

Your New Mexico Purchasing Cooperative

**CES**

# NEWSLETTER

**April 2019**

## What is SITE?

The SITE program (School Improvement Technical Expertise) is coming to the end of a third year with Cooperative Educational Services. The program was implemented to support school districts and charters in individualized professional development and classroom coaching for an extended period of time. We started with 8 school districts in the 2016-2017 school year and now support 40 school districts and charters. The SITE consultants have consistently been in 15 districts for three years, 14 districts for two years, and 11 new districts for the 2018-2019 school year. At the end of the 2017-2018 school year, the standardized test data showed that the districts with SITE support in Math and English Language Arts for the first two years showed significant increases.

The highlight of the SITE program has been the creation of the New Teacher Development Program for alternative, first-year, and second-year licensed teachers. The New Teacher Development and Support Program bridges the practice of teaching with the pedagogy of learning. Participants receive training and support with evidence-based practices resulting in teachers being rated as effective or highly-effective teachers on the NM TEACH evaluation system. The program is now in nine school districts with an increase in teacher retention and improved classroom instruction.

The SITE consultants are traveling to every corner of the state and have made positive and meaningful connections with teachers and school site leaders. They are a dedicated and enthusiastic group of trainers and are committed to improving education in New Mexico. We feel extremely fortunate that CES has created a program that directly supports schools in collaboration with school site leaders and look forward to another year of teaming with school districts and charters across New Mexico.

For more information, contact:

**Elena Salazar**, [elena@ces.org](mailto:elena@ces.org)



# Tip of the Month

\*Remember to use the [online Blue Book](http://www.ces.org/bluebook.pdf) to see all of the contracts currently held by CES. You'll find it at [www.ces.org/bluebook.pdf](http://www.ces.org/bluebook.pdf). The online version is always the most up-to-date version.

## Procurement News

### RFPS ISSUED:

**2019-024** Indoor/Outdoor Athletic, Auditorium and Fine Arts

**2019-026** Lockers, Curtains, Wall Padding, Maintenance, Repair and Related.

**2019-027** Playground, Recreational & Water Park Equipment,

**2019-028** Running Track & Court Surfaces,

**2019-029** Synthetic Turf

- ⇒ Edgenuity has acquired [OdysseyWare](#) and will soon be incorporating its content to their course and product catalog.
- ⇒ 2019 School Bus Pricing now available for [Tillery](#), [Lonestar](#), and [Roberts Truck](#)

## Calendar & Events

### TAP WORKSHOPS: • [INFO: Here](#)

*Co-Teaching* **April 10th**

*Accommodations: Removing Barriers to Learning* **April 11th**

*Interpreting Diagnostic Testing/Teaching Strategies* **April 12th**

*Writing FBA & BIP* **April 22nd**

*Proactive Approaches to Behavior Change* **April 23rd**

*The Autism Toolbox* **April 26th**

### SUPERINTENDENT LEADERSHIP DEVELOPMENT •

**'COMMUNICATION' WORKSHOP** Albuquerque, NM

**April 3rd** **TIME:** 8:00am-5:00pm **INFO:** [Here](#)

Topics Covered: Data Analysis, stars & dash, vision & mission setting, strategic planning, building strong team, community culture 101, tribal relations, climate parent relationships, website, letter, customer service, ect.

### 4-COUNTY MEET & GREET • Silver City, NM

**April 17th** **TIME:** 9:30am **INFO:** [Here](#)

Business Opportunities via CES! Western New Mexico University and the New Mexico Procurement Technical Assistance Center are hosting an informational seminar with CES. There is no cost to attend.

### FMW MASTER CERTIFICATE PROGRAM MODULES 4, 5, 6 •

CES Offices, Albuquerque, NM

**April 22-23rd** **INFO:** [Here](#)

We invite you to attend the upcoming sessions in the series of training opportunities as part of The CES Master Certificate Program. Workshops are free of charge.

### April 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				

**APRIL FOOL'S DAY** **April 1** •

**GOOD FRIDAY** **April 19** •

**HAPPY EASTER!** **April 21** 🐣

**EARTH DAY** **April 22** •

**ADMINISTRATIVE PROFESSIONALS DAY** **April 24** •

If you know of useful events or would like yours in our next Newsletter please email: [Angelina@ces.org](mailto:Angelina@ces.org)

## Self Service Vs. Full Service

**C**ooperative Educational Services has two Job Order Contracting (JOC) programs to service your construction needs. Choosing which JOC program to use depends on the level of service you may require. If you or your inhouse Construction Project Manager know a lot about construction, know a lot about unit pricing and understand how a construction proposal is supposed to be formatted you may want to use the “do it yourself” model of JOC. If you know very little about construction and struggle to understand the differences between a backhoe or skid steer loader the “full service” JOC model may be a better fit for your project.

Under the “do it yourself” model of JOC the process of buying a construction project is rather straightforward. All you have to do is call the contractor directly and tell them you want them to use their RS Means based JOC contract to price the project. The contractor will respond by visiting the site, ask plenty of questions, and document the scope of work. After the site visit they will return to their office and begin building their proposal utilizing the RS Means Estimating Guide that is specified in their CES contract. The proposal is submitted directly to the CES member and the CES member then reviews the proposal for accuracy and contract compliance. If the proposal is deemed by the member as an accurate reflection of the scope of work and has determined that it complies with the CES contract, then the CES member issues a purchase order to CES. For this strategy to be cost effective the CES member must know construction terminology and they must familiarize themselves with the CES terms and conditions of the JOC contract otherwise they will not be able to review the proposal fairly.

Under the “full service” model of JOC, eziQC, the process of buying a construction project is just as straightforward and also begins with a phone call to a CES JOC contractor. This time however tell the CES contractor to use “eGordian and the Construction Task Catalog”. Not only will the contractor respond but a Gordian Account Manager will also become involved and they will assist the CES member every step of the way. The Gordian Account Manager is there to assist the CES member. Under the eziQC program the CES member receives the assistance of the Gordian Account Manager including attending the initial site visit and reviewing the contractor’s proposal on behalf of the CES member to ensure that the proposal is an accurate reflection of the scope of work and complies with the terms and conditions of the eziQC JOC CES contract.

Construction can be complicated but it doesn’t have to be confusing. With the use of either the “do it yourself” or “full service model” JOC program you can choose to go it alone or enlist the help of a seasoned construction and contracting professional. The choice is entirely up to you and both models offer the benefit of competitively bid construction contracts ready for your next project.





**4-County Meet and Greet:**

**Business Opportunities via CES Cooperative Purchasing**

Western New Mexico University (WNMU) and the New Mexico Procurement Technical Assistance Center (PTAC) are hosting an Informational Seminar with Cooperative Educational Services (CES). There is **NO COST** to attend this informative session!

CES is an educational cooperative formed via a joint powers agreement among New Mexico's 89 school districts, all NM's public colleges and universities, and most of NM's charter schools and BIE schools. Among the services we provide to our members are cooperative purchasing, ancillary staffing, professional development, consulting, and temporary professional staffing. We have been in business since 1979 and have added services to municipalities, counties, and other local public bodies and nonprofits as of 2006.

<p>Date: April 17, 2019</p> <p>Time: 9:30 a.m. – Registration 10:00 a.m. - 11:30 a.m.</p> <p>Location: Besse Forward Global Resource Center Western New Mexico University Corner of 12<sup>th</sup> &amp; Kentucky Streets Silver City, NM</p>	<p><b>Register online:</b></p> <p><a href="https://tinyurl.com/wnmu-ptac-ces">https://tinyurl.com/wnmu-ptac-ces</a></p> <p>For information please contact:</p> <p>Karen Medina (575) 646-1622 Penny Wilson (575) 646-1623 Jim Barentine (575) 646-5965 Amy Baca (575) 538-6169</p>
--	--



# CES Contact Info

**Jim Barentine**

Director for Southern Services  
Email: Jim@ces.org  
Phone: 575.646.5965  
Fax: 866.877.0629

**Kelly Bassham**

Business Office Specialist  
Email: Kelly@ces.org  
Phone: Ext 135

**Paul Benoit**

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

**Minnie Bresler**

Receptionist  
Email: Minnie@ces.org  
Phone: Ext 101

**Adela Chavez**

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

**David Chavez**

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

**Trish Delicino**

Payroll Specialist  
Email: Trish@ces.org  
Phone: Ext 122

**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  
Email: kim@ces.org  
Phone: 505.385.0363

**Angelina Malone**

Social Media & Admin Assistant  
Email: Angelina@ces.org  
Phone: 575.646.5965

**Margaret Mikelson**

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

**Karen Morris**

Member Service Representative  
Email: Karen@ces.org  
Phone: Ext 107  
Fax: 505.715.5823

**Leslie Neely**

Executive Admin Assistant  
Email: Leslie@ces.org  
Phone: Ext 127

**Lori O'Rourke**

Business Services Coordinator  
Email: Lori@ces.org  
Phone: Ext 128

**Natasha Orona**

Financial Specialist/Collections  
Email: Natasha@ces.org  
Phone: Ext 106

**Pam Reed**

Member Service Representative  
Email: Pam@ces.org  
Phone: Ext 125  
Fax: 505.715.5821

**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 Coordinator  
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

**Anne Tafoya**

Director of Ancillary Services  
Email: Atafoya@ces.org  
Phone: Ext 103

**Teri Thelemaque**

Ancillary Admin Assistant  
Email: teri@ces.org  
Phone: Ext 119

**John Tortelli**

Procurement & Contract Specialist  
Email: Johnt@ces.org  
Phone: Ext 129

**Gary Tripp**

Human Resources Director  
Email: gary@ces.org  
Phone: Ext 112

**Joe Valencia**

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

**Address:** 4216 Balloon Park Road NE, Albuquerque NM, 87109 | **Office:** 505.344.5470 **Fax:** 505.344.9343