

Your New Mexico Purchasing Cooperative

CES

NEWSLETTER

July 2019

TAP IS BACK!



The Technical Assistance Program (TAP) is Back!

TAP is excited to be back in 2019-20 with new TAP consultants & topics! Dyslexia, Childhood Trauma, Mindfulness, Autism, Strategies for Students with Learning Disabilities, Inclusion Models, Evidence Based Student Engagement, Applied Behavior Analysis (ABA), Writing Present Levels & Annual Goals, Designing LRE Statements, and Writing Compliant PWN statements are a few of the new and requested topics TAP is presenting this school year.

TAP was developed in 2015 by the NM Public Schools Insurance Authority, in collaboration with CES, in an effort to decrease Special Education litigation. TAP has evolved into providing training topics all educators (special & general education), as well as ancillary staff, find extremely beneficial.

TAP services include workshops (full- or half-day) on requested topics, site visits, file/program reviews, classroom observations, pre-recorded webinars (available on the CES website), and direct consultation via the TAP hotline (505-985-8454 or lgarcia@ces.org). Complimentary workshops are provided throughout the year, in Albuquerque and regionally. Professional service quotes can be provided for topic or service requests specific to your district.

See **Next Page** for all of our upcoming TAP Workshops!

Upcoming complimentary TAP workshops to be provided at the CES Office (4216 Balloon Park Rd. NE) in Albuquerque during September, include:

Monday, 9/9	<i>Understanding 504 Plans</i>
Tuesday, 9/10	<i>The Autism Tool Box Series Workshop #1 (Beginner Basics) Educating Students with Autism Spectrum Disorders</i>
Friday, 9/13	<i>Avoiding Power Struggles: Prevention and Intervention</i>
Tuesday, 9/17	<i>Transition- Addressing the Transition Needs of Seniors & Strengthening Agency Connections & Employment Training</i>
Wed. 9/18	<i>Special Education Legal Compliance, Relevant for Administrators & SPED Leaders</i>
Thursday 9/19	<i>Student Assistance Team (SAT) Essentials for School Personnel to include a New Model of Multi-Layered System of Supports (MLSS)</i>
Friday, 9/20	<i>The Autism Toolbox Series Workshop #2 (Intermediate) Visual Supports for Students with Autism Spectrum Disorders & Other Disabilities</i>
Monday, 9/23	<i>Writing Functional Behavior Assessments (FBA) & Behavior Intervention Plans (BIP)</i>

Complimentary TAP workshops fill quickly. Please register ASAP if you are interested in attending any of them! If your district is interested in a TAP Professional service please contact our TAP Coordinator Loretta Garcia.

Click [HERE](#) to view our TAP fliers with registration links.



TAP Contact Info:

Loretta Garcia,
TAP Coordinator

lgarcia@ces.org

TAP Hotline: 505-985-8454



New Mexico
Public Schools
Insurance Authority

Tip of the Month

When you place an ordinary Bluebook-based order, (1) secure a quote from the vendor of your choice based upon their CES contract, (2) attach it to a PO made out to CES, and (3) email the two documents, preferably attached to a single email, to po@ces.org.

Procurement News

<u>SOLICITATION NO. & TITLE</u>	<u>AWARDEE</u>	<u>CONTRACT NUMBER</u>	<u>DATE AWARDED</u>
AEPA CONTRACTS			
2019-035 Playground & Recreational Equipment and Telescopic Bleachers & Stadium Seating	<ul style="list-style-type: none"> Hussey Seating Company Kompan Playcraft Direct Inc. Romtec Inc. 	19-035N-AA01-ALL 19-035N-AB01-ALL 19-035N-AB02-ALL 19-035N-AB03-ALL	July 20, 2019
CES CONTRACTS			
2019-036 School Business Office Management	<ul style="list-style-type: none"> Fidalgo CPA, Accounting & Consulting K12 Accounting, LLC The Vigil Group 	19-036N-C003-All 19-036N-C002-All 19-036N-C001-All	July 10, 2019
2019-037 Professional Development and Training for CES Members and Participating Entities Staff	<ul style="list-style-type: none"> Advance Education/Measured Progress The Flippen Group 	19-037N-C001-ALL 19-037N-C002-ALL	July 10, 2019
2020-01 Grounds Maintenance Equipment	<ul style="list-style-type: none"> Simpson Norton 	2020-01N-C101-ALL	July 31, 2019

- **Conducting Regional Presentations** for upcoming (August 2019) Small Construction Program and Job Order Contracting RFPs. (Flyer on next page)
- CES' RFPs for Small Construction Program and Job Order Contracting will have a weight distribution of 60% (of the points) for Cost and 40% (of the points) on the Technical aspect of the proposals. With this measure, CES will try to obtain the best possible prices from vendors for its Members.

Calendar & Events

• AUGUST ALL STAFF ANCILLARY MEETING

Marriot @ Uptown | 8:30 AM

Join us as we start off the year at our August staff meeting! There will be a ton of information, food, and door prizes.

• NATIONAL FRIENDSHIP DAY August 4

• WRITING A COMPLIANT AND EFFECTIVE IEP August 8

Moriarty Edgewood Administrative Office Building | 8:30 AM

This training will benefit Directors, Principals, Teachers, Ancillary Staff.

• CPI REFRESHER COURSE August 17 & August 24

CES Offices | 8:30 AM

This is a one day CPI Refresher course. Your current CPI certification must be less than 12 months old in order to take this course.

• NATIONAL DOG DAY AUG 26

August 3

August 2019

SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

If you know of relevant events or would like yours in our next Newsletter please email: Angelina@ces.org

The Adjustment Factor

In the world of Job Order Contracting the contractor's competitive bid is expressed as an adjustment factor or coefficient. This adjustment factor can also be thought of as their markup. The lower the adjustment factor the lower the price the contractor will offer. It is this adjustment factor that is applied to a set of pre-established prices, like Gordian or RS Means. These adjustment factors also tell you which contractor will always offer the lowest price. The one offering the lowest adjustment factor will always be the contractor that offers the best price. An example of an adjustment factor is 1.1500. An adjustment factor of 1.15 indicates that the contractor is willing to do the work for the pre-established prices found in the price book so long as they can add their competitive bid markup of 15%. This markup constitutes their competitive bid and this is how Job Order Contracting meets the state's requirement that all projects need to be purchased through a competitive bid.

With the use of JOC having multiple contractors look at the same project is unnecessary. If price is the most important aspect of each project the CES member should select the JOC contractor that offers the lowest adjustment factor. The JOC contractors bid different adjustment factors to CES and the one offering the lowest adjustment factor received the most points relative to price. If the CES member asks three different contractors to look at a project and the contractors offer adjustment factors of 1.15, 1.18 and 1.20 the contractor that offers the adjustment factor of 1.15 will always offer the lowest price. Knowing the contractor's adjustment factors ahead of time allows the CES member to make an informed choice and affords them the opportunity to save time and save money on their procurement efforts. The next time you have a project feel free to speak with three different JOC contractors and ask each one what their adjustment factor is. The one that responds with the lowest adjustment factor is the one that will offer the CES member the lowest price.





2nd Annual Instructional Coaches' Conference

for Instructional Coaches, Teacher Mentors, Principals, Curriculum & Instruction Directors, Education Professors, etc.

To be held September 19-20, 2019

at

The Ramada Plaza by Wyndham Albuquerque Downtown
2020 Menaul Blvd NE
Albuquerque, NM 87107

This New Mexico Instructional Coaches' Conference will focus on instruction of the **WHOLE** child, recognizing the strengths each individual student brings "to the table." You will have the opportunity to **network** with colleagues from all around NM, **collaborate** with others in determining future direction in your work as an instructional coach, and **learn** from others who are experts in the field of coaching!

The opening Keynote (and some breakouts) will be delivered by Debbie Silver, a nationally-recognized author and veteran teacher who will share additional tools and information to enhance delivery of coaching, mentoring, and instruction in the classroom. The title of the Keynote is "Drumming to the Beat of Different Marchers – Engaging All Learners."

In addition to Debbie, there will be 11 Break-out Presentations over the two-day conference.

Registration Fee: \$150. Register at <https://tinyurl.com/InstrCoachConf2019>.

NO REFUNDS AFTER August 30, 2019. LATE Registration Fee (\$225) effective September 1, 2019.

Lunches to be provided both days.

Each participant will receive at NO ADDITIONAL COST:

"Teaching Kids to Thrive: Essential Skills for Success," by Debbie Silver

Some hotel rooms are blocked at The Ramada Plaza, @\$77+taxes. Call 505-884-2511 to make reservations, reference "Instructional Coaches Conference" and/or Block ID#472922

SPONSORS:



2019 FACILITY MANAGERS WORKSHOP

POWER UP



ON KNOWLEDGE

October 21-23, 2019

Casino Night Social
Food, Drinks, Prizes

A few of the topics are:

Energy Management

One Note Training

Stop the Bleed

Situational Awareness

Roofing, Flashing, Gutters

Round Table Discussions with a Panel

Module 3
Env. Health & Safety
POMS 5 Hours
HVAC/Indoor Air Quality, Life Safety Building Codes,
Asbestos, Regulatory Compliance, Integrated Pest Management, Fire Safety

Module 2
Energy
POMS 5 Hours
OSHA Lock Out Tag Out, Electrical Systems, Lighting & Lighting Controls,
Electronic Systems, Energy Manage-



REGISTER NOW!

Get ready for an electrifying experience!

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