ISTE/CoSN State Chapter Model:
A Partnership for District Technology Leadership

CoSN currently has 21 state chapters and 10 are ISTE affiliates or are affiliated with ISTE. The ISTE/CoSN State Chapter Model is now a partnership model which blends member benefits, resources, specific programming, and more robust options for professional development to meet the needs of more people in the state.

The CoSN/ISTE state chapters can combine two leadership tracks, which inevitably leads to greater networking and collaboration. The strength of this partnership is evidenced by the increase in conference and meeting participation and CoSN Members becoming ISTE Members (and vice versa). CoSN's objective is to strengthen the CTO/CIO leadership track and leaders and our existing CoSN/ISTE state chapters recognize the need for comprehensive professional development opportunities for technology leaders in their state.

Definition of a State Chapter

A state chapter is an organization that consists of a group of CoSN national members. This organization is chartered by CoSN national to have exclusive territorial jurisdiction over a defined geographical area that is to be no smaller than an individual state. CoSN State Chapters either exist under their own 501c3 or are incorporated under an existing organization. The ISTE/CoSN State Chapter Model is flexible. Three of the six ISTE/CoSN State Chapters are affiliated under ISTE.

Role and Examples of ISTE/CoSN State Chapters in Adding Value

The partnership allows for greater balance in the two organizations' methods of serving their members and meeting members' specific and unique needs.

Examples of ISTE/CoSN State Chapter Add Value

- Increased participation in state level conferences and meetings as ISTE and CoSN work to fill professional development gaps at events.
- Building capacity by getting state funding to pay for CETL Certification of CTOs; this has been occurring in Indiana for the past 2 years.
- Increased capacity to mobilize both memberships around state legislative issues and state polices. Example: Hold a state discussion following one of CoSN's regular webcasts or on topics that members are most concerned about in their state. This could be a live event following the national webcast, or you could show an archived event and do a state panel and/or conversation to extend the discussion.
- Cross promotion of events, products, services, etc.
- Expanded leadership capacity at the state level. For example, DoEs have continuously sponsored or supported efforts when there is a large collaboration among ISTE and CoSN at the state level.
- CoSN State Chapters, in partnership with CoSN National, will host annual ™CTO Clinics, CoSN's signature event, which serve as intensive CTO professional development 'mini' conferences for CTOs in the state. CoSN National provides all logistical support, including site selection, registration, vendor communication, program, and materials.

- ISTE/CoSN State Chapters: Louisiana, Colorado, Massachusetts, Pennsylvania, Tennessee, Alabama, Virginia, New Hampshire, and New York. Please see their websites to learn more about their activities.

CoSN/ISTE Membership and Dues Structure

The ISTE/CoSN partnership can exist because the two membership dues structures do not compete, thus cost is not a barrier. The dues structure will vary by state chapter as flexibility in the partnership is required for both partners to meet their funding needs as well as to best serve members in the state.

For example, if there were an ISTE Affiliate that never collected membership dues in the past and did not want to collect membership dues as a ISTE/CoSN State Chapter, they would not have to. "ISTE plus" is what we like to call the CoSN benefits package for ISTE members considering a CoSN institutional membership. The plus package creates the option of maintaining the ISTE membership cost while allowing additional CoSN resources to be purchased and supplied. Another dues structure example would entail simply combining the dues structures into one lump sum for an institutional membership; under this model, both CoSN and ISTE maintain their own Individual Memberships.

Recommended Institutional Membership Fee Structure:

Size	CoSN Dues	Chapter Dues	Total
Mega – Large Institutions (50,000 + students)	$1,750	$150	$1,900
Large Districts (10,000 – 49,000 students)	$1,150	$150	$1,300
Medium Districts (2,501 – 9,999 students)	$865	$100	$965
Small Districts (under 2,500 students) and individual schools	$290	$50	$340

CoSN Membership Benefits (more at cosn.org/membership)

CoSN offers a range of tools and resources for chief technology officers **AND** their district teams:
- Receive eNewsletters that provide timely and relevant information on key issues impacting K-12 school networking (CoSN Member News is sent twice a month and Washington Update monthly)
- Free CoSN Thought Leadership series, including publications, case studies, white papers, and forum summaries **(a $99 value)**
- FREE participation in CoSN's high-quality Webinar Series (six programs which are live and archived) **(a $650 value)**
- Participate in face-to-face networking opportunities, at discounted rate, with your peers and the corporate sector at CoSN's annual conference **($250 savings per attendee)** and at regional level clinics and CTO Forums **(One free registration valued at $199)**
- Learn more about issues such as the Framework of Essential Skills for the K-12 CTO, Green Computing, Data-driven Decision Making, Cyber Security, or Smart Budgeting for Technology through our Leadership Initiatives.
- Become part of a community of key education technology leaders to tap into for their wisdom and experience and to share your best practices.
- Help shape the future of CoSN through service on our committees and councils.

CoSN Institutional membership includes the opportunity to enroll an unlimited number of representatives from each school district as full members of CoSN. All members can access ever expanding staff development opportunities aimed at school-based leaders, including the Essential Leadership Skills series, Emerging Technologies reports, and workshops designed to assist Superintendents and educational leaders in understanding various issues related to educational technology.

Forming a ISTE/CoSN State Chapter
There is a 3-step process to form a new ISTE/CoSN Chapter. 1) A unified dues structure must be negotiated and an agreement must be written and signed between the two partners. 2) A Letter of Intent must be submitted to the CoSN Board of Directors outlining the membership dues structure and the leadership structure of the ISTE/CoSN Chapter. 3) The chapter application must be approved by 2/3 vote of the CoSN Board.

Startup Cost
$0.

Obligations of Chapter
The Senior Director of Membership and Chapters has the responsibility of monitoring state chapter progress and their obligations under the ISTE/CoSN State Chapter Agreement
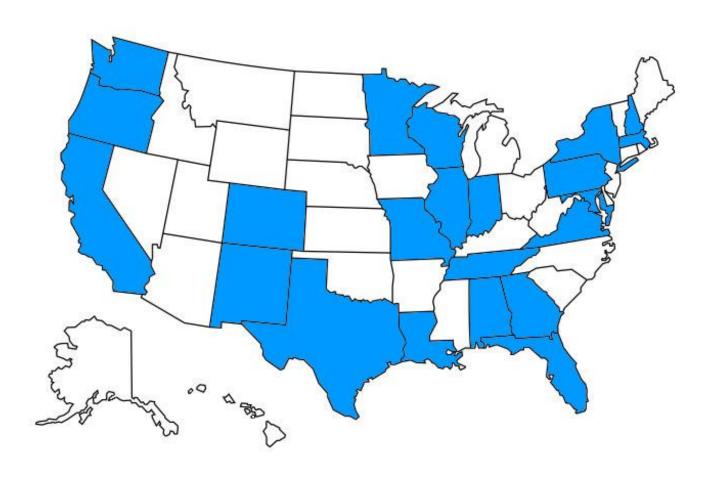
Summary
The ISTE/CoSN state chapters offer great opportunities to build strong partnerships leveraging national and state strengths. The process leading up to formation is a collaborative one, so CoSN staff is here to assist in any way that we can. A CoSN State Chapter map is below.

If you have questions or concerns that are not addressed in this document, please feel free to contact our team:

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CoSN State Chapters

Total State Chapters—21