



How Not To Kill The Astronauts On Your Team

By Bill Stainton

Have you seen the movie Apollo 13? In case you're unfamiliar with it, it is not the sequel to Apollos 1 through 12. It's a nail-biter of a movie that tells the true story of the ill-fated-and almost disastrous-Apollo 13 mission to the moon. At the risk of ruining it for you, the crew of Apollo 13 never made it to the moon. Instead, they nearly died when an onboard explosion made it virtually impossible for them to return safely to Earth.

For the crew of Apollo 13, as well as the support personnel on the ground, this was the epitome of a high-pressure situation.

And to successfully make it through this high-pressure situation-to solve the myriad seemingly insurmountable problems-they had to improvise. They had to come up with creative ideas, under severe time constraints (oxygen in the spacecraft was rapidly running out), and with the lives of three astronauts hanging in the balance.

I know... sometimes it feels like that at your workplace too, doesn't it?

At times like this, you need what the crew and support personnel of Apollo 13 needed: ideas. And when everything's hanging in the balance, it doesn't really matter where the ideas come from.


But some leaders don't seem to get this.

Some leaders, when faced with a high-pressure situation, shut everyone else out - or, at best, listen only to a tiny, select group of people at or near their hierarchical level.

And that's a mistake.

Because the truth is that a good idea can come from anyone, at any level. If the idea from Joe, the third shift custodian, is the one that saves the astronauts, isn't that what really matters?





But too often, as leaders, we let our egos get in the way. We think that only we can solve the problem and that getting credit for the solution is more important than the solution itself. And that's the kind of thinking that will kill the astronauts in your world.

Harry Truman once said something interesting:

"It's amazing what you can accomplish... if you don't care who gets the credit."

In a high-pressure situation, ideas (and options) can be your best friends. So why would you want to limit them?

Once, when I was producing my comedy TV show *Almost Live!*, a guest canceled at the last minute. Okay, no astronauts were going to die... but it was still a high-pressure situation for me. The entire cast and crew contributed ideas, including my lowest-paid writer. His suggestion was that maybe he could fill the time on the show - if we could get some liquid nitrogen.

By the way, my lowest-paid writer's name was Bill Nye.

And that night, he became Bill Nye the Science Guy.

You never know where the great ideas are going to come from... or from whom. No matter what's at stake in your world - whether it's the lives of three astronauts, or seven minutes of dead air on a comedy show - solicit as many ideas from as many people as you can... and then pick the best option

Tip of the Month

When you only focus on big goals, you're likely to draw heavily on personal willpower and inner strength to get through the daily tasks. Because the time between setting the goal and achieving it is distant, you tend to ignore the many steps you take on the road to success, leaving you feeling worn out and deflated. Instead, set daily targets that you can cross off your list. These milestone achievements create more immediate purpose, and by chunking big projects down into smaller targets, you're building inner resilience, rather than exhausting it.



Calendar of Events

- 3/2 Read Across America Day (Dr. Seuss' birthday)
- 3/9 TAP: Review Existing Evaluation Data (REED) Process for Teachers
- 3/10 TAP: Accommodations, Removing Barriers to Learning in the Inclusive Setting
- 3/11 TAP: Structured Literacy Bridge to Practice Activities
- 3/11 NMSBA Virtual Spring Region II Meeting
- 3/14 Daylight Savings Time begins
- 3/16 NMSBA Virtual Spring Region V Meeting
- 3/17 St. Patrick's Day
- 3/17 TAP: Effective Social Awareness Strategies Prek-5th Grade
- 3/18 TAP: Special Education for Paraprofessionals in the Remote Environment
- 3/20 Legislative Session Ends
- 3/20 Spring Equinox
- 3/23 NMSBA Virtual Spring Region VIII Meeting
- 3/23 TAP: Applied Behavior Analysis: Antecedent Strategies
- 3/29 NMSBA Virtual Spring Region VI Meeting
- 3/30 TAP: Social Emotional Learning, Responsible Decision-Making (Part 2)
- 3/31 – 4/2 NNASBO/PED Spring Budget Workshop, Virtual
- 3/31 César Chávez Day

MARCH 2021						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
28	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31	1	2	3



Procurement News

Contract Expirations

RFP 2017-024- Body Worn Cameras Equipment, Supplies & Related Services*

Axon Enterprise Inc.
 Digital Ally, Inc.
 PLTi/Powerline Technologies
 Watchguard Video

*not resoliciting due to very low usage of contract

New Contract Awards

RFP 2021-20 *IT Professional Services* → under evaluation; awards in Mar. 2021
 RFP 2021-24 *Music & Performing Arts Equipment, Supplies and Related* → under evaluation; awards in Mar. 2021.

Contracts Renewed for an Additional Year (AEPA):

COMPANY NAME	CATEGORY	CONTRACT #
Best Plumbing Specialties	Maintenance, Repair and Operations	18-017AN-A101-ALL
Midwest Technology Products	Industrial Arts and Career and Technical Education	18-017BN-A201-ALL
Partac Peat Corporation	Athletic Equipment and Supplies	18-017CN-A302-ALL
School Health Corporation	Athletic Equipment and Supplies	18-017CN-A303-ALL
School Specialty, Inc.	Athletic Equipment and Supplies	18-017CN-A304-ALL
CDW Government LLC	Technology Catalog	18-015AN-A101-ALL
MNJ Technologies Direct, Inc	Technology Catalog	18-015AN-A102-ALL
Facility Solutions Group	LED Lighting	18-015BN-A201-ALL
BioFit Engineered Products	Furniture	18-015DN-A401-ALL
National Business Furniture	Furniture	18-015DN-A402-ALL
School Specialty	Furniture	18-015DN-A403-ALL
Kompan, Inc.	Playground and Recreation Structures	19-035N-AB01-ALL
Playcraft Systems	Playground and Recreation Structures	19-035N-AB02-ALL
Romtec, Inc.	Playground and Recreation Structures	19-035N-AB03-ALL
Busch Systems International Inc	Custodial Supplies & Equipment	19-013N-AB01-ALL
Hillyard, Inc	Custodial Supplies and Equipment	19-013N-AB02-ALL
Quill Corporation	Office Supplies	19-013N-AC01-ALL

Blick Art Materials, LLC	School & Instructional Supplies	19-013N-AE01-ALL
Pitsco, Inc.	School & Instructional Supplies	19-013N-AE02-ALL
Quill Corporation	School & Instructional Supplies	19-013N-AE03-ALL
School Specialty, Inc	School & Instructional Supplies	19-013N-AE04-ALL
Act Global Americas Inc.	Natural and Synthetic Surfaces: Category 1-Synthetic Turf	2020-12N-A101-ALL
Act Global Americas Inc.	Natural and Synthetic Surfaces: Category 2-Natural Turf	2020-12N-A201-ALL
Act Global Americas Inc.	Natural and Synthetic Surfaces: Category 3-RunningTrack/Tennis/Athletic Courts	2020-12N-A301-ALL
Act Global Americas Inc.	Natural and Synthetic Surfaces: Category 4-Synthetic Turf for Playground/Pet/Commercial/Landscaping	2020-12N-A401-ALL
AstroTurf Corporation	Natural and Synthetic Surfaces: Category 1-Synthetic Turf	2020-12N-A102-ALL
AstroTurf Corporation	Natural and Synthetic Surfaces: Category 2-Natural Turf	2020-12N-A202-ALL
AstroTurf Corporation	Natural and Synthetic Surfaces: Category 3-RunningTrack/Tennis/Athletic Courts	2020-12N-A302-ALL
AstroTurf Corporation	Natural and Synthetic Surfaces: Category 4-Synthetic Turf for Playground/Pet/Commercial/Landscaping	2020-12N-A402-ALL
FieldTurf USA Inc.	Natural and Synthetic Surfaces: Category 1-Synthetic Turf	2020-12N-A103-ALL
FieldTurf USA Inc.	Natural and Synthetic Surfaces: Category 3-RunningTrack/Tennis/Athletic Courts	2020-12N-A303-ALL
FieldTurf USA Inc.	Natural and Synthetic Surfaces: Category 4-Synthetic Turf for Playground/Pet/Commercial/Landscaping	2020-12N-A403-ALL
Hellas Construction, Inc.	Natural and Synthetic Surfaces: Category 1-Synthetic Turf	2020-12N-A104-ALL
Hellas Construction, Inc.	Natural and Synthetic Surfaces: Category 3-RunningTrack/Tennis/Athletic Courts	2020-12N-A304-ALL
Hellas Construction, Inc.	Natural and Synthetic Surfaces: Category 4-Synthetic Turf for Playground/Pet/Commercial/Landscaping	2020-12N-A404-ALL
Shaw Sports Turf	Natural and Synthetic Surfaces: Category 1-Synthetic Turf	2020-12N-A106-ALL

Shaw Sports Turf	Natural and Synthetic Surfaces: Category 2-Natural Turf	2020-12N-A203-ALL
Shaw Sports Turf	Natural and Synthetic Surfaces: Category 3-Running Track/Tennis/Athletic Courts	2020-12N-A306-ALL
Shaw Sports Turf	Natural and Synthetic Surfaces: Category 4-Synthetic Turf for Playground/Pet/Commercial/Landscaping	2020-12N-A406-ALL
Sport Surfaces Distributing, Inc.	Natural and Synthetic Surfaces: Category 1-Synthetic Turf	2020-12N-A105-ALL
Sport Surfaces Distributing, Inc.	Natural and Synthetic Surfaces: Category 3-Running Track/Tennis/Athletic Courts	2020-12N-A305-ALL
Sport Surfaces Distributing, Inc.	Natural and Synthetic Surfaces: Category 4-Synthetic Turf for Playground/Pet/Commercial/Landscaping	2020-12N-A405-ALL
Sprinturf, LLC	Natural and Synthetic Surfaces: Category 1-Synthetic Turf	2020-12N-A107-ALL
Sprinturf, LLC	Natural and Synthetic Surfaces: Category 3-Running Track/Tennis/Athletic Courts	2020-12N-A307-ALL
Sprinturf, LLC	Natural and Synthetic Surfaces: Category 4-Synthetic Turf for Playground/Pet/Commercial/Landscaping	2020-12N-A407-ALL
Interface America, Inc	Carpet and Resilient Flooring	2020-12N-AB01-ALL
The Gillespie Group	Carpet and Resilient Flooring	2020-12N-AB02-ALL
Bio Company Inc.	Digital resources and Instructional Materials	2020-12N-AC01-ALL
Complete Book and Media Supply Inc.	Digital resources and Instructional Materials	2020-12N-AC03-ALL
Imagination Station, dba Istation	Digital resources and Instructional Materials	2020-12N-AC02-ALL
Mackin Educational Resources	Digital resources and Instructional Materials	2020-12N-AC04-ALL
Dude Solutions, Inc.	Facility Management Solutions	2020-12N-AD01-ALL
Bobcat Company	Lawn and Groundskeeping Equipment/Supplies/Services	2020-12N-AE01-ALL
Husqvarna	Lawn and Groundskeeping Equipment/Supplies/Services	2020-12N-AE02-ALL
Daktronics	Digital Display Solutions	2020-12N-AF01-ALL
Melloy Brothers Enterprises	Vehicles	2020-12N-A702-ALL
Phil Long Dealerships Inc.	Vehicles	2020-12N-A701-ALL





Ongoing Solicitations

RFP #	RFP Description	Release	Due	Evaluations
2021-23 (21 .5)	<i>(AEPA) eRate Consulting Services</i>	1/18	2/18	
2021-21	<i>IT Professional Services</i>	1/20/21	2/10/21	2/15-19/21
2021-24	<i>Music, Performing Arts & Related</i>	1/20/21	2/10/21	2/15-19/21
2021-26	<i>Fire Turnout Equipment</i>	1/20/21	2/10/21	No Responses
2021-25	<i>Janitorial Products, Equipment & Consulting/Training, Materials and Related</i>	2/12/21	3/5/21	3/8-11/21
2021-27	<i>Temporary Employment and Recruitment Services</i>	2/12/21	3/5/21	3/8-11/21
2021-28	<i>Student Management, Special Education & Educational Managed Curriculum</i>	2/12/21	3/5/21	3/8-11/21

Direct Purchase → April 5, 2021 membership-wide launch

- 264 Dir. Purch. vendors, 289 non-Dir. Purch vendors → all will be in the new interactive BlueBook

WE HAVE MOVED!

**CES Mailing: PO Box 81045, Albuquerque, NM
87198**

CES Location: 10601 Research Road SE, Albuquerque,
NM 87123



Take a Look at Our New Office



Spring Budget Workshop

2021 Virtual Spring Budget Workshop

When: March 29 - April 2, 2021

Where: Virtual Platform & Zoom

This virtual will be accessible through our Connect platform my.nmasbo.org.

Registration is Open Register Today!

<https://nmasbo.org/event/sbw21>

*Credit toward licensure certification hours
will NOT be given at this workshop.*



All attendee fees are discounted due to the virtual delivery of this event.

Attendee Fee: ~~\$165~~ / Virtual Fee: \$150

Remember!
Technical Assistance Program (TAP)
Hot Topic On-Demand Library Pre-recorded Webinars
are available at
www.cestap.org.





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