




PFSA Partners with CES to Help Obtain Internet Service for Unserved and Underserved Students

On October 21, 2020, Mr. Jonathan Chamblin of the New Mexico Public Schools Facility Authority (PSFA) sent a letter to school Superintendents, Head Administrators, and IT Managers announcing the availability of IT consulting support services for assisting schools with acquiring or improving Internet services while participating in remote learning. Districts/Schools were given to October 26th to respond if they were interested in utilizing this service, which was created by an Intergovernmental Agreement between CES and NMPSFA.

According to Mr. Chamblin, “the goal of this optional service is to identify students who lack (home) access to high speed Internet for remote learning, and to work with schools/districts to develop and implement effective solutions to improve remote learning for students before the spring semester. PSFA is coordinating this effort with the Public Education Department (PED) and the Department of Information Technology (DoIT).”

Approximately 61 schools and 19 State Charter Schools responded to Mr. Chamblin’s letter and opted to utilize these consulting services that went into operation on November 9th. Six consultants and a Project Manager employed by Cooperative Educational Services (CES) have been contracted to work with schools divided into six geographic areas of the State. During November, the consultants have been reaching out to Superintendents, Heads of Schools, and IT Managers to introduce themselves and to provide a spreadsheet for the purpose of identifying and collecting student data, including student addresses, for each unserved or underserved student. Each District/School is responsible for providing the requested data to their assigned consultant. The timeline for finishing the data collection phase is December 1, 2020. Other similar surveys have been conducted in the past, however, this survey is targeted to specific locations where students are conducting at-home learning, an essential data element for identifying potential Internet Service Providers.





Phase II of this project will begin in December and focus on matching the unserved/underserved student addresses with Internet Service Providers (ISP's) that can best provide sufficient and reliable Internet services to each student's home. A "Shopping Portal" database developed by PED and DoIT, in conjunction with participating ISP's, will assist the consultants in searching on specific address or city to identify one or more ISP's to serve that address, along with relevant information such as cost, download speeds, and other important information necessary to contract for these services. Upon completion of the Phase II, Provider information will be turned over to each participating school to enter into a service agreement. Initial funding to pay for Internet connections will come from the \$5.75M CARES Act GEER fund. Priority may be given to schools/districts based on the proportion of at-risk students. Data collected during this process will also be used to identify and quantify the need for supplemental funding to address this important student population.

For several years, PSFA, PED and DoIT have put considerable time and effort into working with Internet Service Providers across the State of New Mexico to encourage them to expand their network coverage to improve Internet connectivity throughout our State, especially in our rural or smaller communities. Efforts by these agencies are on-going to meet with ISP's to better align the needs of our State with ISP expansion plans and service improvements.

It is important to note that each District/State Charter school must apply to PED to receive their allocation of the GEER funds and that these funds must be expended by the end of September 2021.

by Terry Othick, CES

Tip of the Month

Just as it's important to let your employees know when an employee is leaving your company, it's essential to inform them when you're bringing a new hire on board. It's best to do this by email and leave plenty of time for your team to get ready for the new arrival.

Your goal when you bring on a new employee is to make them feel like part of the team as quickly as possible. Failing to send an employee introduction email can lead to awkward first encounters between current and new team members. This is especially true if existing employees are so blindsided by the appearance of another worker that they worry about their job security. Forgetting or deciding against an employee introduction email is setting the stage for a rocky employee onboarding experience.



Calendar of Events

- 12/1-12/2, 12/7-12/8 - NMC Better Informed Public Officials (BIPO) Conference (Virtual)
- 12/2-4 NM Government Finance Officer's Association Winter Meeting (Virtual)
- 12/2-4 NM Municipal Attorneys Association Winter Meeting (Virtual)
- 12/2-4 NM City Management Association Winter Conference (Virtual)
- 12/2, 3, 9, 10, 16 & 17 NMMCFOA Educational Program (Virtual)
- 12/3-5 NMSBA Annual Convention (Virtual)
- 12/7 Pearl Harbor Remembrance Day
- 12/9-11 MOI – Leadership Program (Virtual)
- 12/13 National Guard Birthday
- 12/21 December Solstice
- 12/25 Christmas Day
- 12/31 New Year's Eve

2020 DECEMBER						
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		

Procurement News

Contract Expirations

RFP 2017-011A Playground, Recreational, Water Parks, Swimming Pools, Skate Parks & Surfaces: Layout, Equipment, Accessories, Replacement Parts and Related Products → **CONTRACTS EXTENDED BY ONE YEAR**
 Norcon of NM Creative Recreation Designs The Playwell Group PoolPro, LLC BSN Sports

RFP 2017-011B Playground, Recreational, Water Parks, Swimming Pools Layout, Equipment, Replacement Parts, Products, Supplies and Related Services → **CONTRACTS EXTENDED BY ONE YEAR**
 Norcon of NM PoolPro, LLC Play Solutions, Inc. Lone Mountain Contracting Inc.

RFP 2017-012 Promotional and Specialty Items → will not resolicit due to low usage
 Desert Paper & Envelope Co., Inc. Dazzling Displays, LLC

New Contract Awards

2021-06	JOC-Painting & Stucco
2021-07	JOC-Landscaping
2021-08	JOC-Fencing
2021-09	JOC-Mech-Elec-Plumbing
2021-10	JOC-Gen Construction
2021-11	JOC-Roofing
2021-12	JOC-Paving & Site Work
<p>In Process – New JOC Contracts become effective January 2021</p>	



<p>2021-13 General Office, Classroom & Vocational – Category 1 Supplies, Equipment,</p>	<p>A K Sales & Consulting Inc BSN Sports LLC/ US Games Follett School Solutions, Inc. Kay Twelve Lakeshore Learning Materials OfficeWise Furniture and Supply Sandia Paper Co., Inc. School Specialty Sparks Spectrum Paper Co., Inc. Staples Business Advantage Starr Janitorial Workspace Dynamics</p>
<p>2021-13 General Office, Classroom & Vocational Category 2 - Furniture</p>	<p>A K SALES & CONSULTING INC AmTab Manufacturing Corp Beck TOI (GL3 Solutions) BSN SPORTS (Varsity Brands) Contract Associates Creative Interiors Inc. El Paso Office Products Innovative Library Kay Twelve Lakeshore Learning Materials MeTEOR Education, LLC Business Environments OfficeScapes (Team Pikes Peak) OfficeWise Furniture & Supply Sandia Paper Co., Inc. School Equipment, Inc. School Specialty Schoolhouse Outfitters Sparks Spectrum Paper Co., Inc. Staples Business Advantage Starr Janitorial Workspace Dynamics</p>
<p>2021-18-GSA <i>Facility Management Systems, HVAC/R Equipment and</i> <i>Controls, Security & Fire Alarm Systems</i></p>	<p>Johnson Controls</p>
<p>2021-23-GSA Facility Maintenance Services, HVAC/R Services, Energy Management Services, Metering Services</p>	<p>Johnson Controls</p>
<p>2021-22-GSA Technology Solutions</p>	<p>Plan B Networks Inc.</p>



Ongoing Solicitations

RFP #	RFP Description	Release	Due	Current Expire
2021-02 Tabulations, awards	E-Rate	8/31	10/23	new
2021-19	Computers & Peripherals (Hardware, Software) & Related Services + 2021-20 Networking – Products & Related Services	11/13	12/4	12/29
2021-21	Copiers, Printers, MDFs Products & Related Services + Managed Printing Services	11/13	12/4	12/29

Small businesses hit with another PPP tax change. Here's what it means.

The IRS has added a new wrinkle to the Small Business Administration's Paycheck Protection Program.

The new guidance, issued Nov. 18, offers additional details on an earlier IRS decision from April 30 that decreed that normally tax-deductible items will no longer be deductible if they were paid for with PPP funds. Now, the tax agency has specifically prohibited any small business that has a reasonable expectation of PPP loan forgiveness from deducting those expenses in its 2020 taxes – even if it takes until 2021 or 2022 to reach actual forgiveness, or if the business has yet to even fill out a forgiveness application.

For businesses, that likely eliminates a potential strategy to defer their 2020 tax liabilities for a year while they wait to get their loans forgiven. This new rule – yet another wrinkle for small businesses to navigate in what's already been a string of contradictory government guidance around the PPP – is also harder to undo without congressional action, according to tax experts. And it doesn't make things much easier for the IRS, they said.

by Andy Medici, Cleveland Business Journal





CES Contacts

Jim Barentine
Southern Services Manager
Email: jim@ces.org
Phone: 575.646.5965
Fax: 866.877.0629

Kelly Bassham
Financial Specialist/Accounts Payable
Email: kelly@ces.org
Phone: Ext 135

Paul Benoit
Northern Services Manager, REAP
Email: paul@ces.org
Phone: 575.562.2922
Fax: 575.562.2523

Lisa Chacón-Kedge
Director of Ancillary Services
Email: lisa@ces.org
Phone: Ext 103

Adela Chavez
Ancillary Admin Assistant
Email: adela@ces.org
Phone: Ext 111

David Chavez
Executive Director
Email: david@ces.org
Phone: Ext 109

Rhianna Chavez
Member Service Representative
Email: rhianna@ces.org
Phone: Ext. 107

Elizabeth Diaz
Member Service Representative
Email: ediaz@ces.org
Phone: Ext 115
Fax: 505.715.5822

Holly Goodall
Member Service Representative
Email: hgoodall@ces.org
Phone: Ext 104
Fax: 505.715.5826

Diane Hajek
Member Service Representative
Email: dhajek@ces.org
Phone: Ext 137
Fax: 505.715.5826

Kim Lanoy-Sandoval
SITE Senior Trainer, LEAP Coord.
Email: kim@ces.org
Phone: 505.385.0363

Margaret Mikelson
Member Service Representative
Email: margaret@ces.org
Phone: Ext 126
Fax: 505.715.5824

Leslie Neely
Receptionist
Email: leslie@ces.org
Phone: Ext 101

Lori O'Rourke
Business Services Coordinator
Email: lori@ces.org
Phone: Ext 128

Natasha Orona
Financial Specialist/Payroll
Email: natasha@ces.org
Phone: Ext 106

Natasha "Tasha" Ortiz
Member Service Representative
Email: nortiz@ces.org
Phone: Ext: 127

Bowen Perry
Media Specialist
Email: Bo@ces.org
Phone: 575.646.5965

Pam Reed
Executive Admin Assistant
Email: pam@ces.org
Phone: Ext 127

Bridget Rivera
Finance Specialist
Email: bridget@ces.org
Phone: Ext 122

Lisa Romo
Procurement Admin Assistant
Email: lromo@ces.org
Phone: Ext 116

Gustavo Rossell
Procurement Manager
Email: gustavo@ces.org
Phone: Ext 117

Elena Salazar
SITE /Professional Development Coord.
Email: elena@ces.org
Phone: Ext 136
Fax: 505.344.9343

Brad Schroeder
IT Manager
Email: brad@ces.org
Phone: Ext 114

Jacklyn Serrano
Member Service Representative
Email: jacklyn@ces.org
Phone: Ext 134
Fax: 505.715.5826

Robin Strauser
Deputy Executive Director
Email: robin@ces.org
Phone: Ext 108

Teri Thelemaque
Human Resources Specialist
Email: teri@ces.org
Phone: Ext 112

John Tortelli
Procurement & Contract Specialist
Email: johnt@ces.org
Phone: Ext 129

Joe Valencia
Procurement & Contract Specialist
Email: joe@ces.org
Phone: Ext 124

Angelina Zamarripa
Ancillary Admin Assistant
Email: angelina@ces.org
Phone: Ext 119

