

EXECUTIVE COMMITTEE MEETING
Wednesday, January 31,
2024, 5:00 pm at Hilton Hotel
Santa Fe, NM – Chapel
Room

AGENDA

- I. Call to Order
- II. Roll Call
- III. Approval of Agenda*
- IV. Induction of New Board Members: Tandee Delk, Region V
- V. Approval of Minutes – October 16, 2023
- VI. Agency Communications
 - A. Partnerships – Elisa Begueria
 - 1. NMCCS – Erik Bose
 - 2. NMCEL – Stan Rounds
 - 3. NMPED – Matt Goodlaw
 - 4. NMSBA – Joe Guillen
 - 5. Higher Ed (4 yr.) – Dr. Sandra Rodriguez
 - 6. Higher Ed (2 yr.) – Dr. Charley Carroll
 - B. Finance – Brian Snider
 - C. Scholarship – Tana Daugherty
 - D. Nominating – Brian Snider
 - E. Policy – Elisa Begueria
- VII. Program Overview/Reports
 - A. Strategic Plan Update
- VIII. Administrative Overview
 - A. Administrative Reports
 - 1. Directors
 - a. Robin Strauser* (Finance)
 - b. Lianne Pierce* (Ancillary)
 - c. Gustavo Rossell* (Procurement)
 - d. Paul Benoit* (REAP/Northern Services)
 - e. Brad Schroeder* (Technology)
 - f. Jim Barentine* (Southern Services)
 - g. Yvonne Tabet* (Human Resources)
 - 2. Executive Director*

- a. Approve Professional Development Programs for 2023-24*
- b. Budget proposal and timeline 2023-24*
- c. Staff Additions 2024 IT Position
- d. Raising of Procurement Limits

B. Personnel – Report

- 1. Staff Contracts and Resignations*
(Information only)

C. Consent Agenda (Request Approval)

- 1. Approval of Checks*
- 2. Profit and Loss and Balance Sheets*

IX. Setting Next Meeting Dates

- A. March 19th at 2:00pm, in conjunction with the Spring Budget Conference
- B. May 30th at 2:00pm, in conjunction with the NMSBA
School Law Conference
- C. July 16th at 3:00pm, in conjunction with NMCEL

X. Adjournment

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

* Included in Advance Packet Mailing

**Cooperative Educational Services
EXECUTIVE COMMITTEE MEETING
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**Agenda Item VIII.A.1a
Robin Strauser, Chief Financial Officer
Administrative and Finance Report**

Finance:

As of December 31, 2023, CES had total revenue of \$164,023,483. Compared to December 31, 2022's revenue of \$143,248,146, this year's revenue is \$20,775,337, (14.5%), more. SSC has revenue of \$167,477. Combined revenue is \$164,190,960. Net Fund Balance for CES as of 12/31/2023 is \$13,851,483. This is an increase of \$2,456,164. Adding CES' and SSC's Fund Balances together gives a total fund Balance of \$18,045,636.

One of the metrics that the Business Office tracks are approved purchase orders. Through December 2023, the dollar amount of purchase orders approved by CES staff was \$259.4 million, an increase of \$59.7 million over the same period in the previous fiscal year. This equates to a 30% increase in the dollar amount of total purchase orders approved. Direct purchase orders approved were \$105.7 million, an increase of \$22.8 million over the previous period. Traditional purchase orders, including Gordian and RS Means, were \$153.7 million, an increase of \$36.9 million over the previous period.

Payroll:

CES must disseminate W-2's to all staff by January 31. We anticipate accomplishing this ahead of the deadline.

Implementation of GreenShades continues. CES has started testing the program with a few employees. Understanding the program's full capabilities and limitations and how it impacts our internal processes is ongoing.

Staff:

All positions in the Business Department are currently filled.

Strategic Plan:

The Strategic Plan for 23-24 has been updated. Opportunities for additional enhancements to systems and processes are ongoing.

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**Agenda Item VIII.A.1b
Lianne Pierce, Ancillary Director
Ancillary Report**

2nd Quarter: October, November, December 2023-24

Strategic Goal (1)

Action Plan 1.

1. Increase percentage of Ancillary requests filled through enhanced recruitment and retention strategies.

Role Group	Jul 23	Aug23	Sept 23	Oct 23	Nov23	Dec 23	Jan 23	Feb 23	Mar 23	Apr 23	May 23	Jun 23
Anc Tcher	3	3	3	3	4	4						
APE/RT	1	1	1	1	1	1						
ASL-I	0	0	0	0	0	0						
AUD	1	1	1	1	1	1						
BMS	2	3	2	2	1	1						
COMS	0	1	1	1	1	1						
COMS/TVI	1	1	1	1	1	1						
TVI	1	1	2	2	1	1						
COTA	8	8	8	8	8	8						
DIAG	48	53	53	5	53	54						
LPN	0	0	1	1	1	1						
NP	0	0	0	0	0	0						
OT	24	24	24	2	24	24						
PhD Psych	6	5	5	4	4	4						
Sch Psych	18	18	18	1	18	18						
PT	5	5	5	5	5	5						
PTD	2	2	2	2	2	2						
RHC	6	6	7	7	7	7						
RN	8	9	9	9	9	9						
RT	7	7	7	7	7	7						
SLP	33	35	34	34	34	34						
SLPA	0	0	0	0	0	0						
SW	34	36	36	3	37	38						
SW Reg Ed	4	4	4	4	5	5						
Staff Count	212	223	232	232	232	228						
Resigned - Retired	0	1	0	1	1	4						
Interviewed	3	15	0	4	1	7						
Recommending: New Hires or Returning	2	9	0	1	1	6						

Action Plan 1:

1. Recruitment:

Interviewed – 12, 7 of the 12 recommended to hire.

Resign/Retire – 6 total for the 2nd Quarter, (one on long term medical – leave.)

Staff count: 228

Total Allocations requested 2nd Quarter: 482

Total Allocations assigned to staff: 416

Remaining Vacancy requests: 66

2. Explore additional IT uses to support Ancillary Dept. responsibilities.

a. I have started keeping records of IT situations with the RTS Portal that should be considered for transferred capability to specific staff in Ancillary.

b. We have not explored AI, however I am familiarizing myself with Microsoft Dynamics 365.

Strategic Goal (2)

1. Expand PD opportunities for staff.

a. CPI has taken place in the 2nd Quarter with 74 participants.

i. CES – Full Course & Refresher

ii. Cien Aguas – Full Course and Refresher

iii. Los Alamos Schools– Regular Education

iv. Montessori of the Rio Grande– Full course and Refresher

v. International School at Mesa Del Sol & Dorn Charter – Full Course

vi. Montessori Elementary & Middle School – Full Course

b. CES is looking at professional development to include Excel for staff which is Ancillary's primary request regarding PD for Software platforms.

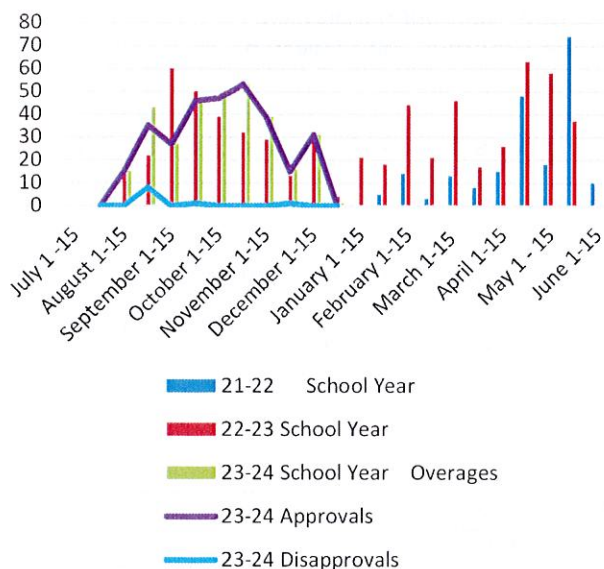
2. Staff Development: Promote Tuition Reimbursement.

Still having discussions as to what would be beneficial.

An "overage" is when a staff member exceeds the allocation of hours assigned to them according to the agreement between CES and the institution.

Updated for 2nd Quarter 2023/24. These figures are based on 227 staff any given pay period. The spikes are moderately correlated with the PED Special Education Count Days.

Overage tracking



The lines and gray bars are for 2023-2024,
The other vertical bars are from previous years.

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**Agenda Item VIII.A.1c
Gustavo Rossell
Procurement Department Administrative Report**

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

Six-Year Study for NM Schools Transformation

The RFP was awarded on 8/21/23 to six Offerors
America Alliance for Innovative Systems was the firm chosen to lead this effort.
16 school districts are participating in this pilot project.

Job Order Contract (JOC Trainings)

The first JOC Training of the year will be on Tuesday, February 13, 2024, 10:00 am., virtually and in person.

eRate season

• Funding Year (FY) 2024 FCC Form 471 application filing window will open on Wednesday, January 17, 2024, at 12:00 noon ET and will close on Wednesday, March 27, 2024, at 11:59 p.m. ET. The E-Rate Productivity Center (EPC) Administrative Window will close January 12.

• eRate will also fund **Wi-Fi in school buses**

• E-rate Training Links

1. USAC Training link on the E-Rate Process - <https://www.usac.org/e-rate/learn/>
2. E-Rate Central various E-rate Links –
 - a. General Mailing List for weekly updated for E-Rate Program - join our mailing list
 - b. Mailing List for New Mexico for weekly updated for E-Rate Program - <http://www.e-ratecentral.com/us/stateInformation.asp?state=NM>

Contact CES Procurement for more information on CES contract-holding firms that can help your District get the most out of this program.

I Update on Recent Publicly Solicited and Competed Solicitations and Contract Awards

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

Recent Solicitations Awarded:

RFP #	RFP Description
2024-08	<i>Modular, Pre-Eng'd Steel Bldgs., Prods. & Related Servs.</i>
2024-09	<i>Under \$60K - Grounds Maintenance & Landscaping Services</i>
2024-10	<i>Under \$60K - Mech Elec Plumbing Maintenance</i>
2024-11	<i>Under 60K - Facility General Maintenance</i>

2024-12	<i>Food Service Equipment and Related Services</i>
2024-13	<i>Hazardous Waste Materials</i>
2024-15	<i>IT and Related, Products and Services</i>
Key Dates:	Release: 10/5/23; Close: 11/3/23; Award: mid Dec. 2023

II Upcoming Publicly Solicited and Competed Solicitations

RFP #	RFP Description
2024-15	<i>School, Activity Buses, and Bookmobiles</i>
2024-16 new category	<i>Public Safety – Products, Services, and Related</i>
2024-17 new category	<i>Utilities – Products, Services, and Related</i>
Key Dates:	Release: 1/12/24; Close: 2/9/24; Award: late Feb. 2024

CES' RFPs and entire procurement process are done, from cradle-to-grave, 100% digitally, helping to reduce our carbon footprint.

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**Agenda Item VIII.A.1d
Paul M. Benoit, Northern Services Manager
Northern Services Administrative Report**

Northern Services Travel Notes

Most Travel has centered around member/entity visits and delivery of Member Service Credits. I am in the process of reviewing how many left and planning a last round of delivery for these. There have been several conferences, most notably the NMSBA Conference in December and the NM Counties Legislative Conference in January (16-18). Of course, we will be at the NMSBA Winter conference for this meeting.

Direct Purchase/Digital Bluebook and DP Account Status

Direct purchase continues to grow in both dollar volume and Jim and I keep up with maintaining and adding entity accounts for the digital bluebook. Most of our trainings are done via phone or teams/zoom type training. I have completed two in-person trainings in my travels in the last quarter, one scheduled and one "impromptu". I do remind entities often that I am available to provide these to new staff or existing staff in need of a refresher.

NMREAP NOTES

We are at 99 memberships and 2024-25 renewals will be upon us before. The elusive "100" is pending with a charter school in Carlsbad having completed an application, but I've heard nothing from them since sending them the Annual Subscription Quote.

MEMBERSHIP DIRECTORY

The annual update on the member directory was very successful this year with only 49/320 Northern Entities not responding to the completion of the update listing. Some of those 49 are small agencies, non-profits, or small entities (I believe 100% of schools (Districts/Charters/BIE/Private responded) that may not even have full time employees.

It is worth noting that this general directory is useful for our vendors to push out targeted information (as we track it

by specific position types) and it is useful for the various departments at CES when their "regular" (in the trenches/drill down) contacts may not be working.

Other

I have made monthly reports in the strategic plan for 2023-24, as well as two 90-day updates for the first half of the year. The goals/actions for Northern Services remain the same, related to Member Services and Support and Marketing of CES, Training and Maintenance for Digital Bluebook Accounts, Membership Directory for all institutions (Members and PE's), and NMREAP support. These goals are attached and were reviewed in January with the Team.

STRATEGIC PLAN OUTLINE FOR NORTHERN SERVICES (2023-24)

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 new strategic plan was also finalized in this time. The first Quarter/90-Day Plan Report has been posted for Northern Services.

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. Provide monthly analysis of DP and Traditional Purchasing for Jim and Paul's 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.

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Agenda Item VIII.A.1e
Brad Schroeder - Technology**

We are working with our software contractor on several upgrades to our eProcurement application, as well as a rewrite of the software. We need to determine a tiered pricing model for all modules and market to districts, cities, counties, and other state purchasing cooperatives throughout the country. Low costs, flexibility, and centrally hosted support will be key factors. Quick wins will include marketing to local entities and offer Procurement-as-a-Service to validate proof of concept/MVP (minimum viable product), adjust and release major/minor updates to customers. We are in the process of implementing our solution regarding the processing of HR, Payroll, PTO, Expense Reports, Timesheets, etc. The goal was to have it ready for testing for internal staff by early November with a full rollout soon after. We are reevaluating our payroll process to determine the next steps as our payroll system will no longer be supported in 2028.

Items on the horizon include the cross-organization implementation of CRM (Customer Relationship Management) either with our proprietary software eProcurement (need a new name) or Dynamics 365 as well as Microsoft Co-pilot (Chat GPT/AI) along with a full technology training curriculum for all staff.

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Agenda Item VIII.A.1f
Jim Barentine – Southern Services**

I continue to call upon members and vendors. I have conducted visits in every southern Region since your last meeting, I am focusing currently on quick visits in Regions 7&8 to complete delivery of Member Service Credits and Vendor awards. Additional service to both groups occurs frequently via telephone and Zoom. Additionally, much contact occurs via both individual and mass emails across southern New Mexico.

Much of the education/reeducation I conduct with members' personnel relates to successful sign-in and navigation of the Bluebook plus placement of orders. I work to increase awareness among members' staffs of the assorted opportunities CES provides, including procurement, ancillary staffing, professional development, and other.

I am beginning work on my annual "Jim's Watch List" of legislation, to be shared with superintendents, REC directors, and charter directors in my assigned work area, plus Paul for northern distribution as he sees fit. For it, I attempt to best capture bills, resolutions, and memorials that may have any significant impact upon or relevance to public education. (There may be some I miss; feel free to ask about specific legislation you would like tracked.)

The digital media program continues to serve CES well. In addition to social media posts, the creation of supportive videos, monthly newsletters, and other marketing materials keeps the workload full for Aaron Gonzales, who serves well in the Media Specialist role, refining some post and media content and format. Digital media is an effective way for CES to maintain a presence with its members and vendors, and we attempt to connect with the social media sites of our members and vendors to enhance their impact. Video creation efforts address both members (Procurement and Professional Development) and vendors (eProcurement updating and acquiring a CES contract).

While most southern New Mexico use of the CES Ancillary Program has become directly handled by districts/schools and CES Ancillary personnel, I continue to support the use of the Program through recruitment and identification of placement opportunities as needed.

Marketing and collaboration efforts have continued, occurring as a combination of in-person, virtual, and hybrid. Meetings and conferences include:

- CES Facility Managers Workshop (Albuquerque)
- DFA Infrastructure Conference (
- NMPPA Fall Conference (Albuquerque)
- NM Safe Schools Conference (Bernalillo)
- NM Charter Schools Conference (Bernalillo)
- NMSBA Annual Conference (Albuquerque)
- Texas Tech University Health Science Center – Vendor Fair (El Paso)
- NM Counties Conference (Santa Fe)
- Various meetings with contracted and potential vendors
- Various meetings/trainings with members and potential members

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**Agenda Item VIII.A.1g
Yvonne Tabet – Human Resources**

The Human Resources Department has focused this quarter on serving as a resource to employees by becoming a NMPSIA Wellness Ambassador for the 2023-2024 year. Meetings are quarterly with monthly newsletter and wellness programs shared by NMPSIA's Wellness Team. This school year monthly Ancillary Newsletters have included all of the NMPSIA resources to those employees. CES Monthly Roll-Up Reports, provided to all CES Office Staff, have included those resources, as well. Monthly topics include the following: NMPSIA Benefits Newsletter, Monthly Event Calendar and Wellness Wednesday Workshop. Along with those resources, each month may have a different focus. For January, the focus is mindfulness along with differing topics for the month including 30 Ways to Well-Being and Financial Wellbeing. The overarching goal is to serve as a support to create a healthy balance between one's work and personal life, which then lends to a positive climate and work culture.

I have started The Gallup Platform Success Team, Gallup Access Engagement Training for survey administration for the Office Staff to measure climate and culture. This was postponed from the beginning of the fiscal year to the new calendar year. My hope is to launch the survey in the first week of February, after two more trainings with our Gallup Representative.

Twenty-three new hires for this quarter, down from forty-five last quarter. Seven NMPSIA New Enrollments for health and Standard Life and three New Enrollments Basis Life only due to increase in hours.

Below are the most recent employees to join CES in the various categories from October 2, 2023-January 17, 2024.

Office Staff

Name	Position
Richard Martinez	Procurement & Contract Specialist
Kelly Bowles	LEAP Coach
Delores Lujan	LEAP Administrative Assistant
Samual Hendersson	EANS Human Resources Specialist

Ancillary Staff

Name	Position
Amy Rojas	Speech Language Pathologist
Tracey Hughes	TVI
Elizabeth Diller	Diagnostician
Donna Gallegos	Social Worker
Jennifer Keeran	Social Worker
Renee Jaramillo	Diagnostician

Lisa Chacon-Kedge	Diagnostician
Tracy Hutton	Ancillary Teacher
Jahan Barela	Diagnostician-Bilingual

Professional Services

Name	Position
Jenelle Howard	Professional Services
Christa Kulidge	Professional Services
Tomer Duman	Professional Services
Bethany Pendergrass	Professional Services
Yolanda Cordova	Professional Services
Michele Crockett	Professional Services
Meloyde Thomas	Professional Services
Kathryn Shepard	Professional Services
Catherine Callow-Heusser	Professional Services
Brian Clark	Professional Services

EANS

No New EANS Hires this quarter

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**Agenda Item VIII.A.2
David Chavez – Executive Director**

Item (a) (a) Request approval of CES Professional Development Programs for 2024-2025 fiscal year. The following professional development programs are proposed for the 2024-2025 fiscal year: **a. Technical Assistance Program (TAP)**- this program is designed to provide professional development and technical assistance for school districts in the area of Special Education. Loretta Garcia, the Director for this program, has approximately 18 subject matter experts that are able to assist districts with any special education topic for which they may need training or assistance. **b. School Improvement Technical Expertise (SITE)** – This program is designed to assist regular education educators with professional development opportunities in areas such as: mathematics, reading, English language arts, Universal Design for Learning strategies, first year teacher support, Professional Learning Communities etc. **c. Administrator Leadership Development (ALD)** – This program is designed to support school site, central office and school boards with professional development opportunities. This program offers the Leadership Academy, Alternative Licensed program for individuals desiring to get into administration, First Year Principals Academy, First Year Superintendents Academy, Monthly Virtual Leadership Series, Finance workshop for superintendents, NMSBA training for Board Members. **d. Leading Educators Through Alternative Pathways** – This program is designed to support school districts in meeting the teacher vacancy challenges faced by school districts. Individuals that possess a minimum of a bachelor's degree, are considering a career change into teaching and would like to pursue a teaching degree are able to go through our yearlong alternative license program and if successful sit for the NM licensure examination, e. (Proposed) Educational Professional Development Foundation-New Mexico the purpose of the foundation is to seek grants that will support, design, develop and deliver professional development services and activities for staff of public entities and governing boards in New Mexico. **e. Six Year Study** – Continue to fund this program at \$750,000.00. This amount would include contracting with AAIS on a mathematics solution for participating school districts to consider having their districts participate. I am including the mathematics proposal submitted to CES by American Alliance for Innovative Systems (AAIS). This is similar to the work that they are presently under contract to perform for the state of Hawaii.

Item (b) Budget timeline for CES budget preparation for the 2024-2025 budget. I've attached our proposed budget timeline with milestones for your review, consideration, and approval.

Item (c) Request that we employ one additional staff member for the CES IT department: CES has one person working IT for the entire organization. We've sub-contracted with some of our CES vendors when a need arose for additional IT support. We will continue to sub-contract as the need arises, but we need to hire an IT tech to support the manager with day-to-day operations at CES.

Item (d) Approve CES to work with legislators in pursuing the raising of procurement limits: presently the procurement limits for on-call contracts are at no more than \$4,000,000.00 for a single purchase order and may not exceed \$12,500, 000 over a three-year period. We have experienced district projects coming in at \$1,000.00 per square foot and these limits are restrictive in allowing the use of on-call contracts through CES to facilitate small construction projects. Senator Gallegos and Senator Campos have introduced a bill that would raise the limits not to exceed \$10,000,000.00 for a single PO and \$30,000,000.00 in the aggregate.

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**Item VIII.B.1 Personnel Report-Yvonne Tabet
October 3, 2023-January 17, 2024**

Staff Resignations/Terminations/Non-Renewal

- | | |
|------------------|-----------|
| • Susan Hines | Ancillary |
| • John Olsen | Ancillary |
| • Shawn Davidson | Ancillary |
| • John Torelli | Office |

New Staff Contracts Received for 2023-2024

- | | |
|----------------------------|-----------------------|
| • Richard Martinez | Office |
| • Kelly Bowles | LEAP Coach |
| • Samuel Henderson | EANS HR Specialist |
| • Amy Rojas | Ancillary |
| • Tracy Hughes | Ancillary |
| • Delores Lujan | Office, LEAP |
| • Jenelle Howard | Professional Services |
| • Christa Kulidge | Professional Services |
| • Elizabeth Diller | Ancillary |
| • Tomer Duman | Professional Services |
| • Bethany Pendergrass | Professional Services |
| • Yolanda Cordova | Professional Services |
| • Michele Crockett | Professional Services |
| • Meloyde Thomas | Professional Services |
| • Kathryn Shepard | Professional Services |
| • Catherine Callow-Heusser | Professional Services |
| • Lisa Downey | Professional Services |
| • Donna Gallegos | Ancillary |
| • Jennifer Keeran | Ancillary |
| • Renee Jaramillo | Ancillary |
| • Lisa Chacon-Kedge | Ancillary |
| • Tracy Hutton | Ancillary |
| • Jahan Barela | Ancillary |
| • Brian Clark | Professional Services |

**COOPERATIVE EDUCATIONAL SERVICES
CHECK REGISTER**

October 4, 2023 through January 15, 2024

Check Number	Date	Payee	Amount
240616	10/6/2023	AAA Restoration & Construction Services, Inc.	19,911.62
240617	10/6/2023	AFLAC	2,821.76
240618	10/6/2023	AHA! Process, Inc.	9,639.00
240619	10/6/2023	Allstate Benefits	115.18
240620	10/6/2023	Alb Bernalillo Co Water Utility Author	942.22
240621	10/6/2023	American Fidelity Assurance Co	82.74
240622	10/6/2023	VOID	-
240623	10/6/2023	Bixby Electric, Inc.	146,347.66
240624	10/6/2023	CenturyLink	1,957.96
240625	10/6/2023	City of Farmington	324.35
240626	10/6/2023	Contreras Construction Corp.	120,554.77
240627	10/6/2023	Brightly Software, Inc.	21,499.02
240628	10/6/2023	Elisa Begueria	609.81
240629	10/6/2023	Conti Energy Control LLC	9,018.50
240630	10/6/2023	ESA Construction Inc	361,663.88
240631	10/6/2023	Daiohs	434.66
240632	10/6/2023	First Financial Administrators, Inc.	6,979.97
240633	10/6/2023	GoTo Communications	743.62
240634	10/6/2023	VOID	-
240635	10/6/2023	Industrial Mechanical Inc.	27,081.17
240636	10/6/2023	Johnson Controls	14,513.79
240637	10/6/2023	VOID	-
240638	10/6/2023	Kristin L Kew	1,500.00
240639	10/6/2023	MHS Inc	2,195.94
240640	10/6/2023	Millennium Commworld	41,383.48
240641	10/6/2023	Myron Corp	1,217.06
240642	10/6/2023	New Mexico Gas Company	103.64
240643	10/6/2023	New Mexico Association of School Business Officials	2,500.00
240644	10/6/2023	Dry Fly Enterprises, Inc.DBA Nube Group	8,450.72
240645	10/6/2023	PNM	1,928.65
240646	10/6/2023	Polson & Grady Ltd.	95,801.50
240647	10/6/2023	PRO-ED, Inc.	754.60
240648	10/6/2023	Psychological Assessment RS	1,908.48
240649	10/6/2023	Raton Public Schools	41.41
240650	10/6/2023	Robert Half	3,762.66
240651	10/6/2023	RSM	32,958.47
240652	10/6/2023	Russ Romans	2,000.00
240653	10/6/2023	Safeguard Business Systems	979.67
240654	10/6/2023	Sandra R Johnson	1,500.00
240655	10/6/2023	Sheree A Jederberg	2,000.00
240656	10/6/2023	Southwest Hazard Control Inc	4,317.35
240657	10/6/2023	TeleData Technologies	99,627.80
240658	10/6/2023	The Grant Plant, Inc.	2,152.50
240659	10/6/2023	Tucumcari Public Schools	37.30
240660	10/6/2023	Van Amberg, Rogers, Yepa & Abeita LLP	1,118.12
240661	10/6/2023	Verizon Wireless	1,856.10

240662	10/6/2023	Victoria's Sunset LLC	2,690.62
240663	10/6/2023	Yearout Mechanical	2,636.81
240664	10/12/2023	Petty Cash/CES	700.00
240665	10/13/2023	Black Duck	3,563.73
240666	10/13/2023	David Chavez	493.97
240667	10/13/2023	Deming Excavating Inc	563,895.70
240668	10/13/2023	Eastern New Mexico University	1,818.00
240669	10/13/2023	ESA Construction Inc	33,161.08
240670	10/13/2023	GM Builders, Inc.	679,115.32
240671	10/13/2023	Industrial Mechanical Inc.	189,820.71
240672	10/13/2023	Kay-Twelve, LLC	6,076.05
240673	10/13/2023	Margaret Mikelson	84.73
240674	10/13/2023	New Image Construction	19,813.49
240675	10/13/2023	New Mexico Public Procurement Association	200.00
240676	10/13/2023	The Playwell Group, Inc.	17,979.41
240677	10/13/2023	Robert Half	3,806.52
240678	10/13/2023	Robin Strauser	15,116.88
240679	10/13/2023	RSM	193.73
240680	10/13/2023	Space Exploration Technologies Corp	17,290.00
240681	10/13/2023	Trinity Electric LLC	37,288.79
240682	10/13/2023	United States Postal Service	68.67
240683	10/20/2023	Barbara Piper	18.71
240684	10/20/2023	Coyote Cabling	35,358.00
240685	10/20/2023	ESA Construction Inc	110,747.62
240686	10/20/2023	Gadsden Independent School District	900.00
240687	10/20/2023	Greer Stafford/SJCF Architecture Inc	24,938.75
240688	10/20/2023	Nine Degrees Construction, LLC	57,669.14
240689	10/20/2023	NM Coalition of Educational Leaders	1,392.62
240690	10/20/2023	Pluma, LLC	13,602.73
240691	10/20/2023	Sandia Lightwave, LLC	31,451.90
240692	10/20/2023	Wenger Corporation	7,475.17
240693	10/20/2023	Wizer Electric LLC	224,591.77
240694	10/27/2023	Aztec Schools	542.80
240695	10/27/2023	Constructors & Associates, Inc.	4,344.90
240696	10/27/2023	Conti Energy Control LLC	1,972.31
240697	10/27/2023	ESA Construction Inc	502,802.07
240698	10/27/2023	Floor Tech Contracting LLC	4,573.15
240699	10/27/2023	Fulkerson Plumbing & Heating Company, Inc.	19,638.26
240700	10/27/2023	Greer Stafford/SJCF Architecture Inc	30,594.30
240701	10/27/2023	Imagination Station dba Istation	10,062.95
240702	10/27/2023	Mesa Verde Enterprises, Inc.	7,583.60
240703	10/27/2023	NM State University	4,038.60
240704	10/27/2023	The Playwell Group, Inc.	925.46
240705	10/27/2023	Ramah Navajo School Board	160.08
240706	10/27/2023	Robert Half	7,791.85
240707	10/27/2023	Sandia Lightwave, LLC	7,834.38
240708	10/27/2023	Terracon Consultants	5,257.94
240709	10/27/2023	Wenger Corporation	9,881.69
240710	10/27/2023	Yearout Mechanical	20,218.30
240711	11/1/2023	Tammy Casaus	2,000.00
240712	11/1/2023	Petty Cash/CES	100.00

240713	11/3/2023 Kina LLC	4,415.99
240714	11/3/2023 American Alliance for Innovative Systems	61,200.00
240715	11/3/2023 AT&T Mobility	127.06
240716	11/3/2023 Constructors & Associates, Inc.	126,765.15
240717	11/3/2023 David Chavez	251.99
240718	11/3/2023 VOID	-
240719	11/3/2023 Document Solutions, Inc. (DSI)	230,697.12
240720	11/3/2023 Embassy Suites Albuquerque Hotel and Spa	89,506.55
240721	11/3/2023 ESA Construction Inc	129,247.14
240722	11/3/2023 Daiohs	315.85
240723	11/3/2023 Floor Tech Contracting LLC	20,201.67
240724	11/3/2023 Katherine I Good	1,500.00
240725	11/3/2023 MW Electric, Inc.	16,953.37
240726	11/3/2023 New Mexico Gas Company	93.76
240727	11/3/2023 Northstar NM LLC	16,012.20
240728	11/3/2023 Dry Fly Enterprises, Inc.DBA Nube Group	8,725.16
240729	11/3/2023 NCS Pearson Inc.	852.60
240730	11/3/2023 RSM	4,415.87
240731	11/3/2023 Smith Engineering Company	403.66
240732	11/3/2023 Terracon Consultants	1,331.88
240733	11/3/2023 Truly Nolen	87.18
240734	11/3/2023 Verizon Wireless	731.71
240735	11/10/2023 AFLAC	2,628.78
240736	11/10/2023 Alb Bernalillo Co Water Utility Author	1,733.30
240737	11/10/2023 Allstate Benefits	115.18
240738	11/10/2023 American Fidelity Assurance Co	829.58
240739	11/10/2023 Roman Catholico Church Archdiocese of SF	10,566.72
240740	11/10/2023 Constructors & Associates, Inc.	4,506.49
240741	11/10/2023 CenturyLink	1,957.96
240742	11/10/2023 e3 MSR West	145.00
240743	11/10/2023 Facility Solutions Group	18,321.57
240744	11/10/2023 Daiohs	94.71
240745	11/10/2023 First Financial Administrators, Inc.	6,639.97
240746	11/10/2023 GoTo Communications	743.62
240747	11/10/2023 Hawthorne Educational Services, Inc.	294.00
240748	11/10/2023 MHS Inc	312.65
240749	11/10/2023 NACA Inspired	35,625.98
240750	11/10/2023 New Mexico Counties 33 Strong	3,000.00
240751	11/10/2023 New Mexico Public Procurement Association	50.00
240752	11/10/2023 Psychological Assessment RS	1,417.14
240753	11/10/2023 NCS Pearson Inc.	11,942.65
240754	11/10/2023 Physical Science Research Associates Ltd	60,444.44
240755	11/10/2023 PNM	2,226.20
240756	11/10/2023 Poweron Technology Services, LLC	106,994.70
240757	11/10/2023 Prodigies Academy LLC	2,500.00
240758	11/10/2023 PRO-ED, Inc.	246.40
240759	11/10/2023 Quadient Leasing USA, Inc.	257.55
240760	11/10/2023 Riverside Insights	2,078.34
240761	11/10/2023 RSM	74.26
240762	11/10/2023 Therapro, Inc.	109.96
240763	11/10/2023 Travers Mechanical and Controls, LLC	891.35

240764	11/10/2023	Van Amberg, Rogers, Yepa & Abeita LLP	2,261.12
240765	11/10/2023	Victoria's Sunset LLC	2,690.62
240766	11/10/2023	Vigil & Associates Architectural Group PC	6,046.49
240767	11/10/2023	WPS	10,727.25
240768	11/10/2023	AHA! Process, Inc.	54,900.00
240769	11/10/2023	Conti Energy Control LLC	912.84
240770	11/14/2023	Aztec Schools	1,000.00
240771	11/14/2023	David Zachek	3,422.48
240772	11/17/2023	Coyote Cabling	13,978.08
240773	11/17/2023	Deming Excavating Inc	167,664.52
240774	11/17/2023	Conti Energy Control LLC	487.97
240775	11/17/2023	ESA Construction Inc	49,308.17
240776	11/17/2023	Greer Stafford/SJCF Architecture Inc	4,928.03
240777	11/17/2023	Imagination Station dba Istation	17,758.15
240778	11/17/2023	Mobilease Modular Space Inc	913,292.25
240779	11/17/2023	New Image Construction	37,624.55
240780	11/17/2023	Nine Degrees Construction, LLC	10,685.19
240781	11/17/2023	Rising Sun Technologies	13,884.44
240782	11/22/2023	Association of Educational Purchasing Agencies	102.27
240783	11/22/2023	Albuquerque Publishing Company	311.36
240784	11/22/2023	Christian Learning Center	22,752.00
240785	11/22/2023	American Alliance for Innovative Systems	61,200.00
240786	11/22/2023	Charley Carroll	677.22
240787	11/22/2023	City of Eunice	680.35
240788	11/22/2023	Coyote Cabling	25,709.35
240789	11/22/2023	David Chavez	234.98
240790	11/22/2023	David Zachek	4,261.95
240791	11/22/2023	Texas New Mexico Newspaper Partnership, LLC	252.07
240792	11/22/2023	ESA Construction Inc	189,261.50
240793	11/22/2023	Greenshades Software, LLC	7,282.05
240794	11/22/2023	Hansen & Prezzano/Builders LLC	20,515.56
240795	11/22/2023	Jaramillo Accounting Group LLC	26,610.28
240796	11/22/2023	Mountain States Constructors, Inc.	252,965.12
240797	11/22/2023	MW Electric, Inc.	13,221.50
240798	11/22/2023	New Mexico School Boards Association	5,000.00
240799	11/22/2023	Nine Degrees Construction, LLC	50,947.11
240800	11/22/2023	NCS Pearson Inc.	1,061.84
240801	11/22/2023	Poms & Associates Insurance Brokers Inc	96.86
240802	11/22/2023	Severin Intermediate Holdings, LLC	948.15
240803	11/22/2023	Robert Half	4,345.41
240804	11/22/2023	Ronda Davis	1,139.25
240805	11/22/2023	Roswell Daily Record	128.51
240806	11/22/2023	RSM	314.80
240807	11/22/2023	Safeguard Business Systems	5,015.28
240808	11/22/2023	Sand Digging It Landscapes, Inc.	10,117.92
240809	11/22/2023	The Santa Fe New Mexican	117.16
240810	11/22/2023	Submittable Holdings, Inc.	10,140.00
240811	11/22/2023	Truly Nolen	87.18
240812	11/22/2023	Van Amberg, Rogers, Yepa & Abeita LLP	1,856.50
240813	11/22/2023	Verizon Wireless	731.71
240814	11/22/2023	Yearout Mechanical	1,854.92

240815	12/1/2023	AFLAC	4,031.90
240816	12/1/2023	Allstate Benefits	115.18
240817	12/1/2023	American Fidelity Assurance Co	829.58
240818	12/1/2023	AT&T Mobility	127.06
240819	12/1/2023	CenturyLink	1,957.96
240820	12/1/2023	Cognia, Inc.	7,600.00
240821	12/1/2023	Comfort Systems USA Southwest, Inc.	32,714.15
240822	12/1/2023	Conti Energy Control LLC	9,395.81
240823	12/1/2023	ESA Construction Inc	589,050.82
240824	12/1/2023	Daiohs	491.89
240825	12/1/2023	First Financial Administrators, Inc.	6,818.73
240826	12/1/2023	Floor Tech Contracting LLC	67,029.07
240827	12/1/2023	Industrial Mechanical Inc.	14,538.33
240828	12/1/2023	Johnson Controls	181.42
240829	12/1/2023	Mesa Verde Enterprises, Inc.	15,260.52
240830	12/1/2023	MHS Inc	518.90
240831	12/1/2023	New Mexico Gas Company	196.95
240832	12/1/2023	NM State University	83.49
240833	12/1/2023	NCS Pearson Inc.	3,020.06
240834	12/1/2023	The Playwell Group, Inc.	72,359.02
240835	12/1/2023	PNM	1,977.33
240836	12/1/2023	Psychological Assessment RS	616.74
240837	12/1/2023	Riverside Insights	4,803.70
240838	12/1/2023	Safeguard Business Systems	2,132.61
240839	12/1/2023	Scholastic Testing Service Inc.	414.07
240840	12/1/2023	Wenger Corporation	3,100.09
240841	12/8/2023	Advertising Inc.	10,972.37
240842	12/8/2023	Carver Electric, LLC	126,046.23
240843	12/8/2023	Coyote Cabling	188,298.62
240844	12/8/2023	Dry Fly Enterprises, Inc.DBA Nube Group	14,222.18
240845	12/8/2023	ESA Construction Inc	472,299.14
240846	12/8/2023	Facility Solutions Group	54,137.58
240847	12/8/2023	Daiohs	94.71
240848	12/8/2023	GoTo Communications	743.62
240849	12/8/2023	Hansen & Prezzano/Builders LLC	11,392.63
240850	12/8/2023	Havona Environmental, Inc.	996.07
240851	12/8/2023	Horrocks Engineers, Inc.	8,549.66
240852	12/8/2023	MHS Inc	756.33
240853	12/8/2023	Millennium Commworld	192.15
240854	12/8/2023	NCS Pearson Inc.	2,750.91
240855	12/8/2023	RMKM Architecture, P.C.	503.53
240856	12/8/2023	Robert Half	29,312.10
240857	12/8/2023	Safeguard Business Systems	3,637.44
240858	12/8/2023	Truly Nolen	87.18
240859	12/8/2023	United States Postal Service	248.00
240860	12/8/2023	Victoria's Sunset LLC	2,690.62
240861	12/8/2023	Vigil Contracting Services, Inc.	16,991.67
240862	12/15/2023	Comfort Systems USA Southwest, Inc.	414.33
240863	12/15/2023	Conti Energy Control LLC	42,079.89
240864	12/15/2023	Coyote Cabling	12,871.56
240865	12/15/2023	VOID	-

240866	12/15/2023	Embassy Suites Albuquerque Hotel and Spa	2,690.64
240867	12/15/2023	ESA Construction Inc	123,708.05
240868	12/15/2023	Claris International, Inc.	792.00
240869	12/15/2023	Facility Solutions Group	3,734.75
240870	12/15/2023	Four Rivers, Inc.	85,586.38
240871	12/15/2023	Hansen & Prezzano/Builders LLC	18,290.26
240872	12/15/2023	Jemez Mountain Schools	31,043.55
240873	12/15/2023	Kay-Twelve, LLC	3,892.98
240874	12/15/2023	Upchurch Enterprises DBA Mark's Plumbing	145.67
240875	12/15/2023	MW Electric, Inc.	4,325.59
240876	12/15/2023	New Image Construction	18,055.82
240877	12/15/2023	NCS Pearson Inc.	2,302.80
240878	12/15/2023	Polson & Grady Ltd.	4,113.15
240879	12/15/2023	RSM	8,614.61
240880	12/15/2023	Tatum Municipal Schools	2,293.12
240881	12/15/2023	Trafera Holdings, LLC	13,582.22
240882	12/15/2023	W T Denton Mechanical Inc	19,561.74
240883	12/21/2023	Alb Bernalillo Co Water Utility Author	733.09
240884	12/21/2023	Albuquerque Publishing Company	112.94
240885	12/21/2023	City of Albuquerque	25.00
240886	12/21/2023	Brian Snider	1,564.41
240887	12/21/2023	CenturyLink	1,957.96
240888	12/21/2023	Comfort Systems USA Southwest, Inc.	12,000.00
240889	12/21/2023	Coyote Cabling	17,837.37
240890	12/21/2023	ESA Construction Inc	133,122.85
240891	12/21/2023	Floor Tech Contracting LLC	69,634.71
240892	12/21/2023	Hansen & Prezzano/Builders LLC	21,208.49
240893	12/21/2023	Karen F. Romero	320.00
240894	12/21/2023	MHS Inc	1,071.85
240895	12/21/2023	Millennium Commworld	632.77
240896	12/21/2023	A Mountain Professional Construction LLC	94,776.98
240897	12/21/2023	NM State University	21,171.83
240898	12/21/2023	Roofs, Inc.	416,055.02
240899	12/21/2023	RSM	1,744.83
240900	12/21/2023	Severin Intermediate Holdings, LLC	4,879.01
240901	12/21/2023	Van Amberg, Rogers, Yepa & Abeita LLP	506.32
240902	12/21/2023	Vigil Contracting Services, Inc.	19,752.33
240903	12/21/2023	Wizer Electric LLC	243,896.17
240904	12/29/2023	Comfort Systems USA Southwest, Inc.	390.00
240905	12/29/2023	Conti Energy Control LLC	148,498.04
240906	12/29/2023	Coyote Cabling	1,023.49
240907	12/29/2023	Dry Fly Enterprises, Inc.DBA Nube Group	8,782.82
240908	12/29/2023	Document Solutions, Inc. (DSI)	186,608.01
240909	12/29/2023	Ernest Monfiletto	71.76
240910	12/29/2023	ESA Construction Inc	65,275.90
240911	12/29/2023	Floor Tech Contracting LLC	6,250.20
240912	12/29/2023	Four Rivers, Inc.	69,578.76
240913	12/29/2023	Industrial Mechanical Inc.	17,508.89
240914	12/29/2023	J29 Enterprises, LLC	101,186.55
240915	12/29/2023	LLR Construction LLC	24,001.25
240916	12/29/2023	Nine Degrees Construction, LLC	177,257.09

240917	12/29/2023	New Mexico Junior College	263.24
240918	12/29/2023	RMKM Architecture, P.C.	1.54
240919	12/29/2023	Smithco Construction	350,489.20
240920	12/29/2023	Southwest Hazard Control Inc	34,433.82
240921	12/29/2023	A-Com Technologies LLC	7,028.74
240922	1/8/2024	Gaston Gaucin Munoz	1,725.00
240923	1/12/2024	AFLAC	4,031.90
240924	1/12/2024	Allstate Benefits	115.18
240925	1/12/2024	American Fidelity Assurance Co	938.34
240926	1/12/2024	AT&T Mobility	554.59
240927	1/12/2024	Automated Enforcement Division	100.00
240928	1/12/2024	VMR Holding LLC dba Blue Sky Landscape Services	1,173.11
240929	1/12/2024	VOID	-
240930	1/12/2024	Central Consolidated Schools	55,224.51
240931	1/12/2024	Cloudcroft Municipal Schools	10,792.41
240932	1/12/2024	Conti Energy Control LLC	13,106.25
240933	1/12/2024	ESA Construction Inc	723,987.86
240934	1/12/2024	Daiohs	410.56
240935	1/12/2024	First Financial Administrators, Inc.	6,818.73
240936	1/12/2024	Four Rivers, Inc.	7,368.25
240937	1/12/2024	Grants/Cibola County Schools	23,681.95
240938	1/12/2024	GoTo Communications	727.07
240939	1/12/2024	Margo Bendix Batha	900.00
240940	1/12/2024	New Mexico Gas Company	466.19
240941	1/12/2024	Dry Fly Enterprises, Inc.DBA Nube Group	8,999.60
240942	1/12/2024	Pecos Valley RCC 8	4,987.50
240943	1/12/2024	PNM	2,392.88
240944	1/12/2024	Riverside Insights	4,793.14
240945	1/12/2024	RSM	916.97
240946	1/12/2024	Smithco Construction	142,988.09
240947	1/12/2024	Southwest Hazard Control Inc	39,879.60
240948	1/12/2024	Verizon Wireless	720.90
240949	1/12/2024	Victoria's Sunset LLC	2,690.62
240950	1/12/2024	Victoria Lehocky Brohard	712.00
240951	1/12/2024	Western Mechanical Co, Inc.	178,975.02
240952	1/12/2024	Yearout Mechanical	653.82
240953	1/12/2024	Pecos Valley Construction LLC	15,416.78
240954	1/12/2024	CDW Government Inc	7,388.00

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12,529,394.39

Approved this _____ day of _____, 2024

Attest:

President, Executive Committee

Cooperative Educational Services
STATEMENT OF NET ASSETS
For the Six Months Ending Sunday, December 31, 2023

CASH	
Operating BOA	\$11,948,752.72
Operating WF	0.00
Petty Cash	200.00
Endowment Fund	0.00
TOTAL CASH	<u>11,948,952.72</u>
ACCOUNTS RECEIVABLE	30,345,053.05
PREPAID EXPENSES	159,024.63
ACCRUED REVENUE	0.00
OTHER RECEIVABLES	0.00
TOTAL CURRENT ASSETS	<u>42,453,030.40</u>
 EQUIPMENT	
Ancillary	0.00
Accum Dep Anc	0.00
Furnishings	671,006.23
Accum Dep Furn	(553,931.65)
Vehicles	237,846.96
Accum Dep Veh	(139,628.95)
Software	69,786.40
Accum Dep Software	(7,168.52)
NET EQUIPMENT	<u>277,910.47</u>
 PROPERTY	
Land	410,888.64
Building 4216	296,135.47
Building 10601	5,475,285.45
Accum Dep Bldg 4216	(228,605.33)
Accum Dep Bldg 10601	(306,749.03)
Improvements 4216	671,194.70
Accum Dep Imp 4216	(505,424.68)
Improvements 10601	65,071.54
Accum Dep Imp 10601	(70,790.24)
NET PROPERTY	<u>5,807,006.52</u>
TOTAL EQUIPMENT & PROPERTY	<u>6,084,916.99</u>
OTHER ASSETS	
Investment in SSC	0.00
TOTAL OTHER ASSETS	<u>0.00</u>
 TOTAL ASSETS	 <u>\$48,537,947.39</u>

Cooperative Educational Services
STATEMENT OF NET ASSETS
For the Six Months Ending Sunday, December 31, 2023

ACCOUNTS PAYABLE	29,103,634.43
ACCRUED EXPENSES	
Ancillary Payroll	0.00
Expenses	0.00
Compensated Absences	188,913.13
TOTAL ACCRUED EXPENSES	<u>188,913.13</u>
 SUMMER INSURANCE PREMIUMS	43,537.41
PAYROLL TAXES PAYABLE	42,345.33
EMPLOYEE BENEFITS PAYABLE	2,613.48
AEPA	0.00
MEMBER CREDIT LIABILITY	389,897.22
DEFERRED REVENUE	6,106.46
Mortgage Payable	4,582,980.34
Mortgage Payable - Current Portion	294,610.84
PPP Loan	0.00
Fiscal Agency Liability - NMPFMA	31,825.29
TOTAL LIABILITIES	<u>34,686,463.93</u>
 NET ASSETS	13,126,511.62
CURRENT CHNG in NET ASSETS-PROFIT/(LOSS)	724,971.84
 TOTAL NET ASSETS	<u>13,851,483.46</u>
 TOTAL LIABILITIES & NET ASSETS	<u>\$48,537,947.39</u>

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

For the Six Months Ending Sunday, December 31, 2023

	<u>December</u>	<u>YTD</u>
EXTRAORDINARY REVENUE	\$0.00	\$0.00
A/R-A/P CLEARING ACCOUNT	4,023.36	(2,524.09)
	<u>4,023.36</u>	<u>(2,524.09)</u>
 INSURANCE		
Insurance-Revenue	0.00	0.00
Insurance Expense	0.00	0.00
	<u>0.00</u>	<u>0.00</u>
 Professional Services		
Professional Services-Revenue	134,921.43	657,247.20
Professional Services-Expense	99,227.69	588,199.23
	<u>35,693.74</u>	<u>69,047.97</u>
 PLACEMENT SERVICES		
Placement Services-Revenue	0.00	62,620.00
Placement Services-Expense	5.04	31.38
	<u>(5.04)</u>	<u>62,588.62</u>
 MEDICAID		
Medicaid-Revenue	98,376.77	293,877.73
Medicaid-Expense	84,550.21	252,570.20
	<u>13,826.56</u>	<u>41,307.53</u>
 FOOD		
Food-Revenue	6,575.88	34,906.01
Food-Expense	0.00	0.00
	<u>6,575.88</u>	<u>34,906.01</u>
 PROCUREMENT		
Procurement-Revenue	26,230,642.65	143,437,303.41
Procurement-Expense	25,713,360.28	141,097,790.53
	<u>517,282.37</u>	<u>2,339,512.88</u>
 AEPA		
AEPA-Revenue	914,479.48	11,015,962.17
AEPA-Expense	1,117,470.02	10,864,519.57
	<u>(202,990.54)</u>	<u>151,442.60</u>
 ANCILLARY		
Ancillary-Revenue	1,423,624.50	7,324,873.40
Ancillary-Expense	1,320,525.67	6,908,421.57
	<u>103,098.83</u>	<u>416,451.83</u>
 INSERVICES		
Inservices-Revenue	64,500.75	108,025.75
Inservices-Expense	4,007.16	135,248.81
	<u>60,493.59</u>	<u>(27,223.06)</u>
 MEETINGS		
Meetings-Revenue	0.00	0.00
Meetings-Expense	799.00	11,156.24
	<u>(799.00)</u>	<u>(11,156.24)</u>

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

For the Six Months Ending Sunday, December 31, 2023

	<u>December</u>	<u>YTD</u>
EANS		
EANS-Revenue	0.00	198,576.94
EANS-Expense	0.00	205,986.61
	<u>0.00</u>	<u>(7,409.67)</u>
ARP EANS		
ARP EANS-Revenue	84,098.26	319,705.88
ARP EANS-Expense	77,523.43	526,699.36
	<u>6,574.83</u>	<u>(206,993.48)</u>
SITE		
SITE Revenue	0.00	8,100.00
SITE Expense	27,421.75	223,221.80
	<u>(27,421.75)</u>	<u>(215,121.80)</u>
TAP		
TAP- Revenue	27,997.69	169,701.58
TAP - Expense	22,474.72	143,464.58
	<u>5,522.97</u>	<u>26,237.00</u>
ALD		
ALD Revenue	72,868.25	195,458.21
ALD Expense	45,901.81	282,102.33
	<u>26,966.44</u>	<u>(86,644.12)</u>
LEAP		
LEAP Revenue	156,889.13	295,733.84
LEAP Expense	107,355.37	593,066.57
	<u>49,533.76</u>	<u>(297,332.73)</u>
TQP		
TQP Revenue	0.00	0.00
TQP Expenses	11,223.25	99,598.43
	<u>(11,223.25)</u>	<u>(99,598.43)</u>
BUSINESS OFFICE		
Business Office-Revenue	0.00	0.00
Business Office-Expense	32,267.40	76,319.81
	<u>(32,267.40)</u>	<u>(76,319.81)</u>
EXECUTIVE DIRECTOR		
Executive Director-Revenue	0.00	0.00
Executive Director-Expense	7,801.18	51,219.89
	<u>(7,801.18)</u>	<u>(51,219.89)</u>
HUMAN RESOURCES		
Human Resources-Revenue	0.00	0.00
Human Resources-Expense	11,117.52	66,562.00
	<u>(11,117.52)</u>	<u>(66,562.00)</u>
TECHNOLOGY		
Technology-Revenue	0.00	0.00
Technology-Expense	31,895.15	178,138.06
	<u>(31,895.15)</u>	<u>(178,138.06)</u>

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

For the Six Months Ending Sunday, December 31, 2023

	<u>December</u>	<u>YTD</u>
ENTITY		
Entity-Revenue	19,703.00	419,673.86
Entity-Expense	135,885.44	1,509,953.08
	<u>(116,182.44)</u>	<u>(1,090,279.22)</u>
PROFIT/(LOSS)	387,889.06	724,971.84

Sandia Synergy Center
Financial Summary
12/31/2023

	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	1,342,647.46	1,349,805.25	7,157.79
Cash - Security Deposits BOA - SSC	18,512.55	18,512.55	0.00
Accounts Receivable - SSC	13,291.39	19,823.67	6,532.28
Prepaid Expenses - SSC	0.00	0.00	0.00
Fixed Assets	2,924,333.76	2,924,333.76	0.00
Total Assets	4,298,785.16	4,312,475.23	13,690.07
Accounts Payable - SSC	11,085.07	0.00	(11,085.07)
Deferred Rent - SSC	0.00	0.00	0.00
Tenant Deposits - SSC	18,286.03	18,286.03	0.00
Total Liabilities	29,371.10	18,286.03	(11,085.07)
Investment form CES	3,250,804.85	3,250,804.85	0.00
Fund Balance - SSC	937,282.80	937,282.80	0.00
Profit & Loss - SSC	0.00	0.00	0.00
Profit/(Loss)	81,326.41	106,101.55	24,775.14
Total Fund Balance	4,269,414.06	4,294,189.20	24,775.14
Total Liabilities & Fund Balance	4,298,785.16	4,312,475.23	13,690.07
Total Revenue	(140,167.88)	(167,477.39)	(27,309.51)
Total Expense	58,841.47	61,375.84	2,534.37
(Profit)/Loss	(81,326.41)	(106,101.55)	(24,775.14)
Revenue - Rent - SSC	(89,454.01)	(107,344.74)	(17,890.73)
Revenue - Passthru Maintenance - SSC	0.00	0.00	0.00
Revenue - Passthru Electricity - SSC	(5,271.36)	(5,271.36)	0.00
Revenue - CAM - SSC	(29,924.55)	(35,909.46)	(5,984.91)
Revenue - Interest Tenant Deposits - SSC	(31.00)	(31.00)	0.00
Revenue - Misc - SSC	0.00	0.00	0.00
Revenue - Interest - SSC	0.00	0.00	0.00
Revenue - Investment - SSC	(15,486.96)	(18,920.83)	(3,433.87)
Legal Fees - SSC	0.00	0.00	0.00
Accounting/Audit Fees - SSC	0.00	0.00	0.00
Commission Expense - SSC	0.00	0.00	0.00
Indirect Cost - SSC	0.00	0.00	0.00
General Expenses - SSC	0.00	0.00	0.00
Bank Fees - SSC	0.00	0.00	0.00
Depreciation Expense - SSC	0.00	0.00	0.00
Property Insurance - SSC	3,100.00	3,100.00	0.00
Property Tax - SSC	0.00	0.00	0.00
Janitorial - CAM - SSC	2,691.23	3,229.35	538.12
Janitorial Supplies - CAM - SSC	1,975.44	2,440.91	465.47
Contract Maintenance - CAM - SSC	2,621.73	3,172.74	551.01
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	327.35	327.35	0.00
Safety Equip & Maint - CAM - SSC	441.58	441.58	0.00
Roof Repairs - CAM - SSC	0.00	0.00	0.00
Electricity - CAM - SSC	8,274.34	8,274.34	0.00
Gas - CAM - SSC	310.68	310.68	0.00
Water & Sewer - CAM - SSC	4,703.26	4,724.12	20.86
Solid Waste Removal - CAM - SSC	1,924.19	2,303.10	378.91

	November	December	Change
Telephone - CAM - SSC	933.87	933.87	0.00
Security & Alarm Monitoring - CAM - SSC	106.67	106.67	0.00
HVAC Maintenance - CAM - SSC	4,739.32	4,739.32	0.00
HVAC Repairs - CAM - SSC	0.00	0.00	0.00
Grounds Maintenance - CAM - SSC	4,888.32	4,888.32	0.00
Snow Removal - CAM - SSC	0.00	0.00	0.00
Window Washing - CAM - SSC	247.55	247.55	0.00
Association Fees - CAM - SSC	2,667.68	2,667.68	0.00
Management Fees Contract - CAM - SSC	6,458.75	6,458.75	0.00
Management Fees Intercompany - CAM - SSC	3,978.00	3,978.00	0.00
Internet CAM - SSC	2,320.00	2,900.00	580.00
Equipment & Storage Rental Fees	0.00	0.00	0.00
Electricity - SSC	0.00	0.00	0.00
Repairs - SSC	0.00	0.00	0.00
Maintenance - SSC	435.88	435.88	0.00
Repairs & Maintenance General - SSC	424.27	424.27	0.00
Electricity Passthru - SSC	5,271.36	5,271.36	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

CES PROCUREMENT - CONTRACT AWARDS

RFP	Awardee	Contract Number
2024-08- (19-022) (exp.12/14/23) Modular Portable Factory-Built & Pre-Engineered Steel Buildings Delivery, Installation and Related (5) Cat 1 – Lot 1 (Turnkey)	Modular Solutions, Ltd Palomar Modular Buildings LLC Mobilease Modular Space, Inc. Spellbring Construction Inc. Barracuda Construction	2024-08-C111-ALL 2024-08-C112-ALL 2024-08-C113-ALL 2024-08-C114-1 2024-08-C115-ALL
2024-08- (19-022) (exp.12/14/23) Modular Portable Factory-Built & Pre-Engineered Steel Buildings Delivery, Installation and Related (4) Cat 1 – Lot 2 (Turnkey)	Modular Solutions, Ltd Mobilease Modular Space, Inc. Mick Rich Contractors Inc. Barracuda Construction	2024-08-121-ALL 2024-08-122-ALL 2024-08-123-ALL 2024-08-124-ALL
2024-09 (2020-02) (exp. 2/13/24) Under \$60K - Grounds Maintenance & Landscaping Services (4)	Global Maven Enterprises, LLC The Garden Mart Inc. Cassidy's Landscaping Inc. C&R Enterprises SW, LLC	2024-09-C111-8 2024-09-C112-6 2024-09-C113-2 2024-09-C114-4
2024-10 (2020-03) (exp. 2/13/24) Under \$60K - Mech Elec Plumbing Maintenance (15) Cat 1- Lot 1 (Mech Elec) (Turnkey)	Farmington Heating & Metal Co. Laroc Refrigeration-Metal Division, Inc Spellbring Construction Inc B&D Industries, Inc. Barracuda Construction Four Winds Mechanical Hausermann Mechanical, LLC Mechanical Systems, Inc. Western Mechanical Co. Wizer Electric LLC. Yearout Mechanical, LLC Pecos Valley Construction LLC Rhoads Co C D Mechanical, Inc. Metal Tech Inc	2024-10-C112-1 2024-10-C113-1 2024-10-C114-1 2024-10-C115-4 2024-10-C116-4 2024-10-C117-4 2024-10-C118-4 2024-10-C119-4 2024-10-C1110-4 2024-10-C1111-4 2024-10-C1112-4 2024-10-C1113-6 2024-10-C1114-6 2024-10-C1115-8 2024-10-C1116-8
2024-10 (2020-03) (exp. 2/13/24) Under \$60K - Mech Elec Plumbing Maintenance (20) Cat 1- Lot 2 (Plumbing) (Turnkey)	QA Engineering Farmington Heating & Metal Co. Laroc Refrigeration-Metal Division, Inc N.C.I. ROSS/WES ELECTRICAL SERVICES, INC. Spellbring Construction Inc B&D Industries, Inc. Barracuda Construction Facility Solutions Group Four Winds Mechanical Goodmen Electrical Services Mechanical Systems, Inc. PLUMA, LLC Red Seven Electric Western Mechanical Co. Wizer Electric LLC. Amp Tech LLC J & G Electric Co. Inc. Pecos Valley Construction LLC JC Electrical Services, LLC Southeast Electric, Inc	2024-10-C111-4 2024-10-C121-1 2024-10-C122-1 2024-10-C123-1 2024-10-C124-1 2024-10-C125-1 2024-10-C126-4 2024-10-C127-4 2024-10-C128-4 2024-10-C129-4 2024-10-C1210-4 2024-10-C1211-4 2024-10-C1212-4 2024-10-C1213-4 2024-10-C1214-4 2024-10-C1215-4 2024-10-C1216-6 2024-10-C1217-6 2024-10-C1218-6 2024-10-C1219-8 2024-10-C1220-8
2024-11 (2020-04) (exp. 2/13/24) Under 60K - Facility General Maintenance (19)	Spellbring Construction Inc B. Barela Enterprise Restoration by Rapid Response AAA Restoration & Construction Services, Inc Barracuda Construction C&R Enterprises SW, LLC Consolidated Builders of NM LLC Goodmen Electrical Services LAV Contruction, LLC Norcon of New Mexico, LLC PLUMA, LLC	2024-11-C111-1 2024-11-C112-2 2024-11-C113-2 2024-11-C114-4 2024-11-C115-4 2024-11-C116-4 2024-11-C117-4 2024-11-C118-4 2024-11-C119-4 2024-11-C1110-4 2024-11-C1111-4

	Wizer Electric LLC. Amp Tech LLC Pecos Valley Construction LLC Fulcrum Contracting LLC Global Maven Enterprises, LLC JC Electrical Services, LLC MANSCo (mans construction company) Nine Degrees Architecture + Design, Inc.	2024-11-C1112-4 2024-11-C1113-6 2024-11-C1114-6 2024-11-C1115-8 2024-11-C1116-8 2024-11-C1117-8 2024-11-C1118-8 2024-11-C1119-8
2024-12 (2020-26) (exp. 2/13/24) Food Service Equipment and Related Services (6)	National Restaurant Supply Co. Inc. Standard Restaurant Supply Pueblo Hotel Supply Hobart Service AP Services McComas Sales Company	2024-12-C111-ALL 2024-12-C112-ALL 2024-12-C113-ALL 2024-12-C114-ALL 2024-12-C115-ALL 2024-12-C116-ALL
2024-13 (2020-28) (exp. 2/27/24) Hazardous Waste Materials Inspection, Sampling, Analysis, Microbiological Testing and Related (9) Cat 1- Lot 1 (Testing, Sampling turnkey)	Keers Remediation, Inc. Grancor Environmental Young Environmental Services, Inc. GWC Construction Inc. Southwest Abatement, Inc. Acme Environmental, Inc. Havona Environmental, Inc. Acme Env. Industrial Hygiene, Inc. Mooring Construction Restoration	2024-11-C111-ALL 2024-11-C112-ALL 2024-11-C113-ALL 2024-11-C114-ALL 2024-11-C115-ALL 2024-11-C116-ALL 2024-11-C117-ALL 2024-11-C118-ALL 2024-11-C119-ALL
2024-13 (2020-28) (exp. 2/27/24) Hazardous Waste Materials Removal & Disposal of Asbestos, Hazardous and/or Contaminated Materials, Construction Services, Remediation, Restoration and Related Services (10) Cat 1 – Lot 2 (Abatement of asbestos, remediation)	Keers Remediation, Inc. Southwest Abatement, Inc. Grancor Environmental Young Environmental Services, Inc. Spray System of Arizona, Inc. GWC Construction Inc. SHC AAA Restoration & Const. Serv. Inc. Mooring Construction Restoration Restoration by Rapid Response	2024-13-C121-ALL 2024-13-C122-ALL 2024-13-C123-ALL 2024-13-C124-ALL 2024-13-C125-ALL 2024-13-C126-ALL 2024-13-C127-ALL 2024-13-C128-ALL 2024-13-C129-ALL 2024-13-C1210-ALL
2024-14 (2020-25) (exp. 4/19/24) IT and Related, Products and Services (32)	Poweron Technology Services Millennium Communications Corp. Converged Networks Lightspeed Technologies, Inc. Document Solutions Inc. CounterTrade Products Inc. D & D Automation & Electric Access Communications Group, LLC Rising Sun Technologies Electrical LLC Harmonix Technologies, Inc. Ardham Technologies, Inc. Safari Micro Inc ITConnect, Inc N.C.I. CamNet, Inc. IT Works LLC Dry Fly Enterprises Inc Systems MD, LLC Trafera Holdings, LLC Crumbacher Business Systems Inc ConvergeOne, Inc. TIG Technology Integration Group ABRAZO Technologies LLC PVT Networks Inc Abba Technologies, Inc Cinga Technologies, LLC GC VIDEO Advanced Network Management, Inc Nodo Tech LLC Advanced Communications and Electronics, Inc. Jive Communications, Inc. Granite Telecommunications, LLC	2024-14-C111-ALL 2024-14-C112-ALL 2024-14-C113-ALL 2024-14-C114-ALL 2024-14-C115-ALL 2024-14-C116-ALL 2024-14-C117-ALL 2024-14-C118-ALL 2024-14-C119-ALL 2024-14-C1110-ALL 2024-14-C1111-ALL 2024-14-C1112-ALL 2024-14-C1113-ALL 2024-14-C1114-ALL 2024-14-C1115-ALL 2024-14-C1116-ALL 2024-14-C1117-ALL 2024-14-C1118-ALL 2024-14-C1119-ALL 2024-14-C1120-24 2024-14-C1121-ALL 2024-14-C1122-ALL 2024-14-C1123-ALL 2024-14-C1124-67 2024-14-C1125-ALL 2024-14-C1126-ALL 2024-14-C1127-ALL 2024-14-C1128-ALL 2024-14-C1129-ALL 2024-14-C1130-ALL 2024-14-C1131-ALL 2024-14-C1132-ALL

American Alliance for Innovative
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Nashville, TN
6199478171
dholden@aais.us
www.aais.us

Quote For Proposed Services 1414



ADDRESS
David Chavez
Cooperative Educational
Services
10601 Research Rd. SE
Albuquerque, NM 87198 USA

DATE
01/09/2024

TOTAL
\$378,900.00

DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
01/09/2024	THIS IS FOR THE 2024-2025 SCHOOL YEAR.	0	0.00	0.00
01/09/2024	ACTUAL DATES TBD. All dates are placeholders until final dates are agreed upon.	0	0.00	0.00
01/09/2024	This proposal establishes the ceiling and the actual work will not exceed the total amount listed in this proposal. AAIS is committed to finding ways to decrease the cost for our clients.	0	0.00	0.00
01/09/2024	All prices listed in this proposal include travel-related expenses.	0	0.00	0.00
07/29/2024	Strategic planning: data analysis, problem solving, development and revision of tools and processes, and coordination of logistics	8	2,300.00	18,400.00
08/01/2024	LMS creation and maintenance: creation of course objectives, creation/selection of learning objects and tasks, and development of feedback rubrics; course build in preferred LMS; course customization with client graphics and resources; respond to client feedback; course audit; asynchronous instruction and feedback	10	2,300.00	23,000.00
08/05/2024	On-site preservice training: 2 trainers for 2 days of training per cohort, divided into north and south.	8	2,800.00	22,400.00
	Quarter 1 Learning Progression, Resource Alignment, Create Unit Exemplar			

Thank you for allowing AAIS to provide you with technical assistance!
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Thank you for your business!

DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
09/09/2024	On-site campus visits: 2 days at Tier 1 and Tier 2 schools; 3 days at Gadsden; and 4 days at Las Cruces. There will be 2 trainers in each district for each visit.	70	2,800.00	196,000.00
09/18/2024	Modeling Math Instruction, Planning conversations, Observe Math Instruction Q1 virtual support, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
09/18/2024	Reflect on Q1, Review Submitted Artifacts, Identify Learning Progression and Goals for Q2 Q1 virtual support for administrators, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
11/04/2024	Reflect on Q1, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation Q2 virtual support, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
11/04/2024	Reflect on Q2, Review Submitted Artifacts, Change Management Conversations, Identify Learning Progression Goals for Q3 Q2 virtual support for administrators, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
01/27/2025	Reflect on Q2, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation On-site training: 2 days of training per cohort, 2 trainers each day	8	2,800.00	22,400.00
02/03/2025	Assessment Design Training, Evaluating Existing Assessment, Writing Assessment Tasks Q3 virtual support for administrators, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
04/07/2025	Reflect on Q3, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation Q4 virtual support, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
	Reflect on Y1, Review Submitted Artifacts, Change Management Conversations, Identify Goals for Y2			

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DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
04/07/2025	Q4 virtual support for administrators, divided into 0.5 day per cohort. Reflect on Y1, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation, Identify Goals for Y2	1	2,300.00	2,300.00
05/19/2025	CES project monitoring: designated time for monthly virtual project monitoring	2	2,300.00	4,600.00
05/21/2025	On-site executive committee meeting and designated time for monthly in-person project monitoring	2	2,800.00	5,600.00
05/21/2025	Artifact Review: 0.5 day per district, per semester.	16	2,300.00	36,800.00
06/09/2025	Identify Trends in Submitted Artifacts On-site summer training: 4 days of training, centrally located, with 3 trainers each day. Develop tools for promoting cognitive engagement and building student thinking in the mathematics classroom	12	2,800.00	33,600.00

New Mexico CES 24-25 Math

TOTAL

\$378,900.00

THANK YOU.

Accepted By

Accepted Date

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Thank you for your business!

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Quote For Proposed Services 1413



ADDRESS

David Chavez
Cooperative Educational
Services
10601 Research Rd. SE
Albuquerque, NM 87198 USA

DATE
01/09/2024

TOTAL
\$105,700.00

DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
01/09/2024	THIS IS FOR THE 2023-2024 SCHOOL YEAR.	0	0.00	0.00
01/09/2024	ACTUAL DATES TBD. All dates are placeholders until final dates are agreed upon.	0	0.00	0.00
01/09/2024	This proposal establishes the ceiling and the actual work will not exceed the total amount listed in this proposal. AAIS is committed to finding ways to decrease the cost for our clients.	0	0.00	0.00
01/09/2024	All prices listed in this proposal include travel-related expenses.	0	0.00	0.00
03/11/2024	Strategic planning: data analysis, problem solving, development and revision of tools and processes, and coordination of logistics	4	2,200.00	8,800.00
03/18/2024	LMS creation: creation of course objectives, creation/selection of learning objects and tasks, and development of feedback rubrics; course build in preferred LMS; course customization with client graphics and resources; respond to client feedback; course audit; asynchronous instruction and feedback	5	2,200.00	11,000.00
04/15/2024	On-site campus visits for Tier 1 and Tier 2 districts (1 day/district).	14	2,700.00	37,800.00
	Observe math instruction and meet with Instructional Leaders			

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Thank you for your business!

DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
04/15/2024	On-site campus visits for Gadsden and Las Cruces districts (2 days/district).	4	2,700.00	10,800.00
	Observe math instruction and meet with Instructional Leaders			
04/29/2024	On-site executive committee meeting and in-person project monitoring	1	2,700.00	2,700.00
05/06/2024	Monthly virtual project monitoring	1	2,200.00	2,200.00
06/10/2024	On-site summer Teacher Leader Cohort (based on each district's capacity – 75 attendees maximum). 4 days of training with 3 trainers per day.	12	2,700.00	32,400.00
	Focus is on mindsets, pedagogy, identifying priority standards, and teacher clarity.			

New Mexico CES 23-24 Math

SUBTOTAL

105,700.00

TAX

0.00

TOTAL

\$105,700.00

THANK YOU.

Accepted By

Accepted Date

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Quote For Proposed Services 1415



ADDRESS

David Chavez
Cooperative Educational
Services
10601 Research Rd. SE
Albuquerque, NM 87198 USA

DATE
01/09/2024

TOTAL
\$345,300.00

DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
01/09/2024	THIS IS FOR THE 2025-2026 SCHOOL YEAR.	0	0.00	0.00
01/09/2024	ACTUAL DATES TBD. All dates are placeholders until final dates are agreed upon.	0	0.00	0.00
01/09/2024	This proposal establishes the ceiling and the actual work will not exceed the total amount listed in this proposal. AAIS is committed to finding ways to decrease the cost for our clients.	0	0.00	0.00
01/09/2024	All prices listed in this proposal include travel-related expenses.	0	0.00	0.00
07/28/2025	Strategic planning: data analysis, problem solving, development and revision of tools and processes, and coordination of logistics	8	2,300.00	18,400.00
08/04/2025	LMS creation and maintenance: creation of course objectives, creation/selection of learning objects and tasks, and development of feedback rubrics; course build in preferred LMS; course customization with client graphics and resources; respond to client feedback; course audit; asynchronous instruction and feedback	10	2,300.00	23,000.00

Thank you for allowing AAIS to provide you with technical assistance!
Please make check payable to American Alliance for Innovative Systems LLC.
For questions regarding this invoice, please contact David Holden at (619) 947-8171 or dholden@aais.us.

Thank you for your business!

DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
08/05/2025	On-site preservice training: 2 trainers for 2 days of training per cohort, divided into north and south.	8	2,800.00	22,400.00
	Develop tools for promoting cognitive engagement and building student thinking in the mathematics classroom. Create exemplar lessons.			
09/08/2025	On-site campus visits: 2 days at Tier 1 and Tier 2 schools; 3 days at Gadsden; and 4 days at Las Cruces. There will be 2 trainers in each district for each visit.	70	2,800.00	196,000.00
	Modeling Math Instruction, Planning conversations, Observe Math Instruction			
09/17/2025	Q1 virtual support, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
	Reflect on Q1, Review Submitted Artifacts			
09/17/2025	Q1 virtual support for administrators, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
	Reflect on Q1, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation			
11/03/2025	Q2 virtual support, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
	Reflect on Q2, Review Submitted Artifacts			
11/03/2025	Q2 virtual support for administrators, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
	Reflect on Q2, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation			
01/26/2026	On-site training: 2 days of training per cohort, 2 trainers each day	8	2,800.00	22,400.00
	Develop tools for promoting cognitive engagement and building student thinking in the mathematics classroom. Create exemplar lessons.			
02/02/2026	Q3 virtual support for administrators, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
	Reflect on Q3, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation			

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DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
04/06/2026	Q4 virtual support, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
	Reflect on Y2, Review Submitted Artifacts, Change Management Conversations, Identify Goals for Sustainability			
04/06/2026	Q4 virtual support for administrators, divided into 0.5 day per cohort.	1	2,300.00	2,300.00
	Reflect on Y2, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation, Identify Goals for Sustainability			
05/18/2026	CES project monitoring: designated time for monthly virtual project monitoring	2	2,300.00	4,600.00
05/20/2026	On-site executive committee meeting and designated time for monthly in-person project monitoring	2	2,800.00	5,600.00
05/22/2026	Artifact Review: 0.5 day per district, per semester.	16	2,300.00	36,800.00
	Identify Trends in Submitted Artifacts			

New Mexico CES 25-26 Math

TOTAL \$345,300.00

THANK YOU.

Accepted By

Accepted Date

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AAIS New Mexico Math Proposal Narrative

Purpose and Overview

The Current Math Classroom and the AAIS Vision for What It Could Be

Traditional math instruction focuses more on teacher modeling and with the expectation that students will perform the procedural or develop procedural fluency by focusing on algorithms, but it deprives the student of critical thinking. Traditional math instruction does not develop problem solving skills; rather, it focuses on rote memory of algorithmic, procedural fluency, but when students encounter problems that are complex, that they've never seen before, that don't have a routine solution that are unfamiliar to them, they are poorly equipped to address those challenges. We believe traditional math instruction does not honor or develop students' thinking and deep learning.

- But imagine a classroom that honors students' creativity and allows them to think flexibly about rich mathematical concepts.
- Imagine a classroom where thinking is evident, where every student is held accountable for understanding and explaining mathematics.
- Imagine a classroom full of rich mathematical language, where students communicate their ideas and work together to develop a deep understanding of the content.
- Imagine a classroom full of questions, where student input pushes the conversation to greater levels.
- Imagine a classroom with scaffolds and supports, where ALL learners have an entry point to the content and have supports in place to help them make sense of their learning.
- Imagine a classroom with a clear roadmap through learning, with predetermined checkpoints along the way.
- Imagine a classroom where students communicate their next steps for sense making and advocate for themselves.
- Imagine a classroom where mistakes are welcomed and encouraged, where "answer-getting" is discouraged and problem-solving is the only way.

This is the AAIS vision of mathematical instruction, and we believe the time to make this change is now.



Implementing change that impacts learning in the math classroom requires common, accurate, and clear understanding through reflection on current practices and outcomes in classrooms on individual, course-alike, and department levels. The AAIS approach for bringing about this change will focus on the four core strands:

(1) **Essential Understandings in Mathematics Content and Concepts**

As we work with teachers to develop a new concept of math instruction, teachers will experience training that helps them develop an essential understanding of all core mathematical concepts. Through hands-on experience doing rich math tasks, teachers will develop a common understanding of priority standards and work to develop common proficiency scales that will establish common minimum expectations for students across classrooms, campuses, and complexes. The Teacher Leader Cohorts will develop exemplar unit plans that include detailed unpacking of priority standards, learning objectives and success criteria, learning progressions and assessment blueprints. Special attention will be given to vertical alignment conversations.

(2) **Rigorous and Equitable Instruction for ALL Students of Mathematics**

AAIS believes that true math success looks like math classrooms that challenge, support, and ultimately engage ALL learners. The Teacher Leader Cohorts will develop tools for moving students away from "studenting" behaviors (Liljedahl, 2020) i.e., avoiding, mimicking, etc. and increase the amount of true problem solving in their classrooms. The Teacher Leader Cohort will develop a toolbox of routines that will gain evidence of thinking from every student, every day. Teachers will further increase engagement by learning a variety of Universal Design for Learning strategies to support students in the processing, expression, and engagement of rigorous mathematics.

(3) **Leadership and Coaching for Equitable Teaching and Learning in Mathematics**

State, District, and Building Level Instructional Leaders will also experience cohort training as well as learn coaching techniques and strategies to support teacher growth in targeted training. Specific coaching training will include look-fors and strategies to help teachers reflect and improve with a growth mindset. Leaders will learn tools for building and sustaining a strong math culture in their buildings. Leaders should be a part of and attend all cohort training as well as their own training specific to coaching instruction with regards to mathematics.

Training for evaluators is also key for implementation success, both short and long term. AAIS consultants will work with administration on both evaluation techniques as well as coaching strategies, along with the importance of both roles. It is important for evaluators to be able to shift purposefully between coaching and evaluative practices and communicate intentions of meetings with teachers. Evaluators must also understand the importance of consistent



expectations and messaging to the cohort as well as the remainder of the department yet to be trained.

Head principals must also understand the need for consistent communication of goals and what is important and why this change is taking place. They should attend training when possible - even if for a brief time.

(4) Development of Professional Learning Modules to Support the Teacher Leader Cohorts

Professional learning modules to support the Teacher Leader Cohort will be developed after each training based on delivered content along with reflection and feedback from trainers/participants. Modules will be accessed through a shared source (such as an approved Learning Management System that can be accessed and/or downloaded.)

This intent of this resource will be to provide resources for future Teacher Leader Cohort work such as:

- Change management
- Instructional resources for thinking classrooms in mathematics
- Leadership during change
- Protocols to structure planning, analysis, and reflection conversations
- Presentations with notes
- Timelines for implementation

These modules and resources will be archived and further developed to use with teachers across the state to spread the work of the Teacher Leader Cohort to all campuses and districts.

Support is Responsive and Easily Accessible

A AIS will deliver training and support through a variety of methods, including onsite professional development, virtual training, and support both synchronous and asynchronous. We would also create a virtual classroom using an approved learning management system. We would also make representatives from the state instructors in the classroom so they can keep the work going after our role goes away.



Tools for Progress Monitoring

AAIS will develop a survey instrument used to gauge understanding and implementation. The survey instrument will be used to evaluate beliefs and understanding after each training session. Each survey will include the following questions:

- 1) How engaged were you during the training?
- 2) What ideas resonated with you the most during this training?
- 3) To what degree are the policies, procedures, and infrastructure in your building supporting your implementation of these practices?
- 4) How likely are you to implement these practices in your instruction?
- 5) Do you perceive student learning to improve because of implementing these practices?
- 6) Based on your learning today, what is at least one new action you intend to take in your classroom?

AAIS will work to develop an Innovation Configuration Map (IC Map) to establish a vision of the ideal implementation of all domains of this initiative. We will use this IC Map to develop a map through the necessary levels of change as we work to develop a new way of delivering math instruction. Instructional leaders will be trained in how to utilize the IC Maps through calibration activities that include self-assessment and reflection.

AAIS will work with teacher leaders to collect classroom artifacts to review and create a collection of exemplar teaching and learning documents.

AAIS will develop walkthrough tools to support teacher leaders as they gather data during instructional rounds. State, district, and campus leaders will be trained in a common process for completing instructional rounds and will utilize a central reporting hub to further calibrate our work across campuses and districts.



2023-2024 SY				
Date	Event		# Days	Proposed Goals
April-May 2024	Campus Visits	1 day for Tier 1 & 2 Districts 2 days for Gadsden and Las Cruces	18	Observe Math Instruction, Meet with Instructional Leaders
June 2024	Summer Teacher Leader Cohort (based on each district's capacity - Max of 75 ppl)	4 Days of Training Centrally Located 3 Trainers	12	Mindsets, Pedagogy, Identify Priority Standards, Teacher Clarity
23-24	CES Project Monitoring		1	Designated Time for Monthly Virtual Project Monitoring
23-24	Executive Committee Meeting		1	Designated Time for Monthly In-Person Project Monitoring
23-24	Strategic Planning		4	Data analysis, Problem Solving, Development and Revision of Tools and Processes, Coordination of Logistics
23-24	LMS Creation		5	Creation of Course objectives, Creation/selection of learning objects and tasks, Development of feedback rubrics, Course build in preferred LMS, Course customization w/client graphics and resources, Respond to client feedback, Course Audit, Asynchronous Instruction and Feedback
23-24				
In-Person		31		
Virtual		10		

2024-2025 SY					
August 2024	Pre-Service	2 Days of Training Per Cohort Divided in to North and South 3 trainers	8	Quarter 1 Learning Progression, Resource Alignment, Create Unit Exemplar	
Fall 2024	Campus Visits	2 Days for Tier 1&2 3 Days Gadsden 4 Days Las Cruces *two trainers in each district for each visit*	70	Modeling Math Instruction, Planning conversations, Observe Math Instruction	
Q1 Fall 2024	Quarterly Cohort Virtual	1/2 Day of Virtual Support Per Cohort	1	Reflect on Q1, Review Submitted Artifacts, Identify Learning Progression and Goals for Q2	
Q1 Fall 2024	Quarterly Cohort Virtual - Admin	1/2 Day of Virtual Support Per Cohort	1	Reflect on Q1, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation	
Q2 Fall 2024	Quarterly Cohort Virtual	1/2 Day of Virtual Support Per Cohort	1	Reflect on Q2, Review Submitted Artifacts, Change Management Conversations, Identify Learning Progression Goals for Q3	
Q2 Fall 2024	Quarterly Cohort Virtual - Admin	1/2 Day of Virtual Support Per Cohort	1	Reflect on Q2, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation	
Q3 Spring 2025	Cohort Visits	2 Days of Training Per Cohort 2 trainers	8	Assessment Design Training, Evaluating Existing Assessment, Writing Assessment Tasks	
Q3 Spring 2025	Quarterly Cohort Virtual - Admin	1/2 Day of Virtual Support Per Cohort	1	Reflect on Q3, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation	

2024-2025 SY				
Q4 Spring 2025	Quarterly Cohort Virtual	1/2 Day of Virtual Support Per Cohort	1	Reflect on Y1, Review Submitted Artifacts, Change Management Conversations, Identify Goals for Y2
Q4 Spring 2025	Quarterly Cohort Virtual - Admin	1/2 Day of Virtual Support Per Cohort	1	Reflect on Y1, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation, Identify Goals for Y2
June 2025	Summer Cohort	4 Days of Training Centrally Located 3 Trainers	12	Develop tools for promoting cognitive engagement and building student thinking in the mathematics classroom.
24-25	CES Project Monitoring		2	Designated Time for Monthly Virtual Project Monitoring
24-25	Executive Committee Meeting		2	Designated Time for Monthly In-Person Project Monitoring
24-25	Strategic Planning		8	Data analysis, Problem Solving, Development and Revision of Tools and Processes, Coordination of Logistics
24-25	Artifact Review (1/2 day per district, per semester)		16	Identify Trends in Submitted Artifacts
24-25	LMS Creation, Maintenance		10	Creation of Course objectives, Creation/selection of learning objects and tasks, Development of feedback rubrics, Course build in preferred LMS, Course customization w/client graphics and resources, Respond to client feedback, Course Audit, Asynchronous Instruction and Feedback
24-25				
In-Person			100	
Virtual			43	



2025-2026 SY				
August 2025	Pre-Service	2 Days of Training Per Cohort Divided in to North and South 2 trainers	8	Develop tools for promoting cognitive engagement and building student thinking in the mathematics classroom. Create exemplar lessons.
Fall 2025	Campus Visits	2 Days for Tier 1&2 3 Days Gadsden 4 Days Las Cruces *two trainers in each district for each visit*	70	Modeling Math Instruction, Planning conversations, Observe Math Instruction
Q1 Fall 2025	Quarterly Cohort Virtual	1/2 Day of Virtual Support Per Cohort	1	Reflect on Q1, Review Submitted Artifacts
Q1 Fall 2025	Quarterly Cohort Virtual - Admin	1/2 Day of Virtual Support Per Cohort	1	Reflect on Q1, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation
Q2 Fall 2025	Quarterly Cohort Virtual	1/2 Day of Virtual Support Per Cohort	1	Reflect on Q2, Review Submitted Artifacts
Q2 Fall 2025	Quarterly Cohort Virtual - Admin	1/2 Day of Virtual Support Per Cohort	1	Reflect on Q2, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation
Q3 Spring 2026	Cohort Visits	2 Days of Training Per Cohort 2 trainers	8	Develop tools for promoting cognitive engagement and building student thinking in the mathematics classroom. Create exemplar lessons.
Q3 Spring 2026	Quarterly Cohort Virtual - Admin	1/2 Day of Virtual Support Per Cohort	1	Reflect on Q3, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation



2025-2026 SY				
Q4 Spring 2026	Quarterly Cohort Virtual	1/2 Day of Virtual Support Per Cohort	1	Reflect on Y2, Review Submitted Artifacts, Change Management Conversations, Identify Goals for Sustainability
Q4 Spring 2026	Quarterly Cohort Virtual - Admin	1/2 Day of Virtual Support Per Cohort	1	Reflect on Y2, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation, Identify Goals for Sustainability
25-26	CES Project Monitoring		2	Designated Time for Monthly Virtual Project Monitoring
25-26	Executive Committee Meeting		2	Designated Time for Monthly In-Person Project Monitoring
25-26	Strategic Planning		8	Data analysis, Problem Solving, Development and Revision of Tools and Processes, Coordination of Logistics
25-26	Artifact Review (1/2 day per district, per semester)		16	Identify Trends in Submitted Artifacts
25-26	LMS Creation, Maintenance		10	Creation of Course objectives, Creation/selection of learning objects and tasks, Development of feedback rubrics, Course build in preferred LMS, Course customization w/client graphics and resources, Respond to client feedback, Course Audit, Asynchronous Instruction and Feedback
25-26				
In-Person		88		
Virtual		43		

Totals

23-24		24-25		25-26	
In-Person	31	In-Person	100	In-Person	88
Virtual	10	Virtual	43	Virtual	43

2023-2024 Strategic Plan

Periodic Reporting

Ancillary:

Goal 1: Operational Efficiencies and Customer Service Excellence.

July	<ol style="list-style-type: none">1. Recruitment and retention: Interviewed 3, recommending 2, 1 resigned. Staff Count: 212 Initiated Affiliation Agreement with UNM SHS Dept. Encouraged APS to provide "Office Hours" for remote staff to support consistency and provide momentum.2. Explore IT uses to support Ancillary Dept responsibilities. Have not delved into AI yet.
August	<ol style="list-style-type: none">1. Recruitment and retention: Interviewed 15, recommending 9, 1 resigned. Staff Count 223 Placed first BMS in Socorro.2. Explore IT uses to support Ancillary Dept responsibilities. Have not delved into AI yet.
September	<ol style="list-style-type: none">1. Recruitment and retention: Interviewed 0. Staff count: 224 Placed first BMS in Socorro.2. Explore IT uses to support Ancillary Dept responsibilities. professional development in the area of Excel is indicated.3. In addition to our current Strategic Plan, we are happy to report, with the help of Val Yoakum and her son, a UNM Accountant, we have automated our Overage Audit to 100% accuracy. This has reduced a 5 –7 hour job to approximately 10 minutes. From this same report we can provide accurate "Weekly Hours" report to HR for NMPSIA compliance, reducing from 3 hours to 10 minutes.
90 Day Plan	<ol style="list-style-type: none">1. Continue to interview.2. Look for support to learn Excel, and begin the process for learning about the Presence Learning platform.
October	<ol style="list-style-type: none">1. Recruitment and retention: Interviewed: 5 Recommend 4 to hire. Retired/Resigned: 1. Staff Count: 226, up by 3.2. Watch the Small Towns; Big Transformations regarding AI.
November	<ol style="list-style-type: none">1. Recruitment and Retention: Interviewed – 1

	Resign/Retire - 1 Active Staff count – 225 Total Allocations requested EOM Nov: 471 Total Allocations assigned to staff: 409 Remaining Vacancy requests: 63 2. The <u>Presence Learning</u> platform is best purchased by the individual Diagnostician or the district/charter if they find themselves in the position of doing remote evaluations. Given the popularity for remote evaluations is marginal in New Mexico, this has not come up with any of our Diagnosticians.
December	1. Recruitment and Retention: Interviewed – 7 Resign/Retire - 3 at end of December Staff count – 226 (6 of 7 have not yet been placed) Total Allocations requested EOM Nov: 482 Total Allocations assigned to staff: 416 Remaining Vacancy requests: 66 2. Have not explored AI or Microsoft 365 much.
90 Day Plan	1. Continue to interview. 2. Work on learning more about Microsoft 365.
January	
February	
March	
90 Day Plan	
April	
May	
June	
90 Day Plan	

Goal 2: Professional Development, Quality Instructional and Educational Leadership

July	1. Expand PD opportunities for department staff. First CPI training complete for Ancillary staff. Indicator 13 & 14 training for Transition Specialists has taken place. 2. Staff development/promote tuition reimbursement. Discussing what the focus should be regarding priorities in learning more regarding technology.
August	1. Expand PD opportunities for department staff. A. <u>CPI Training</u>

	<p>8/2 – SABE Regular Ed 8/4 – Socorro Consolidated Schools 8/11 – Alce King Regular Ed 8/12 -- CES Ancillary Staff Refresher 8/17 & 8/18 – Alice King Full Course</p> <p>B. Autism Evaluation Training: Update – We found an online training for the ADOS-2 That seems to be a good alternative and less cost prohibitive than last year's choice at \$712.00 a person instead of several thousands of dollars. The trainers in some cases are co-authors of the ADOS-2 Battery. Participants are provided Certification of Completion documentation will be provided via email the week following the workshop.</p> <p>2. Staff development/promote tuition reimbursement. Discussing what areas we feel need to be a priority as a department in learning more regarding technology. Mostly pointing to Excel. To consider learning AI for Excel, means we need to understand more about Excel to begin with.</p>
September	<p>1. Expand PD opportunities for ancillary and department staff.</p> <p>A. <u>CPI Training:</u> 9/9 - CES 9/22 Mescalero Apache 9/23 & 9/30 CES 9/25 Montessori of the Rio Grande 9/28 Socorro Public Schools</p> <p>B. <u>ADOS-2 Autism Evaluation:</u> 2 additional staff are registered.</p> <p>C. <u>Greenshades</u> rollout for Ancillary still TBD.</p> <p>D. Transition Specialists have indicated they are getting training on <u>Indicator 13 & 14</u> through their respective institutions.</p> <p>2. Staff Development. A. Confirmed need for Excel PD.</p>
90 Day Plan	<p>1. We will explore recruiting another trainer for CPI and do a market comparison to be sure we are in a competitive position.</p> <p>2. We will look at ways to be trained in Excel that will be a minimal interruption for workflow in the Ancillary Department.</p>
October	<p><u>Autism Evaluation Training:</u> Staff are utilizing this training with the last month available being November. All that will be attending that have registered and then it will be closed for this school year.</p> <p><u>CPI Training for an October total of 30 teachers and staff:</u> Sept 30th - Montessori of the Rio Grande - CPI Blended Refresher Training October 14th – CES CPI Blended Refresher Training. October 19th - Cien Aguas Charter, CPI Blended Refresher Training October 25th - Los Alamos School District – CPI Blended Refresher Training</p>

	<p><u>Greenshades</u> roll-out TBD regarding when Ancillary staff.</p> <p>Events for October:</p> <p>Val/Angelina: Assisting with Reception area.</p> <p>Facilities Manager Conference (and Pumpkin Contest)</p> <p>Increased POs from 92 to 119.</p> <p>Staff changes in Bernalillo & Pecos School Districts.</p> <p>Added Las Cumbres Community Services and Haak'u Community Academy from Pueblo of Acoma as new Participating Entities for ancillary services.</p>
November	<p>Professional Development</p> <p>1a. CPI:</p> <p>11/8/23: ABQ talent & Development Charter, International School at Mesa Del Sol and DORN (all together) – Full CPI, 20 participants.</p> <p>1b. <u>Autism Evaluation Training, ADOS-2</u>: Five Ancillary Staff have received their Certificates. Support from CES for Professional Development for Ancillary Staff has reached its budgetary limits.</p> <p>1c. <u>Transition Indicator 13 & 14 training done.</u></p> <p>1d. <u>Greenshades</u> is still on hold regarding training Ancillary field staff.</p> <p>2a. Looking for <u>Excel training</u> that will minimally interrupt the workday.</p> <p>2b. Promoting tuition reimbursement to Ancillary office staff.</p>
December	<p>Professional Development</p> <p>1a. CPI:</p> <p>12/20 - Mountain Mahogany- 7 participants</p> <p>1b. <u>Autism Evaluation Training, ADOS-2</u>:</p> <p>I have closed Professional Development for the rest of the year. We have spent our budgeted amount.</p> <p>1c. <u>Transition Indicator 13 & 14 training done.</u></p> <p>1d. <u>Greenshades</u> is still on hold regarding training Ancillary field staff.</p> <p>2a. Looking for <u>Excel training</u> that will minimally interrupt the workday. Still Looking.</p> <p>2b. Promoting tuition reimbursement to Ancillary office staff.</p>
90 Day Plan	<ol style="list-style-type: none"> 1. I think we may have another possible trainer for CPI. We will work with CPI and this person for Spring schedules. 2. We will look at ways to be trained in Excel that will be a minimal interruption for workflow in the Ancillary Department.
January	
February	
March	
90 Day Plan	
April	
May	
June	
90 Day Plan	

Procurement:

July	1. "Kaizen"	Continuous review, analysis, and optimization of Proc. Dept. processes and systems
	2. Procurement Department Website Update	Will begin when marketing Co. Is hired
	3. New Procurement Offerings, Products & Services, to Members	Hired John King, <i>Member & Procurement Analyst</i> , to support & manage the RS Means (JOC Core) construction platform with the objective of making JOC Core the platform of choice for members. • In effect, John's hiring launched CES Procurement PaaS (Procurement as a Service)
	4. Growth through Strategic Partnerships	Continue to nurture current (i.e., NMPED) and develop new strategic partnerships (i.e., AT&T Education).
	5. 5. Annual review of vendors	Will begin May 2024
August	1. "Kaizen"	Continuous review, analysis, and optimization of Proc. Dept. processes and systems
	2. Procurement Department Website Update	Will begin when marketing Co. Is hired
	3. New Procurement Offerings, Products & Services, to Members	John King (PaaS) making contacts w members & contractors. His involvement w reviews & mgt. Of RS Means (JOC Core) continues to grow. • CES does not charge members or vendors for JK's services, whereas members pay Gordian 6% for their review services.
	4. Growth through Strategic Partnerships	Continue to nurture current (i.e., NMPED) and develop new strategic partnerships (i.e., AT&T Education, Tribal).
	5. 5. Annual review of vendors	Will begin May 2024
September	1. "Kaizen"	Continuous review, analysis, and optimization of Proc. Dept. processes and systems
	2. Procurement Department Website Update	Will begin when marketing Co. Is hired
	3. New Procurement Offerings, Products & Services, to Members	John King's involvement w reviews & mgt. of RS Means (JOC Core) continues to grow as he presents in the regional mtgs. • CES Procurement added Richard Mtz., <i>Procurement & Contract Spec.</i> (starts 10/9) also to support the PaaS program CES Procurement is developing to diversify our line of procurement products & services and differentiate ourselves from our competitors. No other coop provides these services.
	4. Growth through Strategic Partnerships	Continue to nurture current (i.e., NMPED) and develop new strategic partnerships (i.e., AT&T Education, Tribal, external PEs).

	5. 5. Annual review of vendors	Will begin May 2024
90 Day Plan	<p>CES Procurement launched PaaS (Procurement as a Service) - to diversify our line of procurement products & services offered and differentiate ourselves from our competitors. No other coop provides these services.</p> <ul style="list-style-type: none"> • Added John King to provide addtl. Support services to Member and contractors. • Added Richard Mtz. to provide addtl. Support services to CES Procurement, produce more RFPs & contracts and better support members & vendors w. Growing demand of use of CES contracts. 	
October	2. "Kaizen"	Continuous review, analysis, and optimization of Proc. Dept. processes and systems
	2. Procurement Department Website Update	Will begin when marketing Co. Is hired
	4. New Procurement Offerings, Products & Services, to Members	<p>John King's involvement w reviews & mgt. of RS Means (JOC Core) continues to grow as he presents in the regional mtgs.</p> <ul style="list-style-type: none"> • CES Procurement added Richard Mtz., <i>Procurement & Contract Spec.</i> (starts 10/9) also to support the PaaS program CES Procurement is developing to diversify our line of procurement products & services and differentiate ourselves from our competitors. No other coop provides these services.
	5. Growth through Strategic Partnerships	Continue to nurture current (i.e., NMPED) and develop new strategic partnerships (i.e., AT&T Education, Tribal, external PEs).
	6. 5. Annual review of vendors	Will begin May 2024
November	3. "Kaizen"	Continuous review, analysis, and optimization of Proc. Dept. processes and systems
	2. Procurement Department Website Update	Will begin when marketing Co. Is hired
	5. New Procurement Offerings, Products & Services, to Members	<p>John King's involvement w reviews & mgt. of RS Means (JOC Core) continues to grow as he presents in the regional mtgs.</p> <ul style="list-style-type: none"> • CES Procurement added Richard Mtz., <i>Procurement & Contract Spec.</i> (starts 10/9) also to support the PaaS program CES Procurement is developing to diversify our line of procurement products & services and differentiate ourselves from our competitors. No other coop provides these services.
	6. Growth through Strategic Partnerships	Continue to nurture current (i.e., NMPED) and develop new strategic partnerships (i.e., AT&T Education, Tribal, external PEs).
	7. 5. Annual review of vendors	Will begin May 2024
December	4. "Kaizen"	Continuous review, analysis, and optimization of Proc. Dept. processes and systems
	2. Procurement Department Website Update	Will begin when marketing Co. Is hired

	6. New Procurement Offerings, Products & Services, to Members	John King's involvement w reviews & mgt. of RS Means (JOC Core) continues to grow as he presents in the regional mtgs. • CES Procurement added Richard Mtz., <i>Procurement & Contract Spec.</i> (starts 10/9) also to support the PaaS program CES Procurement is developing to diversify our line of procurement products & services and differentiate ourselves from our competitors. No other coop provides these services.
	7. Growth through Strategic Partnerships	Continue to nurture current (i.e., NMPED) and develop new strategic partnerships (i.e., AT&T Education, Tribal, external PEs).
	8. 5. Annual review of vendors	Will begin May 2024
90 Day Plan	<ul style="list-style-type: none"> • CES Procurement launched PaaS (Procurement as a Service) - to diversify our line of procurement products & services offered and differentiate ourselves from our competitors. No other coop provides these services. Continue to develop structure of services. • Continue the development of the new version of CES' eProcurement system. • Issuance of RFPs. 	
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Business Administration:

July	<p>Action Plan 1: Have discussed training with Staples group on the software used at CES; Teams, Share Point, Excel, Word, Outlook.</p> <p>Action Plan 2: Discussed use of a CRM program to capture Procurement Partner and member contacts and their contact information. CRM program is on the horizon but probably will not be implemented for a few months. Continue to attend in state conferences to interact with Procurement Partners and members. Have not started on the Procurement Partner or member survey. Need to get with Digitech about the ability to allow Procurement Partners to view the documents they upload into Image Silo.</p> <p>Action Plan 3: Payroll efficiency is being addressed in two ways. One, using the GP Smart Connect function allows payroll data to be entered into a spreadsheet and then uploaded into GP for payroll processing. This eliminates the need to enter the same payroll data directly in GP using multiple screens for input. Two, GreenShades software is being purchased to aid in the processing of payroll. This software will also allow employees to view more detailed payroll information and manage their benefits.</p> <p>Action Plan 4: Working on list of potential Procurement Partners and members to be on the advisory groups.</p>
August	<p>Action Plan 1: Staples' method of training is geared more towards groups training on the software CES uses. Need to look at alternatives including the use of CES employees to do various training.</p> <p>Action Plan 2: CRM system still in the offing. Procurement Partner and members surveys have not been created. Discussions continue about Procurement Partners having the ability to see the documents they upload. Not as easy as first thought.</p> <p>Action Plan 3: GP Smart Connect fully functional. Green Shades implementation and training continues. The setup process is more time consuming than first realized. Meeting with GreenShades staff twice a week for setup guidance.</p>

	Action Plan 4: Input from staff on which Procurement Partners and members would be good on the advisory Committees.
September	<p>Action Plan 1: No finalization on best way to train employees on software has occurred. Big question is how does CES train new employees one at a time as these employees come on board with CES? It is felt that using online tutorials would not be the best way for this training. Continuing to explore options that meet employee needs while being cost effective.</p> <p>Action Plan 2: Still trying to figure out how to create lists for Procurement Partners and members so CES can send targeted messages to strategic contacts such as construction vendors or technology staff at member institutions.</p> <p>Action Plan 3: Continue meeting with GreenShades staff twice a week. Setup and implementation continue. Have discovered some items that will need further consideration such as the handling of the I-9 process and accounting for PTO and the reporting that goes with PTO.</p> <p>Action Plan 4: Reviewing the list of Procurement Partners and members given by staff to serve on the advisory committees.</p>
90 Day Plan	<p>90 Day Recap</p> <p>Action Plan 1: Have sought input from staff and training providers about the best way to train employees as a group and on a single employee basis.</p> <p>Action Plan 2: Attendance at conferences is happening and is on going</p> <p>Action Plan 3: GP Smart Connect is fully functional and has supplied a level of efficiency. The GreenShades implementation, guidance and training continues. CES meets with GreenShades staff twice per week.</p> <p>Action Plan 4: Reviewing the list of Procurement Partners and members given by staff to serve on the advisory committees.</p>
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Human Resources:

July	<p>1a. Explore new HR platform to improve payroll/hr functions. Enhance operational efficiencies:</p> <p>a. Vetting payroll/hr systems with team</p> <p>1b. Greenshades meetings T & Th: Started 6/27-7/20</p> <p>1c. Maintain Customer Responsiveness: Open Enrollment outreach email for all employees, explaining the process; 13 phone calls with Ancillary, Prof Services employees.</p> <p>2a. Implement Staff survey to identify retention priorities: no action</p> <p>2b. Conduct Exit Surveys: Gallup agency doesn't do exit surveys for our subscription type. Will have to develop.</p> <p>2c. Use CES video, NMPSIA program guide: Have not used video, have been giving NMPSIA program guide to all new hires, 7/21, 7 Ancillary Employees received</p>
August	<p>1b. Greenshades meetings T & Th: 8/10-8/29</p> <p>1c. Maintain Customer Responsiveness: 12 phone calls Ancillary, Prof Services.; Nicole Brown First Financial, staff enrollment & info, 8/10, 8/17, 8/24. Open Enrollment assistance, 8 Ancillary employees.</p> <p>2a. Gallup Survey Training: No action</p> <p>2b. Conduct Exit Surveys: No action</p> <p>2c. Use CES video, NMPSIA program guide: have not used video, 1 Ancillary employee, program guide.</p>
September	<p>1b. Greenshades meetings Th: 9/7 & 9/27</p> <p>1c. Maintain Customer Responsiveness: Ancillary Newsletter, 4 phone calls, Ancillary, Prof Services.</p> <p>2a. Gallup Survey Training: no action</p> <p>2b. Conduct Exit Surveys: no action</p> <p>2c. Use CES video, NMPSIA program guide: 1 Office Staff Program Guide</p>
90 Day Plan	<p>Now that the hiring has slowed, focus on the surveys and Professional services outreach.</p>
October	<p>1b: Greenshades meetings: 10/5, 10/12, 12/19, 10/26, created some HR Library documents, discussed concerns w/ I9 updates</p>

	1c: Maintain customer responsiveness: Ancillary Newsletter, 6 phone calls Ancillary and Prof Services 2a: Gallup Survey Training: No Action 2b. Conduct Exit Surveys: No Action 2c. NMPSIA Program Guide, 1 Office Staff, 1 Ancillary
November	1b: Greenshades meetings: 11/2, 11/9, 11/30 1c. Maintain customer responsiveness: Ancillary Newsletter, 1 phone call Ancillary , NMPSIA Ambassador Training 2a. Gallup Survey Training: No Action 2b. Conduct Exit Survey: No Action 2c. 2 Prof Services
December	1b: Greenshades meetings: 12/7, 1c. Maintain customer responsiveness: Ancillary Newsletter with NMPSIA links to benefit resources, 0 phone calls 2a. Gallup Survey Training: received link and set up 2b. Conduct Exit Survey: No action
90 Day Plan	Test Greenshades onboarding, trained in Gallup survey as administrator, create Employee Exit Surveys.
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Information Technologies:

July	<p>Greenshades implementation for HR/Payroll. LEAP/Moodle setup/support for Cohort 5. Develop the business model for eProcurement (new name?) licensing, new features to include Reporting, Messaging, Member/Vendor/Admin dashboards. Tier-pricing models for modules. Explore integration with Business Office; HR/Payroll software. CES Software/IT Training curriculum to highlight Microsoft 365 AI</p>
August	<p>Ancillary – Need to meet to discuss Vacancy Dashboard/Report Procurement – Need to meet with RTS to discuss quick fixes and long-term rewrite for licensing opp. Business Office – Need to schedule Dynamics 365 demo with RSM PS – staying with Moodle LMS for LEAP, need to meet with LeAnne for ALD *Greenshades – data cleanse by 10/1; rollout by 11/1? *Need to determine CRM/AI use-case/training with Customer Relationship Training</p>
September	<p>Ancillary – Need to meet to discuss Vacancy Dashboard/Report and implementation of overage reporting Procurement – Met with RTS to discuss quick fixes and long-term rewrite for licensing opp. AEPA put out RFI/RFP, need to determine response/licensing/pricing/support Business Office – Need to schedule Dynamics 365 demo with RSM; integration with Member schools/entities PS – new payment process; initial discussion for application process</p>
90 Day Plan	<p>Ancillary – determine feasibility of vacancy/overage report for portal Procurement – AEPA response, rewrite for licensing Business Office – Dynamics 365 demo PS – application process, need to consolidate PS student data. *Greenshades – data cleanse by 10/1; rollout by 11/1? *Need to determine CRM/AI use-case/training with Customer Relationship Training</p>
October	<p>Ancillary – Need to meet to discuss Vacancy Dashboard/Report and implementation of overage reporting Procurement – Meetings with RTS for rewrite requirements Business Office – Need to schedule Dynamics 365 demo with RSM; integration with Member schools/entities PS – new LEAP single-form application starting in mid-March</p>
November	<p>Ancillary – Need to meet to discuss Vacancy Dashboard/Report and implementation of overage reporting Procurement – Meetings with RTS for rewrite requirements; screens 12/5 Business Office – Need to schedule Dynamics 365 demo with RSM; integration with Member schools/entities PS – new LEAP single-form application starting in mid-March</p>
December	<p>Ancillary – Need to meet to discuss Vacancy Dashboard/Report and implementation of overage reporting Procurement – Meetings with RTS for rewrite of screens Business Office – Need to schedule Dynamics 365 demo with RSM; integration with Member schools/entities PS – new LEAP single-form application ready for mid-March launch</p>
90 Day Plan	<p>Ancillary – determine feasibility of vacancy/overage report for portal Procurement – rewrite for licensing, marketing/SLA discussions to occur Business Office – Dynamics 365 demo PS – need to consolidate PS student data *Greenshades – need to review Payroll module for Greenshades/GP roadmap *Need to determine CRM/AI use-case/training with Customer Relationship Training</p>
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LEAP:

July	<p>Completed Applications for Cohort 5, Accepted Cohort 5</p> <p>Developed 4-day all-coach retreat & prepared calendar and associated content for C5</p> <p>Distributed team leadership tasks and organizational needs for C5</p> <p>Developed Pre-Service Syllabus and Training</p> <p>Trained 200+ C5 Leapsters in Classroom environment, Lesson Planning, Material Prep, UDL</p>
August	<p>SOAR Report preparation to NMSU</p> <p>Title 2 preparation to DOE, In-Person Coaching for all Candidates began</p> <p>Full Team Meeting,</p> <p>Prepared PreService LateHire for 57 Candidates</p> <p>Closed applications to Candidates Aug. 4</p> <p>Doubled efforts around SPED Content Coaching for the year</p>
September	<p>Held Preservice LateHire For 57 candidates via zoom with coaches and new cohort</p> <p>Attended Governor's Literacy Summit with SITE</p> <p>Held in-person PD two different weekends for candidates to attend</p> <p>Submitted SOAR, held in-person PD in Artesia, Albuquerque and Las Cruces, Invoicing and billing districts and sites started, WIOA reporting began</p>
90 Day Plan	<p>National accreditation is postponed presently and an advisory will be developed after a revision to the application system (set for Oct/Nov, with Advisory needed early winter for a late spring application)</p>
October	<p>Submitting Title II to DOE (3rd week)</p> <p>Submitted RFA to NMPED for PD with ALD</p> <p>Virtual Coaching month for all coaches</p> <p>LEAP Release of 3 candidates for lacking homework, PD or training</p> <p>Ordered sweatshirts for LEAP staff, t-shirts for candidates</p>
November	<p>Received PD IGA from PED for \$175 for Alumni Conference</p> <p>Payment plans and invoicing continued for sites, districts and candidates</p> <p>New full time Administrative Assistant, Delores, began</p> <p>Facilitator, Ali Nava, resigned</p> <p>LEAP Advisory set for Dec. 1 virtually</p> <p>LANL Teacher Prep landscape analysis supported with NISN</p> <p>Test prep sessions held for Reading K-8, all LEAP</p> <p>Accreditation visit will be Fall of 2025 per NMPED</p> <p>Final TQP budget approved with carryover by DOE</p>
December	<p>Content coaching held for all candidates</p> <p>Set spring and fall calendar for remaining cohort and C6</p> <p>Redes</p>
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Leadership:

July	Processed 94 applications for ALD program. Sent out approval letters, assigned classes to facilitators and participants, and finalized the 2023-24 ALD calendar. Added 2 classes to accommodate the increased number of participants. We have 50 Cohort 12 ALD candidates completing this semester and 84 Cohort 13 candidates beginning. Contacted first year superintendents regarding FYSA participation. Processed 22 applications for FYPA and finalized training calendar. Conducted two-day in-person initial training for FYPA. Finalized fall Leadership Series schedule and secured presenters. Presented Strategic Planning training session for NMSBA. Co-chaired the Principal Prep Workgroup for all administration preparation programs in NM.
August	Finalized calendar, organized and attended Executive Coach training. Contacted Executive Coaches and made assignments for coaching for FYSA, FYPA, and ALD. Organized Superintendent Mentor training. Developed and conducted Finance and Budget training for FYSA. Organized two-day in-person Instructional Coach Conference. Attended the PSCOOTF hearing in Santa Fe. Presented to school boards in Jal and Eunice regarding the CES 6-year Study. Co-chaired the Principal Prep Workgroup for all administration preparation programs in NM.
September	Developed and presented 5 regional Principal Learning Institutes (PLI) across the state. Finalized fall content and trained ALD facilitators. Taught SE NM ALD class in Lovington. Co-taught FYPA virtual session. Attended Executive Coach training. Organized two-day in-person Instructional Coach Conference #2. Facilitated two Leadership Series virtual sessions. Followed up with USW/ALD partnership. To date 18 of our ALD graduates have enrolled to begin their doctoral program at USW. Attended 6-year Study Advisory Committee meetings. Co-chaired the Principal Prep Workgroup for all administration preparation and completed recommendations to submit to LESC.

90 Day Plan	Continue to support leaders at all stages of their administrative careers. Assist with planning and present at the CES Leadership Conference and NMAESP Principal Conference in October.
October	Met with State Representatives Joy Garratt and Ray Lara, LESC representatives, and the Greater Albuquerque Chamber of Commerce to present recommendations for updates for requirements for NM Principal Prep programs. Attended virtual follow-up sessions for the Instructional Coach Conference. Attended Executive Coach virtual training.
November	ALD application window opened. Attended 6-Year Study Advisory Committee meeting. Organized monthly Executive Coach training. Presented at NMSBA pre-conference for new board members (roles & responsibilities). Continuing training for FYPA with 23 principals. FYSA in-person training in Albuquerque. Participated in PSCOOTF hearing in Santa Fe. Planned for 6-Year Study subcommittee meetings. Taught Southeast ALD class. Conducted "Take Flight" training for Jal administrators.
December	Approved 58 ALD applicants for Cohort 14. Completed PED \$60,000 grant proposal for state-wide principal prep programs for coaching and mentoring--CES will be planning and implementing training for coaching and mentoring of aspiring school leaders. Participated in the NM Principal Residency Community of Practice for principal preparation programs. Facilitated Leadership Series and SPED SOS virtual training sessions. Participate in the 6-Year Study leadership sub-committee.
90 Day Plan	Continue to revise ALD modules. Planning for state-wide Coaching and Mentoring proposal for NMPED. Ongoing training for CES executive coaches.
January	Conducted 6-Year Study assessment and data sub-committee. Attended NM Principal Residency Community of Practice in Albuquerque and interviewed NM Principal Prep programs to gather data for state-wide coaching and mentoring training.
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TAP:

July	<p>Action Plan 1, Planning TAP presentations and other TAP supports (registration fliers, guidance article topics) for first semester 22-23. Vetting new presentations. New hire meeting for 3 new TAP Consultants.</p> <p>2a, requested presentations provided to ACES Charter, LEAP, Southwest Secondary Learning Center Charter</p> <p>Action Plan 1c, Consultants updating and re-recording webinars in the TAP Hot Topic on Demand Library</p>
August	<p>Action Plan 1, TAP provided 3 virtual presentations funded by NMPSIA, 1b, Sept. registration fliers distributed early Aug. 2nd, TAP monthly guidance articles started this month and posted in CES & Ancillary newsletters & CES website.</p> <p>2a, presentations provided to Hagerman (2 AM sessions), Horizon Academy West, Torrance County Children's Services in Moriarty. TAP evaluations shared with coordinator, presenters and David Chavez and Teresa Salazar</p> <p>Complimentary TAP consultation services provided to various districts mainly in the area of behavior management strategies.</p>
September	<p>Action Plan 1, TAP provided 1 full day and 20 half-day presentations funded by NMPSIA. 1b. October registration fliers distributed early Sept. 1c. TAP added two new monthly guidance articles (total of 4 articles) to be posted on the website and newsletters to support educators. 2a. 2 full day presentations requested by Santa Fe Public Schools, presentation for CES Leadership Program on Special Ed. Compliance.</p> <p>Complimentary consultation services via phone and email continue to come in regarding specific issues districts are facing.</p>
90 Day Plan	<p>Continue to market and provide quality TAP services to include presentations, consultation services, guidance articles and updated webinar recordings in the TAP library to educators in the state.</p>
October	<p>Action Plan 1, TAP provided 1 full day and 18 half-day presentations funded by NMPSIA. 1b. Dec. registration fliers distributed Nov. 8th, 1c Monthly guidance articles (4 total) continue to be posted on the CES website and newsletters.</p> <p>2a. 2 presentations at Buffalo Thunder for REC 2 Leadership Academy, 2 presentations for CES Leadership Conference at Embassy Suites, 2 presentations for a Los Lunas PD-day, Special Education SOS Compliance presentation to CES Leadership</p> <p>TAP Hot Topic Webinar Library continues to grow from recorded presentation monthly.</p>
November	<p>Action Plan 1, TAP provided 3 full day and 12 half day presentations funded by NMPSIA. 1b. Dec. registration fliers distributed early Nov., 1c. Monthly guidance articles (4 total) posted on CES website and newsletters. 2a. TAP presented half-day in West Las Vegas, all day at Colfax / Mora Head Start Program, all day in Los Lunas</p> <p>Recorded webinar "Hot Topic Library" continues to grow and is heavily utilized by viewers unable to attend live virtual presentations.</p>
December	<p>Action plan 1, TAP provided 1 full day and 5 half day presentations funded by NMPSIA to finish off the first semester. 1b. Jan. registration fliers distributed in early Dec., 1c. monthly guidance articles submitted for January publication posted on the website, CES and Ancillary newsletters. 2a. Special Education SOS Compliance presentation to CES Leadership. TAP evaluations continue to be shared with the presenters, David Chavez and Teresa Salazar. TAP held an end of the semester planning luncheon this month to introduce a new consultant, plan and schedule presentations for the remainder of the school year.</p>
90 Day Plan	<p>TAP is on track regarding the 23-24 Strategic Plan. TAP will continue to provide complimentary presentations funded by NMPSIA, submit 4 monthly guidance articles, and</p>

	<p>keep adding recordings to the "TAP Hot Topic on Demand Library". TAP continues to provide quotes, consultation services and quality professional presentations upon request.</p> <p>First semester of 2023 TAP provided 70 interactive presentations funded by NMPSIA, 18 presentations requested by districts on specific request topics and 5 presentations to CES LEAP and Leadership Programs. Total attendance for first semester 2,960.</p>
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SITE:

July	Action Plan 1 (Increase the number of SITE Districts): Set up plans with 20 districts renewing MOAs in the areas of New Teacher Development, Conceptual Math Applications, Engagement Strategies, Using AI to help create Lessons, UDL, Cultural and Linguistic Responsiveness, Project based learning, and Sheltered Instructional Strategies. Action Plan 3 (Improve coordinated and comprehensive training of SITE consultants): New Teacher Collaboration and Professional Development with SITE consultants.
August	Action Plan 1 (Increase the number of SITE Districts): New SITE districts include Cimarron, Cobre, Hagerman, Holy Ghost, Jemez Mountain, Pecos, Albuquerque Aviation, and Pojoaque. Action Plan 3 (Improve coordinated and comprehensive training of SITE consultants): Joint training with LEAP on the "Foundations of Coaching" with Elisa Begueria
September	Action Plan 2 (Strengthen accountability measures used to determine progress towards district/school goals.) Partnership with PED on standards alignment with NAEP and coaching support for NAEP districts to raise reading and math scores on the National Assessment with additional support in the area of NMSSA alignment.
90 Day Plan	1. Continue to complete implementation of MOAs with the goal of 40 total districts. 2. Continuous improvement of district support in training and coaching. 3. Collect and analyze short cycle assessments in districts for the first 90 days.
October	Action Plan 1 (Increase the number of SITE Districts): New districts include St. Mary's, West Las Vegas, Central Consolidated, Tower Road Baptist, and Vaughn. Action Plan 2 (Strengthen accountability measures used to determine progress towards district/school goals.): SITE consultants completed a crosswalk between the NAEP assessment and the New Mexico Math and Reading Standards. CES SITE partnered with PED to create the first NAEP rally and Academy to create awareness of the importance of the Nation's Report Card in Math and Reading rankings.
November	Action Plan 1 (Increase the number of SITE Districts): New districts include Sandoval Academy of Bilingual Education. Action Plan 1a (Create new marketing material to target districts across the state): Completed Marketing Video interviews with Aaron Gonzales on SITE.
December	Action Plan 2 (Strengthen accountability measures used to determine progress towards district/school goals.) Worked with SITE Consultants on creating Virtual Presentations for NAEP participants in New Mexico. Team meetings with SITE consultants on Math and Reading best strategies for classroom instruction to improve student achievement on state and national assessments.
90 Day Plan	1. Continue to complete implementation of MOAs with the goal of 40 total districts. 2. Continuous improvement of district support in training and coaching. 3. Collect and analyze short cycle assessments in districts for the mid-year.
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Professional Development:

July	<p>1a. Scope of work was developed for the 6-year study.</p> <p>3b. CES Executive Committee approved \$740,000 budget.</p> <p>7a. Advertised and interviewed candidates. CES was unable to find a match for this position. Contracted with a professional services provider.</p>
August	<p>1b. RfP was released, and 6 vendors submitted.</p> <p>1c and d. Contracts were evaluated and awarded to all vendors. AAIS will do year 1 work with all districts participating.</p> <p>2 a-c. 18 schools were identified as potential participants. MOUs were entered into by 11 districts and CES.</p> <p>3a. Initial Advisory meeting took place on 8/16, with 23 members attending.</p> <p>4a-d. Quality control for year one will be addressed by CES staff as AAIS will be the sole vendor for year one.</p> <p>7b-c. Grant was submitted to Thornburg Foundation to support 6-yr Study. Presentation was made to Permian Strategic Partners to acquire funding for districts in the study to support initiative.</p>
September	<p>2c. MOUs were entered into by 3 additional districts and CES. Currently waiting on one more district.</p> <p>3a. Individual meetings occurred with foundations. CES applied for initial funding from Thornburg Foundation and Permian Strategic Partner. Foundations cycles usually start in Jan., and CES will be applying.</p> <p>5a. Survey sent to participating districts to provide basic information for CES & vendor.</p> <p>5b. All entrance meetings for the 16 districts took place virtually and on-site visits were scheduled.</p>
90 Day Plan	<p>Continue monitoring and supporting the initial steps of the 6-yr study.</p> <p>Identify options to elevate student learning through comprehensive math professional development.</p>
October	<p>7b-c. Thornburg Foundation award was granted for \$50,000 for this application cycle. CES did not receive the PSP grant.</p> <p>Initial work on a math initiative for participating districts has started.</p>
November	<p>*All 16 school districts in the study have had a site visit from AAIS. Districts are working to provide AAIS with requested documents.</p> <p>*Another request has been made to PED for data requested on the 16 districts.</p> <p>*Dec. 4th will be the next advisory committee meeting. Dr. Tenett Smith from the Mississippi Dept. Of Educ. Will be presenting on their improvement journey.</p> <p>*A presentation to a group of potential funders was given in Santa Fe on Nov. 14</p>
December	<p>*Dr. Smith shared work and experiences that moved Mississippi from 50th to 34th.</p> <p>*Sub-committees all participated in their initial meeting.</p> <p>*Dates for Advisory and Sub-committee meetings have been identified and sent through June.</p> <p>*Tasks have been identified for David, Teresa, LeAnne, and Evan to complete before Jan.</p> <p>*AAIS will provide a proposal for the improvement in math.</p> <p>* Next Six-Year Study Advisory meeting January 29th @ 10:00 a.m. Dr. Kraegan</p>
90 Day Plan	<p>* Set meeting with participating Superintendents and their Board President.</p>

	<ul style="list-style-type: none"> * Audit reports shared with participating school districts * Strategic plans will be developed during the months of February through April. * Sub-Committee work will continue to focus on how to support participating schools * Mathematics proposal * Develop budget for 2024-2025 * Build professional development cadre to support school districts
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Northern Services:

July	<p>Regional Travel and annual NMCEL are highlights pending this month. Travel included Region 4 and Region 5, primarily. Continued Support for Utilizing Bluebook for informational purposes for requisitioning purchases, obtaining contracts and other vendor information (including pricing), and uploading or transmitting Purchase Orders via the various purchasing options available.</p> <p>NMREAP is in full “renewal mode” and the majority of current subscriptions are renewing and have submitted PO’s. Summer is generally a little busier with calls from Subscribers and applicants looking for assistance in access and utilization.</p>
August	<p>August was a busy travel month. I spent a large amount of time in the northern half of Region 1 with two different trips there. One was for the NM Municipal League and the other was for entity visits and regional meeting. Also had the Region 2 meeting, as well, in Jemez Mountain. I traveled into Region 2 and spent time in entities in the Taos/Questa/Red River/etc... area.</p> <p>NMREAP invoices are trickling in and school is starting. Most positions that can be filled have been filled!</p>
September	<p>September/October is “Directory Month”. I have started the annual update process of over 350 members/entities in the north. Each received individualized notices with their contacts listed from the directory. I received an overwhelming response (best ever) in the first round of update notices and have been tackling getting these input into the directory. Round two will start with the remaining 150 or so.</p>
90 Day Plan	<p>Things are going well with regional travel. I did not hit the “southern” portion (Gallup/Zuni) of Region 1 this last quarter, so it will be priority in early October. As posted throughout the quarter, continued fielding of calls/emails for assistance along with scheduled in-person trainings and meetings is the primary focus.</p> <p>The entire staff has begun a three-part “Customer Service” training to better work with and for our members and to increase in-house efficiencies for that service.</p>

October	<p>The Facilities Manager workshop was the “highlight” for October. It is always a great opportunity to catch up with facilities managers and is a great vendor show. Also, the superintendent meetings, in conjunction, allow for opportunity to make contact with district leadership.</p> <p>The infrastructure conference, this year in Las Cruces, followed the Facilities Manager Workshops. Jim and I were able to make some good contacts with county and municipal facilities folks. In addition to these conferences, regional travel and visiting members/entities was conducted.</p>
November	Highlights for this month was traveling and delivering Member Service Credits.
December	<p>December is usually a “wind-down” month in terms of traveling, but is continued with business on the purchasing front. Activity in assisting members with bluebook has been busy.</p> <p>Also wrapped up updating of 270/320 northern entity contact listings. Will pursue the remaining 50 after the new year.</p>
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Southern Services:

July	Conducted on-site visits to members in Region 8 (Las Cruces area). Ran a booth at the Procurement and Contracting Symposium (hosted by Texas equivalent of PTAC) in order to recruit additional vendors and PEs. Continued to supply help and training as needed to entities' personnel needing access to the Bluebook and contracts. Continued updates to Member Directory. Along with regular social media posting, developed a draft video script for Procurement Department review - "Becoming a CES Procurement Partner and Contract Holder," using AI (Artificial Intelligence) to help convert bulleted talking points into flowing script. Published July 2023 Member Newsletter. 15 mass emails also sent for marketing and information sharing.
August	Conducted on-site visits to members in Region 8 (Las Cruces, Gadsden, Hatch, T or C, and Deming areas). Manned booth at NM Municipal League conference in Farmington. Continued to supply help and training as needed to entities' personnel needing access to the Bluebook and contracts, plus a new emphasis on specific purchasing support for CES business office. Continued updates to Member Directory. Maintained regular social media posting. Used AI (Artificial Intelligence) to produce improved verbiage for articles and plan outlines. Published August 2023 Member and Vendor Newsletters. 22 mass emails also sent for marketing and information sharing.
September	Conducted on-site visits to members in Region 8 (Animas & Lordsburg areas). Participated in eProcurement planning session with other CES leadership. Assisted PE as a member of their employment interview panel. Attended regional CES meetings in Cloudcroft and Gadsden. Attended regional NMSBA meetings in Lovington and Deming. Continued to supply help and training as needed to entities' personnel needing access to the Bluebook and contracts, plus specific purchasing support for CES business office. Continued updates to Member Directory. Prepared for solicitation of contact information updates from all southern members and PEs. Maintained regular social media posting and worked toward production of various print and video media. Used AI (Artificial Intelligence) to produce improved verbiage for articles and plan outlines. Published September 2023 Member Newsletter. 21 mass emails also sent for marketing and information sharing. Explored and studied method of producing reels for use in social media.
90 Day Plan	<ol style="list-style-type: none">1. Complete visits in Region 8.2. Make site visits to <i>CEO & Purchasing contacts only</i>, Regions 6, 7, 8, & 4S.3. Complete production of video "Becoming a CES Procurement Partner and Contract Holder."

	<p>4. Complete recorded interviewing with Professional Development leadership for use in videos for each program and a compilation video.</p> <p>5. Explore use of AI in graphics production.</p>
October	<p>Conducted on-site visits to members in Region 8 (Silver City). Made presentation to Lincoln County Homebuilders Assn (effort to recruit vendors in region). Worked the CES Facilities Managers Workshop. Ran a booth at the NM Infrastructure Conference and at the NM Public Procurement Association Conference. Attended the regional CES meeting in Carlsbad. Attended a regional NMSBA meeting in Gadsden. Continued to supply help and training as needed to entities' personnel needing access to the Bluebook and contracts, plus specific purchasing support for CES business office. Continued updates to Member Directory. Distributed a request for contact information updates from all southern members and PEs. Maintained regular social media posting and worked toward production of various print and video media. Continued work on "Becoming a CES Procurement Partner and Contract Holder" video and began work on interview-based videos of Professional Development program coordinators. Used AI to produce improved verbiage for articles and plan outlines. Published October 2023 Member Newsletter. 16 mass emails also sent for marketing and information sharing. Tinkered with production of a relevant image using AI.</p>
November	<p>Visited members in Region 8 (Silver City, Cobre, Reserve). Ran a booth at the NM Safe Schools Summit and at the Public Charter Schools of NM Conference. Continued to supply help and training as needed to members' personnel regarding access to Bluebook and contracts and assistance with services delivery by vendors and invoicing/payment situations. Continued updates to Member Directory, with many changes collected through a RFI sent to members. Maintained regular social media postings and continued production work for "Becoming a CES Procurement Partner and Contract Holder" video and Professional Development program coordinator recorded interviews. AI was used to produce improved wording in articles and messages. Published November 2023 Member Newsletter. 18 mass emails also sent for marketing and information sharing.</p>
December	<p>Visited members in all of Region 6 plus Ruidoso Downs, Cloudcroft, Tularosa, and Alamogordo. Ran a booth at the NMSBA Annual Convention and at the Texas Tech University Health Science Center's Vendor HUB event (El Paso). Continued to supply assistance and training as needed to members' personnel regarding access to Bluebook and contracts, assistance with services delivery by vendors, and invoicing/payment situations. Sent a second RFI for contact updates to nonresponding members. Continued updates to Member Directory, with many changes collected through the RFIs sent. Maintained regular social media postings. Completed production of "Becoming a CES Procurement Partner and Contract Holder" video and Professional Development program</p>

	<p>coordinator recorded interviews. Scheduled a full year of clips from the PD interviews being posted to social media. AI was used to produce improved wording in articles and messages. Published December 2023 Member Newsletter. 5 mass emails were sent for marketing and information sharing.</p>
90 Day Plan	<ol style="list-style-type: none"> 1. Complete cycle of non-drilled visits to members, composed of Regions 7 & 8 & 4S. 2. Begin regular cycle of drilled-down visits to members, beginning with Region 6. 3. Participate in production of media/materials to support new marketing plan currently in development. 4. Explore use of AI for image production in support of graphics media projects.
January	
February	
March	
90 Day Plan	
April	
May	
June	
90 Day Plan	

