



EXECUTIVE COMMITTEE MEETING
Tuesday April 8, 2025
Sandia Resort & Casino – Hummingbird Room
30 Rainbow Rd., Albuquerque, NM 87113
Albuquerque, NM 87123
2:00-5:00PM

- A. Call to Order
- B. Roll Call
- C. Oath of Office – Lauren Laws
- D. Approval of Agenda*
- E. Approval of Minutes – February 12, 2025*
- F. Agency Communications
 - a. Partnerships – Elisa Begueria
 - i. NMCCS – Erik Bose
 - ii. NMCEL – Stan Rounds
 - iii. NMPED – Dr. Candice Castillo
 - iv. NMSBA – Joe Guillen
 - v. Higher Education (4yr) – Dr. Sandra Rodriguez
 - vi. Higher Education (2yr) – Dr. Charley Carroll
 - b. Finance – Elisa Begueria
 - c. Scholarship – Johnna Bruhn
 - d. Policy – Brian Snider
- G. Program Overview/Reports
 - a. CTE Update
 - b. Strategic Plan
 - c. HB 456
- H. Administrative Reports

- a. Directors
 - i. Finance- Robin Strauser*
 - ii. Ancillary- Lianne Pierce*
 - iii. Procurement- Doug Marshall*
 - iv. Northern Services/REAP- Paul Benoit*
 - v. Technology- Doug Marshall*
 - vi. Southern Services- Jim Barentine*
 - vii. Human Resources-Yvonne Tabet*

- b. Executive Director – David Chavez*
 - i. Request a 5% compensation increase for CES core staff.
 - ii. Request that we provide a 4% incentive bonus to all CES core staff for the 2024-2025 fiscal year.
 - iii. The CES Executive Director recommends a four (4) percent salary increase for the Ancillary Staff for the 2025-2026 fiscal year.
 - iv. Fund the Six Year Study at \$740,000.00 for fiscal year 2025-2026
 - v. Approve contract with AAIS for Mathematics Initiative
 - vi. Approve CTE budget of \$50,000 for fiscal year 2025-2026
 - vii. Approve our Professional Development Programs at 5% above 2024-2025 budget levels.
 - viii. Executive Director’s Evaluation (Executive Session)

- I. Personnel – Report
 - a. Staff Contracts and Resignations*

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

- K. Setting Next Meeting Dates
 - a. Thursday June 5, 2025 – 3:00PM Embassy Suites in conjunction with NMSBA School Law Conference
 - b. Monday July 15, 2025 – 3:00PM Embassy Suites in conjunction with NMCEL

- L. Adjournment

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

*Included in Advance Packet Mailing

**Executive Session to discuss the Executive Director’s Evaluation and Contract

CES Executive Committee Meeting

Minutes

February 12, 2025

Call to Order:

The meeting was called to order at approximately 5:00 p.m. by President, Brian Snider. The meeting notice, agenda, and accompanying documents were disseminated to attendees 10 days prior to the meeting via email and posted on the CES' website.

Roll Call:

Members Present:

Brian Snider	President
Elisa Begueria – Lake Arthur	President Elect
Johnna Bruhn – Mosquero	Region III
Dr. Cindy Sims – Estancia	Region IV
Tandee Delk – Elida	Region V
Dr. Gerry Washburn – Carlsbad	Region VI
Cody Patterson - Carrizozo	Region VII
Travis Dempsey – Gadsen	Region VIII
Stan Rounds	NMCEL
Dr. Charley Carroll	Higher Ed 2 Year
Erik Bose – ABQ Charter Academy	NMCCS

Members Absent:

Kevin Summers – Bloomfield	Region I – Secretary
Felix Garcia – Jemez Mountains	Region II
Dr. Sandra Rodriguez	Higher ED 4 Year
Dr. Candice Castillo	NMPED
Joe Guillen	NMSBA

Non-Members Present:

David Chavez	CES Executive Director
Teresa Salazar	CES Chief Operating Officer
Robin Strauser	CES Chief Financial Officer
Paul Benoit	CES Northern Services Manager
Jim Barentine	CES Southern Services Manager
Dr. Kimberly Mizell	CES Site Director
LeAnne Gandy	CES Director of Leadership Development

Quorum

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

Approval of Minutes

A motion was made by Stan Rounds seconded by Gerry Washburn to approve the Special Executive Meeting from November 18, 2024. Motion passed unanimously.

A motion was made by Stan Rounds seconded by Gerry Washburn to approve the Special Executive Meeting from November 14, 2024. Motion passed unanimously.

A motion was made by Gerry Washburn and seconded by Cody Patterson to approve the meeting minutes from October 14, 2024. Motion passed unanimously.

Approval of Agenda

A motion was made by Stan Rounds and Seconded by Gerry Washburn to approve the agenda for the February 12, 2025 Executive Committee meeting.

Agency Communications

The following reports were presented

NMCCS – Erik Bose

PCSNM just completed their first education session.

NMCEL – Stan Rounds

An overview of the legislative session was provided, including a discussion of Senate Bill 38, the Special Education Act. Mr. Rounds is lobbying against the bill due to concerns raised by stakeholders. Additionally, there was a discussion about the proposed 4% pay increase for public employees, including teachers, aimed at attracting and retaining qualified educators to address ongoing challenges in the education sector.

NMPED – Dr. Castillo

Not present. No report given.

NMSBA – Joe Guillen

Not present. No report given.

Higher Education (4yr) – Dr. Sandra Rodriguez

Not present. No report given

Higher Education (2yr) – Dr. Charley Carroll

The rising cost of construction remains a concern, and we are continuing to explore strategies to mitigate these costs.

Scholarship – Johnna Bruhn

The scholarship committee will work with Brian, as the scholarships are awarded to educational assistants pursuing an education degree and are employed in the district of the sitting president. They will collaborate with him to identify scholarship recipients.

Policy – Elisa Begueria

A committee will be formed in April to review policy and make revisions.

Program Overview and Reports

a. October Leadership Conference

Mr. Chavez reported that CES has traditionally held the Leadership Conference in October, in conjunction with FMWS, featuring speakers such as Ruby Payne, Doug Reeves, and this year, the Marzano Group. However, attendance has dropped, with last year's turnout at approximately 52, down from a peak of 128. October may no longer be the optimal time for the conference, and we are exploring alternative options. Timing could be a key factor affecting attendance, as leadership may face scheduling conflicts during that month.

One suggestion is to combine the Leadership Conference with the NMCEL Summer Conference. Another option is to host a virtual conference to better accommodate attendance challenges.

David and Stan will meet to discuss the possibility of merging the Leadership Conference with the NMCEL Summer Conference David, will reach out to committee members for further input prior to a decision being made and how to proceed based on member input.

b. CTE Initiative

Mr. Chavez reported that some of the Executive Committee members had the opportunity to participate in the six-year study Advisory Committee meeting and the work that 13 districts are involved in. Mr. Chavez mentioned that 9 out of the 13 districts have listed CTE as a goal. Instead of working with just those 9 districts individually, Mr. Chavez has suggested to the nine six-year study districts that we explore regionalizing professional development opportunities with other organizations like higher education, foundations, business and national laboratories.

In discussions with Northwest and Northeast districts there is an interest in developing a model and to extend the offer to districts in other regions in New Mexico interested in participating in the development of a rural schools CTE model.

Three CTE meetings have been held, with participation from fourteen school districts and several higher education institutions. At the most recent meeting, a strategic plan was developed for the organization. The group is also considering hosting a think tank session at one of the higher education institutions, where districts will be invited to participate, share their needs, and discuss how we can collaboratively address those needs.

In discussion with districts the inability of districts to find certain staff is an issue, for example Mora has been without a math teacher for the entirety of the year by collaborating there could be a district that serves as the center of excellence for mathematics and have that district deliver virtual instruction to other districts in the collaborative.

c. Six Year Study

The work going on within the 13 districts is phenomenal. The goals that we wanted to accomplish through the 6-year study up to this point are being realized.

An overview of the SITE and Leadership program was provided for the Executive Committee.

The CES TAP program continues to have phenomenal attendance at the virtual sessions. Last year we had 7600 teacher/leaders/administrators attend at least one or multiple sessions.

LEAP: 180 candidates are currently enrolled in the program. Select superintendents have requested a change in our model. A pilot program is being explored with select superintendents to allow candidates to enroll in the program in January and begin instruction in the summer. This will allow districts to hire them as employees at mid-year.

Administrative Reports

Finance – Robin Strauser highlighted a few items, a full report is included in the packet.

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

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

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

Ancillary – Lianne Pierce is not present. A full report included in the packet.

Procurement – Gustavo Rossell is not present. A full report included in the packet.

Northern Services/REAP – Paul Benoit, highlighted a few items, a full report was included in the packet. Jim and Paul continue to travel throughout their respective regions. Paul gave the example of traveling to Farmington and having an impromptu meeting with their purchasing department and discussing the invoicing process.

Technology – Teresa Salazar highlighted a few items, a full report was included in the packet. Brad Schroeder has recently resigned from CES. We are in the middle of changing our ERP, Accounting, and Payroll systems. CES' website and Blue Book are also being revised. The new website should be up and running in March. Teresa is the facilitator until a new IT Director is hired.

Southern Services – Jim Barentine highlighted a few items, a full report was included in the packet. Jim shared that he has developed a system for his visits. Start at the Texas border, travel to Arizona border, and start over, working his way westward. Jim reported that he continues to create videos for training working with Tara Summers in creating videos to address the needs of various departments at CES.

Human Resources – Yvonne Tabet was not present, a full report was included in the packet, David stood for any questions from the Executive Committee.

Executive Director Report

- (a) Mr. Chavez requested permission to install solar panels at the 10601 Research Rd. property to be mounted on parking structures. The installation of Solar Panels would also include up to two (2) charging stations. Souder Miller and Associates has provided CES with a proposal for our consideration. The proposal is included in your agenda packet for your review. The schedule (pay back) for our return on our investment is included as a part of the proposal. The approximate cost would be \$404,000 with rebates from federal government. It will cost approximately \$181,000 after rebates are received. It will be a 7 month project that begins as soon as the PO is issued.

A motion was made to approve the installation of parking structures and solar panels at CES' office parking lot by Elisa Begueria, seconded by Stan Rounds. Motion passed unanimously.

- (b) Request approval to enter into an MOA with the Associations of Utah and Idaho to provide CES contracts in those two states. The model to be used in the two states would be similar to the model we use in New Mexico. We have been meeting with the Executive Directors of the

Association of Counties in these two states to discuss the partnership. Utah has agreed to the MOA that is included in your packet. Our CES legal counsel has reviewed the document and agrees with the language in the agreement. We presented it to the Idaho Counties Executive Committee, and they approved the MOA in concept it needs to be approved by their Board at a meeting to be held in April.

A motion was made to approve the MOA's with Utah and Idaho by Stan Rounds, seconded by Erik Bose. Motion passed unanimously.

- (c) Mr. Chavez requested that the CES Executive Committee approve a \$50,000.00 budget to support CES' support of rural school districts increasing their CTE offerings. Mr. Chavez is working with approximately 15 school districts, several higher education institutions, LANL Foundation, PED, regional laboratories and businesses in the development of a model to support this initiative.

A motion was made to approve the budget request for CTE by Gerry Washburn, seconded by Cindy Simms. Motion passed unanimously.

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

Consent Agenda

A motion was made by Stan Rounds, seconded by Cody Patterson to accept the consent agenda as presented. Motion passed unanimously.

Setting Next Meeting Dates

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

A motion was made by Erik Bose to adjourn, seconded by Gerry Washburn. Motion passed unanimously.

Meeting adjourned.

**Cooperative Educational Services
EXECUTIVE COMMITTEE MEETING**

April 8, 2025

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

This report reflects financial activity through February 2025.

Finance:

As of February 28, 2025, CES had a total revenue of \$228,148,990. Compared to February 2024, this year's revenue is \$15,673,310 more. SSC had total revenue of \$313,228. Total combined revenue was \$228,462,218 compared to total revenue of \$212,695,418 for February 2024. This is a 7.4% increase, or \$15,766,800 more revenue this year compared to last year.

Also as of February 28, 2025, CES had a profit of \$1,633,803 and SSC had a profit of \$186,702. Combined profit for both entities was \$1,820,505.

As of February 28, 2025, CES' combined Net Fund Balance is \$21,926,454.

Through February 2025 of the current Fiscal Year, the dollar amount of all purchase orders approved by CES staff is \$372.4 million, an increase of \$43 million over the same period last year. This equates to a 13% increase in the dollar amount of total purchase orders approved. Direct purchase orders approved were \$114.6 million compared to \$117.6 for the same time last year. A decrease of \$3,000,000, 2.6%. Traditional purchase orders, including Gordian and RS Means, were \$257.8 million, an increase of \$46.0 million over the previous year.

The Business Department and HR staff have been quite busy training and testing for the implementation of the new systems for accounting, payroll and HR, Dynamics 365 Business Central, known affectionately as BC. Implementation meetings have been ongoing. Testing of the new system began in earnest on March 25, 2025, and will continue through May 25, 2025, with the targeted go-live date of June 2, 2025

Budget:

Budget preparation for the 2025-2026 Fiscal Year is getting underway. There will some new programs added for expansion and some will go away, such as TQP, EANS and ARP EANS, as they have come to their end. The proposed budget will be presented to the Finance committee for their review with a final budget being presented in June for Executive Committee approval.

Audit:

Fiscal year-end is quickly approaching. The State Audit Rule requires that the auditor rotates every four years. As such, CES is in the process of obtaining quotes from JAG Accounting Group for the audit of its Fiscal year 2024-2025.

Staffing:

Maggie Furlano, Purchasing Specialist, resigned her position effective February 27, 2025, to continue her education full time. Luckily, a replacement for Maggie was found quickly and is undergoing training a Purchasing Specialist. An additional Purchasing Specialist was hired to assist with the expansion into Utah and Idaho later this year. Katherine Densmore started March 11th and Ronda Romero started March 25th. Currently, there are no vacancies in the Business Department.

SSC:

All suites at SSC are leased.

Strategic Plan:

The Strategic Plan for 24-25 has been updated. The Business Department has a busy year ahead and is excited about the process improvement opportunities that will come with implementation of new systems. The expansion into Utah and Idaho are also great opportunities for continued growth of CES.

Ancillary Executive Committee Report, 3rd Quarter 2024-2025

Strategic Goal #1: Operational Efficiencies and Customer Service Excellence

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

<u>Role Group</u>	Jul 23	Aug23	Sept 23	Oct 23	Nov23	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24
Anc Tcher	3	4	4	5	5	5	5	5	5			
APE /RT	1	1	1	1	1	1	1	1	1			
ASL-I	0	0	0	1	1	1	1	1	1			
AUD	1	1	1	1	1	1	1	1	1			
BMS	2	2	2	2	2	2	2	2	2			
COMS	0	1	1	1	1	1	1	1	1			
COMS/TVI	1	1	1	1	1	1	1	1	1			
COTA	8	8	8	8	8	8	8	8	8			
TVI	1	1	2	2	1	1	1	1	1			
COTA	8	8	8	8	8	8	8	8	8			
DIAG	52	53	55	56	56	55	55	55	55			
LPN	0	0	1	1	1	1	1	1	1			
NP	0	0	0	0	0	0	0	0	0			
OT	19	20	20	23	23	20	20	20	20			
PhD Psych	5	5	5	4	4	5	5	5	5			
Sch Psych	18	21	23	23	23	23	23	23	23			
PT	4	4	4	4	4	4	4	4	4			
PTD	2	2	2	2	2	2	2	2	2			
RHC	8	7	7	7	7	7	7	7	7			
RN	8	9	9	9	9	9	10	10	10			
RT	7	7	7	7	7	7	7	7	7			
SLP	33	34	36	36	36	36	36	36	36			
SLPA	0	0	0	0	0	0	0	0	0			
SW	32	32	32	33	33	33	35	35	35			
SW Reg Ed	4	4	4	4	5	5	5	5	5			
Staff Count *	218	224	233	235	236	236	239	239	239			
Resigned - Retired	16	0	0	0	0	1	0	0	0			
Interviewed	11	5	2	1	0	2	3	0	0			
Recommending: New Hires or Returning	8	5	2	1	0	2	3	0	0			

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

1. 3 Interviews, recommended 3, for 3rd Quarter for 24-25 school year.
2. Working to create a more modern application process that will reflect vacancies by cities and discipline to direct people up front to where the vacancies are located within the state on the new website.
3. Working with RTS to build new Ancillary Website that reflects our department and CES better.

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

1. Attended Integrity discovery meeting where we met regarding the hiring process and Sagecore discovery meetings for the CES Ancillary Portal to help them understand the current payroll and invoicing process

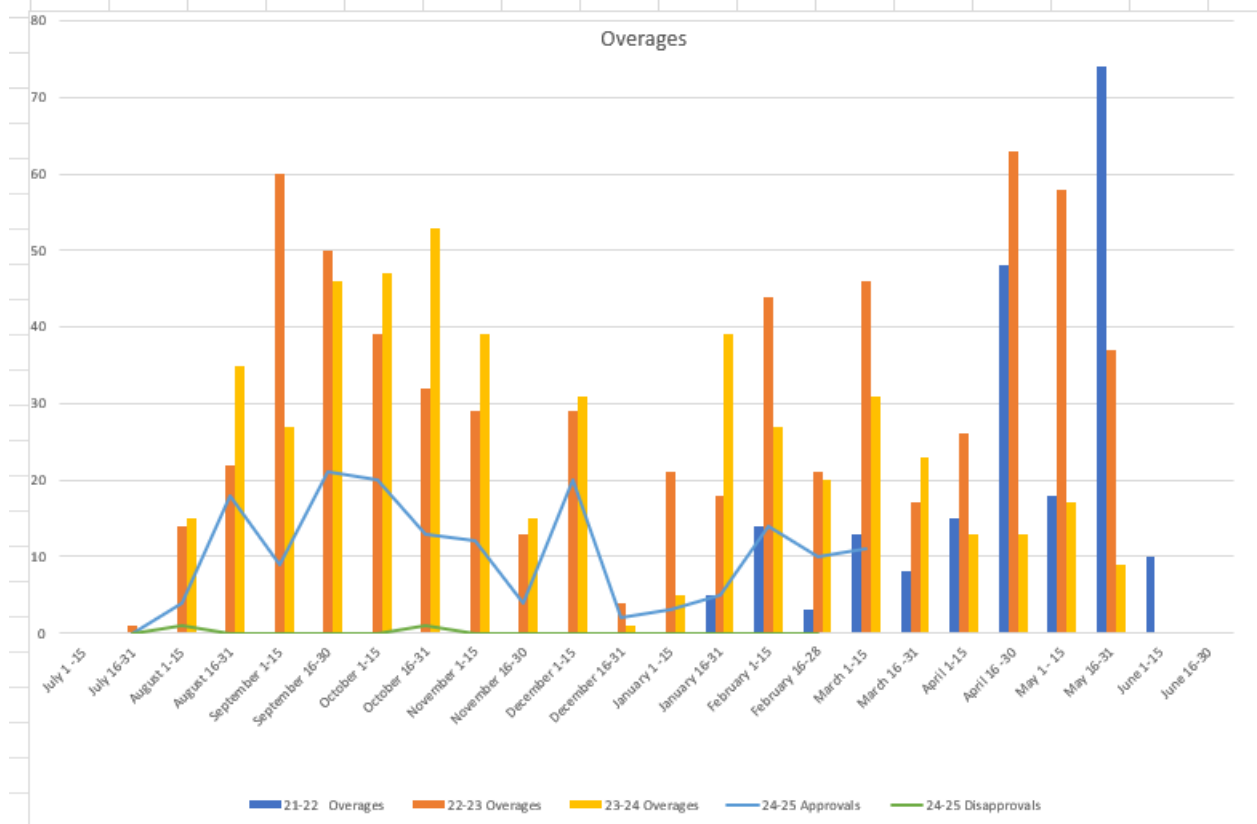
Strategic Goal 2: Professional Development, Quality Instructional and Educational Leadership

Action Plan 1: Expand PD opportunities for all staff.

1. CPI – Every class needs a minimum of 4 participants, or we will cancel it.
 - a. Full Course
 - a. 01/25 & 2/01: Cancelled due to not meeting minimum enrollment
 - b. 02/22 & 03/01: 4 Participants
2. Refresher
 - a. 1/18: 11 Participants
 - b. 2/8: 9 Participants
 - c. 3/8: 6 Participants
 - d. Next scheduled classes: 4/12 & 5/31

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

Overages are decreasing year over year, quarter after quarter. We are pleased with the results, and it continues to trend downward.



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

Events for 2nd Quarter 2024/25:

1. Attended Special Education Academy in January, sponsored by REC IX and PED.
2. Met with Teri Othick to discuss technology strengths and weakness for Ancillary department and future vision of how technology can support Ancillary.
3. Continued work on transition from paper to digital evaluations with Ancillary staff, Riverside and Pearson sales reps to be set-up for 2025-2026 School year.
4. Met with and provided support for multiple staff regarding ERB applications and License renewal as the procedures had changed requiring Electronic Time Stamped Digital Signatures for licensure, which was met by surprise and frustration by staff.
5. Staff Survey and Institute Evaluations were sent respectively, return rate so far is at about 60%.

**CES
EXECUTIVE COMMITTEE MEETING
April 8, 2025**

Procurement Department Administrative Report – Gustavo Rossell

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

Procurement News

- Sustainability and Growth Initiatives
- Solicitations in several new categories.
- Growth in the usage of services of our Construction Analysts
- Technology in Procurement - ongoing
 - BlueBook, eProcurement
 - Website

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

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

RFP	Awardee
2025-16 (re-solicitation)	AEPA - eRate Consulting Services *CES Procurement will manage this solicitation for all 31 member states.
2025-17	<i>Construction Management Services</i>
2025-18	<i>In-Vehicle Telematics</i>
2025-19	<i>Medicaid Billing & Collection Services</i>
2025-20	<i>Fleet Management Services</i>
2025-21	<i>Supplemental Employee Benefits –</i> <i>a) Section 125</i> <i>b) Retirement</i> <i>c) other Benefits</i>
2025-22	<i>Public Sector Payment Systems</i>
2025-24	<i>SCADA Systems</i>

**Cooperative Educational Services
EXECUTIVE COMMITTEE MEETING
April 8, 2025

Administrative Reports – Paul M. Benoit, Northern Services Manager

Northern Services Travel Notes

February and March were busy months. During this time, I spent time in Regions 1, 2, 4, 5. I have not been into region 3, other than Santa Rosa/Guadalupe County, the southern edge of region 3. Conferences in this time have included the NMSBA conference, School Safety Summit, and the NMASBO Winter Conference. Jim and I also covered the El Paso Expo in the first week of April.

Direct Purchase/Digital Bluebook and DP Account Status

We have undergone a change in our set-up process for Digital Bluebook Accounts. After several runs through it, Jim and I suggested several updates, which were functionalities we lost in the re-make of the member management modules. These were addressed and it seems we are back to full ability to help members with access, password re-sets, and de-activation and re-activation of bluebook accounts.

NMREAP NOTES

The web-site has been updated with the 2025-26 subscriptions rates, indicating a 3% increase, which is the amount by which the master subscription for CES is increasing. I have prepared the data-set for the renewal notices, and these will go out in the next week, if they have not gone out by the time of the Ex. Bd. Mtg.

MEMBERSHIP DIRECTORY

I have been updating the directory with changes as we hear of them. We are still utilizing SharePoint for the warehousing of this information. At some point, there was talk of incorporating this into the member management module of eProcurement. In the meantime, we will continue to update/maintain throughout the year.

Other

I have updated the strategic plans, as necessary. The goals/actions continue to focus on member services and support, training, and maintenance of a viable membership directory for general contacts of every member/entity.

I continue with weekly and monthly roll-up reports to track various activities and accomplishments.

Over the next few months, we have several conferences. Of course, the Spring Budget Conference, which will be a busy time for us at the booth. The School Law Conference will be in early June. The summer will gear up for County and Municipal meetings and the NMCEL conference in July.

I will be traveling to all the regions over the next months and by August, will have covered every region twice, if all goes to plan.

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

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

1. Provide, enhance, customize personal approach to Member Services Regions 1, 2, 3, 4N, and 5.
 - a. Make regular site visits to each region, at least quarterly, and call on each member/PE 1-2 times per year.

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

POSITIONS TRACKED/UPDATED IN THE MEMBER DIRECTORY

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

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

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

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

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

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

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

Cooperative Educational Services
Executive Committee Meeting
April 2025

Technology Department Administrative Report – Doug Marshall

CES's new IT Director began work on February 25th, 2025.

Work is continuing with Sagecore to replace CES's current Bluebook and eProcurement systems both to modernize these systems and to support our multi-state expansion. Migration to TORQ will allow us to centralize our current various data silos into one unified system. This will allow for easier administration, reporting and user access. It should also eliminate much of the manual duplication work and eliminate those errors.

The implementation of Business Central and Integrity continues and is expected to be completed mid-year. Business Central is replacing our current Great Plains accounting system and will bring new functionality and integration to TORQ. Integrity will integrate with Business Central and replace our current HR, PTO and Payroll providers / processes. This will streamline the new hire onboarding process, PTO process and give unified access to payroll. Users will be able to self-serve, reducing administrative overhead and errors. This will also eliminate the security issues present in the current process.

CES's redesigned website went live on March 28th with CES employees now having the ability to update content. Final usability changes will be made over the coming weeks.

I continue to assess and inventory CES's current IT environment. Several issues have been noted with misconfigurations and are being addressed. Missing power protection and other hardware issues are being addressed as well. CES is in immediate need of an updated management system to patch and maintain end-user systems. We are evaluating solutions and hope to have implemented something shortly. I would also like to implement a secure remote support tool (i.e. ConnectWise Screen Connect or similar) to aid and expedite end-user support. This will allow for remote support of users travelling or working from other locations. We will also look at support ticketing systems at the same time which will allow us to track support requests, resolution steps and trends.

I also plan on having CES's current AV presentation systems evaluated as they may be nearing end-of-life and in need of replacement. Issues with these systems have been increasing and becoming more severe.

**Administrative Report
Southern Services
April 2025**

Media

Since the last Executive Committee meeting, Southern Services has made substantial strides in media development, including social media management, video production, and website enhancement. Tara Summers was key to these efforts, overseeing scheduling and publishing across platforms while transitioning social media post distribution from Hootsuite to Constant Contact. Training sessions on YouTube uploads, website navigation, and social media best practices were conducted, with collaboration from the TAP team to ensure their content was accessible and strategically organized. A focused effort was made to clear a backlog of TAP and LEDR training videos, which were edited, uploaded, and integrated into the Canvas platform. The finalized “*Choosing the Right JOC Platform*” and “*What’s in the Bluebook? v3*” videos were released. Work began on the next version of “*Becoming a CES Procurement Partner*”, and visual content strategies were updated for improved clarity and member engagement. New LEAP campaign content, a Teacher of the Year announcement involving a LEAP student, and video enhancements for CES+ services were also prioritized. March concluded with the continued use of AI tools for scripting and editing efficiency, ongoing social media scheduling, and collaboration with RTS, Canvas, and TAP teams to support both website and platform content updates.

Communication

Communication efforts during this period emphasized clarity, consistency, and reach. The migration of member and vendor contacts from MailChimp to Constant Contact was completed, allowing for more streamlined and visually consistent newsletters and email distributions. The March and April Member Newsletters were developed and disseminated, incorporating updated contact lists, promotional material, and relevant program content. More than 40 targeted mass emails were shared, addressing legislative updates (including Jim’s Legislative Watch volumes 4 through Final), product promotions, program announcements, grant opportunities, and procurement alerts. Marketing materials, including flyers for Amazon, TAP registration, LEAP overview, and CES vendor spotlights, were designed and shared. Communication strategies also supported events, such as promoting webinars and conferences, and were further reinforced through AI-assisted content editing, layout optimization, and media production.

Member Engagement

Member and vendor engagement remained a top priority, with a steady cadence of outreach via calls, emails, and in-person visits across southern New Mexico and El Paso. Jim provided direct support on procurement processes, contract questions, invoicing issues, and CES+ services, ensuring responsive communication and follow-through. Face-to-face visits were conducted in Tatum, Lovington, Hobbs, Lake Arthur, Hagerman, Dexter, Carlsbad, Loving, and El Paso. Southern Services maintained a presence at key events and meetings, including the NMSBA Board Institute, NMASBO Conference, CES Executive Committee meeting, Educators Uprising State Conference & Competitions, the City of El Paso Cooperative Purchasing Expo, LD Supply’s Innovation Expo, and Las Cruces’ *Mock It Till You Rock It* student job interview event. These engagements not only reinforced CES visibility but also offered valuable opportunities for collaboration. The CES Membership list and regional map lists were updated, and Tara’s discussions with partners like Sagecore advanced CES+ catalog development.

This period reflected a strong alignment of strategic communication, media refinement, and member-focused service delivery, setting the stage for continued impact and innovation in the months ahead.

**Cooperative Educational Services
Executive Committee Meeting
April 2025**

Yvonne Tabet, Director of Human Resources

The Human Resources Department spent this quarter preparing for the implementation of Integrity Data, an HR and Payroll Solutions system CES will be utilizing July 2025. This system is built inside Microsoft Dynamics and backed by experts, it is meant to attract, engage and retain employees. It's one solution to hire, onboard, track employees' time, pay employees while staying compliant with HR and payroll requirements. The training model has been a blend of videos, watched independently with virtual demonstration to address questions as a group, post-video viewing. The videos have included the following: Introduction to HRP (Human Resources Payroll), Company Setup, Company Menu and User Profiles, Employee Maintenance, Workflow Configuration, HR Management, Company Structure & System Overview, Applicant Tracking and Job Posting & Onboarding Setup. The implementation of such a system for CES is quite a feat for HR & Payroll. It will change the hiring process at CES for all classifications; by streamlining it from application to first paycheck. The Human Resources Department Strategic Plan has been adjusted to focus the last 90-day plan on the successful implementation of Integrity HRP; with the Gallup Employee Engagement Survey to move to every other year administration cycle.

Below are the most recent employees to join CES in the various categories from January 28, 2025- March 26, 2025:

Office Staff

Name	Position
Aimee Parra	LEAP Coach
Douglas Marshall	IT Director
Katherine Densmore	Purchasing Specialist
Ronda Romero	Purchasing Specialist

Ancillary Staff

Name	Position
Jennifer Freer	Social Worker
Dianna Baca	Nurse

Professional Services

Name	Position
Shelene Harrelson	Professional Services-TAP
Loren Cushman	Professional Services
Shelly Henderson	Professional Services-TAP

January 27, 2025-March 26, 2025

Quarter 1, (July 1- Oct 1), Quarter 2 (Oct 2-Jan 27) New Hire numbers compared to Quarter 3 (Jan 28-Mar 26)
New Hire numbers by Employee Classifications

Report Period	Ancillary	Professional Services	Office Staff	EANS	Occasional	Total
Quarter 1	23	17	6	0	0	46
Quarter 2	6	10	3	0	0	19
Quarter 3	2	3	4	0	0	9

Cooperative Educational Services
EXECUTIVE COMMITTEE MEETING
Tuesday, April 8, 2025
Sandia Resort, Hummingbird Room
2:00 p.m. – 5:00 p.m.

Administrative Reports – David Chavez
Action Items

Item (a) The CES Executive Director recommends that the Executive Committee approve a five percent salary increase for CES Core Staff for the 2025-2026 fiscal year.

Item (b) The CES Executive Director recommends that the Executive Committee approve a four percent salary increase for Ancillary Staff for the 2025-2026 fiscal year. This will allow us to remain competitive with the increases projected for school district personnel.

Item (c) **The CES Executive Director recommends that the Executive Committee approve a four percent incentive pay for CES Core Staff for the present fiscal year.** We requested permission to allow for the incentive pay in our budget preparation last spring and to date we are exceeding budget projections by 5% over the previous year. We anticipate that this percentage will hold and grow between now and the end of the year. The projected cost of the incentive pay is approximately \$180,000.00.

Item (d) The CES Executive Director recommends that the Executive Committee allow for the following budget considerations for the 2025-2026 fiscal year:

1. Continue to budget the Six-Year Study at \$740,000.00 for fiscal year 2025-2026. The study appears to be accomplishing what was originally intended with the districts in the study. The 13 districts have begun to implement action plans to address the goals in their plans. Many of the districts are making significant progress at establishing systems that should lead to continuous improvement over the next four years of the study.
2. Approve a 5% increase to support the Leadership, Site and Leap programs. This will cover the increase in compensation for staff in those programs.
3. Approve a budget of \$50,000.00 for the CTE initiative. Presently we have 20 school districts participating as part of the CTE Alliance CES is partnering with the LANL Foundation, LANL Labs and several higher education institutions in building a CTE model to support the participating districts. The model will be one that can be replicated in other districts desiring to expand their CTE offerings.

Item (e) Approve the AAIS contract for mathematics support for the 13 school districts in next year's budget.

Item (f) Executive Session to discuss the CES Executive Director's Evaluation and compensation. *

**Cooperative Educational Services
Executive Committee Meeting
April 8, 2025
Item IX.B.1 Personnel Report-Yvonne Tabet
January 27, 2025-March 26, 2025**

Staff Resignations/Terminations/Non-Renewal

- | | |
|--|--|
| <ul style="list-style-type: none">• Margaret Furlano• Delores Lujan | <p>Purchasing Specialist
LEAP Administrative Assistant</p> |
|--|--|

New Staff Contracts Received for 2024-2025

- | | |
|--|--|
| <ul style="list-style-type: none">• Shelene Harrelson• Loren Cushman• Jennifer Freer• Aimee Parra• Douglas Marshall• Dianna Baca• Katherine Densmore• Shelly Henderson• Ronda Romero | <p>Professional Services-TAP
Professional Services
Ancillary
Office Staff-LEAP Coach
IT Director
Ancillary
Purchasing Specialist
Professional Services-TAP
Purchasing Specialist</p> |
|--|--|

**COOPERATIVE EDUCATIONAL SERVICES
CHECK REGISTER**

January 25, 2025 through March 25, 2025

Check Number	Date	Payee	Amount
80488	1/31/2025	Schroeder, Brad W.	10,573.34
80489	3/14/2025	Furlano, Margaret A.	339.30
242307	1/31/2025	AAA Restoration & Construction Services, Inc.	28,392.08
242308	1/31/2025	AFLAC	4,696.04
242309	1/31/2025	Allstate Benefits	115.18
242310	1/31/2025	American Alliance for Innovative Systems	11,200.00
242311	1/31/2025	American Fidelity Assurance Co	782.76
242312	1/31/2025	Central Consolidated Schools	1,305.00
242313	1/31/2025	Coyote Cabling	10,219.73
242314	1/31/2025	Conti Energy Control LLC	21,481.64
242315	1/31/2025	Envirotech, Inc.	1,968.96
242316	1/31/2025	ESA Construction Inc	152,158.07
242317	1/31/2025	First Financial Administrators, Inc.	6,191.05
242318	1/31/2025	Floor Tech Contracting LLC	266.67
242319	1/31/2025	Hansen & Prezzano/Builders LLC	2,206.95
242320	1/31/2025	Jal Schools	1,241.34
242321	1/31/2025	Lea County	4,473.41
242322	1/31/2025	Lightspeed Technologies Inc	67.51
242323	1/31/2025	MHS Inc	1,547.50
242324	1/31/2025	New Mexico Gas Company	635.31
242325	1/31/2025	Nine Degrees Construction, LLC	129,903.50
242326	1/31/2025	NM Coalition of Educational Leaders	6,224.76
242327	1/31/2025	Orcom a Division of Ortega Companies Inc.	26,794.13
242328	1/31/2025	PNM	2,161.56
242329	1/31/2025	Pojoaque Valley School District	2,427.10
242330	1/31/2025	Polson & Grady Ltd.	113,115.92
242331	1/31/2025	Psychological Assessment RS	1,986.50
242332	1/31/2025	Santa Rosa Consolidated Schools	122.77
242333	1/31/2025	Terracon Consultants	22,641.64
242334	1/31/2025	The Tint & Trim Factory	8,062.73
242335	1/31/2025	Wenger Corporation	81,829.23
242336	1/31/2025	Western Mechanical Co, Inc.	85,095.38
242337	1/31/2025	Creative Interiors, Inc.	19,753.09
242338	1/31/2025	New Mexico School Boards Association	4,866.00
242339	2/7/2025	42 Construction LLC	2,252.12
242340	2/7/2025	Clovis Municipal Schools	64,920.00
242341	2/7/2025	Conti Energy Control LLC	57,455.74
242342	2/7/2025	Daiohs	88.00
242343	2/7/2025	Gadsden Independent School District	550.00
242344	2/7/2025	GoTo Communications	779.34
242345	2/7/2025	Hansen & Prezzano/Builders LLC	28,120.10
242346	2/7/2025	Karen F. Romero	434.00
242347	2/7/2025	Laroc Refrigeration - Metal Division, Inc.	7,953.84
242348	2/7/2025	The Lawn Rangers, Inc	468.17
242349	2/7/2025	Lea County	55.92
242350	2/7/2025	Level 3 Communications	637.65
242351	2/7/2025	Lobo Internet Services	3,159.07
242352	2/7/2025	MHS Inc	817.12
242353	2/7/2025	New Image Construction	41,535.22
242354	2/7/2025	Nine Degrees Construction, LLC	65,665.48
242355	2/7/2025	Dry Fly Enterprises, Inc.DBA Nube Group	7,682.27

Check Number	Date	Payee	Amount
242356	2/7/2025	NCS Pearson Inc.	868.36
242357	2/7/2025	Polson & Grady Ltd.	234,683.16
242358	2/7/2025	Psychological Assessment RS	190.00
242359	2/7/2025	Quadient Leasing USA, Inc.	259.86
242360	2/7/2025	Richardson Investments, Inc.	1,122.93
242361	2/7/2025	RSM	66,157.92
242362	2/7/2025	Wenger Corporation	6,373.18
242363	2/7/2025	WPS	3,428.50
242364	2/7/2025	Orcom a Division of Ortega Companies Inc.	38,938.45
242365	2/7/2025	Orcom a Division of Ortega Companies Inc.	58,407.65
242366	2/14/2025	Alb Bernalillo Co Water Utility Author	773.25
242367	2/14/2025	Ballentine Communications	421.19
242368	2/14/2025	Dexter Consolidated Schools	1,422.15
242369	2/14/2025	Dry Fly Enterprises, Inc.DBA Nube Group	85,658.47
242370	2/14/2025	Embassy Suites Albuquerque Hotel and Spa	133,475.56
242371	2/14/2025	Daiohs	719.70
242372	2/14/2025	Floor Tech Contracting LLC	24,300.06
242373	2/14/2025	Gannett Texas/New Mexico LocaliQ	470.89
242374	2/14/2025	Greer Stafford/SJCF Architecture Inc	21,937.42
242375	2/14/2025	Moutain Vector Energy	5,314.81
242376	2/14/2025	Roswell Daily Record	104.23
242377	2/14/2025	RSM	31,907.57
242378	2/14/2025	Brightly Software, Inc.	1,910.12
242379	2/14/2025	Scott Elder	405.60
242380	2/14/2025	Terracon Consultants	2,008.61
242381	2/14/2025	United States Postal Service	132.00
242382	2/14/2025	Wizer Electric LLC	12,521.01
242383	2/14/2025	MHS Inc	641.36
242384	2/21/2025	Advertising Inc.	5,762.39
242385	2/21/2025	AAA Restoration & Construction Services, Inc.	50,539.42
242386	2/21/2025	Access Communication Group LLC	1,077.76
242387	2/21/2025	Albuquerque Publishing Company	102.89
242388	2/21/2025	Central New Mexico College	2,340.00
242389	2/21/2025	Grant County	2,417.88
242390	2/21/2025	Coyote Cabling	29,300.50
242391	2/21/2025	Crisis Prevention Institute	2,658.42
242392	2/21/2025	Conti Energy Control LLC	5,032.48
242393	2/21/2025	ESA Construction Inc	407.31
242394	2/21/2025	Hansen & Prezzano/Builders LLC	2,729.69
242395	2/21/2025	Upchurch Enterprises DBA Mark's Plumbing	866.97
242396	2/21/2025	PowerLine Technologies	105,775.60
242397	2/21/2025	Riverside Insights	1,492.42
242398	2/21/2025	RSM	1,746.07
242399	2/21/2025	The Santa Fe New Mexican	672.24
242400	2/21/2025	Santa Rosa Consolidated Schools	2,530.22
242401	2/21/2025	Southwest Hazard Control Inc	3,621.94
242402	2/21/2025	Van Amberg, Rogers, Yepa & Abeita LLP	4,900.72
242403	2/21/2025	Victoria's Sunset LLC	3,013.49
242404	2/21/2025	WPS	528.00
242405	2/21/2025	Roswell Independent School District	8,885.70
242406	2/21/2025	Psychological Assessment RS	112.50
242407	2/28/2025	42 Construction LLC	202,091.24
242408	2/28/2025	AFLAC	4,696.04
242409	2/28/2025	Allstate Benefits	115.18
242410	2/28/2025	American Fidelity Assurance Co	782.76

Check Number	Date	Payee	Amount
242411	2/28/2025	AT&T Mobility	674.27
242412	2/28/2025	Bernalillo County Treasurer	36,480.70
242413	2/28/2025	City of Eunice	1,979.45
242414	2/28/2025	City of Socorro	6,604.73
242415	2/28/2025	Constellation Consulting LLC	1,000.00
242416	2/28/2025	Coyote Cabling	73,044.67
242417	2/28/2025	Desert Peak Architects, PC	57,271.99
242418	2/28/2025	Conti Energy Control LLC	1,972.31
242419	2/28/2025	ESA Construction Inc	199,599.77
242420	2/28/2025	Claris International, Inc.	792.00
242421	2/28/2025	First Financial Administrators, Inc.	6,191.05
242422	2/28/2025	Floor Tech Contracting LLC	7,606.92
242423	2/28/2025	Four Rivers, Inc.	95,802.48
242424	2/28/2025	New Mexico Gas Company	644.90
242425	2/28/2025	Orcom a Division of Ortega Companies Inc.	1,216.82
242426	2/28/2025	NCS Pearson Inc.	19,980.31
242427	2/28/2025	PNM	1,967.79
242428	2/28/2025	Poms & Associates Insurance Brokers Inc	50.00
242429	2/28/2025	RBM Engineering, Inc.	20,686.63
242430	2/28/2025	Rocky Mountain Turf Solutions, Inc.	293,321.81
242431	2/28/2025	Sagecore Technologies	11,735.16
242432	2/28/2025	Sand Digging It Landscapes, Inc.	12,444.24
242433	2/28/2025	Santa Fe Public Schools	83.39
242434	2/28/2025	Sched LLC	1,350.00
242435	2/28/2025	Southeast New Mexico College	2,383.83
242436	2/28/2025	The Tint & Trim Factory	9,535.66
242437	2/28/2025	Travers Mechanical and Controls, LLC	3,986.03
242438	2/28/2025	Truly Nolen	90.41
242439	2/28/2025	Vaughn Municipal Schools	1,439.51
242440	2/28/2025	Verizon Wireless	451.20
242441	2/28/2025	Victoria's Sunset LLC	280.90
242442	3/7/2025	42 Construction LLC	246,913.58
242443	3/7/2025	Albuquerque Asphalt, Inc.	769,811.71
242444	3/7/2025	American Alliance for Innovative Systems	44,800.00
242445	3/7/2025	Apex Technologies LLC	32,821.31
242446	3/7/2025	Ballentine Communications	427.61
242447	3/7/2025	Coyote Cabling	89,908.86
242448	3/7/2025	Desert Peak Architects, PC	86,775.74
242449	3/7/2025	ESA Construction Inc	42,494.14
242450	3/7/2025	Facility Solutions Group	23,635.88
242451	3/7/2025	VOIDED	-
242452	3/7/2025	Floor Tech Contracting LLC	51,700.19
242453	3/7/2025	GoTo Communications	779.34
242454	3/7/2025	Hansen & Prezzano/Builders LLC	22,623.08
242455	3/7/2025	Havona Environmental, Inc.	3,502.46
242456	3/7/2025	Industrial Mechanical Inc.	163,649.17
242457	3/7/2025	Johnson Controls Security Solutions	72.38
242458	3/7/2025	Lobo Internet Services	495.00
242459	3/7/2025	MHS Inc	1,051.25
242460	3/7/2025	Dry Fly Enterprises, Inc.DBA Nube Group	7,846.94
242461	3/7/2025	Polson & Grady Ltd.	267,078.00
242462	3/7/2025	Roswell Independent School District	92.49
242463	3/7/2025	RSM	55,680.77
242464	3/7/2025	Safeguard Business Systems	5,052.91
242465	3/7/2025	Southeast Kansas Education Service Center	550.00

Check Number	Date	Payee	Amount
242466	3/7/2025	Wenger Corporation	27,379.10
242467	3/14/2025	AAA Restoration & Construction Services, Inc.	12,320.02
242468	3/14/2025	CDW Government Inc	7,388.00
242469	3/14/2025	Coyote Cabling	345,856.21
242470	3/14/2025	VOIDED	-
242471	3/14/2025	ESA Construction Inc	123,637.22
242472	3/14/2025	Hansen & Prezzano/Builders LLC	132,087.90
242473	3/14/2025	Marzano Resources LLC	1,775.81
242474	3/14/2025	Next Level Home Audio & Video, Inc	362,740.16
242475	3/14/2025	NW REC #2	1,500.00
242476	3/14/2025	RSM	1,522.07
242477	3/14/2025	VOIDED	-
242478	3/14/2025	Southeast Kansas Education Service Center	550.00
242479	3/14/2025	Southwest Specialty Systems LLC	14,076.46
242480	3/14/2025	Victoria's Sunset LLC	7,383.07
242481	3/14/2025	Wenger Corporation	42,884.05
242482	3/14/2025	Western Mechanical Co, Inc.	7,843.69
242483	3/21/2025	42 Construction LLC	4,725.68
242484	3/21/2025	Albuquerque Asphalt, Inc.	584,510.18
242485	3/21/2025	Alb Bernalillo Co Water Utility Author	773.84
242486	3/21/2025	Albuquerque Publishing Company	125.69
242487	3/21/2025	American Alliance for Innovative Systems	25,200.00
242488	3/21/2025	Apex Technologies LLC	18,030.09
242489	3/21/2025	Carver Electric, LLC	37,664.44
242490	3/21/2025	Conti Energy Control LLC	1,983.83
242491	3/21/2025	David Chavez	188.69
242492	3/21/2025	ESA Construction Inc	344,421.35
242493	3/21/2025	Daiohs	315.85
242494	3/21/2025	Gannett Texas/New Mexico LocaliQ	121.03
242495	3/21/2025	Greer Stafford/SJCF Architecture Inc	21,670.37
242496	3/21/2025	Hansen & Prezzano/Builders LLC	81,611.37
242497	3/21/2025	Institute for Educational Leadership	3,875.00
242498	3/21/2025	RSM	35,449.55
242499	3/21/2025	Santa Fe Public Schools	12,863.49
242500	3/21/2025	Suzanne Zamora	100.88
242501	3/21/2025	Truly Noten	90.41
242502	3/21/2025	Van Amberg, Rogers, Yepa & Abeita LLP	2,856.15
242503	3/21/2025	Verizon Wireless	451.20

199

7,280,578.62

Approved this _____ day of _____, 2025

Attest:

President, Executive Committee

Cooperative Educational Services
STATEMENT OF NET ASSETS
For the Eight Months Ending Friday, February 28, 2025

CASH	
Operating BOA	\$21,299,096.87
OSI Account	538.65
Petty Cash	200.00
TOTAL CASH	21,299,835.52
ACCOUNTS RECEIVABLE	24,585,218.24
Lease Receivable Current Portion	63,065.00
PREPAID EXPENSES	101,148.92
ACCRUED REVENUE	0.00
OTHER RECEIVABLES	0.00
TOTAL CURRENT ASSETS	46,049,267.68
EQUIPMENT	
Ancillary	0.00
Accum Dep Anc	0.00
Furnishings	941,317.42
Accum Dep Furn	(653,676.37)
Vehicles	372,503.50
Accum Dep Veh	(187,149.03)
Software	425,265.06
Accum Dep Software	(83,533.64)
NET EQUIPMENT	814,726.94
PROPERTY	
Land	410,888.64
Building 4216	296,135.47
Building 10601	5,475,285.45
Accum Dep Bldg 4216	(237,464.09)
Accum Dep Bldg 10601	(540,735.60)
Improvements 4216	671,194.70
Accum Dep Imp 4216	(532,822.58)
Improvements 10601	229,407.35
Accum Dep Imp 10601	(14,329.51)
NET PROPERTY	5,757,559.83
TOTAL EQUIPMENT & PROPERTY	6,572,286.77
OTHER ASSETS	
Investment in SSC	0.00
Lease Receivable Noncurrent Portion	1,043,907.00
TOTAL OTHER ASSETS	1,043,907.00
TOTAL ASSETS	\$53,665,461.45

ACCOUNTS PAYABLE	29,882,292.32
ACCRUED EXPENSES	
Ancillary Payroll	0.00
Expenses	0.00
Compensated Absenses	188,432.79
TOTAL ACCRUED EXPENSES	<u>188,432.79</u>
SUMMER INSURANCE PREMIUMS	71,475.63
PAYROLL TAXES PAYABLE	101,874.73
EMPLOYEE BENEFITS PAYABLE	5,912.40
AEPA	0.00
MEMBER CREDIT LIABILITY	343,693.68
DEFERRED REVENUE	3,849.64
Mortgage Payable	4,155,294.07
Mortgage Payable - Current Portion	325,420.00
PPP Loan	0.00
Fiscal Agency Liability - NMPFMA	31,825.29
TOTAL LIABILITIES	<u>35,110,070.55</u>
Deferred Inflows Leases	1,088,553.00
NET ASSETS	15,833,035.16
CURRENT CHNG in NET ASSETS-PROFIT/(LOSS)	1,633,802.74
TOTAL NET ASSETS	<u>17,466,837.90</u>
TOTAL LIABILITIES & NET ASSETS	<u>\$53,665,461.45</u>

Sandia Synergy Center
Financial Summary
2/28/2025

	January	February	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	1,514,604.69	1,545,777.48	31,172.79
Cash - Security Deposits BOA - SSC	27,629.87	27,638.35	8.48
Accounts Receivable - SSC	33,615.59	34,455.17	839.58
Lease Receivable Current Portion	117,114.00	117,114.00	0.00
Lease Receivable Noncurrent Portion	457,917.00	457,917.00	0.00
Prepaid Expenses - SSC	0.00	0.00	0.00
Fixed Assets	2,863,296.98	2,863,296.98	0.00
Total Assets	5,014,178.13	5,046,198.98	32,020.85
Accounts Payable - SSC	0.00	0.00	0.00
Deferred Rent - SSC	0.00	0.00	0.00
Deferred Inflows Leases	559,292.30	559,292.30	0.00
Tenant Deposits - SSC	27,291.03	27,291.03	0.00
Total Liabilities	586,583.33	586,583.33	0.00
Investment form CES	3,250,804.85	3,250,804.85	0.00
Fund Balance - SSC	1,022,108.49	1,022,108.49	0.00
Profit & Loss - SSC	0.00	0.00	0.00
Profit/(Loss)	154,681.46	186,702.31	32,020.85
Total Fund Balance	4,427,594.80	4,459,615.65	32,020.85
Total Liabilities & Fund Balance	5,014,178.13	5,046,198.98	32,020.85
Total Revenue	(273,719.50)	(313,227.98)	(39,508.48)
Total Expense	119,038.04	126,525.67	7,487.63
(Profit)/Loss	(154,681.46)	(186,702.31)	(32,020.85)
Revenue - Rent - SSC	(187,002.42)	(214,227.28)	(27,224.86)
Revenue - Passthru Maintenance - SSC	0.00	0.00	0.00
Revenue - Passthru Electricity - SSC	(3,977.40)	(4,438.52)	(461.12)
Revenue - CAM - SSC	(57,960.54)	(66,643.04)	(8,682.50)
Revenue - Interest Tenant Deposits - SSC	(63.85)	(72.33)	(8.48)
Revenue - Misc - SSC	0.00	0.00	0.00
Revenue - Interest - SSC	0.00	0.00	0.00
Revenue - Investment - SSC	(24,715.29)	(27,846.81)	(3,131.52)
Legal Fees - SSC	0.00	0.00	0.00
Accounting/Audit Fees - SSC	1,300.00	1,300.00	0.00
Commission Expense - SSC	16,474.37	16,474.37	0.00
Indirect Cost - SSC	0.00	0.00	0.00
General Expenses - SSC	79.10	79.10	0.00
Bank Fees - SSC	0.00	0.00	0.00
Depreciation Expense - SSC	0.00	0.00	0.00
Property Insurance - SSC	6,820.00	6,820.00	0.00
Property Tax - SSC	0.00	0.00	0.00
Janitorial - CAM - SSC	3,660.62	4,207.51	546.89
Janitorial Supplies - CAM - SSC	429.10	544.10	115.00
Contract Maintenance - CAM - SSC	4,284.40	4,865.58	581.18
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	1,499.19	1,687.53	188.34
Safety Equip & Maint - CAM - SSC	0.00	111.93	111.93
Roof Repairs - CAM - SSC	0.00	0.00	0.00
Electricity - CAM - SSC	4,236.63	4,636.50	399.87
Gas - CAM - SSC	1,356.85	1,851.15	494.30
Water & Sewer - CAM - SSC	8,035.60	8,849.29	813.69
Solid Waste Removal - CAM - SSC	0.00	0.00	0.00
Telephone - CAM - SSC	330.62	484.16	153.54
Security & Alarm Monitoring - CAM - SSC	223.86	223.86	0.00
HVAC Maintenance - CAM - SSC	13,660.77	13,660.77	0.00
HVAC Repairs - CAM - SSC	0.00	0.00	0.00
Grounds Maintenance - CAM - SSC	23,412.78	24,046.69	633.91
Snow Removal - CAM - SSC	0.00	0.00	0.00
Window Washing - CAM - SSC	247.54	247.54	0.00
Association Fees - CAM - SSC	6,048.74	7,561.10	1,512.36
Management Fees Contract - CAM - SSC	7,533.75	8,610.00	1,076.25
Management Fees Intercompany - CAM - SSC	8,034.00	8,034.00	0.00
Internet CAM - SSC	595.00	680.00	85.00
Equipment & Storage Rental Fees	0.00	0.00	0.00
Electricity - SSC	3,429.29	3,688.33	259.04
Repairs - SSC	1,972.33	1,972.33	0.00
Maintenance - SSC	0.00	0.00	0.00
Repairs & Maintenance General - SSC	1,801.70	1,801.70	0.00
Electricity Passthru - SSC	3,571.80	4,088.13	516.33
Maintenance Passthru - SSC	0.00	0.00	0.00
Janitorial Services SNL - SSC	0.00	0.00	0.00
Renovation Expense Rental Suites - SSC	0.00	0.00	0.00
Fix Me I should be Zero	0.00	0.00	0.00

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

For the Eight Months Ending Friday, February 28, 2025

	February	YTD
EXTRAORDINARY REVENUE	\$0.00	\$0.00
A/R-A/P CLEARING ACCOUNT	(10,513.30)	(13,638.23)
	(10,513.30)	(13,638.23)
INSURANCE		
Insurance-Revenue	0.00	0.00
Insurance Expense	0.00	0.00
	0.00	0.00
Professional Services		
Professional Services-Revenue	198,496.84	1,450,380.18
Professional Services-Expense	185,450.59	1,359,974.46
	13,046.25	90,405.72
PLACEMENT SERVICES		
Placement Services-Revenue	0.00	57,970.00
Placement Services-Expense	467.74	37,125.11
	(467.74)	20,844.89
MEDICAID		
Medicaid-Revenue	67,090.91	621,017.27
Medicaid-Expense	57,661.49	533,724.72
	9,429.42	87,292.55
FOOD		
Food-Revenue	14,436.20	53,816.08
Food-Expense	0.00	0.00
	14,436.20	53,816.08
PROCUREMENT		
Procurement-Revenue	19,105,174.53	203,482,933.77
Procurement-Expense	18,868,158.51	201,054,381.90
	237,016.02	2,428,551.87
EXPANSION		
Expansion-Revenue	0.00	0.00
Expansion-Expense	0.00	18,033.03
	0.00	(18,033.03)
AEPA		
AEPA-Revenue	786,774.78	9,037,232.91
AEPA-Expense	710,643.61	8,576,786.90
	76,131.17	460,446.01
ANCILLARY		
Ancillary-Revenue	1,836,958.85	10,343,989.81
Ancillary-Expense	1,706,290.39	9,819,170.91
	130,668.46	524,818.90
INSERVICES		
Inservices-Revenue	0.00	99,152.25
Inservices-Expense	135,318.11	168,240.88
	(135,318.11)	(69,088.63)

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

For the Eight Months Ending Friday, February 28, 2025

	<u>February</u>	<u>YTD</u>
MEETINGS		
Meetings-Revenue	0.00	0.00
Meetings-Expense	990.62	9,779.52
	<u>(990.62)</u>	<u>(9,779.52)</u>
 EANS		
EANS-Revenue	0.00	0.00
EANS-Expense	0.00	0.00
	<u>0.00</u>	<u>0.00</u>
 ARP EANS		
ARP EANS-Revenue	0.00	337,126.04
ARP EANS-Expense	11,285.42	288,151.00
	<u>(11,285.42)</u>	<u>48,975.04</u>
 SITE		
SITE Revenue	3,000.00	10,895.09
SITE Expense	61,992.50	359,506.27
	<u>(58,992.50)</u>	<u>(348,611.18)</u>
 TAP		
TAP- Revenue	36,995.81	216,418.94
TAP - Expense	30,570.57	197,483.79
	<u>6,425.24</u>	<u>18,935.15</u>
 ALD		
ALD Revenue	7,000.00	628,579.69
ALD Expense	46,941.66	707,443.32
	<u>(39,941.66)</u>	<u>(78,863.63)</u>
 LEAP		
LEAP Revenue	173,713.57	733,585.15
LEAP Expense	118,349.54	942,395.42
	<u>55,364.03</u>	<u>(208,810.27)</u>
 TQP		
TQP Revenue	0.00	486,478.48
TQP Expenses	11,860.98	114,268.56
	<u>(11,860.98)</u>	<u>372,209.92</u>
 BUSINESS OFFICE		
Business Office-Revenue	0.00	0.00
Business Office-Expense	4,713.76	39,435.80
	<u>(4,713.76)</u>	<u>(39,435.80)</u>
 EXECUTIVE DIRECTOR		
Executive Director-Revenue	0.00	0.00
Executive Director-Expense	7,130.84	65,365.15
	<u>(7,130.84)</u>	<u>(65,365.15)</u>
 HUMAN RESOURCES		
Human Resources-Revenue	0.00	0.00
Human Resources-Expense	13,312.42	108,968.47
	<u>(13,312.42)</u>	<u>(108,968.47)</u>

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

For the Eight Months Ending Friday, February 28, 2025

	<u>February</u>	<u>YTD</u>
TECHNOLOGY		
Technology-Revenue	0.00	0.00
Technology-Expense	41,947.39	290,092.24
	<u>(41,947.39)</u>	<u>(290,092.24)</u>
ENTITY		
Entity-Revenue	8,625.00	589,414.18
Entity-Expense	231,332.45	1,811,221.42
	<u>(222,707.45)</u>	<u>(1,221,807.24)</u>
PROFIT/(LOSS)	(16,665.40)	1,633,802.74

NEW CONTRACT AWARDS AS OF MARCH 28, 2025

RFP	Awardee	Contract Number
<p>2025-06 Copiers, Printers, MDF's Products- Managed Print Services</p>	<p>Southwest Copy Systems Inc. Dahill Office Technology Corporation Dry Fly Enterprises Inc Spectrum Imaging Technologies, Inc Crumbacher Business Systems Inc</p>	<p>2025-06-C111-ALL 2025-06-C112-ALL 2025-06-C113-ALL 2025-06-C114-ALL 2025-06-C115-24</p>
<p>2025-07 Computers, Networking Devices, and Related, Products and Services</p> <p>Category 1: Computers and related, Products and Services</p>	<p>Holmans USA Education Technologies Inc CamNet Inc Ardham Technologies, Inc. Systems MD, LLC TIG Technology Integration Group Vivacity Tech PBC Pinnacle Business Systems, Inc. Dry Fly Enterprises Inc Westwind Computer Products, Inc TEC34 Ambitions Technology Group Civic Tech Solutions LLC DHE Computer Systems LLC Harris Technology Services, Inc Computer Solutions Group New Mexico Twotrees Technologies LLC. Riverside Technologies, Inc. ITConnect, Inc Valcom, Salt Lake City Premier Wireless Business Technology Solutions Cinga Technologies LLC Advanced Communications and Electronics MNJ Technologies Direct, Inc. J-Mar & Associates, Inc.</p>	<p>2025-07-C111-ALL 2025-07-C112-ALL 2025-07-C113-ALL 2025-07-C114-ALL 2025-07-C115-ALL 2025-07-C116-ALL 2025-07-C117-ALL 2025-07-C118-ALL 2025-07-C119-ALL 2025-07-C110-ALL 2025-07-C1111-ALL 2025-07-C1112-ALL 2025-07-C1113-ALL 2025-07-C1114-ALL 2025-07-C1115-ALL 2025-07-C1116-ALL 2025-07-C1117-ALL 2025-07-C1118-ALL 2025-07-C1119-ALL 2025-07-C1120-ALL 2025-07-C1121-ALL 2025-07-C1122-ALL 2025-07-C1123-ALL 2025-07-C1124-ALL 2025-07-C1125-ALL</p>
<p>2025-07 Computers, Devices, and Related, Products and Services</p> <p>Category 2: Networking Devices, and related, products and Services</p>	<p>Holmans USA DHE Computer Systems LLC Westwind Computer Products, Inc Cinga Technologies LLC Riverside Technologies, Inc. Education Technologies Inc Civic Tech Solutions LLC CamNet Inc Computer Solutions Group New Mexico Ardham Technologies, Inc TEC34 Twotrees Technologies LLC Ambitions Technology Group Pinnacle Business Systems, Inc. Dry Fly Enterprises Inc Harris Technology Services, Inc ITConnect, Inc Valcom, Salt Lake City Advanced Communications and Electronics,</p>	<p>2025-07-C211-ALL 2025-07-C212-ALL 2025-07-C213-ALL 2025-07-C214-ALL 2025-07-C215-ALL 2025-07-C216-ALL 2025-07-C217-ALL 2025-07-C218-ALL 2025-07-C219-ALL 2025-07-C210-ALL 2025-07-C2111-ALL 2025-07-C2112-ALL 2025-07-C2113-ALL 2025-07-C2114-ALL 2025-07-C2115-ALL 2025-07-C2116-ALL 2025-07-C2117-ALL 2025-07-C2118-ALL 2025-07-C2119-ALL</p>

	<p>Inc Systems MD, LLC TIG Technology Integration Group Premier Wireless Business Technology Solutions D-Link Systems Inc. MNJ Technologies Direct, Inc. J-Mar & Associates, Inc.</p>	<p>2025-07-C2120-ALL 2025-07-C2121-ALL 2025-07-C2122-ALL 2025-07-C2123-ALL 2025-07-C2124-ALL 2025-07-C2125-ALL</p>
<p>2025-07 Computers, Devices, and Related, Products and Services Category 3: Other Networkable Devices, Products and services</p>	<p>Holmans USA Education Technologies, Inc. CamNet, Inc. Ardham Technologies, Inc. TIG Technology Integration Group Vivacity Tech PBC Pinnacle Business Systems, Inc Dry Fly Enterprises Inc Westwind Computer Products, Inc TEC34 Civic Tech Solutions LLC DHE Computer Systems LLC Harris Technology Services, Inc Computer Solutions Group New Mexico Twotrees Technologies LLC. Riverside Technologies, Inc. ITConnect, Inc Valcom, Salt Lake City Premier Wireless Business Technology Solutions Cinga Technologies, LLC Advanced Communications and Electronics MNJ Technologies Direct, Inc. J-Mar & Associates, Inc.</p>	<p>2025-07-C311-ALL 2025-07-C312-ALL 2025-07-C313-ALL 2025-07-C314-ALL 2025-07-C316-ALL 2025-07-C317-ALL 2025-07-C318-ALL 2025-07-C319-ALL 2025-07-C3110-ALL 2025-07-C3111-ALL 2025-07-C3113-ALL 2025-07-C3114-ALL 2025-07-C3115-ALL 2025-07-C3116-ALL 2025-07-C3117-ALL 2025-07-C3118-ALL 2025-07-C3119-ALL 2025-07-C3120-ALL 2025-07-C3121-ALL 2025-07-C3122-ALL 2025-07-C3123-ALL 2025-07-C3124-ALL 2025-07-C3125-ALL</p>
<p>2025-08 IT Professional Services</p>	<p>Infojini, Inc 22nd Century Technologies Inc Visgence Inc Coolsoft LLC Terralogic Document Systems Inc Real Time Solutions Inc Spruce Technology TEC34 Civic Tech Solutions LLC Ambitions Technology Group Pinnacle Business Systems, Inc ITConnect Inc Advanced Communications and Electronics, Inc. Outcome Engine Tunabear Inc</p>	<p>2025-08-C111-ALL 2025-08-C112-ALL 2025-08-C113-ALL 2025-08-C114-ALL 2025-08-C115-ALL 2025-08-C116-ALL 2025-08-C117-ALL 2025-08-C118-ALL 2025-08-C119-ALL 2025-08-C1110-ALL 2025-08-C1111-ALL 2025-08-C1112-ALL 2025-08-C1113-ALL 2025-08-C1114-ALL 2025-08-C1115-ALL</p>
<p>2025-09 Music Instruments, Music, Performing Arts, Equipment, Materials, Supplies and Related Category1: Lot 1 Musical Instruments, Equipment, and Related</p>	<p>Total Productions Washington Music Sales Center School Specialty LLC</p>	<p>2025-09-C111-ALL 2025-09-C112-ALL 2025-09-C113-ALL</p>
<p>2025-09</p>	<p>Total Productions Washington Music Sales Center School Specialty LLC</p>	<p>2025-09-C211-ALL 2025-09-C212-ALL 2025-09-C213-ALL</p>

<p>Music Instruments, Music, Performing Arts, Equipment, Materials, Supplies and Related</p> <p>Category 1: Lot 2-Electronic Musical Instruments, Equipment, and related</p>		
<p>2025-09 Music Instruments, Music, Performing Arts, Equipment, Materials, Supplies and Related</p> <p>Category 2: Lot 1-Performing Arts Equipment, Materials, Supplies, and Related</p>	<p>Total Productions Pace Event Services Inc Audio Visual Integration Systems Prime Electric School Specialty LLC Wenger Corporation</p>	<p>2025-09-C311-ALL 2025-09-C312-ALL 2025-09-C313-ALL 2025-09-C314-ALL 2025-09-C315-ALL 2025-09-C316-ALL</p>
<p>2025-10 Janitorial Products, Services and Related</p>	<p>Brady Industries Quality Janitorial Starr Janitorial Quality Janitorial – North LLC Carlsbad Quality Janitorial LLC Shamrocks Discount Janitor Supply Laun-Dry Supply Company Fleming Chemical Company Spectrum Paper Co, Inc Sandia Paper Performance Maintenance Inc America Supply LLC Blaine Industrial Supply SMSH Development LLC Southwestern Mill Distributors Inc</p>	<p>2025-10-C111-ALL 2025-10-C112-ALL 2025-10-C113-ALL 2025-10-C114-ALL 2025-10-C115-ALL 2025-10-C116-ALL 2025-10-C117-ALL 2025-10-C118-ALL 2025-10-C119-ALL 2025-10-C110-ALL 2025-10-C1111-ALL 2025-10-C1112-ALL 2025-10-C1113-ALL 2025-10-C1114-ALL 2025-10-C1115-ALL</p>
<p>2025-11 Student Management, Special Education & Educational Managed Curriculum</p> <p>Category 1: Lot 1-Student Management & Data Software</p>	<p>Edupoint Educational Systems Infinite Campus, Inc. PowerSchool Group LLC</p>	<p>2025-11-C111-ALL 2025-11-C112-ALL 2025-11-C113-ALL</p>
<p>2025-11 Student Management, Special Education & Educational Managed Curriculum</p> <p>Category 2: Lot 1- Special Education Tracking Software</p>	<p>Ed Tech Soft, Inc. Edupoint Educational Systems Infinite Campus, Inc. TTCO Holding Company, Inc. PowerSchool Group LLC</p>	<p>2025-11-C211-ALL 2025-11-C212-ALL 2025-11-C213-ALL 2025-11-C214-ALL 2025-11-C215-ALL</p>
<p>2025-11 Student Management, Special Education & Educational Managed Curriculum</p> <p>Category 3: Lot 1- Educational & Training Software</p>	<p>MindPlay Education, LLC Edmentum, Inc. PowerSchool Group LLC Imagine Learning LLC n2y LLC</p>	<p>2025-11-C311-ALL 2025-11-C312-ALL 2025-11-C313-ALL 2025-11-C314-ALL 2025-11-C315-ALL</p>
<p>2025-11 Student Management, Special</p>	<p>Edmentum, Inc.</p>	<p>2025-11-C321-ALL</p>

<p>Education & Educational Managed Curriculum</p> <p>Category 3: Lot 2- Instructional Management System</p>		
<p>2025-12 Temporary Employment and Recruitment Services</p>	<p>Keeda Inc ITSQuest, Inc. 22nd Century Technologies Inc Infojini, Inc. COGENT Infotech Corp Empat Speech Language Path. P.C.</p>	<p>2025-12-C111-ALL 2025-12-C112-ALL 2025-12-C113-ALL 2025-12-C114-ALL 2025-12-C115-ALL 2025-12-C116-ALL</p>
<p>2025-13 Flooring Systems & Related</p>	<p>High Tech Floors Inc Robert Cohen Co LLC Benchmark Wood Floors, Inc. ARBO's Floor Service LLC Stout Hardwood Floor Company Floor Tech Contracting LLC Atmosphere Commercial Interiors WWRC AAA Restoration & Construction Services INC Restoration Enterprises, Inc. Global Maven Enterprises, LLC Southwest Carpet and Floors Advanced Healthstyles Fitness Equipment Inc.</p>	<p>2025-13-C111-ALL 2025-13-C112-ALL 2025-13-C113-ALL 2025-13-C114-ALL 2025-13-C115-ALL 2025-13-C116-ALL 2025-13-C117-ALL 2025-13-C118-ALL 2025-13-C119-ALL 2025-13-C1110-ALL 2025-13-C1111-ALL 2025-13-C1112-ALL 2025-13-C1113-ALL</p>

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Quote For Proposed Services 1532



ADDRESS David Chavez Cooperative Educational Services 10601 Research Rd. SE Albuquerque, NM 87198 USA	DATE	TOTAL
	01/31/2025	\$594,890.00

DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
01/24/2025	THIS IS FOR THE 2025-2026 SCHOOL YEAR. (Revised version of Estimate 1415)	0	0.00	0.00
01/24/2025	ACTUAL DATES TBD. All dates are placeholders until final dates are agreed upon.	0	0.00	0.00
01/24/2025	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
01/24/2025	All prices listed in this proposal include travel-related expenses.	0	0.00	0.00
08/04/2025	NORTHERN LOCATION TBD: on-site onboarding professional development for instructional leaders.	1	2,800.00	2,800.00
08/05/2025	NORTHERN LOCATION TBD: on-site onboarding professional development for new teachers; 2 trainers for 2 days of training.	4	2,800.00	11,200.00
08/06/2025	GADSDEN: on-site onboarding professional development for instructional leaders.	1	2,800.00	2,800.00
08/07/2025	GADSDEN: on-site onboarding professional development for new teachers; 2 trainers for 2 days of training.	4	2,800.00	11,200.00
08/11/2025	SOUTHEASTERN LOCATION TBD: on-site onboarding professional development for instructional leaders.	1	2,800.00	2,800.00

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
08/12/2025	SOUTHEASTERN LOCATION TBD: on-site onboarding professional development for new teachers; 2 trainers for 2 days of training.	4	2,800.00	11,200.00
09/15/2025	NORTHERN LOCATION TBD: FALL on-site new teacher training.	1	2,800.00	2,800.00
09/16/2025	NORTHERN LOCATION TBD: FALL on-site training: 2 trainers for 2 days of training.	4	2,800.00	11,200.00
	Develop tools for promoting cognitive engagement and building student thinking in the mathematics classroom. Create exemplar lessons.			
09/17/2025	GADSDEN: FALL on-site new teacher training.	1	2,800.00	2,800.00
09/18/2025	GADSDEN: FALL on-site training: 2 trainers for 2 days of training.	4	2,800.00	11,200.00
	Develop tools for promoting cognitive engagement and building student thinking in the mathematics classroom. Create exemplar lessons.			
09/22/2025	SOUTHEASTERN LOCATION TBD: FALL on-site new teacher training.	1	2,800.00	2,800.00
09/23/2025	SOUTHEASTERN LOCATION TBD: FALL on-site training: 2 trainers for 2 days of training.	4	2,800.00	11,200.00
	Develop tools for promoting cognitive engagement and building student thinking in the mathematics classroom. Create exemplar lessons.			
09/25/2025	Q1 virtual support for teachers.	0.50	2,300.00	1,150.00
	Reflect on Q1, Review Submitted Artifacts			
09/26/2025	Q1 virtual support for administrators.	0.50	2,300.00	1,150.00
	Reflect on Q1, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation			
09/29/2025	Q1 strategic planning with CES and progress monitoring: data analysis, problem solving, development and revision of tools and processes, and coordination of logistics	2	2,300.00	4,600.00
10/01/2025	Q1 LMS maintenance and revision: maintenance of course objectives, learning objects and tasks, and feedback rubrics; asynchronous instruction and feedback.	2	2,300.00	4,600.00

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Thank you for your business!

DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
10/06/2025	Q1 on-site campus visits:	42	2,800.00	117,600.00
	Chama Valley (2 days)			
	Dulce (2 days)			
	Eunice (2 days)			
	Floyd (2 days)			
	Gadsden (10 days)			
	Jal (2 days)			
	Loving (2 days)			
	Mesa Vista (2 days)			
	Mora (2 days)			
	Moriarty-Edgewood (6 days)			
	Pojoaque (2 days)			
	Ruidoso (2 days)			
	Socorro (4 days)			
	Taos (2 days)			
	42 Total Days			
	Modeling Math Instruction, Planning conversations, Observe Math Instruction			
10/06/2025	FALL on-site administrator walk-through trainings; 1 day per district	14	2,800.00	39,200.00
11/03/2025	Q2 virtual support for teachers.	0.50	2,300.00	1,150.00
	Reflect on Q2, Review Submitted Artifacts			
11/04/2025	Q2 virtual support for administrators.	0.50	2,300.00	1,150.00
	Reflect on Q2, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation			
11/06/2025	Q2 on-site campus visits:	42	2,800.00	117,600.00
	Chama Valley (2 days)			
	Dulce (2 days)			
	Eunice (2 days)			
	Floyd (2 days)			
	Gadsden (10 days)			
	Jal (2 days)			
	Loving (2 days)			
	Mesa Vista (2 days)			
	Mora (2 days)			
	Moriarty-Edgewood (6 days)			
	Pojoaque (2 days)			
	Ruidoso (2 days)			
	Socorro (4 days)			
	Taos (2 days)			
	42 Total Days			
	Modeling Math Instruction, Planning conversations, Observe Math Instruction			

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DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
11/06/2025	Q2 strategic planning with CES and progress monitoring: data analysis, problem solving, development and revision of tools and processes, and coordination of logistics	2	2,300.00	4,600.00
11/12/2025	Q2 LMS maintenance and revision: maintenance of course objectives, learning objects and tasks, and feedback rubrics; asynchronous instruction and feedback.	2	2,300.00	4,600.00
12/01/2025	FALL artifact submission and review	5	2,300.00	11,500.00
01/26/2026	NORTHERN LOCATION TBD: SPRING on-site new teacher training.	1	2,800.00	2,800.00
01/27/2026	NORTHERN LOCATION TBD: SPRING on-site training: 2 trainers for 2 days of training.	4	2,800.00	11,200.00
	Develop tools for promoting cognitive engagement and building student thinking in the mathematics classroom. Create exemplar lessons.			
01/28/2026	GADSDEN: SPRING on-site new teacher training.	1	2,800.00	2,800.00
01/29/2026	GADSDEN: SPRING on-site training: 2 trainers for 2 days of training.	4	2,800.00	11,200.00
	Develop tools for promoting cognitive engagement and building student thinking in the mathematics classroom. Create exemplar lessons.			
02/02/2026	SOUTHEASTERN LOCATION TBD: SPRING on-site new teacher training.	1	2,800.00	2,800.00
02/03/2026	SOUTHEASTERN LOCATION TBD: SPRING on-site training: 2 trainers for 2 days of training.	4	2,800.00	11,200.00
	Develop tools for promoting cognitive engagement and building student thinking in the mathematics classroom. Create exemplar lessons.			
02/09/2026	Q3 virtual support for teachers.	0.50	2,300.00	1,150.00
	Reflect on Q3, Review Submitted Artifacts			
02/10/2026	Q3 virtual support for administrators.	0.50	2,300.00	1,150.00
	Reflect on Q3, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation			
02/11/2026	Q3 strategic planning with CES and progress monitoring: data analysis, problem solving, development and revision of tools and processes, and coordination of logistics	2	2,300.00	4,600.00

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DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
02/12/2026	Q3 LMS maintenance and revision: maintenance of course objectives, learning objects and tasks, and feedback rubrics; asynchronous instruction and feedback.	2	2,300.00	4,600.00
02/23/2026	Q3 on-site campus visits: Chama Valley (2 days) Dulce (2 days) Eunice (2 days) Floyd (2 days) Gadsden (10 days) Jal (2 days) Loving (2 days) Mesa Vista (2 days) Mora (2 days) Moriarty-Edgewood (6 days) Pojoaque (2 days) Ruidoso (2 days) Socorro (4 days) Taos (2 days) 42 Total Days	42	2,800.00	117,600.00
03/02/2026	Modeling Math Instruction, Planning conversations, Observe Math Instruction SPRING on-site administrator walk-through trainings; 1 day per district - CES will coordinate with districts - there is no AAIS involvement with this training. This walkthrough data will be submitted to AAIS to contribute to the overall project evaluation.	0	2,800.00	0.00
04/27/2026	Q4 virtual support for teachers.	0.50	2,300.00	1,150.00
04/28/2026	Reflect on Q4, Review Submitted Artifacts Q4 virtual support for administrators.	0.50	2,300.00	1,150.00
04/29/2026	Reflect on Q4, Review Submitted Artifacts, Change Management Conversations, Create Artifacts Monitoring, Supporting, and Sustaining Implementation Q4 strategic planning with CES and progress monitoring: data analysis, problem solving, development and revision of tools and processes, and coordination of logistics	2	2,300.00	4,600.00
04/30/2026	Q4 LMS maintenance and revision: maintenance of course objectives, learning objects and tasks, and feedback rubrics; asynchronous instruction and feedback.	2	2,300.00	4,600.00
05/04/2026	SPRING artifact submission and review	5	2,300.00	11,500.00

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DATE	ACTIVITY	# OF DAYS	HOURLY/DAILY RATE	AMOUNT
05/20/2026	On-site executive committee meeting and designated time for monthly in-person project monitoring - if AAIS does not attend an on-site executive committee meeting, then this will not be invoiced.	2	2,800.00	5,600.00
06/01/2026	NORTHERN LOCATION TBD: SUMMER on-site training: 2 trainers for 2 days of training. ***AAIS recommends CES and/or districts facilitate a third day so teachers will have the opportunity to plan for the upcoming year and receive feedback.***	4	2,800.00	11,200.00
06/03/2026	GADSDEN TBD: SUMMER on-site training: 2 trainers for 2 days of training. ***AAIS recommends CES and/or districts facilitate a third day so teachers will have the opportunity to plan for the upcoming year and receive feedback.***	4	2,800.00	11,200.00
06/08/2026	SOUTHEASTERN LOCATION TBD: SUMMER on-site training: 2 trainers for 2 days of training. ***AAIS recommends CES and/or districts facilitate a third day so teachers will have the opportunity to plan for the upcoming year and receive feedback.***	4	2,800.00	11,200.00
06/15/2026	SUBTOTAL IS \$626,200.	1	0.00	0.00
06/15/2026	Five percent (5%) discount for estimate exceeding \$500,000.	1	-31,310.00	-31,310.00

New Mexico CES 25-26 Math with three cohorts and three rounds of site visits	SUBTOTAL	594,890.00
	TAX	0.00

TOTAL	\$594,890.00
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THANK YOU.

Accepted By

Accepted Date

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