

Rethinking Fire Alarm Systems

Local government agencies are rethinking their approach to fire alarm systems—and we've seen a growing interest in non-proprietary solutions. In recent conversations with facilities teams, IT departments, and administrative leaders, a common theme has emerged: they want systems that offer greater service flexibility, especially when it comes to choosing service providers.

Proprietary fire alarm systems are installed and serviced by a specific manufacturer-certified dealer. These systems typically require that only authorized technicians from that manufacturer—or certified dealers—install. program, or maintain the equipment. This can provide a high level of integration and support but may limit flexibility when it comes to the ability to choose service providers or sourcing replacement parts. Non-proprietary fire alarm systems, on the other hand, use open or widely supported protocols and components that can be serviced by a broader range of certified professionals. These systems often allow building owners more choice in selecting vendors for installation, maintenance, and monitoring.

If you're in the process of selecting a new fire alarm system—whether for a new school building or a system upgrade— it's important to ask the right questions before signing any contracts. Start with the basics:

 What's the expected lifespan of system components like smoke detectors and control panels?

CES MEMBER NEWSLETTER

July 2025

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- 2. What does annual maintenance involve, including additional costs for inspections or monitoring?
- 3. Can multiple companies in the region work on this system?
- 4. Can your own facilities or IT team be trained to perform basic troubleshooting or resets?

Now, there are a few hybrid options out there, too. Some manufacturers offer systems that are technically proprietary but can be fully unlocked. In other words, even though it's a brand-name system, it's configured so that outside providers can still access programming tools and perform maintenance. It's not quite as open as a true non-proprietary system, but it gives you a lot more freedom than a fully locked-down system.

At the end of the day, this isn't just about convenience, it's about *safety*. When your fire alarm system sends a trouble signal or a device stops working, you don't

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want to be at the mercy of one company's schedule. You need a system that's reliable, user-friendly, and easy to support, especially in an emergency.

If you've only ever worked with proprietary systems, it's understandable to stick with what's familiar. But the reality is, non-proprietary fire alarm systems are just as safe, just as compliant, and in many cases, much more manageable long-term. They offer the kind of flexibility organizations need—especially when you consider the pressure facilities teams face

during inspections, emergencies, or unexpected maintenance issues.

So, whether you're reviewing your current setup or planning for a future project, it's worth taking the time to explore your options. Ask the right questions, get input from your facilities and IT staff, and talk to multiple vendors. Because the right system isn't just one that works, it's one that works for you.

- Submitted by Datalinx Technology Solutions, a CES Procurement Partner

Hot-Season Maintenance Tips for Evaporative Cooling Systems

During the peak summer months, evaporative coolers work hard to keep your facility comfortable—especially in dry climates. To avoid breakdowns and maintain cooling efficiency, a few inseason maintenance habits can make all the difference:

- Clean Pads and Pans Regularly
 Dust and mineral deposits build up
 quickly. Rinse pads every few
 weeks and clear debris or sludge
 from the water pan to keep air
 flowing freely and prevent odors.
- 2. Check Water Levels Daily
 High evaporation rates in summer
 can drop water levels fast. Make
 sure the reservoir stays filled and
 the float valve is functioning
 correctly to avoid pump damage
 and any overflow that may damage
 roofs and property.

- 3. Watch for Uneven Water Flow
 If some parts of the cooling pad
 look dry, the water distribution
 system may be clogged. Clean the
 water lines or manifold to ensure
 even coverage.
- 4. Inspect the Pump and Fan Weekly Look and listen for any signs of wear—squeaking, rattling, or reduced air output. Catching problems early can prevent costly downtime.
- 5. Keep Airflow Balanced
 Maintain slightly open windows or
 exhaust vents to promote crossventilation. This helps prevent
 excess humidity and keeps cooler
 air circulating effectively.

Consistent mid-season maintenance helps your evaporative coolers run efficiently when you need them most—ensuring reliable performance through the hottest part of the year.

By Jared Bomani

Hot-Season Maintenance Tips for Refrigerated Air-Cooling Systems

When summer temperatures soar, refrigerated air (HVAC) systems work overtime to keep indoor environments safe and comfortable. To avoid midseason breakdowns and ensure energy-efficient performance, it's essential to stay on top of maintenance throughout the hot months. Here are key in-season tips:

 Replace or Clean Air Filters Frequently

High use during the summer means filters clog faster. Check filters monthly and replace or clean them as needed to maintain airflow and indoor air quality.

- 2. Monitor Thermostat Settings
 Avoid overworking your system. Set
 thermostats to a consistent, moderate
 temperature—typically between 74–78°F—
 to balance comfort and efficiency.
 Programmable thermostats can help
 reduce strain during off-hours.
- 3. Check Condensate Drain Lines Clogged or slow-draining lines can cause water leaks and humidity issues. Inspect for blockages and clear the line if necessary to prevent overflow and mold buildup.

- 4. Inspect Outdoor Units Weekly Clear leaves, grass, and debris from around the condenser unit. Make sure there's at least two feet of clearance on all sides to allow for proper ventilation and heat release.
- 5. Listen for Unusual Noises Grinding, buzzing, or rattling sounds can signal fan or compressor problems. Early detection and repair can prevent a complete system shutdown during a heatwaye.
- 6. Avoid Excess Heat Load
 Keep blinds or curtains closed during
 peak sun hours and limit the use of heatgenerating appliances indoors. Reducing
 the heat load helps your system run more
 efficiently.
- 7. Document Any Performance Changes

If cooling feels uneven or the system is running longer than usual, make note and alert your HVAC technician. Small issues can escalate quickly in extreme temperatures.

Regular mid-season attention keeps your refrigerated air system running efficiently and reliably—helping your facility stay cool, safe, and productive during the most demanding time of year.

By Jared Bomani

CALENDAR OF EVENTS

7/4 Independence Day 7/14-17 NMCEL Summer Conference

S	М	Т	W	Т	F	S
		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		

ORDER CORNER

Avoid Construction Delays: Wage Decision Account Locks

One very common cause of construction purchasing delays is a locked Wage Decisions account with the NM Department of Workforce Solutions (NMDWS). These locks can occur for various reasons, and only the CES member can resolve them—by working directly with Meggie Gonzales and her team at NMDWS.

To get help quickly, email public.works@dws.nm.gov or call (505) 841-4400. If your request isn't addressed in a timely manner, contact Meggie directly at (505) 280-4428 or meggie.gonzalez@dws.nm.gov.

Need a refresher on how to request a Wage Rate Decision or handle follow-up? Watch this helpful video: https://youtu.be/w3W1xF3qVIo.

Reminder: The NM Gross Receipts Tax rate changes every January and July! The updated schedule can be downloaded from the Taxation and Revenue Department:

https://www.tax.newmexico.gov/all-nm-taxes/current-historic-tax-rates-overview/gross-receipts-tax-rates/

PURCHASING NEWS

1) Contract Expirations:

None

2) Contract Extensions:

Carrier Corporation 2021-39-A301-ALL (6 mo. Extension) Exp. 12/31/25
Romtec Inc. 2023-13 AEPA 023.5 (1 Year Extension) Exp. 5/31/2026
Blick Art Materials LLC. 2022-08 AEPA 022.5 (1 Year Extension) Exp. 5/31/2026
Hubert Co LLC. 2022-08 AEPA 022.5 (1 Year Extension) Exp. 5/31/2026
Midwest Technology Products 2022-08 AEPA 022.5 (1 Year Extension) Exp. 5/31/2026
Pitsco Education LLC. 2022-08 AEPA 022.5 (1 Year Extension) Exp. 5/31/2026

3) Name Changes/Change of Ownership:
None

4. New Contract Awards:

RFP	Awardee	Contract Number	
2025-21	- Tiwaracc	John de l'aminet	
Supplemental			
Employee Benefits -			
Cat 1 Lot 1-			
a) Section 125	First Financial Group of America	2025-21A-C111-ALL	
a) ccciicii ==0	Competetive Benefits Administrators (CBA)	2025-21A-C112-ALL	
	(0	
Cat 1 Lot 1-	Trusted Capital Group, a HUB International Co.	2025-21B-C111-ALL	
b) Retirement	Competetive Benefits Administrators (CBA)	2025-21B-C112-ALL	
		_	
Cat 1 Lot 1-	Competetive Benefits Administrators (CBA)	2025-21C-C111-ALL	
c) other Benefits	First Financial Group of America	2025-21C-C112-ALL	
	American Family Life Assurance Co. of	2025-21C-C113-ALL	
	Columbus		
	Pre-Paid Legal Services, Inc.	2025-21C-C114-ALL	
2025-22	Paymentus Corporation	2025-22-C111-ALL	
Public Sector	3R & J Consulting	2025-22-C112-ALL	
Payment Systems			
2025-24	Integration & Control Systems LLC	2025-24-C111-ALL	
SCADA Systems			
2025-19	Solix, Inc.	2025-19-C111-ALL	
Medicaid Billing &	RelayHub LLC	2025-19-C112-ALL	
Collection Services			
2025-25	Rusty's Weigh Scales	2025-25-C111-ALL	
Weight Scales			
2025-26			
Moving, Storage			
Solutions	Jahanan Stanana & Marina Ca II C	2025-26-C111-ALL	
Lot 1 - Moving Services	Johnson Storage & Moving Co. LLC JP Moving LLC.	2025-26-C111-ALL 2025-26-C112-ALL	
Jei vices	Moving Solutions Inc.	2025-26-C112-ALL 2025-26-C113-ALL	
	intoving solutions inc.	7072 70 CII3-VII	
Lot 2 -Storage	Maloy Mobile Storage Inc.	2025-26-C211-ALL	
Containers-Storage	Training Training Ottorage Inc.	2020 20 0211 1121	
Trailers			
2025-11			
Student			
Management,			
Special Education &			
Educational			
Managed			
Curriculum			
(Open-Ended RFP)			
Cat 1 Lot 1-Student	m:1 n	0	
Management & Data	Tile Farm	2025-11-C316-ALL	
Software			
Cat 2 Lot 1-Special			

Education Tracking Software	Tile Farm	2025-11-C322-ALL	
2025-04	E-Rate Central	2025-04-AB117-ALL	
AEPA 25.5-C	Sutherland Consulting Group, Inc.	2025-04-AB114-ALL	
E-Rate Consulting	DBA EdTechnologyFunds, Inc.		
Service	EMY Consulting	2025-04-AB113-ALL	
	E-Rate Elite Services	2025-04-AB116-ALL	
	Kajeet	2025-04-AB118-ALL	
	Kellogg & Sovereign Consulting	2025-04-AB115-ALL	

5. Current & Upcoming Solicitations:

RFP#	RFP Description	Release	Due	Award
2025-27 New Category	Storage Tanks for Public Utility, Emergency & Operational Services	5/19/25	6/20/25	7/2/25
2025-28 New Category	Road and Landscape Products	5/19/25	6/20/25	7/2/25
2025-29 New Category	Career Technical Education	5/19/25	6/20/25	7/2/25
2026-01 (2023-03 exp 12/12/25)	JOC - Fencing & Landscaping	7/14/25	8/22/25	9/15/25
2026-02 (2023-04 exp 12/12/25	JOC - (MEP) Mech./Elec./Plumbing	7/14/25	8/22/25	9/15/25
2026-03 (2023-05 exp 12/12/25	JOC GC - General Construction	7/14/25	8/22/25	9/15/25
2026-04 (2023-06 exp 12/12/25)	JOC - Painting & Stucco	7/14/25	8/22/25	9/15/25
2026-05 (2023-07 exp 12/12/25)	JOC - Roofing	7/14/25	8/22/25	9/15/25
2026-06 (2023-08 exp 12/12/25)	JOC - Paving & Site Work	7/14/25	8/22/25	9/15/25

6. Procurement Issues and News:

LD Supply eCommerce Site

• CES Procurement has been working with LD Supply to implement their eCommerce site in the Bluebook, with their contract becoming "Shop Vendor Portal." Members will buy directly from LD Supply's site Scheduled go-live date: July 1, 2025. Watch for change of PO submission button in the Bluebook.

Tariff Surcharges - Update

• CES will accept Tariff Surcharges with a valid official letter of justification from the manufacturer or distributor

EDUCATION ARTICLES

The education articles that regularly appear in the monthly newsletter will resume with the Fall semester.

JOB OPPORTUNITIES AT CES

Ancillary Openings:

- Certified Occupational Therapist Assistant Regions 2, 4
- Certified Orientation Mobility Specialist Regions 2, 4
- Diagnostician Region 4
- Occupational Therapist Regions 2, 4
- Physical Therapist Regions 1, 2, 4
- Registered Nurse Region 1
- School Psychologist Regions 4, 7
- Social Worker Regions 1, 2, 4
- Speech/Language Pathologist Regions 2, 3, 4

Other CES Openings:

- Administrative Assistant
- Professional Services Staff

Watch for CES job postings on www.indeed.com.



NEW CES STAFF



Hi, I am Yolanda Mares. I am the newest CES Purchasing Specialist. I'm a motivated individual with a passion for accounting & problem solving. My background in accounting has equipped me with strong analytical skills. I am always eager to learn new things and embrace new challenges. Outside of work, I enjoy bowling and spending time with my family.





ABQ, NM 87123





Aspiring Superintendents Academy (ASA)

Prepare for Leadership. Elevate Your Career.

The Aspiring Superintendents Academy (ASA) offers a year-long, immersive experience designed for education professionals who are ready to take the next step into district leadership. This program provides intensive training, strategic insights, and skill-building opportunities to prepare future superintendents for the challenges and responsibilities of the role.

Why Join ASA?

- Comprehensive Monthly Seminars 3 Gain valuable insights from experienced leaders.
- Supportive Learning Environment 3 Engage in professional networking and mentorship.
- Hands-On Assignments & Real-World Applications

 3 Build confidence and expertise.
- Leadership Development 3 Strengthen skills essential for superintendent success.

Program Requirements:

Minimum of 3 years of administrative experience

Superintendent's recommendation

This academy is designed to be **rigorous**, **rewarding**, and **transformational**4preparing you to **excel as a superintendent** and lead with vision.

Take the Next Step Toward Leadership Excellence! Apply today at ces.org/leadershipdevelopment/asa

Have questions? Email us



leadershipdevelopment@ces.org

Procurement | Ancillary | Professional Services | NMREAP

CES.org

First Year Superintendent Academy



Empowering New Leaders. Strengthening New Mexico's Future.

2025-2026 School Year

Cost \$3000 per Superintendent/Charter Leader



Register today

What is FYSA?

FYSA is a cohort of new district and charter school leaders who come together monthly for informational sessions around relevant and timely topics.

FYSA members have complementary access to the CES Fall Leadership Conference, a 2-day budget workshop in January, and a Legislative Primer. We engage in Solution Circles within our cohort to help think through issues on topics individual superintendents bring before the group.

You will also have monthly access to a highly skilled and trained executive coach who is a successful former NM superintendent to be your thought partner for the year.

We will help you network with colleagues around the state.

Contact

LeAnne Gandy

LeAnne@ces.org

505-344-5470 ext. 146

10601 Research Road

ABQ, NM 87123

www.ces.org

<u>leadershipdevelopment@ces.org</u>

Momentum: Principal Mastery Series

Facilitated by: Evan Edwards and Michele McWilliams



Empowering Leaders. Building Capacity. Leading for Impact

Momentum is a year-long, high-impact learning experience designed for principals and building leaders at every stage of their journey. Through monthly virtual sessions and individualized executive coaching, participants engage in relevant, actionable leadership development that supports personal growth and school transformation.

What You'll Experience:

- 40+ hours of professional learning through monthly collaborative sessions
- 10 hours of personalized executive coaching to deepen reflection and growth
- A supportive network of peers, thought partners, and expert facilitators
- Preparation for 2025-2026, your best school year ever!

Topics Include:

- · Leading with Purpose & Presence
- Discipline and Restorative Practices with Students and Employees
- Navigating Difficult Conversations with Confidence
- Creating a Culture of High Expectations & Belonging: Equity for All
- Using Data for Impactful Instructional Leadership
- Talent Management & Staff Development
- · Leadership Wellness & Sustainability
- · Systems Thinking for School Improvement
- Roundtables: Real Talk with Real Leaders

Who Should Attend?

Principals, assistant principals, and campus leaders who are ready to:

- & Expand their leadership toolkit
- ที่ที่ Network and collaborate with other leaders
- Embrace new practices for school improvement
- Receive targeted, individualized support for personal leadership growth

Cost: \$2,000 per participant



Leadership is a journey!

Momentum helps you move forward, build confidence, and lead with vision.

Dates:

Virtual from 8:30am - 11:00am

August 26, 2025

September 30, 2025

October 28, 2025

November 18, 2025

December 9, 2025

January 27, 2026 February 24, 2026

March 17, 2026

April 21, 2026

May 12, 2026

Register today!

Click HERE or Scan the QR CODE below.



Procurement | Ancillary | Professional Services | NMREAP

www.ces.or

Have questions? Email us at Leadershipdevelopment@ces.org



Executive Coaching

An executive coach empowers educational leaders to enhance their leadership skills, become more self-aware, and drive success for everyone!



Our Service:

- ✓ Individual Coaching
- Monthly Sessions
- Trusted & Ethical Coaches
- Annual Packages

About CES coaches:

All of the executive coaches for CES are skilled coaches that invest in clients' growth and success. All coaches are practitioners that are committed to their own growth to better serve!

This is an opportunity to gain momentum, to have a safe place to think out loud while your coach supports you, chance to plan for the future, structure difficult conversations, or reflect to become more self-aware. Unleash your potential today. A CES Coach is waiting for you!





Package Cost: \$2400



Questions? Contact leanne@ces.org



CES LEADERSHIP INSTITUTE



Join us for the Leadership Institute. This will be a two-day experience, held July 14–15 at CES, in Albuquerque NM.



THIS TWO-DAY INSTITUTE IS DESIGNED TO:

- STRENGTHEN INSTRUCTIONAL LEADERSHIP PRACTICES
- DEEPEN REFLECTIVE QUESTIONING AND FEEDBACK STRATEGIES
- EMPOWER TEAMS TO USE DATA MORE EFFECTIVELY TO IMPROVE STUDENT OUTCOMES.

WHO SHOULD ATTEND

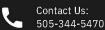
- BOTH DAYS (JULY 14—15): CAMPUS LEADERSHIP TEAMS (PRINCIPALS, ASSISTANT PRINCIPALS, AND OTHER IDENTIFIED CAMPUS LEADERS)
- DAY 2 (JULY 15): SUPERINTENDENTS AND DISTRICT-LEVEL LEADERS JOIN CAMPUS TEAMS FOR COLLABORATIVE PLANNING AND LEADERSHIP DEVELOPMENT

INSTITUTE TOPICS (SUBJECT TO REFINEMENT)

- ADVANCING THE GOALS OF THE SIX-YEAR STUDY
- LEADING AND SUSTAINING EFFECTIVE PLCS AND DATA TEAMS
- USING STUDENT DATA TO INFORM STANDARDS-BASED INSTRUCTION
- PLANNING TARGETED INSTRUCTIONAL CONVERSATIONS AND ACTIONABLE FEEDBACK
- BUILDING SYSTEMS FOR WALKTHROUGHS AND OBSERVATION FEEDBACK
- SUPPORTING ADULT LEARNING, CHANGE, AND LEADERSHIP TEAM CULTURE
- COLLABORATING AS DISTRICT TEAMS TO BUILD FOCUSED, ACTIONABLE LEARNING PLANS FOR 2025—2026











CES CONTACTS

Mohamed Al-Hussaini Procurement & Contract

Specialist

Email: mohamed@ces.org

Phone: Ext 128

Kim Alvarado Purchasing Specialist Email: <u>kalvarado@ces.org</u> Phone: Ext 137

Jim Barentine

Southern Services Manager, Media

Email: jim@ces.or Phone: 575.646.5965

Kelly Bassham

Financial Specialist (AP) Email: <u>kelly@ces.org</u> Phone: Ext 135

Mathew Bayhan IT Specialist

Email: mathew@ces.org

Phone: Ext 152

Paul Benoit

Northern Services Manager, REAP Email: paul@ces.org

Phone: 575.562.2922

Kimberly Buckner Purchasing Specialist Email: <u>kbuckner@ces.org</u>

Phone: Ext 131

Valarie Castillo **Purchasing Specialist** Email: vcastillo@ces.org

Phone: Ext 106

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

Katherine Densmore Purchasing Specialist Email: <u>katherine@ces.org</u>

Phone: Ext. 148

Katie Effert Executive Admin Assistant Email: katie@ces.org Phone: Ext 127

Alexis Esslinger LEAP Director Email: alexis@ces.org

Phone: Ext 139 Ilene Gallegos

Finance Specialist (AR) Email: ilene@ces.org

Phone: Ext 122

LeAnne Gandy Leadership Development Program Director

Email: leanne@ces.org Phone: 575.704.9904

Loretta Garcia TAP Director

Email: lgarcia@ces.org Phone: 505.985.8454

Abigail Hansen

Business Office Admin Assistant

Email: abigail@ces.org Phone: Ext 145

Norma Henderson Finance Manager Email: norma@ces.org

Phone: Ext 104 John King

Construction Analyst (N) Email: jking@ces.org

Phone: Ext 150

VACANT LEAP Admin Assistant Email:

Phone: Ext 144

Yolanda Mares Purchasing Specialist Email: ymares@ces.org

Phone: Ext 120

Doug Marshall IT Director

Email: dmarshall@ces.org

Phone: Ext 114

Margaret Mikelson Finance Specialist Email: margaret@ces.org Phone: Ext 126

Kim Mizell

SITE Director Email: kmizell@ces.org

Phone: Ext 136

Monica Myers

Lead Purchasing Specialist Email: monica@ces.org

Phone: Ext 134

Bertha Ochoa Purchasing Specialist Email: <u>bertha@ces.org</u> Phone: Ext 123

Thad Phipps Construction Analyst (S) Email: thad@ces.org Phone: 575.308.3193

Lianne Pierce

Director of Ancillary Services Email: lianne@ces.org

Phone: Ext 103

Jeanne Rayburn

Office Assistant/Receptionist Email: jeanne@ces.org

Phone: Ext 101

Lisa Romo

Procurement & Contract

Specialist

Email: <u>lromo@ces.org</u>

Phone: Ext 129

Gustavo Rossell Procurement Director Email: <u>gustavo@ces.org</u> Phone: Ext 117

Teresa Salazar Chief Operations Officer

Email: teresa@ces.org Phone: Ext 149

Angelina Sandoval Ancillary Admin Assistant Email: angelina@ces.org

Phone: Ext 119

Kara Scheib Purchasing Specialist Email: <u>kara@ces.org</u> Phone: Ext 125

Kelley Scheib

Financial Specialist (Payroll)
Email: kelley@ces.org

Phone: Ext 107

Robin Strauser Chief Financial Officer Email: robin@ces.org Phone: Ext 108

Tara Summers

Leadership Admin Assistant, Media Assistant

Email: tara@ces.org

Yvonne Tabet

Human Resources Specialist Email: yvonne@ces.org

Phone: Ext 113

Angela Valadez

Procurement Admin Assistant Email: avaladez@ces.org

Phone: Ext 116

Anita Valencia Purchasing Specialist Email: anita@ces.org Phone: Ext 110

Joe Valencia

Procurement & Contract

Specialist

Email: <u>joe@ces.org</u> Phone: Ext 124

Victoria Webb Purchasing Specialist Email: <u>victoria@ces.org</u>

Phone: Ext 147

Valerie Yoakum Ancillary Admin Assistant Email: <u>valerie@ces.org</u>

Phone: Ext 111