by all. If you did not receive your membership materials, please contact Linda Rollins at 715-9500. If you were given a blue folder with a goldenrod sheet within, please follow up as directed. Any questions, please contact Linda Rollins.

As always, I am available to meet with you and your local as needed. Linda can answer any questions you have regarding your membership. I am available to meet with your Executive Board on any issue you see fit.

I would be happy to attend any "First Day of School" meetings you have with your members. In addition, we are hoping to continue the Early Educator Outreach Program again this year. All information related to membership will be in your Fall Membership Bags which will be available during Summer Leadership Week, August 7-11, 2017.

Finally, **REMINDER! JUNE 15--Yellow contact information sheets and online orders for membership materials are due.** One person from each local should be designated to place this online order. Locals will only receive the materials they have ordered. Please remember to order enough materials for any new members you may recruit to your local. You can access the online order directly at: <https://neanh.org/membership/membership-materials/membership-materials-order-form/>

*Lorri Hayes*

## 11<sup>th</sup> Annual On Course Fore Kids! Golf Tournament

This year marks the **11th Annual On Course Fore Kids Golf Tournament** in support of the NH Foundation For Teaching and Learning Children's Fund. The event will be held July 20 at Canterbury Woods Country Club. The tournament draws 80-90 golfers annually who come out for a day of fun, prizes and above all, support of NH kids. It is the Foundation's largest event of the year and raises the majority of the Fund's annual revenue.

The NH Foundation for Teaching and Learning was established nearly 20 years ago as a resource for NEA-NH members. Today, the primary mission of the Foundation is to provide small grants to help NH kids in need be successful in school. Educators can submit an application requesting funds to help with everything from clothing and warm coats, to school supplies and home goods. The Foundation relies on donations as well as fundraising activities including raffles and the golf tournament. The event is a fun and relaxing day at a beautiful location, all for a great cause!

If you are interested in participating in the tournament, please visit the [Foundation website](#) and click on the Donate/support link, or contact [Jeff Kantorowski](mailto:jkanterowski@nhnea.org) at [jkanterowski@nhnea.org](mailto:jkanterowski@nhnea.org) for more information.

**THE SOUTHERN REGION HAS A FREE GOLFER PASS!!**

## 2017-2018 Contracts in Negotiations

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Milford TA	2017-2018	SB2	Spokesperson
Merrimack ESSA	2017-2018	SB2 (April)	Spokesperson
Brookline ESSA	2017-2018	SB2	Spokesperson
Mont Vernon EA	2017-2018	SB2	Spokesperson
Amherst EA	2017-2018	SB2	Spokesperson
Amherst SSA	2017-2018	SB2	Advisor
Brookline TA	2017-2018	SB2	Spokesperson
Windham EA	2017-2018	SB2	Spokesperson
Hollis Brookline EA	2017-2018	Traditional	Spokesperson
Hollis ESSA Elementary	2017-2018	Traditional	Advisor
Hollis Brookline ESSA	2017-2018	Traditional	Advisor
Salem EA	2017-2018	SB2	Advisor

# How Google Took Over the Classroom

The tech giant is transforming public education with low-cost laptops and free apps. But schools may be giving Google more than they are getting.

By NATASHA SINGER  
MAY 13, 2017

CHICAGO — The sixth graders at Newton Bateman, a public elementary school here with a classic red brick facade, know the Google drill.

In a social-science class last year, the students each grabbed a Google-powered laptop. They opened Google Classroom, an app where teachers make assignments. Then they clicked on Google Docs, a writing program, and began composing essays.

Looking up from her laptop, Masuma Khan, then 11 years old, said her essay explored how schooling in ancient Athens differed from her own. “Back then, they had wooden tablets and they had to take all of their notes on it,” she said. “Nowadays, we can just do it in Google Docs.”

Chicago Public Schools, the third-largest school district in the United States, with about 381,000 students, is at the forefront of a profound shift in American education: the Googlification of the classroom.

In the space of just five years, Google has helped upend the sales methods companies use to place their products in classrooms. It has enlisted teachers and administrators to promote Google’s products to other schools. It has directly reached out to educators to test its products — effectively bypassing senior district officials. And it has outmaneuvered Apple and Microsoft with a powerful combination of low-cost laptops, called Chromebooks, and free classroom apps.

Today, more than half the nation’s primary- and secondary-school students — more than 30 million children — use Google education apps like Gmail and Docs, the company said. And Chromebooks, Google-powered laptops that initially struggled to find a purpose, are now a powerhouse in America’s schools. Today they account for more than half the mobile devices shipped to schools.



Google, a unit of the \$652 billion Alphabet, is the latest big contender in a decades-old battle among tech companies to hook students as future customers. “If you get someone on your operating system early, then you get that loyalty early, and potentially for life,” said Mike Fisher, an education technology analyst at Futuresource Consulting, a research company.

Google captured these next-generation users so quickly by outpacing its rivals in both educational product development and marketing.

In 2013, while other tech firms seemed largely content to sell their existing consumer and business offerings to schools, Mr. Rochelle, a co-developer of Google Docs, set up a team at Google to create apps specifically for schools.

To spread those tools, [Jaime Casap](#), Google’s global education evangelist, began traveling around the country with a motivational message: Rather than tout specific Google products, Mr. Casap told educators that they could improve their students’ college and career prospects by creatively using online tools.

“Teachers really helped to drive adoption of Google in the classroom, while Apple and Microsoft continued to leverage traditional sales channels,” said Phillip DiBartolo, the chief information officer of Chicago Public Schools.

But that also caused problems in Chicago and another district when Google went looking for teachers to try a new app — effectively bypassing district administrators. In both cases, Google found itself reined in.

Unlike Apple or Microsoft, which make money primarily by selling devices or software services, Google derives most of its revenue from online advertising — much of it targeted through sophisticated use of people’s data. [Questions about how Google](#) might use data gleaned from students’ online activities have dogged the company for years.

“Unless we know what is collected, why it is collected, how it is used and a review of it is possible, we can never understand with certainty how this information could be used to help or hurt a kid,” said Bill Fitzgerald of Common Sense Media, a children’s advocacy group, who vets the security and [privacy of classroom apps](#).

Google declined to provide a breakdown of the exact details the company collects from student use of its services. Bram Bout, director of Google’s education unit, pointed to a [Google privacy notice](#) listing the categories of information that the company’s education services collect, like location data and “details of how a user used our service.”

Mr. Bout said that student data in Google’s core education services (including Gmail, Calendar and Docs) “is only used to provide the services themselves, so students can do things like communicate using email.” These services do not show

By then, Google was developing a growth strategy aimed at teachers — the gatekeepers to the classroom — who could influence the administrators who make technology decisions. “The driving force tends to be the pedagogical side,” Mr. Bout, the Google education executive, said. “That is something we really embraced.”

Google set up dozens of online communities, called Google Educator Groups, where teachers could swap ideas for using its tech. It started training programs with names like Certified Innovator to credential teachers who wanted to establish their expertise in Google’s tools or teach their peers to use them.

Soon, teachers began to talk up Google on social media and in sessions at education technology conferences. And Google became a more visible exhibitor and sponsor at such events. Google also encouraged school districts that had adopted its tools to hold “leadership symposiums” where administrators could share their experiences with neighboring districts.

Although business practices like encouraging educators to spread the word to their peers have become commonplace among education technology firms, Google has successfully deployed these techniques on a such a large scale that some critics say the company has co-opted public school employees to gain market dominance.

“Companies are exploiting the education space for sales and public good will,” said Douglas A. Levin, the president of EdTech Strategies, a consulting firm. Parents and educators should be questioning Google’s pervasiveness in schools, he added, and examining “how those in the public sector are carrying the message of Google branding and marketing.”

Mr. Bout of Google disagreed, saying that the company’s outreach to educators was not a marketing exercise. Rather, he said, it was an effort to improve education by helping teachers learn directly from their peers how to most effectively use Google’s tools.

“We help to amplify the stories and voices of educators who have lessons learned,” he said, “because it can be challenging for educators to find ways to share with each other.”

### ***Dethroning Microsoft***

At Chicago Public Schools, the teacher-centric strategy played out almost perfectly.

In 2012, Jennie Magiera, then a fourth-grade teacher in Chicago, wanted her students to use Google Docs, which enables multiple people to work simultaneously in the same document. Because the district wasn’t yet using Google’s apps, she said, she independently set up six consumer accounts for her class.

company's agreements for its education apps had "addressed" the federal education privacy law.

Today, Google's standard agreements with schools for its education apps include a commitment to comply with that law.

Since adopting Google apps, Chicago schools have saved about \$1.6 million annually on email and related costs, a district spokesman said.

Google then enlisted Mr. Tidmarsh, who now works in technology at a health care company, to share his enthusiasm by contributing to a Google blog. In the [post](#), Mr. Tidmarsh described creating 270,000 school Google accounts. "It was easily the fastest and smoothest migration of this scale I have ever seen," he wrote. (He said he did not earn a fee for the post.)

"We were always enthusiastic to tell the Google story," Mr. Tidmarsh said. "I would like to think dozens of school districts switched, based on our success."

Ms. Magiera, now the chief innovation officer for another district, also helped Google's cause. In 2012, as part of her effort to become a Google Certified Innovator in education, she said, she came up with the idea of having Chicago Public Schools hold a free conference — called Googlepalooza — to train teachers on Google's tools. The [annual event](#), co-sponsored by Google, now draws several thousand educators from the Chicago area, as well as a few from neighboring states.

(Ms. Magiera has since occasionally worked as a paid speaker for education technology organizations that train teachers on Google's tools.)

"You can see it radiate out from certain geographic hubs, and that is very deliberate," Mr. Bout said of Google's growth strategy for education. "We are taking a very geographic approach because we know it works."

### ***Chromebooks Find an Audience***

By then, Google had developed a simplified, low-cost laptop called the Chromebook. It ran on Google's Chrome operating system and revolved largely around web apps, making it cheaper and often faster to boot up than traditional laptops loaded with locally stored software.

Although Google had a business audience in mind for Chromebooks, reviewers complained that the devices [were of limited use without internet access](#).

But there was one interested audience: public schools. In the fall of 2011, Google invited school administrators to its Chicago office to meet Mr. Casap, hoping to interest them in Chromebooks.

Some critics, though, contend that the equity argument for technology is itself a gimmick that promotes a self-serving Silicon Valley agenda: playing on educators' altruism to get schools to buy into laptops and apps.

"It centers learning on technology, not students," said Mr. Fitzgerald, the learning app analyst. "It is a very narrow lens on equity that leaves out things like student-teacher ratios."

(Mr. Casap said he would not advise school districts with deficiencies in areas like teaching or student support services to invest first in classroom technology.)

Mr. Markey, the East Leyden High School principal, had another equity concern. About 20 percent of his students lacked home internet access, he said. How would they do their homework on a Chromebook, which required a connection?

Google was already working on offline capabilities, Mr. Casap said, and ultimately modified its education apps so that students could take their work home on Chromebooks, then upload homework the next day using school Wi-Fi.

Soon, so many educators were visiting Leyden to see its tech setup that the district started an annual conference to host them. Last summer, Mr. Casap gave the keynote address. And Mr. Markey now occasionally works as a paid speaker for EdTechTeam, a company that holds Google boot camps for teachers.

In 2016, Chromebooks accounted for 58 percent of mobile devices shipped to primary and secondary schools in the United States, up from less than 1 percent in 2012, according to Futuresource Consulting, the research firm. Google does not make money directly from Chromebooks — which are manufactured by Samsung, Acer and other companies — but it does charge school districts a management service fee of \$30 per device. Chicago Public Schools has spent about \$33.5 million on 134,000 Chromebooks.

"I don't think I can ever remember when a specific device and platform has taken off so quickly across different kinds of schools," said David Andrade, a K-12 education strategist at CDW-G, a leading Chromebook dealer.

### ***A 'Mission Control' App***

In 2014, Google's education juggernaut hit a speed bump in Chicago Public Schools. The culture clash illuminated profound differences between Google, a build-it-first-and-tweak-it-later Silicon Valley company, and a large, bureaucratic school district with student-protection rules to uphold.

Google had hoped that Chicago would become an early adopter of Google Classroom, its new app to help teachers take attendance, assign homework and do

In May 2014, Google posted an announcement online, asking for volunteers to beta-test Classroom. More than 100,000 teachers worldwide responded, the company said, illustrating Google's power to rapidly stoke demand among educators. That August, Google made Classroom available to schools.

"They developed a real momentum with teachers," said Mr. Fisher of Futuresource Consulting. "Google Classroom was key to that."

That was too fast for Chicago Public Schools.

Administrators there wanted to test Classroom first to make sure it complied with district policies and fit their teachers' needs. So they set up a pilot program, involving about 275 teachers and several thousand students, to run for the entire school year. Every month, Ms. Hahn said, she collected teachers' feedback and sent it to Google.

"We wanted to help them do it right," Ms. Hahn said.

One immediate problem administrators identified: School board policy required employees to keep records of cyberbullying and other problematic comments. But Classroom initially did not do that. If a student wrote something offensive and a teacher deleted it, there was no archive.

"It took us a long time to get them to do it," Ms. Hahn said. She added, "Unfortunately, there were things that a district of our size needed that Google did not understand."

Google eventually added an archiving feature. The next fall, the Chicago district switched on Classroom. Teachers there later vetted other Google products, effectively becoming a test lab for the company. "We have said to Google many times, 'If it works in Chicago, it will work anywhere,'" Ms. Hahn said.

Mr. Bout of Google agreed, saying that Chicago Public Schools often made more stringent demands on Google than other school districts did.

"If you can get it in Chicago, it's sort of like you have passed a lot of tests," Mr. Bout said, "and then you can probably get it into any school in the country."

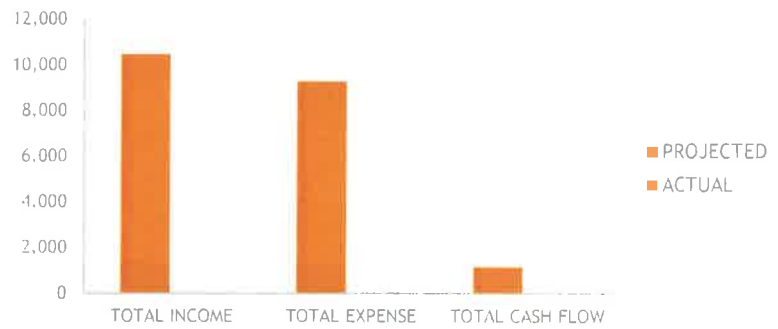
The relationship has benefited Chicago Public Schools, too.

In 2015, the district was reeling from a scandal: The Justice Department charged the Chicago Public Schools former chief executive Barbara Byrd-Bennett with steering more than \$23 million in no-bid contracts to two school vendors in exchange for kickbacks. Ms. Byrd-Bennett later pleaded guilty to one count of wire fraud and was sentenced in April to four and a half years in prison.

SOUTHERN REGION

# Budget Planner

FISCAL YEAR 2017-2018



## Cash Flow

Cash Flow	Projected	Actual	Variance
Total Income	10,500	0	10,500
Total Expense	9,321	0	9,321
<b>TOTAL CASH FLOW</b>	<b>1,179</b>	<b>0</b>	<b>-1,179</b>

## ANNUAL INCOME

Annual Income	Projected	Actual	Variance
Regional Dues	2,400	0	0
NEA NH Regional Payment	4,000	0	0
Income from FY 2016-2017	4,100	0	0
Other			0
<b>TOTAL INCOME</b>	<b>10,500</b>	<b>0</b>	<b>0</b>

## Annual Expenses

Training Expense	Projected	Actual	Variance
Training	1,400	0	1,400
	0	0	0
	0	0	0
	0	0	0
	0	0	0
<b>SUBTOTAL</b>	<b>1,400</b>	<b>0</b>	<b>1,400</b>

Scholarships	Projected	Actual	Variance
Scholarships	3,600		3,600
ESP			0
NLT			0
RA			0
			0