



EXECUTIVE COMMITTEE MEETING

Wednesday, February 12, 2024

5:00PM

Rio Chama Steakhouse

414 Old Santa Fe Trail

Santa Fe, NM 87501

- A. Call to Order
- B. Roll Call
- C. Oath of Office –
- D. Approval of Agenda*
- E. Approval of Minutes – Special Executive Meeting November 18, 2024,
Special Executive Meeting November 14, 2024,
Executive Meeting October 14, 2024
- F. Agency Communications
 - a. Partnerships – Elisa Begueria
 - i. NMCCS – Erik Bose
 - ii. NMCEL – Stan Rounds
 - iii. NMPED – Dr. Candice Castillo
 - iv. NMSBA – Joe Guillen
 - v. Higher Education (4yr) – Dr. Sandra Rodriguez
 - vi. Higher Education (2yr) – Dr. Charley Carroll
 - b. Finance – Brian Snider
 - c. Scholarship – Johnna Bruhn
 - d. Policy – Elisa Begueria
- G. Program Overview/Reports
 - a. October Leadership Conference
 - b. CTE Initiative
 - c. Six Year Study

d.CES PD Programs

H. Administrative Reports

a. Directors

- i. Finance- Robin Strauser*
- ii. Ancillary- Lianne Pierce*
- iii. Procurement- Gustavo Rossell*
- iv. Northern Services/REAP- Paul Benoit*
- v. Technology- Teresa Salazar*
- vi. Southern Services- Jim Barentine*
- vii. Human Resources-Yvonne Tabet*

b. Executive Director – David Chavez*

- i. Install Shade Structures with Solar Panels and Charging Stations on CES Facility
- ii. Review and approve MOUs with Utah and Idaho
- iii. Budget for CTE Initiative

I. Personnel – Report

a. Staff Contracts and Resignations*

J. Consent Agenda

- a. Approval of Checks*
- b. Profit/Loss and Balance Sheets*
- c. RFB & RFP Awards

K. Setting Next Meeting Dates

- a. Tuesday, April 8, 2025, Sandia Resort and Casino
- b. Thursday, June 5, 2025, Site to be determined

L. Adjournment

All items on agenda are subject to action by CES Executive Committee

*Included in Advance Packet Mailing

CES Executive Special Committee Meeting Minutes
November 18, 2024

Call to Order:

The meeting was called to order at approximately 8:02a.m. by President Elect, Elisa Begueria. The meeting notice, agenda, and accompanying documents were disseminated to attendees 3 days prior to the meeting via email and posted on CES' website.

Roll Call:

Members Present:

Elisa Begueria	President Elect
Kevin Summers	Region I - Secretary
Johnna Bruhn – Mosquero	Region III
Tandee Delk – Elida	Region V
Cody Patterson	Carrizozo VII
Erik Bose – ABQ Charter Academy	NMCCS
Dr. Charley Carroll	Higher Ed 2 Year
Dr. Sandra Rodriguez	Higher Ed 4 Year
Stan Rounds	NMCEL
Dr. Candice Castillo	NMPED

Members Absent:

Brian Snider	President
Felix Garcia – Jemez Mountains	Region II
Dr. Cindy Sim – Estancia	Region IV
Dr. Gerry Washburn – Carlsbad	Region VI
Travis Dempsey – Gadsen	Region VIII
Joe Guillen	NMSBA

Non-Members Present:

David Chavez	CES Executive Director
Teresa Salazar	Chief Operating Officer

Quorum

CES Board Policy states that attendance by one third of the Executive Committee constitutes a quorum. This was, therefore, a duly convened meeting of the CES Executive Committee.

Approval of Agenda

A motion was made by Kevin Summers and seconded by Erik Bose to approve the agenda for the November 18, 2024 Special Executive Committee Meeting. Motion passed unanimously

A motion was made by Stan Rounds to ratify the minutes as presented from the Special Executive Committee meeting on November 14, 2024, seconded by Kevin Summers. Motion passed unanimously.

A motion was made by Patterson to adjourn the meeting, seconded by Kevin Summers. Motion passed unanimously.

Meeting Adjourned.

CES Executive Special Committee Meeting

Minutes

November 14, 2024

Call to Order:

The meeting was called to order at approximately 8:05a.m. by President Elect, Elisa Begueria. The meeting notice, agenda, and accompanying documents were disseminated to attendees 3 days prior to the meeting via email and posted on CES' website.

Roll Call:

Members Present:

Elisa Begueria	President Elect
Kevin Summers	Region I - Secretary
Cody Patterson	Carrizozo VII
Erik Bose -ABQ Charter Academy	NMCCS
Sandra Rodriguez	Higher Ed 4
Dr. Charley	Year Higher Ed
Carroll Stan	2 Year NMCEL
Rounds	NMPED
Dr. Candice Castillo	

Members Absent:

Brian Snider	President
Felix Garcia - Jemez	Region II
Mountains Johnna Bruhn -	Region III
Mosquero	Region IV
Dr. Cindy Sim - Estancia	Region V
Tandee Delk - Elida	Region VI
Dr. Gerry Washburn -	Region VIII
Carlsbad Travis Dempsey -	NMSBA
Gadsen	
Joe Guillen	

Non-Members

<u>Present:</u> David	CES Executive
Chavez	Director Chief
Teresa Salazar	Operating Officer

Quorum

CES Board Policy states that attendance by one third of the Executive Committee constitutes a quorum. This was, therefore, a duly convened meeting of the CES Executive Committee.

Approval of Agenda

A motion was made by Kevin Summers and seconded by Cody Patterson to approve the agenda for the November 14, 2024 Special Executive Committee Meeting.

David Chavez, CES Executive Director, requested permission from the CES Executive Committee to allow him to function as their representative in presenting lease agreements to the

State Board of Finance for their approval and revision as may be required for the 2024-2025 fiscal year.

David Chavez stood for questions. No questions were asked.

A motion was made by Stan Rounds to approve David Chavez, request to act as the CES Executive Committee's representative in presenting lease agreements to the State Board of Finance for the 2024-2025 fiscal year. Motion seconded by Kevin Summers. Motion passed unanimously.

A motion was made by Kevin Summers to adjourn the meeting, seconded by Stan Rounds. Motion passed unanimously.

Meeting Adjourned.

Executive Committee Meeting Minutes
October 14, 2024

Call to Order:

The meeting was called to order at approximately 2:10 p.m. by President, Brian Snider. The meeting notice, agenda, and accompanying documents were disseminated to attendees 10 days prior to the meeting via email and posted on the CES' website.

Roll Call:

Members Present:

Brian Snider	President
Kevin Summers	Region I – Secretary
Felix Garcia – Jemez Mountains	Region II
Johnna Bruhn – Mosquero	Region III
Cody Patterson	Carrizozo VII
Dr. Sandra Rodriguez	Higher ED 4 Year
Dr. Charley Carroll	Higher Ed 2 Year
Erik Bose – ABQ Charter Academy	NMCCS

Members Absent:

Dr. Cindy Sims – Estancia	Region IV
Elisa Begueria – Lake Arthur	President Elect
Tandee Delk – Elida	Region V
Dr. Gerry Washburn – Carlsbad	Region VI
Travis Dempsey – Gadsen	Region VIII
Stan Rounds	NMCEL
Dr. Candice Castillo	NMPED
Joe Guillen	NMSBA

Non-Members Present:

David Chavez	CES Executive Director
Robin Strauser	CES Chief Financial Officer
Lianne Pierce	CES Director of Ancillary
Gustavo Rossell	CES Director of Procurement
Brad Schroeder	CES Director of Technology
Jim Barentine	CES Southern Services Director
Yvonne Tabet	CES Human Resource Specialist

Quorum

CES Board Policy states that attendance by one third of the Executive Committee constitutes a quorum. This was, therefore, a duly convened meeting of the CES Executive Committee.

Approval of Minutes

A motion was made by Kevin Summers and seconded by Felix Garcia to approve the meeting minutes from July 16, 2024. Motion passed unanimously.

Approval of Agenda

A motion was made by Kevin Summers and Seconded by Felix Garcia to approve the agenda for the October 14, 2024 Executive Committee meeting.

Dr. Chelsy Bradley was welcomed to the CES Executive meeting, she provided an update and overview of the New Mexico AAIS mathematics project goals. Looking at instructional trends and how the Summer and Fall 2024 trainings were applied to the classroom. Data from training is being used to customize and establish new growth goals, moving forward with the project. The compiled data is not being used as an evaluation tool; the data is being used to establish new growth academic goals.

- Purpose and Goals of Fall 2024 Learning Walks
 - Classroom visits to identify instructional trends
 - Customize training and establish growth goals
 - Non-Evaluative.
- AAIS/NM Math Learning Walk Form is used as a rubric, not as an evaluation tool
 - The form is broken into 3 categories with a ranking system from 1-3:
 - Teacher Facilitation
 - Cognitive Engagement for All Students
 - Academic Conversation
- The data report that the Superintendent and leadership receives includes:
 - Overview of Participants and Rating Score
 - Observation ratings in percentages and average scores
 - Comparative data dependent on attendance to trainings (Summer & Fall)
 - Steps to address areas of growth identified in Learning Walks

Agency Communications

The following reports were presented

Partnerships – Elisa Begueria Not present. No report given.

NMCCS – Erik Bose

Had a great two-day meeting for charter leaders in Ruidoso at the Inn of The Mountain Gods. Voted into the affiliate organization with NMCEL.

NMCEL – Stan Rounds

Not present. No report given.

NMPED – Dr. Castillo

Not present. No report given.

NMSBA – Joe Guillen

Not present. No report given.

Higher Education (4yr) – Dr. Sandra Rodriguez

A lot of work is going on with the Early Childhood Program, pre-Kindergarten, PED is currently working on

aligning standards, competencies, and accreditation statewide. The Residency program received three-year funding from PED. Teachers will begin a one-year teaching residency versus the traditional semester student teaching block.

Higher Education (2yr) – Dr. Charley Carroll

The rising cost of construction continues to be a concern. LLC is coming to visit NMCC on October 28th-29th to discuss construction costs and strategies to curtail costs. Open to any suggestions to help reduce the costs.

Finance – Elisa Begueria

Not present. No report given. David indicated that CES received a clean audit and are awaiting review by the State Auditor prior to disseminating the audit to Members.

Scholarship – Johnna Bruhn

David indicated that Sam Garcia will be present to give the scholarship award from CBA to Jal Public School District and President Snider at the Full Board Meeting – October 15, 2024.

Senator Gallegos has reached out to the Attorney General regarding regional scholarships. We have not received any communication on the outcome of his request. David will ask Senator Gallegos to reach out again.

Policy – Brian Snider

The policy review process starts at the beginning of the 2025 calendar year. David will reach out to President-Elect Elisa Begueria to start the internal review in March/April, Elisa will assign a committee member to assist CES administration in the process.

Policy went out to Superintendents and hopefully approved with proposed revisions at the Full Board Meeting October 15, 2024.

Program Overview and Reports

a. Six Year Study Update

Dr. Kim Mizell /Site are collaborating with Regional School Districts. The plan is to continue with the professional development found in the strategic action plans of individual school districts involved in the study. Special Education and EL have been observed as areas for improvement.

Next advisory committee meeting is October 28th at these quarterly meetings advisory committee members receive feedback on how districts are doing with key performance indicators. Districts have been well engaged, Principals are attending the training, the feedback and evaluations received are positive and the training that AAIS is providing is being implemented in the classroom.

b. Lease Agreements

All available suites at the east building are fully leased and CES should see our revenue increase for this fiscal year.

c. Dr. Chelsey Braley – AAIS Mathematics Debriefing – presented at the beginning of the meeting.

Administrative Reports

Finance – Robin Strauser informed the Executive Committee members present that a full financial report is included in the meeting packet. Robin went on to report that CES had a fantastic fiscal year for 2023-2024. The audit was unmodified, there were no findings. Taking all revenue generated from all contracts and

capturing all the sales, CES did 575 million through its contracts and Ancillary program. Last year's revenue was approximately 540 million, so we had an increase from the prior year. Through August, CES is ahead of last fiscal year by 19.7% in revenue . We have brought in and approved \$91.5 million in P.O.s for the first quarter of the current fiscal year. CES is looking extremely healthy in its financial position.

Things are going well in the Finance Department, and we have been fully staffed for the last 3 months.

Ancillary – Lianne Pierce highlighted a few items. A full report is included in the meeting packet. We had 207 Ancillary staff in August and are up to 230 staff in October replacing staff resignations and retirements. We are working on Ancillary's application process on CES' website with Brad improving the application. Overages this year, for the month of September we had 9 compared to last year, when we had 27 for this same time period, we continue to see a downward in overages.

Working with the Department of Vocational Rehabilitation on site agreements to help support students with severe disabilities that need additional assistance and services.

Procurement – Gustavo Rossell highlighted a few items, a full report was included in the packet. The procurement department continues to work on securing solicitations & contracts saving members time and money. The landscape of the market in New Mexico has changed and there are needs for other services such as procurement as a service, and software as a service. Working on diversifying the products that we offer. Looking into expansion into Idaho, Utah, and Nevada.

Northern Services/REAP – Paul Benoit, full report is included in the packet.

Technology – Brad Schroeder highlighted a few items, a full report is included in the packet. All CES users are now using Microsoft Authenticator for accessing Microsoft 365 resources. All efforts are geared towards 100% cloud for all CES users by the time we launch Microsoft Dynamics BC (Business Central) and TORQ.

Southern Services – Jim Barentine highlighted a few items, a full report is included in the packet. Focus has been on the southern part of region 4, and region 7 & 8. Jim reported that he will be spending time distributing member service credits.

Recently Aaron Gonzales has left his position with media production, Tara Summers has taken over the position. You will see some differences in the way we are branding the photos and posts. Working with Brad on placements of videos on CES' website.

Human Resources – Yvonne Tabet highlighted a few items, a full report was included in the packet. Terribly busy time of year, processing many new hires this quarter, so many that the bulk of the new hires this quarter is the same number of total hires from last year. Working with Brad on Tailoring the Ancillary applications on CES' website so potential new hires for Ancillary are aware and apply for positions that are regionally based.

Executive Director Report

- i. Request approval to accept a \$50,000.00 grant from the Thornburg Foundation to support the Six-Year Study A motion was made by Kevin Summers to accept the Thornburg Foundation Grant, seconded by Felix Garcia. Motion passed unanimously.
- ii. Request approval to hire a Human Resource Specialist to assist districts in meeting their Human Resource needs. This item was discussed with superintendents that attended the regional meetings. The person would be an employee of CES. This person would assist districts with recruitment and hiring, on boarding and training, employee relations, performance management, compliance and record keeping, policy development, reporting and analysis. A motion was made by Eric Bose, to approve the hiring of a Human Resource Specialist, seconded by Kevin Summers. Motion passed unanimously

Personnel Report – David Chavez stood for questions. No questions were asked.

Consent Agenda

A motion was made by Kevin Summers, seconded by Felix Garcia to accept the consent agenda as presented. Motion passes unanimously.

Setting Next Meeting Dates

- a. February 12, 2025 in conjunction with the NMSBA Board Member Institute. This meeting will include dinner.

A motion was made by Kevin Summers to adjourn, seconded by Eric Bose. Motion passes unanimously. Meeting adjourned.

**Cooperative Educational Services
EXECUTIVE COMMITTEE MEETING
February 12, 2025**

**Robin Strauser, Chief Financial Officer
Administrative and Finance Report**

This report reflects financial activity through December 2024.

Finance:

As of December 31, 2024, CES had a total revenue of \$177,242,236. Compared to December 31, 2023, this year's revenue is \$12,853,687 more. SSC had total revenue of \$229,919. Total combined revenue was \$177,472,155 compared to total revenue of \$164,556,026 for December 2023. This is a 7.8% increase, or \$12,916,129 more revenue this year compared to last year.

Also as of December 31, 2024, CES had a profit of \$1,959,582 and SSC had a profit of \$140,988. Combined profit for both entities was \$2,100,570.

As of December 31, 2024, CES had a Net Fund Balance of \$17,792,617.

Through December 2024, the dollar amount of all purchase orders approved by CES staff was \$292.2 million, an increase of \$54.6 million over the same period last year. This equates to a 23% increase in the dollar amount of total purchase orders approved. The year-to-date Direct Purchase orders approved were \$94.3 million compared to \$81.6 million for the same time last year. Traditional purchase orders, including Gordian and RS Means, were \$197.9 million compared to \$156.0 million over last year, an increase of \$41.9 million.

The Business Department staff have been busy preparing for the implementation of the new systems for accounting and payroll. All indications are that we are ahead of schedule and training for the systems will begin in February. The targeted go-live date is the beginning of May provided we do not encounter any significant issues along the way.

Budget:

CES Executives will begin budget preparations for FY2025-2026 fiscal year soon. The budget will be presented to the Executive Committee for approval at the April meeting.

EANS (Emergency Assistance to Non-Public Schools):

This program ended on June 30, 2023. CES staff continue to provide support to the PED for the required reporting of expenditure data.

ARP EANS (American Rescue Plan EANS):

This program ended on June 30, 2024. The CES staff will continue to provide support to the PED for the required reporting of expenditure data.

Audit:

CES will need to solicit services for an audit firm for the financial and compliance audit for the FY2025 fiscal year. The audit will begin at the end of July or early August. The Jaramillo Accounting Group conducted the audit from FY2021 through FY2024.

SSC:

All suites at SSC are leased.

Staff:

All positions within the Business Office are filled.

Strategic Plan:

The Strategic Plan for FY2025-2026 is a work in progress. The Business Department has a busy year ahead with the implementation of new systems for accounting and payroll.

ANCILLARY – Lianne Pierce:

2nd Quarter 2024-2025 Ancillary Executive Committee Report

Strategic Goal #1: Operational Efficiencies and Customer Service Excellence

Action Plan 1: Increase percentages of Ancillary requests through enhanced recruitment and retention strategies.

<u>Role Group</u>	Jul 23	Aug23	Sept 23	Oct 23	Nov23	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24
Anc Tcher	3	4	4	5	5	5						
APE /RT	1	1	1	1	1	1						
ASL-I	0	0	0	1	1	1						
AUD	1	1	1	1	1	1						
BMS	2	2	2	2	2	2						
COMS	0	1	1	1	1	1						
COMS/TVI	1	1	1	1	1	1						
COTA	8	8	8	8	8	8						
TVI	1	1	2	2	1	1						
COTA	8	8	8	8	8	8						
DIAG	52	53	55	56	56	55						
LPN	0	0	1	1	1	1						
NP	0	0	0	0	0	0						
OT	19	20	20	23	23	20						
PhD Psych	5	5	5	4	4	5						
Sch Psych	18	21	23	23	23	23						
PT	4	4	4	4	4	4						
PTD	2	2	2	2	2	2						
RHC	8	7	7	7	7	7						
RN	8	9	9	9	9	9						
RT	7	7	7	7	7	7						
SLP	33	34	36	36	36	36						
SLPA	0	0	0	0	0	0						
SW	32	32	32	33	33	33						
SW Reg Ed	4	4	4	4	5	5						
Staff Count *	218	224	233	235	236	236						
Resigned - Retired	16	0	0	0	0	1						
Interviewed	11	5	2	1	0	2						
Recommending: New Hires or Returning	8	5	2	1	0	2						

*There are some staff serving in more than one role group, for example: SW and Reg SW etc.

1. 21 Interviews, recommended 18, for 2nd Quarter for 24-25 school year.
2. Working to create a more modern application process that will reflect vacancies by cities and discipline to direct people up front to where the vacancies are located within the state on the new website.

Action Plan 2: Support the new system for CES, specifically for Ancillary Staff Data, Timesheets, Invoicing and Payroll.

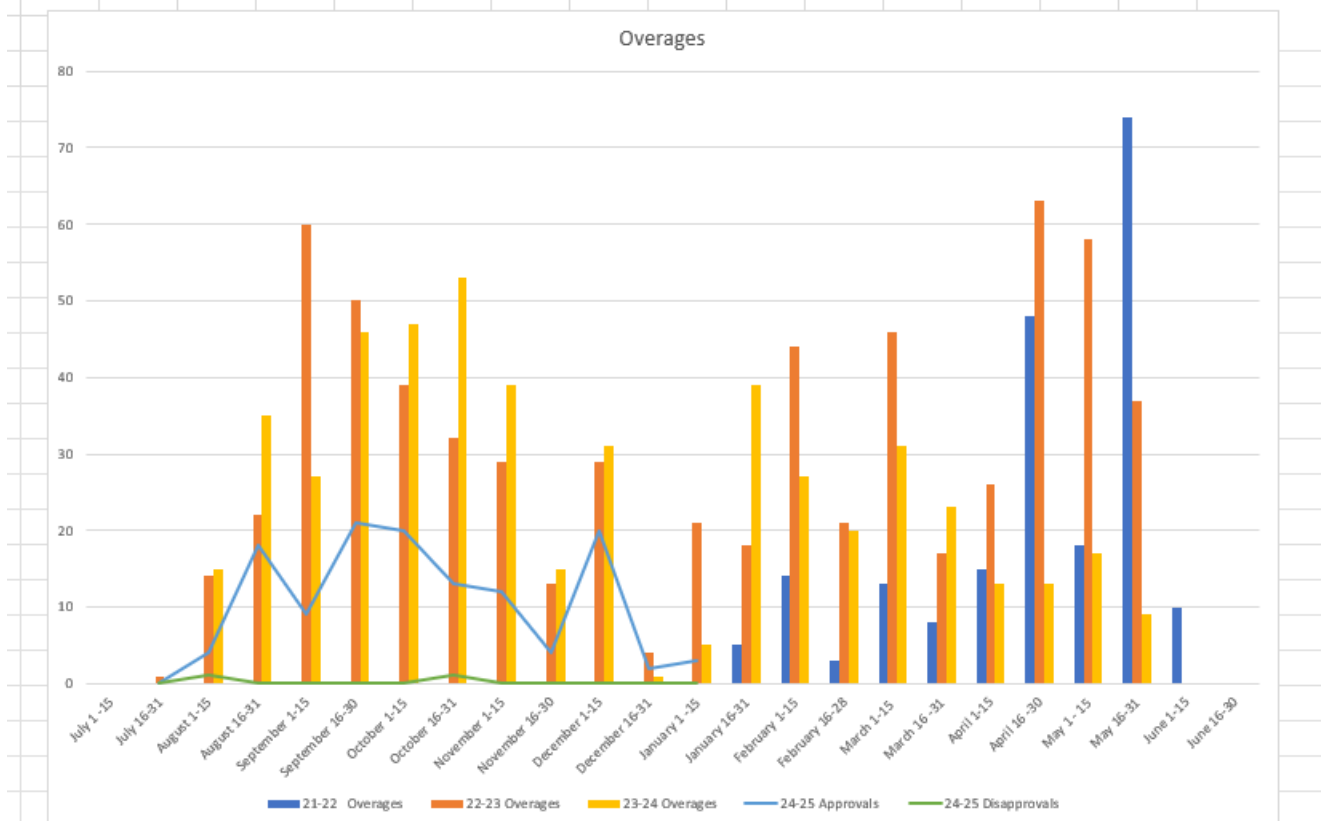
1. Attended Integrity discovery meetings. Met with Terry Othick regarding Website needs for Ancillary for recruitment and school information.

Strategic Goal 2: Professional Development, Quality Instructional and Educational Leadership

Action Plan 1: Expand PD opportunities for all staff.

1. CPI
 - a. 11/16: Refresher. 10 participants, All CES participants.
 - b. 10/26 & 11/02: Full Course, 2 CES and the rest Alice King Charter.
2. Integrity Data Discovery.
 1. Looking at Pilot ideas or methodical sequential changes that will affect 230+ staff as well as our office assistants for new IT changes.

Action Plan 2: Minimize Overages (Overage = staff exceeding allocations within a pay period.)



The Blue Line is Approvals for the 24-25 SY.
 The Green is the disapprovals for this current year.
 The bars are the past school years.
 We want the Blue Line lower than all the bars.

Events for 2nd Quarter 2024/25:

1. Executive Committee Luncheon, CES Past, Present & Future.
2. Reviewed Reevaluation Process with Charter Schools and addressed non-compliance.
3. Working with School Psychologist for DD Waiver template for severely disabled that would be an addendum for certain IDEA Eligibilities.
4. Trained on Q-Interactive by Diagnostician already using it as part of exploration to implement for 2025-2026.
5. Attended OSEP Presentation.
6. Support Schools and Ancillary staff to prevent IDEA and NMAC code violations.
7. Attended some of Chris Vian of PED Gifted office hours virtually.

Procurement– Gustavo Rossell

The CES Procurement Department continues with its mission to issue the solicitations and resulting contract vehicles for our members` use saving them time and hundreds of thousands of dollars annually.

Procurement News

- Sustainability and Growth Initiatives
- Amazon Business
- Job Order Contracting
 - Trainings, Jan. 14, 2025
 - 50+ contractors, 90+ members
 - More agencies are using the construction consultation services that John King and Thad Phipps, our new Construction Analysts provide at no charge to our members.
- Technology in Procurement
 - BlueBook
 - Website

Update on Recent Publicly Solicited and Competed Solicitations and Contract Awards

RFPs that have been advertised, are closing soon, or that have been scheduled for evaluations or to be awarded:

RFP	Awardee
2025-06 (re-solicitation)	<i>Copiers, Printers, MDF's Products- Managed Print Services</i>
2025-07 (re-solicitation)	<i>Computers & Peripherals</i>
2025-08 (re-solicitation)	<i>IT Professional Services</i>
2025-09 (re-solicitation)	<i>Music Instruments, Music, Performing Arts, Equipment, Materials, Supplies & Related</i>
2025-10 (re-solicitation)	<i>Janitorial Products, Services and Related</i>
2025-11 (re-solicitation)	<i>Student Management, Special Education & Educational Managed Curriculum</i>
2025-12 (re-solicitation)	<i>Temporary Employment and Recruitment Services</i>
2025-13 (re-solicitation)	<i>Flooring Systems & Related</i>
2025-14 (re-solicitation)	<i>Health & Training Supplies</i>
2025-15 (re-solicitation)	<i>School Safety Audits, Inspections, Consulting and Training Services</i>
2025-16 (re-solicitation)	AEPA - eRate Consulting Services *CES Procurement will manage this solicitation for all 31 member states.

NORTHERN SERVICES – Paul M. Benoit

Northern Services Travel Notes

In the past 3 months I have been able to spend time in every northern region, with multiple visits to some. I have been working with Mora County administrative staff. They are intending to utilize our contracts for some big roadwork projects. The engineering is going through one of our contracts, as soon as FEMA or other funding sources get final approval. The engineering fees seem to be near the legal “cap”, so I am sure they will have to go to bid for the actual project. I have had multiple conversations or meetings with office staff and commissioners.

November was a good travel month, as there are usually no conferences to attend, and we can spend that extra time on the road. Conferences attended/Covered in last couple of months are: NMSBA (Jim) and NM Charter Schools (Paul), as these were at the same time. Jim and I also attended/manned the booth at the NM Counties Legislative Conference in January.

Upcoming conferences are NMSBA Legislative, NMASBO, NMASBO Spring Budget.

Direct Purchase/Digital Bluebook and DP Account Status

We have picked up a number of Land Grants, as entities, over the past few months. The Land Grants have begun receiving Capital Outlay and 4-Rivers has been really pushing their CES contract for heavy equipment and has made a number of sales. A couple of them are working on some small construction projects, as well. The NM Land Grant Council has also been instrumental in helping us work with Land Grants. Joe Valencia and I met with the NMLGC in the late summer/early Fall and Joe did a GREAT job explaining how CES procures contracts, how they are compliant, and how we can help Land Grants.

NMREAP NOTES

I did a full staff training in Espanola, with the HR department. The original training was pre-empted by snow, but I got it in a couple weeks later. I believe all invoiced PO's are paid and the only remaining will be mid-year renewals. I will begin the 2025-26 notifications in March.

MEMBERSHIP DIRECTORY

The membership directory was updated throughout the fall. I approached just shy of 90% response and update in the positions Jim and I track. The turnover rates in a variety of positions seems higher than usual. I also track Superintendent positions, separately, and shared a report in the fall, with Mr. Chavez of the current experience and time in position. There have been at least 5 changes since then.

Other

John King and Thad Phipps continue to be a valuable resource to our members working on construction-related projects. And, of course, kudos to Robin, Norma, and the business office staff for their daily diligence in helping members process purchases. The procurement department continues to be a great resource on all contract questions. Our “outlying” programs, Ancillary, Instructional, Leadership, and HR/Professional Services are valued by our members. I appreciate the continued opportunity to enhance the public education sector through ALL that CES does. I have updated the strategic plans, as necessary. The goals/actions continue to focus on member services and support, training, and maintenance of a viable membership directory for general contacts of every member/entity.

STRATEGIC PLAN OUTLINE FOR NORTHERN SERVICES (Modified for 2024-25)

Below is the basic outline of Northern Services Goals and Strategies in the Strategic Plan – Action Plan. My report (above) stands and is reflective of efforts to address these action goals and strategies at this time. The strategic plan has been updated today, including 90-day reporting. The new strategic plan has also been reviewed and 2024-25 goals in development for all departments.

1. Provide, enhance, customize personal approach to Member Services Regions 1, 2, 3, 4N, and 5.
 - a. Make regular site visits to each region, at least quarterly, and call on each member/PE 1-2 times per year.
 - b. Regular mass notifications related to DP Accounts, Bluebook Access. Contact lists (Annual updates)

- c. Continue providing in-person and on-line Digital Bluebook training, working with Jim when appropriate, especially when process changes occur.
 - d. Regularly review DP and Traditional Purchasing for use in the field, working with active members/PE's and to increase promotion of CES with all Members/PE's.
2. Provide support to departments and promote service programs (ALD, LEAP, TAP, Site)
 - a. Follow up on all requests from Business Office for Member Services related to purchasing contracts.
 - b. Follow up on all requests from the Procurement Office related to Vendor services.
 - c. Assist in mass mail-outs to key contacts for TAP, SITE, LEAP, Contracts, Ancillary, etc....
 - d. Maintain Directory and an updated Superintendent list for emergency contacts.
3. Promote subscriptions. Training viability and enhancements.
 - a. Provide continued support to all subscribers for access to and use of NMREAP for job posting and applicant searches.
 - b. Maintain database of subscriptions, including renewal status, PO status, Invoicing status, and payment status. Work with Purchasing Specialist assigned to processing POs for invoicing.
 - c. Continue marketing NMREAP subscription services with all districts and charters.
 - d. Ensure the NMPED continues to distribute NMREAP information with all licensure applications.
4. Related to the New Expansion Goal (#3), Jim and Paul provided background information on several states. The plan to proceed in two states is underway by leadership.
 - a. Research Procurement Rules/Regs/Processes
 - b. Procurement needs and current in-state options

POSITIONS TRACKED/UPDATED IN THE MEMBER DIRECTORY

Districts/Charters & Other Schools	Higher Ed (Pub/Priv)	REC's	Counties and Municipalities	Entities/Non-Profits
Accounts Payable	Accounts Payable	Accounts Payable	Accounts Payable	Accounts Payable
Athletic Director	Athletic Director	Chief Financial Officer	Chief Financial Officer	Chief Financial Officer
Chief Financial Officer	Chief Financial Officer	Curriculum & Instruction	Executive Admin Assistant	Executive Admin Assistant
Curriculum & Instruction	Executive Administrative Assistant	Executive Administrative Assistant	Fire Department/Marshal	Facilities/Maintenance
Executive Administrative Assistant	Facilities/Maintenance	Facilities/Maintenance	Food Services	Food Services
Facilities/Maintenance	Food Services	Human Resources	General Manager/Director	General Manager/Director
Food Services	Human Resources	Information Technology	Human Resources	Human Resources
Human Resources	Information Technology	Purchasing	Information Technology	Information Technology
Information Technology	Purchasing	Special Education	Municipal Clerk	Purchasing
Purchasing	Superintendent/Director/President	Superintendent/Director/President	Parks & Recreation	
Special Education	Transportation		Police/Marshal/Sheriff	
Superintendent/Director/President			Public Works/Maintenance	
Transportation			Purchasing	
			Roads/Streets	
			Transportation	

Districts and Charters: Includes all of the 89 School Districts and any charters that have a JPA with CES

Other Schools: Includes State Schools, BIE, Private Schools that have agreements with CES

Higher Ed: Includes the JPA Public Community Colleges, Colleges/Universities, and any private higher ed entities with PE agreements with CES

Counties and Municipalities: Includes all Counties and Municipalities with PE agreements with CES

Entities: This includes any state agency or Non-Profit that has a PE agreement with CES, but does not fall within School or Local Government.

The membership directory maintains ONE contact point in each member/entity for each position type listed above. It is not meant to be a comprehensive listing of administrators throughout the district. These are contact points for relevant information from CES.

TECHNOLOGY – Teresa Salazar

The IT Department is pleased to provide an update on several critical projects that are currently underway. These initiatives are designed to enhance operational efficiency, improve user experience, and modernize our technological infrastructure. Below are the key highlights:

1. Revamp of the Blue Book (TORQ) with Sagecore

The revamp of the Blue Book (TORQ) in partnership with Sagecore is underway. This project aims to modernize and streamline the functionality of the Blue Book, ensuring it meets current and future organizational needs. Key objectives include:

- Enhancing usability and accessibility for all users.
- Implementing a more robust and scalable architecture.
- Integrating advanced features to support dynamic data management.

The partnership with Sagecore is expected to bring industry-leading expertise to this initiative.

2. Website Usability Upgrade

We are initiating a contract to upgrade the usability of our website. This project will focus on improving the user experience by:

- Simplifying navigation and search functionality.
- Enhancing mobile responsiveness and accessibility.
- Incorporating modern design elements to align with organizational branding.
- This upgrade is a critical step in ensuring our digital presence is user-friendly and efficient.

3. Implementation of Microsoft Business Central

Significant progress has been made on the implementation of Microsoft Business Central. This platform will serve as a comprehensive solution for our enterprise resource planning (ERP) needs. The implementation includes:

- Integrity Data Integration: This module will manage payroll and HR functions, ensuring compliance, accuracy, and streamlined processes.
- Improved financial management capabilities.
- Enhanced reporting and analytics for better decision-making.

The project is on track, with key milestones being met as planned. Training sessions for staff are scheduled to begin Feb. 7-12 to ensure a smooth transition

Administrative Report – Southern Services February 2025

Media Management and Content Creation

Southern Services maintained a strong focus on social media engagement and content creation throughout the reporting period. Tara Summers played a key role in managing social media activities, ensuring timely posting of event highlights, program testimonials, and marketing content. Several significant video projects were undertaken, including the remake of the CES Intro video, the Wage Rate Request training video, the JOC Decision training video, and the TAP, LEDR, and SPED series videos. Social media scheduling was extended into future months to maintain an active presence. In addition to video production, infographics and fliers were developed to support member communication, including the CES Bluebook Infographics flier to facilitate PO uploads. Member newsletters were created and disseminated each month, along with two quarterly Vendor newsletters, although some minor delays occurred due to website posting constraints.

Member Outreach and Communication

Southern Services conducted extensive member outreach efforts, using phone calls, emails, and in-person visits to maintain direct engagement. These interactions addressed vendor availability, purchase orders, wage rate inquiries, invoices, and service credits. Targeted outreach efforts in the southern districts of Deming, Lordsburg, Silver City, Reserve, Animas, and Cobre, reinforced relationships and strengthened service delivery. Member Service Credits were delivered across Regions 6, 7, and 8, ensuring that members received the rewards for CES patronage. Credits had been distributed across Region 4 by email. The team remained responsive to questions and proactively followed up with vendors and members to resolve outstanding issues.

Mass Email Campaigns

A structured email communication strategy was implemented to ensure that members and vendors received timely updates. Over the four-month period, Southern Services distributed multiple mass emails tailored to specific groups such as public works directors, IT specialists, purchasing directors, educational leaders, and food service managers. These emails highlighted vendor promotions, seasonal specials, training opportunities, and CES program updates. In total, 18 targeted emails were sent in November, followed by 12 in December and 21 in January. The annual production of Jim's Legislative Watch List has begun, with an initial report circulated January 28th. Efforts were made to refine email lists, update directories, and explore the functionalities of Constant Contact as an alternative to the current listserv system, with a goal to improve efficiency and accomplish cost savings in our outreach.

Conferences and Training Events

Participation in conference events and training sessions played a crucial role in Southern Services' outreach strategy. Attended were several key conferences, including the Facility Managers Workshop, CES Leadership Conference, NMSBA Region VII meeting, NMPPA Fall Conference, Texas Tech Vendor Expo, the NMSBA Annual Convention, and the NM Counties Legislative Conference. Training sessions were conducted for the City of Anthony Housing Authority, Dona Ana County Parks & Facilities, and the City of Truth or Consequences. These engagements provided valuable networking opportunities, enabling Southern Services to showcase CES

offerings, answer member questions, and support vendor relationships. Additional participation in CES JOC training further reinforced the ability to support members in procurement and cooperative purchasing.

Marketing and Promotional Material Development

An ongoing effort to create marketing materials based upon new contract awards, and to address members' ease of using CES, was made and materials strategically refined to support outreach and training efforts, increasing awareness and accessibility. The CES Membership Directory and online regional member maps were updated to ensure accurate representation of engagement. In collaboration with team members, website content and design were reviewed.

Ancillary Support and Internal Collaboration

Southern Services maintained close coordination with the Ancillary office to explore regional service opportunities and respond to district needs. Connections between schools and ancillary personnel were facilitated, ensuring that requests for specialized services could be efficiently addressed. Internal collaboration remained a priority, with ongoing meetings, workflow adjustments, and proactive project planning to enhance efficiency.

Human Resources – Yvonne Tabet Cooperative Educational Services

The Human Resources Department, spent part of this quarter focused on file management for all the new hires in the first and second quarters of the fiscal year. Due to the stand-alone systems used in HR department to manage new hires, manipulation of digital onboarding forms need to occur for documents such as, Check Background, W4, Direct Deposit Form/Voided Check, EEOC, I9 Forms. The current system requires those pdf documents to be downloaded, converted, and then uploaded into the online filing system, Image Silo. When CES Business Office transitions to Business Central with the integration of Integrity, those onboarding forms will no longer require a separate system to onboard or store new hire information. CES will be making changes to its existing hiring process and file storage which will impact all departments. Other aspects of the Human Resources department will have to rely on those existing systems, such as Adobe Acrobat, for employee contracts and HB 128 Employer Questionnaires until CES TORQ is developed to accomplish those necessary employee requirements.

January 7, 2025, completed Bureau of Labor Statistics, 2024 Survey of Occupational Injuries and Illnesses Report. Below is a table comparing year 2023 and year 2024 of CES’ reported Occupational Injuries and Illnesses.

2023, Department of Labor, Survey of Occupational Injuries & Illness						
Total # of Deaths	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recorded cases	Total number of days away from work	Total number of days of job transfer or restriction	Injuries and Illness Types
0	1	0	3	2	0	4
2024, Department of Labor, Survey of Occupational Injuries & Illness						
Total # of Deaths	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recorded cases	Total number of days away from work	Total number of days of job transfer or restriction	Injuries and Illness Types
0	1	0	5	2	0	6

Department of Labor, Survey of Occupational Injuries and Illness by Job Classification

Report Period	Ancillary	Professional Services	Office Staff	EANS	Occasional	Total
2023	2	1	1	0	0	4
2024	3	0	3	0	0	6

Below are the most recent employees to join CES in the various categories from October 2, 2024-January 27, 2025

Office Staff

Name	Position
Michelle Padilla	LEAP Coach
Lauren Butcher	LEAP Coach .5 FTE
Valarie Castillo	Purchasing Specialist

Ancillary Staff

Name	Position
Mandy McDaniel	Diagnostician
Raquel Gallucci	Registered Nurse
Carleen Babani	Social Worker-Supervision
Susan Pepper-Jojola	Ancillary Teacher
Shea Jennings	School Psychologist

Judy Salamon	Speech Language Pathologist
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Professional Services

Name	Position
Margo Batha	Professional Services-LEAP
Robert Scott Elder	Professional Services-Leadership
Michael Thompson	Professional Services-LEAP
Nathan Stanley	Professional Services
Nicole Sullens	Professional Services
Ellen Beth Nosker	Professional Services
Arsenio Romero	Professional Services
Mike Trujillo	Professional Services
Stacy Diller	Professional Services-Leadership
Terry Othick	Professional Services

October 2, 2024-January 27, 2025

Quarter 1 (July 1-Oct 1) New Hire numbers compared to Quarter 2 (Oct 2-Jan 27) New Hire numbers by Employee Classifications

Report Period	Ancillary	Professional Services	Office Staff	EANS	Occasional	Total
Quarter 1	23	17	6	0	0	46
Quarter 2	6	10	3	0	0	19

**Cooperative Educational Services
EXECUTIVE COMMITTEE MEETING**

Wednesday, February 12, 2025

Administrative Reports – David Chavez

- (a) Request approval to enter into an MOA with the Associations of Utah and Idaho to provide CES contracts in those two states. Our model we would use in these two states would mirror the model we use in New Mexico to include conducting solicitations in these two states for goods, services and products. We have been meeting with the Executive Directors of the Association of Counties in these two states to discuss the partnership. Utah has agreed to the MOA that is included in your packet. Our CES legal counsel has reviewed the document and agrees with the language in the agreement. We presented it to the Idaho Counties Executive Committee, and they approved the MOA in concept it needs to be approved by their Board at a meeting to be held in April.
- (b) Request approval to support a fourteen district Alliance of school districts seeking to expand CTE offerings for their rural districts. I have attended the initial organizational meeting as well as the two follow-up meetings. The goal of the Alliance is to develop a plan that would include the collaboration of 15 school districts, higher education, business, state offices, the labs and other partnerships in enhancing CTE offerings in each of their districts. I'm requesting that I be allowed to budget \$50,000.00 to support the initiative that could serve as a model for other districts.
- (c) Request permission to install parking structures for the purpose of installing solar panels at our CES office parking lot. The installation of Solar Panels would also include up to four (4) charging stations. Souder Miller and Associates has provided CES with a proposal for our consideration. The proposal is included in your agenda packet for your review. The schedule (pay back) for our return on our investment is included as a part of the proposal.

Personnel Report

October 2, 2024-January 27, 2025

Staff Resignations/Terminations/Non-Renewal

- Brad Schroeder IT Director
- Margenia Davis Professional Services
- Ronda Davis LEAP Coach

New Staff Contracts Received for 2023-2024

- Michelle Padilla LEAP Coach
- Lauren Butcher LEAP Coach .5 FTE
- Mandy McDaniel Ancillary
- Margo Batha Professional Services-LEAP
- Raquel Gallucci Ancillary
- Robert Scott Elder Professional Services-Leadership
- Michael Thompson Professional Services-LEAP
- Carleen Babani Ancillary
- Susan Pepper-Jojola Ancillary
- Nathan Stanley Professional Services
- Nicole Sullens Professional Services
- Ellen Beth Nosker Professional Services
- Valarie Castillo Purchasing Specialist
- Shea Jennings Ancillary
- Arsenio Romero Professional Services
- Mike Trujillo Professional Services
- Stacy Diller Professional Services-Leadership
- Terry Othick Professional Services
- July Salamon Ancillary

**COOPERATIVE EDUCATIONAL SERVICES
CHECK REGISTER**

October 1, 2024 Through January 24, 2025

Check Number	Date	Payee	Amount
241881	10/4/2024	Association of Educational Service Agencies	3,560.00
241882	10/4/2024	Kina LLC	2,317.59
241883	10/4/2024	City of Deming	142,961.58
241884	10/4/2024	Coyote Cabling	42,977.41
241885	10/4/2024	Crosstown Construction & Trucking, LLC	152,066.45
241886	10/4/2024	ESA Construction Inc	162,224.21
241887	10/4/2024	Hansen & Prezzano/Builders LLC	53,055.62
241888	10/4/2024	Jal Schools	2,490.18
241889	10/4/2024	JC Electrical Service, LLC	40,197.78
241890	10/4/2024	GoTo Communications	782.34
241891	10/4/2024	New Mexico Municipal League	1,000.00
241892	10/4/2024	North Valley Academy	2,654.52
241893	10/4/2024	VOIDED	-
241894	10/4/2024	Tel/Logic Inc	86,207.25
241895	10/4/2024	Staples	6,966.70
241896	10/4/2024	Sanchez Demolition, Inc.	549,181.08
241897	10/11/2024	VOIDED PRINTING ERROR	-
241898	10/11/2024	VOIDED PRINTING ERROR	-
241899	10/11/2024	VOIDED PRINTING ERROR	-
241900	10/11/2024	VOIDED PRINTING ERROR	-
241901	10/11/2024	VOIDED PRINTING ERROR	-
241902	10/11/2024	VOIDED PRINTING ERROR	-
241903	10/11/2024	VOIDED PRINTING ERROR	-
241904	10/11/2024	VOIDED PRINTING ERROR	-
241905	10/11/2024	VOIDED PRINTING ERROR	-
241906	10/11/2024	VOIDED PRINTING ERROR	-
241907	10/11/2024	VOIDED PRINTING ERROR	-
241908	10/11/2024	VOIDED PRINTING ERROR	-
241909	10/11/2024	VOIDED PRINTING ERROR	-
241910	10/11/2024	VOIDED PRINTING ERROR	-
241911	10/11/2024	VOIDED PRINTING ERROR	-
241912	10/11/2024	VOIDED PRINTING ERROR	-
241913	10/11/2024	VOIDED PRINTING ERROR	-
241914	10/11/2024	VOIDED PRINTING ERROR	-
241915	10/11/2024	VOIDED PRINTING ERROR	-
241916	10/11/2024	VOIDED PRINTING ERROR	-
241917	10/11/2024	VOIDED PRINTING ERROR	-
241918	10/11/2024	VOIDED PRINTING ERROR	-
241919	10/11/2024	VOIDED PRINTING ERROR	-
241920	10/11/2024	VOIDED PRINTING ERROR	-
241921	10/11/2024	VOIDED PRINTING ERROR	-
241922	10/11/2024	VOIDED PRINTING ERROR	-
241923	10/11/2024	VOIDED PRINTING ERROR	-
241924	10/11/2024	VOIDED PRINTING ERROR	-
241925	10/11/2024	VOIDED PRINTING ERROR	-
241926	10/11/2024	VOIDED PRINTING ERROR	-
241927	10/11/2024	VOIDED PRINTING ERROR	-
241928	10/11/2024	VOIDED PRINTING ERROR	-
241929	10/11/2024	VOIDED PRINTING ERROR	-
241930	10/11/2024	VOIDED PRINTING ERROR	-
241931	10/11/2024	VOIDED PRINTING ERROR	-

241932	10/11/2024	VOIDED PRINTING ERROR	-
241933	10/11/2024	VOIDED PRINTING ERROR	-
241934	10/11/2024	VOIDED PRINTING ERROR	-
241935	10/11/2024	VOIDED PRINTING ERROR	-
241936	10/11/2024	Albuquerque Cabling	77,402.98
241937	10/11/2024	Apex Education, Inc.	58,950.00
241938	10/11/2024	VOIDED PRINTING ERROR	-
241939	10/11/2024	VOIDED PRINTING ERROR	-
241940	10/11/2024	VOIDED PRINTING ERROR	-
241941	10/11/2024	VOIDED PRINTING ERROR	-
241942	10/11/2024	VOIDED PRINTING ERROR	-
241943	10/11/2024	VOIDED PRINTING ERROR	-
241944	10/11/2024	VOIDED PRINTING ERROR	-
241945	10/11/2024	Petty Cash/CES	450.00
241946	10/11/2024	VOIDED	-
241947	10/11/2024	VOIDED	-
241948	10/11/2024	Terracon Consultants	4,568.86
241949	10/11/2024	Vigil & Associates Architectural Group PC	133.14
241950	10/11/2024	VOIDED PRINTING ERROR	-
241951	10/11/2024	VOIDED PRINTING ERROR	-
241952	10/11/2024	VOIDED PRINTING ERROR	-
241953	10/11/2024	VOIDED PRINTING ERROR	-
241954	10/11/2024	Safeguard Business Systems	2,382.79
241955	10/18/2024	Kina LLC	400.18
241956	10/18/2024	American Alliance for Innovative Systems	76,000.00
241957	10/18/2024	Bixby Electric, Inc.	43,294.44
241958	10/18/2024	Constructors & Associates, Inc.	40,376.71
241959	10/18/2024	City of Farmington	3,553.83
241960	10/18/2024	Conti Energy Control LLC	397.81
241961	10/18/2024	Coyote Cabling	434,606.62
241962	10/18/2024	Brightly Software, Inc.	23,359.15
241963	10/18/2024	GoReact	15,444.19
241964	10/18/2024	Hansen & Prezzano/Builders LLC	107,991.74
241965	10/18/2024	JDR & Associates	140,461.82
241966	10/18/2024	Just Right Reader, Inc.	3,115.59
241967	10/18/2024	Millennium Commworld	59,160.50
241968	10/18/2024	Mobilease Modular Space Inc	159,183.97
241969	10/18/2024	NCS Pearson Inc.	17,733.71
241970	10/18/2024	RSM	2,535.84
241971	10/18/2024	Terracon Consultants	2,538.70
241972	10/18/2024	Victoria's Sunset LLC	2,970.44
241973	10/18/2024	Yearout Energy Services Co LLC	98,955.79
241974	10/25/2024	VOIDED	-
241975	10/25/2024	Albuquerque Publishing Company	83.72
241976	10/25/2024	AT&T Mobility	629.35
241977	10/25/2024	Bridgers & Paxton Consulting Engineers	12,796.80
241978	10/25/2024	VOIDED	-
241979	10/25/2024	City of Truth or Consequences	675.51
241980	10/25/2024	Coyote Cabling	19,776.63
241981	10/25/2024	ESA Construction Inc	103,662.23
241982	10/25/2024	VOIDED	-
241983	10/25/2024	JC Electrical Service, LLC	7,460.66
241984	10/25/2024	Mobilease Modular Space Inc	124,794.67
241985	10/25/2024	VOIDED	-
241986	10/25/2024	Upchurch Enterprises DBA Mark's Plumbing	140.00
241987	10/25/2024	VOIDED	-

241988	10/25/2024 VOIDED	-
241989	10/25/2024 PRO-ED, Inc.	3,471.70
241990	10/25/2024 Riverside Insights	3,018.71
241991	10/25/2024 Safeguard Business Systems	2,885.94
241992	10/25/2024 The Santa Fe New Mexican	125.78
241993	10/25/2024 Scholastic Testing Service Inc.	475.66
241994	10/25/2024 School Specialty Inc	3,295.06
241995	10/25/2024 Truly Nolen	177.59
241996	10/25/2024 Van Amberg, Rogers, Yepa & Abeita LLP	2,658.17
241997	10/25/2024 Verizon Wireless	451.20
241998	10/29/2024 Coyote Cabling	39,058.91
241999	10/29/2024 K. Barnett & Sons, Inc.	388,014.69
242000	10/29/2024 ESA Construction Inc	309,432.49
242001	10/29/2024 Visions in Planning, Inc.	31,541.91
242002	11/1/2024 AAA Restoration & Construction Services, Inc.	122,083.14
242003	11/1/2024 AFLAC	3,455.88
242004	11/1/2024 Albuquerque Asphalt, Inc.	1,374,262.42
242005	11/1/2024 Allstate Benefits	115.18
242006	11/1/2024 American Alliance for Innovative Systems	40,600.00
242007	11/1/2024 AT&T Mobility	672.03
242008	11/1/2024 Denise Cannon	97.76
242009	11/1/2024 Conti Energy Control LLC	1,972.31
242010	11/1/2024 ESA Construction Inc	41,042.67
242011	11/1/2024 First Financial Administrators, Inc.	5,999.39
242012	11/1/2024 Floor Tech Contracting LLC	50,494.64
242013	11/1/2024 Green Bush Education Service Center	822.00
242014	11/1/2024 Hansen & Prezzano/Builders LLC	36,709.04
242015	11/1/2024 JC Electrical Service, LLC	59,237.77
242016	11/1/2024 Johnson Controls	1,070.60
242017	11/1/2024 Marzano Resources LLC	6,560.00
242018	11/1/2024 MHS Inc	1,635.00
242019	11/1/2024 New Mexico Gas Company	83.98
242020	11/1/2024 PNM	2,491.83
242021	11/1/2024 Polson & Grady Ltd.	43,858.25
242022	11/1/2024 Progressive Roofing	78,956.98
242023	11/1/2024 Rising Sun Technologies	14,316.05
242024	11/1/2024 Sanchez Demolition, Inc.	108,896.08
242025	11/1/2024 Verizon Wireless	909.17
242026	11/1/2024 Veronica Lugo	323.63
242027	11/1/2024 Vigil & Associates Architectural Group PC	97,378.40
242028	11/1/2024 Yearout Mechanical	131.42
242029	11/4/2024 Facility Solutions Group	21,878.92
242030	11/4/2024 Hansen & Prezzano/Builders LLC	108,866.43
242031	11/4/2024 Dry Fly Enterprises, Inc.DBA Nube Group	13,572.28
242032	11/4/2024 Santa Rosa Consolidated Schools	1,999.00
242033	11/4/2024 Wenger Corporation	7,585.01
242034	11/4/2024 Wizer Electric LLC	32,592.59
242035	11/8/2024 AFLAC	3,482.92
242036	11/8/2024 Alb Bernalillo Co Water Utility Author	774.15
242037	11/8/2024 Allstate Benefits	115.18
242038	11/8/2024 American Fidelity Assurance Co	695.44
242039	11/8/2024 CenturyLink	1,275.30
242040	11/8/2024 Denise Cannon	209.04
242041	11/8/2024 ESA Construction Inc	86,008.11
242042	11/8/2024 Daiohs	403.85
242043	11/8/2024 Floor Tech Contracting LLC	2,143.54

242044	11/8/2024	GoTo Communications	778.41
242045	11/8/2024	Greer Stafford/SJCF Architecture Inc	22,517.81
242046	11/8/2024	Hansen & Prezzano/Builders LLC	98,917.67
242047	11/8/2024	Lobo Internet Services	990.00
242048	11/8/2024	Mobilease Modular Space Inc	789.14
242049	11/8/2024	New Mexico Gas Company	53.88
242050	11/8/2024	PNM	2,700.49
242051	11/8/2024	Quadient Leasing USA, Inc.	259.86
242052	11/8/2024	RT Electric, Inc.	342,856.06
242053	11/8/2024	United Way of North Central New Mexico, Inc.	1,700.00
242054	11/8/2024	Wizer Electric LLC	2,491.96
242055	11/8/2024	Yearout Mechanical	3,672.17
242056	11/8/2024	First Financial Administrators, Inc.	6,241.05
242057	11/15/2024	Advertising Inc.	4,596.45
242058	11/15/2024	Alb Bernalillo Co Water Utility Author	768.98
242059	11/15/2024	Albuquerque Publishing Company	176.88
242060	11/15/2024	City of Artesia	199.01
242061	11/15/2024	Crisis Prevention Institute	13,711.36
242062	11/15/2024	Daiohs	403.85
242063	11/15/2024	Four Rivers, Inc.	40,065.05
242064	11/15/2024	General Mailing and Shipping Systems Inc	214.14
242065	11/15/2024	Loving Municipal Schools	1,000.00
242066	11/15/2024	Lovington Municipal Schools	2,427.02
242067	11/15/2024	MHS Inc	665.00
242068	11/15/2024	New Mexico Counties 33 Strong	10,000.00
242069	11/15/2024	Psychological Assessment RS	279.00
242070	11/15/2024	NCS Pearson Inc.	9,040.93
242071	11/15/2024	Public Charter Schools of New Mexico	550.00
242072	11/15/2024	RSM	3,392.27
242073	11/15/2024	Safeguard Business Systems	4,271.23
242074	11/15/2024	TinyEye Therapy Services	32,718.96
242075	11/15/2024	Truly Nolen	90.41
242076	11/15/2024	United States Postal Service	384.96
242077	11/15/2024	Victoria's Sunset LLC	2,908.02
242078	11/15/2024	AAA Restoration & Construction Services, Inc.	106,654.56
242079	11/15/2024	Albuquerque Cabling	17,436.32
242080	11/15/2024	ESA Construction Inc	90,046.69
242081	11/15/2024	Industrial Mechanical Inc.	167,037.81
242082	11/15/2024	Laroc Refrigeration - Metal Division, Inc.	17,292.85
242083	11/15/2024	Millennium Commworld	2,354.40
242084	11/15/2024	Polson & Grady Ltd.	98,643.76
242085	11/22/2024	Ann Lynn McIlroy	924.61
242086	11/22/2024	VOIDED PRINTING ERROR	-
242087	11/22/2024	Coyote Cabling	74,124.50
242088	11/22/2024	Denise Cannon	22.00
242089	11/22/2024	Conti Energy Control LLC	3,082.92
242090	11/22/2024	ESA Construction Inc	604,398.87
242091	11/22/2024	Four Rivers, Inc.	160,352.46
242092	11/22/2024	Jaci Helmer	26.00
242093	11/22/2024	Jaramillo Accounting Group LLC	2,959.96
242094	11/22/2024	Millennium Commworld	75,617.28
242095	11/22/2024	Moutain Vector Energy	4,056.98
242096	11/22/2024	Mountain States Constructors, Inc.	145,216.83
242097	11/22/2024	New Image Construction	28,506.28
242098	11/22/2024	PC Automated Controls, Inc.	1,375.25
242099	11/22/2024	Safeguard Business Systems	680.45

242100	11/22/2024	Terracon Consultants	5,964.00
242101	11/22/2024	Vigil & Associates Architectural Group PC	2,631.85
242102	11/27/2024	Aidant Fire Protection Company	499.12
242103	11/27/2024	American Alliance for Innovative Systems	56,000.00
242104	11/27/2024	AT&T Mobility	677.66
242105	11/27/2024	Coyote Cabling	105,757.13
242106	11/27/2024	ESA Construction Inc	2,255.78
242107	11/27/2024	Facility Solutions Group	10,851.90
242108	11/27/2024	Gannett Texas/New Mexico LocalIQ	116.62
242109	11/27/2024	Hansen & Prezzano/Builders LLC	47,701.20
242110	11/27/2024	Marzano Resources LLC	16,000.00
242111	11/27/2024	MHS Inc	1,924.02
242112	11/27/2024	Moutain Vector Energy	32,387.47
242113	11/27/2024	Mountain Professional Construction LLC	68,614.80
242114	11/27/2024	New Mexico Gas Company	283.05
242115	11/27/2024	Orcom a Division of Ortega Companies Inc.	77,363.27
242116	11/27/2024	PNM	941.18
242117	11/27/2024	Polson & Grady Ltd.	200,276.74
242118	11/27/2024	Prestigious Paving LLC	100,817.49
242119	11/27/2024	Roswell Daily Record	116.55
242120	11/27/2024	RSM	1,746.53
242121	11/27/2024	Sand Digging It Landscapes, Inc.	19,556.95
242122	11/27/2024	The Santa Fe New Mexican	106.24
242123	11/27/2024	Van Amberg, Rogers, Yepa & Abeita LLP	1,793.21
242124	11/27/2024	Verizon Wireless	270.30
242125	11/27/2024	Yearout Mechanical	12,536.02
242126	12/6/2024	AAA Restoration & Construction Services, Inc.	42,230.02
242127	12/6/2024	Access Communication Group LLC	86,664.85
242128	12/6/2024	AFLAC	4,872.89
242129	12/6/2024	Allstate Benefits	115.18
242130	12/6/2024	American Fidelity Assurance Co	782.76
242131	12/6/2024	AnchorBuilt Inc	295,454.65
242132	12/6/2024	Central Consolidated Schools	26,796.67
242133	12/6/2024	Clovis Municipal Schools	26,796.67
242134	12/6/2024	Coyote Cabling	386.36
242135	12/6/2024	David Zachek	5,310.76
242136	12/6/2024	Conti Energy Control LLC	460.25
242137	12/6/2024	Daiohs	88.00
242138	12/6/2024	First Financial Administrators, Inc.	6,241.05
242139	12/6/2024	Floor Tech Contracting LLC	35,338.51
242140	12/6/2024	GoTo Communications	778.41
242141	12/6/2024	Hansen & Prezzano/Builders LLC	44,575.33
242142	12/6/2024	Moriarty-Edgewood School District	26,796.67
242143	12/6/2024	New Mexico Public Procurement Association	450.00
242144	12/6/2024	Nine Degrees Construction, LLC	103,523.15
242145	12/6/2024	Dry Fly Enterprises, Inc.DBA Nube Group	7,407.83
242146	12/6/2024	Portales Municipal Schools	26,796.67
242147	12/6/2024	Rio Rancho Public Schools	53,593.34
242148	12/6/2024	RMKM Architecture, P.C.	11,267.05
242149	12/6/2024	RSM	916.97
242150	12/6/2024	TurfScapes of New Mexico, LLC	68,790.70
242151	12/6/2024	United Way of North Central New Mexico, Inc.	850.00
242152	12/6/2024	The Tint & Trim Factory	48,115.37
242153	12/6/2024	New Mexico Public Education Department	27,963.91
242154	12/13/2024	Amy Roble	2,391.95
242155	12/13/2024	Apex Education, Inc.	58,950.00

242156	12/13/2024	Bloomfield Schools	622.53
242157	12/13/2024	Coyote Cabling	35,189.60
242158	12/13/2024	Denise Cannon	99.17
242159	12/13/2024	ESA Construction Inc	88,352.00
242160	12/13/2024	Felix Garcia	393.12
242161	12/13/2024	McKinley County	1,465.34
242162	12/13/2024	Mesa Vista Consolidated Schools	2,442.49
242163	12/13/2024	Michelle Padilla	253.76
242164	12/13/2024	Millennium Commworld	25,898.40
242165	12/13/2024	New Mexico Public Schools Insurance Authority	1,500.00
242166	12/13/2024	Polson & Grady Ltd.	55,713.81
242167	12/13/2024	Terracon Consultants	1,001.10
242168	12/13/2024	Utah Association of Counties	15,000.00
242169	12/13/2024	Vigil & Associates Architectural Group PC	2,631.85
242170	12/13/2024	Yearout Mechanical	4,363.78
242171	12/13/2024	Nine Degrees Construction, LLC	85,268.85
242172	12/20/2024	Advertising Inc.	4,315.12
242173	12/20/2024	Alb Bernalillo Co Water Utility Author	775.80
242174	12/20/2024	Albuquerque Publishing Company	373.59
242175	12/20/2024	American Alliance for Innovative Systems	27,000.00
242176	12/20/2024	Antonio Manuel Baca Jr.	1,525.00
242177	12/20/2024	Be A Waymaker, LLC	8,400.00
242178	12/20/2024	CenturyLink	97.10
242179	12/20/2024	City of Albuquerque	25.00
242180	12/20/2024	Control and Equipment Company	7,197.24
242181	12/20/2024	Coyote Cabling	63,453.49
242182	12/20/2024	Crosstown Construction & Trucking, LLC	76,332.20
242183	12/20/2024	Cvent, Inc	10,475.00
242184	12/20/2024	David Chavez	183.20
242185	12/20/2024	Desert Peak Architects, PC	114,466.20
242186	12/20/2024	ESA Construction Inc	8,008.51
242187	12/20/2024	VOIDED PRINTING ERROR	-
242188	12/20/2024	Hansen & Prezzano/Builders LLC	18,172.20
242189	12/20/2024	Lobo Internet Services	495.00
242190	12/20/2024	Millennium Commworld	40,131.28
242191	12/20/2024	NM State University	2,731.84
242192	12/20/2024	Dry Fly Enterprises, Inc.DBA Nube Group	7,243.16
242193	12/20/2024	NCS Pearson Inc.	555.00
242194	12/20/2024	Pecos Valley RCC 8	4,265.63
242195	12/20/2024	RBM Engineering, Inc.	24,485.99
242196	12/20/2024	RSM	104,047.93
242197	12/20/2024	Southwest Hazard Control Inc	6,911.22
242198	12/20/2024	Submittable Holdings, Inc.	10,646.00
242199	12/20/2024	Terracon Consultants	3,169.71
242200	12/20/2024	Van Amberg, Rogers, Yepa & Abeita LLP	1,909.66
242201	12/20/2024	Victoria's Sunset LLC	3,715.21
242202	12/20/2024	WPS	9,953.78
242203	12/23/2024	42 Construction LLC	1,719.88
242204	12/23/2024	Control and Equipment Company	7,197.24
242205	12/23/2024	Coyote Cabling	366,437.82
242206	12/23/2024	Conti Energy Control LLC	5,663.47
242207	12/23/2024	Envirotech, Inc.	1,359.97
242208	12/23/2024	ESA Construction Inc	15,700.92
242209	12/23/2024	Facility Solutions Group	123,859.31
242210	12/23/2024	Greer Stafford/SJCF Architecture Inc	8,363.40
242211	12/23/2024	Laroc Refrigeration - Metal Division, Inc.	14,758.19

242212	12/23/2024 RT Electric, Inc.	84,366.42
242213	12/30/2024 Albuquerque Asphalt, Inc.	598,640.58
242214	12/30/2024 Apex Technologies LLC	32,633.19
242215	12/30/2024 ESA Construction Inc	131,772.93
242216	12/30/2024 Hansen & Prezzano/Builders LLC	21,796.65
242217	12/30/2024 Laroc Refrigeration - Metal Division, Inc.	11,719.01
242218	12/30/2024 Mountain States Constructors, Inc.	30,971.60
242219	1/10/2025 AFLAC	4,944.39
242220	1/10/2025 Albuquerque Asphalt, Inc.	353,954.78
242221	1/10/2025 Allstate Benefits	115.18
242222	1/10/2025 American Fidelity Assurance Co	782.76
242223	1/10/2025 AT&T Mobility	670.56
242224	1/10/2025 Ballentine Communications	1,404.36
242225	1/10/2025 Central Consolidated Schools	1,500.00
242226	1/10/2025 City of El Pasc	1,520.00
242227	1/10/2025 Clovis Municipal Schools	1,500.00
242228	1/10/2025 Corona Public Schools	250.00
242229	1/10/2025 Coyote Cabling	757.20
242230	1/10/2025 Daktronics Inc	269.61
242231	1/10/2025 Denise Cannon	45.76
242232	1/10/2025 Envirotech, Inc.	4,893.28
242233	1/10/2025 ESA Construction Inc	84,131.19
242234	1/10/2025 Facility Solutions Group	1,562.97
242235	1/10/2025 First Financial Administrators, Inc.	6,191.05
242236	1/10/2025 General Hydronics Utilities LLC	35,476.65
242237	1/10/2025 GoTo Communications	779.34
242238	1/10/2025 J29 Enterprises, LLC	179,082.26
242239	1/10/2025 Level 3 Communications	637.65
242240	1/10/2025 Lobo Internet Services	495.00
242241	1/10/2025 Moriarty-Edgewood School District	1,500.00
242242	1/10/2025 Mountain States Constructors, Inc.	569,323.42
242243	1/10/2025 New Mexico Gas Company	428.62
242244	1/10/2025 New Mexico Municipal League	2,400.00
242245	1/10/2025 Dry Fly Enterprises, Inc.DBA Nube Group	7,572.50
242246	1/10/2025 PC Automated Controls, Inc.	50,217.51
242247	1/10/2025 PNM	1,261.07
242248	1/10/2025 VOIDED PRINTING ERROR	-
242249	1/10/2025 VOIDED PRINTING ERROR	-
242250	1/10/2025 VOIDED PRINTING ERROR	-
242251	1/10/2025 VOIDED PRINTING ERROR	-
242252	1/10/2025 VOIDED PRINTING ERROR	-
242253	1/10/2025 VOIDED PRINTING ERROR	-
242254	1/10/2025 VOIDED PRINTING ERROR	-
242255	1/10/2025 VOIDED PRINTING ERROR	-
242256	1/10/2025 VOIDED PRINTING ERROR	-
242257	1/10/2025 VOIDED PRINTING ERROR	-
242258	1/13/2025 Portales Municipal Schools	1,500.00
242259	1/13/2025 PSFA	1,456.31
242260	1/13/2025 Rio Rancho Public Schools	3,000.00
242261	1/13/2025 RSM	32,789.30
242262	1/13/2025 Sand Digging It Landscapes, Inc.	41,183.61
242263	1/13/2025 Truly Nolen	90.41
242264	1/13/2025 United Way of North Central New Mexico, Inc.	850.00
242265	1/13/2025 Verizon Wireless	451.20
242266	1/13/2025 WPS	1,773.40
242267	1/13/2025 Yearout Mechanical	3,361.81

242268	1/17/2025	Alb Bernalillo Co Water Utility Author	763.94
242269	1/17/2025	Coyote Cabling	758.88
242270	1/17/2025	Cuba Independent Schools	11,146.57
242271	1/17/2025	ESA Construction Inc	21,241.65
242272	1/17/2025	Hansen & Prezzano/Builders LLC	19,021.96
242273	1/17/2025	Laroc Refrigeration - Metal Division, Inc.	20,139.97
242274	1/17/2025	Upchurch Enterprises DBA Mark's Plumbing	139.19
242275	1/17/2025	NM State University	2,666.40
242276	1/17/2025	Riverside Insights	1,465.20
242277	1/17/2025	New Mexico Secretary of State	30.00
242278	1/17/2025	Terracon Consultants	4,750.66
242279	1/17/2025	Travers Mechanical and Controls, LLC	791.91
242280	1/17/2025	United States Postal Service	256.00
242281	1/17/2025	United States Postal Service	669.29
242282	1/17/2025	Vigil & Associates Architectural Group PC	3,325.57
242283	1/17/2025	Wenger Corporation	28,086.09
242284	1/24/2025	Albuquerque Cabling	2,731.81
242285	1/24/2025	AT&T Mobility	678.75
242286	1/24/2025	Control and Equipment Company	9,939.99
242287	1/24/2025	Coyote Cabling	693.97
242288	1/24/2025	Denise Cannon	22.88
242289	1/24/2025	Exhib-it!	1,625.81
242290	1/24/2025	Daiohs	88.00
242291	1/24/2025	Four Rivers, Inc.	177,777.78
242292	1/24/2025	The Garden Mart, Inc.	9,122.01
242293	1/24/2025	Hansen & Prezzano/Builders LLC	35,333.73
242294	1/24/2025	Havona Environmental, Inc.	5,312.69
242295	1/24/2025	Moutain Vector Energy	32,045.59
242296	1/24/2025	Mountain States Constructors, Inc.	791,859.33
242297	1/24/2025	Great Western Specialty Systems, Inc.	8,125.36
242298	1/24/2025	NCS Pearson Inc.	1,405.00
242299	1/24/2025	PowerLine Technologies	193,434.80
242300	1/24/2025	Roswell Daily Record	222.53
242301	1/24/2025	RSM	21,014.57
242302	1/24/2025	TinyEye Therapy Services	1,353.72
242303	1/24/2025	Truly Nolen	90.41
242304	1/24/2025	Verizon Wireless	457.97
242305	1/24/2025	Victoria's Sunset LLC	2,852.06
242306	1/24/2025	Wenger Corporation	7,624.78

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15,206,961.53

Approved this _____ day of _____, 2025

Attest:

President, Executive Committee

Cooperative Educational Services
STATEMENT OF NET ASSETS
For the Six Months Ending Tuesday, December 31, 2024

CASH	
Operating BOA	\$19,412,135.08
OSI Account	69,773.76
Petty Cash	200.00
TOTAL CASH	<u>19,482,108.84</u>
ACCOUNTS RECEIVABLE	32,816,104.67
Lease Receivable Current Portion	63,065.00
PREPAID EXPENSES	151,723.44
ACCRUED REVENUE	0.00
OTHER RECEIVABLES	0.00
TOTAL CURRENT ASSETS	<u>52,513,001.95</u>
EQUIPMENT	
Ancillary	0.00
Accum Dep Anc	0.00
Furnishings	941,317.42
Accum Dep Furn	(636,403.09)
Vehicles	372,503.50
Accum Dep Veh	(180,257.35)
Software	281,914.47
Accum Dep Software	(82,338.88)
NET EQUIPMENT	<u>696,736.07</u>
PROPERTY	
Land	410,888.64
Building 4216	296,135.47
Building 10601	5,475,285.45
Accum Dep Bldg 4216	(236,198.55)
Accum Dep Bldg 10601	(517,336.94)
Improvements 4216	671,194.70
Accum Dep Imp 4216	(529,358.08)
Improvements 10601	229,407.35
Accum Dep Imp 10601	(12,236.13)
NET PROPERTY	<u>5,787,781.91</u>
TOTAL EQUIPMENT & PROPERTY	<u>6,484,517.98</u>
OTHER ASSETS	
Investment in SSC	0.00
Lease Receivable Noncurrent Portion	1,043,907.00
TOTAL OTHER ASSETS	<u>1,043,907.00</u>
TOTAL ASSETS	<u>\$60,041,426.93</u>

ACCOUNTS PAYABLE	35,833,124.57
ACCRUED EXPENSES	
Ancillary Payroll	0.00
Expenses	0.00
Compensated Absences	188,432.79
TOTAL ACCRUED EXPENSES	<u>188,432.79</u>
SUMMER INSURANCE PREMIUMS	52,793.01
PAYROLL TAXES PAYABLE	94,891.73
EMPLOYEE BENEFITS PAYABLE	29,461.38
AEPA	0.00
MEMBER CREDIT LIABILITY	354,415.81
DEFERRED REVENUE	14,047.26
Mortgage Payable	4,235,844.90
Mortgage Payable - Current Portion	325,420.00
PPP Loan	0.00
Fiscal Agency Liability - NMPFMA	31,825.29
TOTAL LIABILITIES	<u>41,160,256.74</u>
Deferred Inflows Leases	1,088,553.00
NET ASSETS	15,833,035.16
CURRENT CHNG in NET ASSETS-PROFIT/(LOSS)	1,959,582.03
TOTAL NET ASSETS	<u>17,792,617.19</u>
TOTAL LIABILITIES & NET ASSETS	\$60,041,426.93

Sandia Synergy Center
Financial Summary
12/31/2024

	November	December	Change
Cash - WF Operating - SSC	\$0.00	\$0.00	\$0.00
Cash - Security Deposits WF - SSC	0.00	0.00	0.00
Cash - BOA Operating - SSC	1,470,914.11	1,493,410.98	22,496.87
Cash - Security Deposits BOA - SSC	27,602.09	27,602.09	0.00
Accounts Receivable - SSC	27,693.28	41,144.05	13,450.77
Lease Receivable Current Portion	117,114.00	117,114.00	0.00
Lease Receivable Noncurrent Portion	457,917.00	457,917.00	0.00
Prepaid Expenses - SSC	0.00	0.00	0.00
Fixed Assets	2,863,296.98	2,863,296.98	0.00
Total Assets	4,964,537.46	5,000,485.10	35,947.64
Accounts Payable - SSC	0.00	0.00	0.00
Deferred Rent - SSC	0.00	0.00	0.00
Deferred Inflows Leases	559,292.30	559,292.30	0.00
Tenant Deposits - SSC	27,291.03	27,291.03	0.00
Total Liabilities	586,583.33	586,583.33	0.00
Investment form CES	3,250,804.85	3,250,804.85	0.00
Fund Balance - SSC	1,022,108.49	1,022,108.49	0.00
Profit & Loss - SSC	0.00	0.00	0.00
Profit/(Loss)	105,040.79	140,988.43	35,947.64
Total Fund Balance	4,377,954.13	4,413,901.77	35,947.64
Total Liabilities & Fund Balance	4,964,537.46	5,000,485.10	35,947.64
Total Revenue	(190,658.28)	(229,918.68)	(39,260.40)
Total Expense	85,617.49	88,930.25	3,312.76
(Profit)/Loss	(105,040.79)	(140,988.43)	(35,947.64)
Revenue - Rent - SSC	(132,604.12)	(159,716.45)	(27,112.33)
Revenue - Passthru Maintenance - SSC	0.00	0.00	0.00
Revenue - Passthru Electricity - SSC	(3,047.62)	(3,047.62)	0.00
Revenue - CAM - SSC	(40,595.54)	(49,278.04)	(8,682.50)
Revenue - Interest Tenant Deposits - SSC	(36.07)	(36.07)	0.00
Revenue - Misc - SSC	0.00	0.00	0.00
Revenue - Interest - SSC	0.00	0.00	0.00
Revenue - Investment - SSC	(14,374.93)	(17,840.50)	(3,465.57)
Legal Fees - SSC	0.00	0.00	0.00
Accounting/Audit Fees - SSC	1,300.00	1,300.00	0.00
Commission Expense - SSC	16,474.37	16,474.37	0.00
Indirect Cost - SSC	0.00	0.00	0.00
General Expenses - SSC	79.10	79.10	0.00
Bank Fees - SSC	0.00	0.00	0.00
Depreciation Expense - SSC	0.00	0.00	0.00
Property Insurance - SSC	0.00	0.00	0.00
Property Tax - SSC	0.00	0.00	0.00
Janitorial - CAM - SSC	2,451.84	2,998.73	546.89
Janitorial Supplies - CAM - SSC	314.10	429.10	115.00
Contract Maintenance - CAM - SSC	3,150.08	3,150.08	0.00
Maintenance Supplies - CAM - SSC	0.00	0.00	0.00
Electrical Repairs - CAM - SSC	0.00	0.00	0.00
Plumbing Repairs - CAM - SSC	0.00	0.00	0.00
Door & Lock Repair & Maint - CAM - SSC	0.00	0.00	0.00
Pest Control - CAM - SSC	934.17	1,310.85	376.68
Safety Equip & Maint - CAM - SSC	0.00	0.00	0.00
Roof Repairs - CAM - SSC	0.00	0.00	0.00
Electricity - CAM - SSC	3,355.55	3,355.55	0.00

	November	December	Change
Gas - CAM - SSC	391.45	391.45	0.00
Water & Sewer - CAM - SSC	6,227.72	7,220.11	992.39
Solid Waste Removal - CAM - SSC	0.00	0.00	0.00
Telephone - CAM - SSC	250.74	250.74	0.00
Security & Alarm Monitoring - CAM - SSC	111.93	111.93	0.00
HVAC Maintenance - CAM - SSC	9,107.18	9,107.18	0.00
HVAC Repairs - CAM - SSC	0.00	0.00	0.00
Grounds Maintenance - CAM - SSC	21,617.58	22,814.38	1,196.80
Snow Removal - CAM - SSC	0.00	0.00	0.00
Window Washing - CAM - SSC	247.54	247.54	0.00
Association Fees - CAM - SSC	4,139.71	4,139.71	0.00
Management Fees Contract - CAM - SSC	5,381.25	5,381.25	0.00
Management Fees Intercompany - CAM - SSC	0.00	0.00	0.00
Internet CAM - SSC	425.00	510.00	85.00
Equipment & Storage Rental Fees	0.00	0.00	0.00
Electricity - SSC	2,824.60	2,824.60	0.00
Repairs - SSC	1,972.33	1,972.33	0.00
Maintenance - SSC	0.00	0.00	0.00
Repairs & Maintenance General - SSC	1,801.70	1,801.70	0.00
Electricity Passthru - SSC	3,059.55	3,059.55	0.00
Maintenance Passthru - SSC	0.00	0.00	0.00
Janitorial Services SNL - SSC	0.00	0.00	0.00
Renovation Expense Rental Suites - SSC	0.00	0.00	0.00
Fix Me I should be Zero	0.00	0.00	0.00

Cooperative Educational Services
STATEMENT of REVENUES, EXPENSES and CHANGES in FUND NET

For the Six Months Ending Tuesday, December 31, 2024

	December	YTD
EXTRAORDINARY REVENUE	\$0.00	\$0.00
A/R-A/P CLEARING ACCOUNT	7.31	51,519.39
	7.31	51,519.39
 INSURANCE		
Insurance-Revenue	0.00	0.00
Insurance Expense	0.00	0.00
	0.00	0.00
 Professional Services		
Professional Services-Revenue	178,523.20	1,089,870.30
Professional Services-Expense	162,093.39	1,021,994.62
	16,429.81	67,875.68
 PLACEMENT SERVICES		
Placement Services-Revenue	0.00	57,970.00
Placement Services-Expense	467.74	36,189.23
	(467.74)	21,780.77
 MEDICAID		
Medicaid-Revenue	215,045.96	448,909.73
Medicaid-Expense	184,821.90	385,806.37
	30,224.06	63,103.36
 FOOD		
Food-Revenue	0.00	32,763.57
Food-Expense	0.00	0.00
	0.00	32,763.57
 PROCUREMENT		
Procurement-Revenue	29,585,568.34	158,650,622.94
Procurement-Expense	29,195,145.81	156,666,856.25
	390,422.53	1,983,766.69
 EXPANSION		
Expansion-Revenue	0.00	0.00
Expansion-Expense	15,000.00	15,000.00
	(15,000.00)	(15,000.00)
 AEPA		
AEPA-Revenue	2,530,176.69	6,980,423.10
AEPA-Expense	2,409,197.88	6,641,798.04
	120,978.81	338,625.06
 ANCILLARY		
Ancillary-Revenue	1,418,862.97	7,377,172.72
Ancillary-Expense	1,255,431.27	6,944,060.43
	163,431.70	433,112.29
 INSERVICES		
Inservices-Revenue	(350.00)	100,102.25
Inservices-Expense	1,557.83	24,828.24

	<u>December</u>	<u>YTD</u>
	(1,907.83)	75,274.01
MEETINGS		
Meetings-Revenue	0.00	0.00
Meetings-Expense	846.35	5,678.64
	<u>(846.35)</u>	<u>(5,678.64)</u>
EANS		
EANS-Revenue	0.00	0.00
EANS-Expense	0.00	0.00
	<u>0.00</u>	<u>0.00</u>
ARP EANS		
ARP EANS-Revenue	20,730.98	337,126.04
ARP EANS-Expense	14,965.76	264,144.80
	<u>5,765.22</u>	<u>72,981.24</u>
SITE		
SITE Revenue	4,000.00	6,895.09
SITE Expense	33,804.50	233,372.94
	<u>(29,804.50)</u>	<u>(226,477.85)</u>
TAP		
TAP- Revenue	22,916.43	148,430.19
TAP - Expense	25,484.59	134,746.16
	<u>(2,568.16)</u>	<u>13,684.03</u>
ALD		
ALD Revenue	104,053.13	559,579.69
ALD Expense	217,339.11	592,705.49
	<u>(113,285.98)</u>	<u>(33,125.80)</u>
LEAP		
LEAP Revenue	23,257.01	462,077.72
LEAP Expense	106,480.45	659,825.99
	<u>(83,223.44)</u>	<u>(197,748.27)</u>
TQP		
TQP Revenue	0.00	486,478.48
TQP Expenses	9,501.11	70,655.79
	<u>(9,501.11)</u>	<u>415,822.69</u>
BUSINESS OFFICE		
Business Office-Revenue	0.00	0.00
Business Office-Expense	5,064.74	27,358.98
	<u>(5,064.74)</u>	<u>(27,358.98)</u>
EXECUTIVE DIRECTOR		
Executive Director-Revenue	0.00	0.00
Executive Director-Expense	6,016.39	43,726.67
	<u>(6,016.39)</u>	<u>(43,726.67)</u>
HUMAN RESOURCES		
Human Resources-Revenue	0.00	0.00
Human Resources-Expense	11,674.99	79,246.98
	<u>(11,674.99)</u>	<u>(79,246.98)</u>
TECHNOLOGY		
Technology-Revenue	0.00	0.00

	<u>December</u>	<u>YTD</u>
Technology-Expense	35,630.17	188,560.99
	(35,630.17)	(188,560.99)
ENTITY		
Entity-Revenue	60,577.54	503,814.48
Entity-Expense	195,293.31	1,297,617.05
	(134,715.77)	(793,802.57)
PROFIT/(LOSS)	277,552.27	1,959,582.03

CES Procurement
Recent Contract Awards as of 01/24/2025

RFP	Awardee	Contract Number
2024-32 Sole Source for <i>Physcira</i>	Physics in a Box	2024-32-C111-ALL
2025-02 <i>Elevator, Escalator, Motorized Walkways</i>	US Electrical Group Jer & Co Elevators	2025-02-C111-ALL
2025-03 <i>Professional Services for Education</i> <i>a) Career Readiness</i>	Digital Respons-Ability Future Focused Education Corwin Press Catapult Learning West LLC Collegiate Edu-Nation	2025-03-C111-ALL 2025-03-C112-ALL 2025-03-C113-ALL 2025-03-C114-ALL 2025-03-C115-ALL
2025-03 <i>Professional Services for Education</i> <i>b) Grant Writing</i>	Kellogg & Sovereign Consulting New Mexico Grant Administration The Grant Plant	2025-03-C211-ALL 2025-03-C212-ALL 2025-03-C213-ALL
2025-03 <i>Professional Services for Education</i> <i>c) K-12 Tutoring</i>	Air Tutors LLC Catapult Learning West LLC One on One Learning Rydholm Inc Reading Quest iTutor.com Inc Ten Talents Enterprises LLC University Instructors LLC	2025-03-C311-ALL 2025-03-C312-ALL 2025-03-C313-ALL 2025-03-C314-ALL 2025-03-C315-ALL 2025-03-C316-ALL 2025-03-C317-ALL 2025-03-C318-ALL