

Your New Mexico Purchasing Cooperative

CES

NEWSLETTER

January 2019

Bring in the New Year, New Resolutions, Continued Commitment

David Chavez, Executive Director
Cooperative Educational Services

A new year is a time for renewal, new resolutions and a commitment to continue with those resolutions throughout the year. The staff at CES wishes all of you a Happy New Year! We've appreciated having the opportunity to serve you as your Purchasing Cooperative of Choice for the past 40 years.

To Our Members:

Our CES Executive Committee continues to provide the leadership so critical to a successful organization. School districts have been provided with many complimentary services because of the decisions made by the Executive Committee. The excess revenue over the past five years has been used for the following complimentary programs:

Member Service Credits – Districts have been the recipients of a pro-rated share of revenue, identified by the Executive Committee, for the past several years.

New Mexico Public Facility Managers Association – The New Mexico Facility Manager and Operational Staff Certificate Program has been developed through the collaboration of several state entities and school districts. A Certificate of Completion is the preferred end; however, individuals may take selected courses without obtaining a Certificate of Completion. Any level of participation will enhance one's knowledge base. Those completing the Certificate Program requirements will be recognized at the NM CES Fall Facility Managers Conference.

Participants Completing the program will develop a knowledge base of School Buildings and Grounds maintenance providing participants with the skills and knowledge for safer and healthier educational facilities for the state of New Mexico.

Technical Assistance Program – This program was initiated by CES in collaboration with New Mexico Public Schools Insurance Authority as a means of improving programs for Special Needs Children. The program was designed by subject matter experts in all areas dealing with meeting the needs of Special Needs Children. This is accomplished by providing professional development to district staff in areas such as:

- IEP development

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- Behavior Intervention Plans, Functional Behavior Assessments
- Transition plans
- Special Education and the Law
- Student Assistance Team

These are but a few of the trainings that have been attended by over 3000 teachers, administrators and other school personnel.

School Improvement Technical Expertise – A program designed to assist classroom teachers by providing them professional development opportunities in the following areas:

- Common Core State Standards
- New Teacher Induction
- Effective Instructional Strategies
- Classroom management
- Leadership Training
- ELA and Math Support
- Data Analysis

These are but a few of the areas for which the New Mexico Public Schools have indicated the need of instructional support and classroom coaching.

Principal Leadership Development - The Principal Leadership Development (PLD) program was designed to assist districts and charters to fill projected administrative openings that are difficult to fill in a timely manner. Districts and charters can identify, train, hire, and grow their own leaders who are already invested in the local educational system. These selected leaders meet the Public Education Department requirements for administrator licensure. The program's theory of action is to take practicing instructional leaders and provide them with experiences that are applicable to becoming a more effective leader. Through face-to-face and online sessions, participants will receive instruction provided by experienced and licensed administrators who have served in a variety of administrative roles. The PLD is district-driven, practitioner-based and is grounded in current best practices in education.

If participants advance as effective administrators, then they will be ready to lead schools with a focus on improving student outcomes.

Superintendent Leadership Development – Leadership Development for early career superintendents is intended to develop a networked-community of practice for early career superintendents. The participant will be expected to commit to active participation in each of five sessions and will be willing to both share their evolving district leadership theories of action and to share timely district leadership challenges of practice which will become the primary content of the institute sessions.

Our Procurement Partners (Vendors) - None of the programs that I've listed would be possible without the support of our vendors (procurement partners). We at CES take pride in knowing that we have best in class procurement partners that have taken the time to respond to our comprehensive solicitations. They are committed to providing our members and participating entities with quality goods, services and products. We understand that becoming a CES procurement partner is not an easy process, but the process we follow assures that we continue to provide the best value for our members and participating entities.

CES will continue to be responsive to the needs of our members, and any changes that occur in the public procurement environment. We will continue the great working relationship with our vendors and members and strive to be fair to all. We will continue with the same commitment that has made CES your cooperative of choice in New Mexico.

From the staff at CES we wish you a Happy New Year! May you have the willpower to sustain your New Year's resolutions.

Announcements

- Dotty McKinney retired on October 31, 2018, after a brilliant career in public procurement in NM. She will be greatly missed. We wish her the best!
- Gustavo Rossell, CPPB, is CES' new Procurement Manager. Gustavo has 25+ years in procurement in NM, of which the last 11 years have been with the Albuquerque Schools and UNM procurement departments.
- January 1, 2019, CES administrative fee increased by 0.25% to 1.25%. The Executive Committee approved this increase, targeting the increase to pay for a new facility.

Procurement News

- **GSA-based contracts:** → assigned new #s to make concurrent with new GSA 5-yr. term renewals
Professional Document Systems – 19-33N-S101-ALL
Goodman's Interior Structures - 19-31N-S101-ALL
Valcom (VLCM) – 19-32N-S101-ALL
- ~~CB Technologies Inc.~~ – declined invitation to renew because they don't do e-Rate anymore.
- **RFP 2019-009** – Guard and Security Services – New Category for CES – award TBD pending negotiations
- **RFP 2019-007** - Third Party Power Purchase Agreements (PPA) – award TBD pending negotiations
- **RFP 2019-010** – **Recent Awards: Facility, Building System Replacements, Upgrades & Retrofits**
Yearout Mechanical – 19-010B-C10-1ALL
ENGIE Services US - 19-010B-C10-1ALL
- **RFP 2019-011** – **Recent Awards: Energy Consulting Audits and Feasibility Studies**
Mountain Vector Energy – 19-011B-C101-ALL
ENGIE Services US -19-011B-C102-ALL
Rock Gap Engineering -19-011B-C103-ALL
Vibrantcy -19-011B-C104-ALL
Ameresco -19-011B-C105-ALL
- **RFP 2019-022** – **Recent Awards: Modular Buildings - Re-issued RFP**
Modular Building Option
Modular Solutions – 19-22N-C111-ALL
Mobilease Modular Space – 19-22N-C112-ALL
Mick Rich Contractors - 19-22N-C113-ALL
Palomar Modular Buildings - 19-22N-C114-ALL
Pre-engineered Option
Modular Solutions – 19-22N-C121-ALL
Richardson & Richardson Const – 19-22N-C122-ALL
Classic Industries – 19-22N-C123-45678

Calendar & Events

NMAC LEGISLATIVE CONFERENCE

LOCATION: Santa Fe Community Convention Center

DATE: Jan. 14-17 **TIME:** Varies

This conference provides an ideal opportunity for NMC members to discuss legislative strategies, network with peers on important issues facing New Mexico's county governments, share best practices, and participate in professional development training. Includes exhibitor showcase.

SUPERINTENDENTS BUDGET WORKSHOP

LOCATION: CES Offices

DATE: Jan. 16-17 **TIME:** 8am–5pm

This workshop will benefit Superintendents with three or less years of school budgeting experience, however, all levels are welcome.

Topics: Job descriptions for business staff, federal and state aid to schools, managing budget, legal finance perspective, investments, managing ancillary services, risk management, etc. ([See flyer](#)) Price is \$150.

Register [here](#).

January 2019

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

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