



Simplify procurement.  
Maximize results.

# CES MEMBER NEWSLETTER

June 2026

## *Empowering Leaders. Building Capacity. Leading for Impact.*

Leadership Development is viewed as a journey of continuous growth. Our programs are designed to inspire, challenge, and support educators as they develop the skills and mindset needed to lead with clarity, purpose, and vision. Through collaboration, coaching, and high-quality professional learning, CES is proud to support the leaders shaping the future of New Mexico education.

### *First Year Superintendents Academy (FYSA)*

This year-long academy provides new superintendents with strategic leadership development, executive coaching, and quarterly learning sessions. Participants benefit from collaboration and networking with educational and legislative leaders across the state, ensuring they are well-prepared to support student success and district growth.

### *Administrators Leadership Development (ALD)*

The ALD program is a year-long, PED-approved pathway for New Mexico educators seeking a 3B Administrative License. Through focused instruction in leadership, instructional practices, and communication, participants gain the skills needed to become impactful district leaders. Enrollment is offered twice annually, with limited cohort availability.

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### *Aspiring Superintendents Academy (ASA)*

The ASA provides an opportunity for those interested in service as a School Superintendent to receive preparatory instruction that, while linking to much that is theoretical, is heavily based on the pragmatic experiences of retired superintendents involved in providing the instruction.

### *Momentum: Principal Mastery Series*

Momentum is a year-long leadership development experience for principals and building leaders. Through monthly virtual sessions and individualized executive coaching, participants engage in actionable leadership strategies that promote professional growth, confidence, and school transformation.

### *Executive Coaching*

CES offers personalized executive coaching for educational leaders seeking structures reflection, goal setting, and

professional clarity. This individualized coaching experience provides a safe space for leaders to think strategically, navigate challenges, and maximize their leadership potential.

Leadership development is essential to the success and sustainability of schools and districts. Strong leadership directly impacts student achievement, teacher retention, school culture, and overall district effectiveness. As educational challenges grow more complex and leadership shortages increase,

intentional leadership development programs are critical for building skilled, confident leaders who can navigate change, support high-quality instruction, and create positive learning environments. Investing in leadership development strengthens organizational capacity, ensures long-term stability, and promotes equitable outcomes for all students.

*Submitted by CES Leadership Department*

## CALENDAR OF EVENTS

- 6/4-6 NMSBA School Law Conference
- 6/6 D-Day, WWII
- 6/14 Flag Day
- 6/15-18 NM Counties Annual Conference
- 6/19 Juneteenth Day
- 6/21 Father's Day
- 6/21 June Solstice

June						
S	M	T	W	T	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				

## PURCHASING NEWS

### 1) Contract Extensions:

- Fidalgo CPA, Accounting & Consulting LLC 19-036N-C003-ALL
- The Vigil Group 19-036N-C001-ALL

### 2) Name Changes/Change of Ownership:

- Game One now ASB Sports Acquisitions dba Game One

### 3) New Contract Awards:

RFP	Awardee	Contract Number
2026U/I-01 <i>Vehicles - Car, SUV, Van, Trucks, Police Car and Related</i>	Chalmers Ford Chalmers Ford Murdock Dealerships	2026U-01-C111-ALL 2026I-01-C111-ALL 2026U-01-C112-ALL
2025-22 <i>Public Sector Payment Processing Systems</i>	CSG Forte Payments Inc.	2025-22-C113-ALL
2025-29 <i>Career and Technical Education (CTE)</i>	High Country Technology Consultants LLC	2025-29-C1111-ALL
2025-26 <i>Moving &amp; Storage Solutions</i>	Classic Containers	2025-26-C212-ALL
2025-13 <i>Flooring Systems and Related</i>	Liberty Coating Solutions	2025-13-C1114-ALL

### 4) Current & Upcoming Solicitations:

RFP #	RFP Description	Release	Due	Award
2026-05 (ID & UT)	<i>Electric Charging Stations, Batteries &amp; Related</i>	4/06/26	6/5/26	6/23/26
2026-06 (ID & UT)	<i>Material Handling Equipment, Parts, Accessories, Supplies, Rentals, Leasing and Related</i>	4/06/26	6/5/26	6/23/26
2026-07 (ID & UT)	<i>IT and Business Project Management, Program Management, Process Development, and Related Professional Consulting Services</i>	4/06/26	6/5/26	6/23/26
2026-10 (2020-30 exp 6/29/26)	<i>Student (K-12) Food Program</i>	4/10/26	5/8/26	5/26/26
2026-11 (2020-30 exp 6/29/26)	<i>Food Program for NM Agencies</i>	4/10/26	5/8/26	5/26/26
2026-12 (2022-06 exp 5/30/26)	<i>Electric Charging Stations, Batteries &amp; Related</i>	3/20/26	4/17/26	5/5/26
2026-15 (2022-11 exp 6/19/26)	<i>Material Handling Equipment, Parts, Accessories, Supplies, Rentals, Leasing and Related</i>	3/20/26	4/17/26	5/5/26
2026-16 (2022-14 exp 5/16/2026)	<i>IT and Business Project Management, Program Management, Process Development, and Related Professional Consulting Services</i>	3/20/26	4/17/26	5/5/26

2026-09 (PaaS)	21 Century Comm. Learning Centers (for LEAs)	3/30/26	4/24/26	6/4/26
2026-14 (PaaS)	HB-2 Out-of-School Time Programs (CBOs)	3/30/26	4/24/26	6/4/26
2026-17 (2022-09 exp 7/5/26)	Fuel-Gasoline, E85, Diesel, Biodiesel, & Related	4/17/26	5/15/26	6/2/26
2026-18 (2022-15 exp 7/5/26)	Above Ground Fuel Storage Tanks, Fuel Dispensing Pumps, Sales, Installation, Maintenance, Repair, and Related	4/17/26	5/15/26	6/2/26
2026-20 (2022-18 exp 8/21/2026)	Doors, Locks, Operable Walls, Keys, Locksets, Access Control Systems	5/1/26	5/29/26	6/16/26
2026-21 (2022-19 Exp 8/17/2026)	Energy Consulting, Audits, Facility Upgrades and Related	5/1/26	5/29/26	6/16/26
2026-22 (PaaS)	2026-22 NMPED CSEL Program Management and Certification Services	5/11/26	5/22/26	6/4/2026

\*All dates subject to change

## ORDER CORNER

### Quotes Should Include Applicable NMGRT and Bonds

When you accept a quote from a CES vendor, make sure they have included NM Gross Receipts Tax if applicable, which should also appear on your PO. This will help eliminate any ordering problems early and payment problems to the vendor later. Also, for a construction project, be sure to check that they have included the cost of bonds for all projects \$25,000 and over. Again, not having these costs included on their quote and your PO will more than likely cause delays.

If you are a public school or local public body, you should not owe Gross Receipts Tax on purchase of personal property. However, when services are purchased (AND construction materials), NMGRT will be owed.

### Member Service Credits

As a reminder, if you were issued a Member Service Credit this year, you have until June 15th to redeem these. These credits will expire on June 15, 2026. If you have questions about how to use these, please contact your CES Team.

# CONSTRUCTION CORNER

## Quote Formatting Required

When using a CES JOC contract for construction or trades services, your organization may choose to waive the CES compliance review in order to expedite processing by relying on your own due diligence. However, one requirement cannot be waived: the vendor's quote format. Without the required format, neither CES nor your organization can properly review the quote for compliance and accuracy.

**SAMPLE JOC-CORE (RS MEANS) QUOTE**

**GORDIAN 1400 Order Contracting Core**

Price Proposal - Cooperative Educational Services - JOC General Contract 2021  
*This proposal was prepared exclusively for Cooperative Educational Services*

Job Number: 0102  
Job Name:  
Contractor:  
Date Created: 01/13/2022  
Last Update: 01/13/2022  
Proposal Value: \$14,850.01  
Contributor Placement Category: Year 2022 Quarter 2 - LAS CRUCES, NM

**Summary By Division**

Division	Line Total
01 General Requirements	\$919.47
10 Specities	\$2,012.52
31 Earthwork	\$2,012.50
32 Exterior Improvements	\$4,750.08

**Non-Proprietary Items**



Item Name	Division	QTY	Unit Price	Factor	Line Total
Tax	01 General Requirements	1.000000	\$919.47	1.0000	\$919.47
Installation of Linerlock Corals	10 Specities	72.000000	\$27.95	1.2075	\$3,474.25
Installation of Linerlock Corals	10 Specities	72.000000	\$35.89	1.2075	\$3,336.27

**Detailed Price Proposal**

Str #	Division	Line Item #	Unit	UOM	Description	Line Total
1	General Requirements	Non-Proprietary	EA	Tax		\$919.47
			QTY	Unit Price	Factor	Total
			1.000000	\$919.47	1.0000	\$919.47
2	Specities	Non-Proprietary	EA	Installation of Linerlock Corals		\$2,012.52

All CES JOC contracts require quotes to be generated through the applicable task catalog platform, either Gordian or RSMMeans, to identify scope components and pricing. Vendors must adhere to this format requirement. A simple "letterhead quote" is not acceptable.

**SAMPLE GORDIAN QUOTE**

**Job Order Contract**  
**Price Proposal Summary - CSI**

Date: June 27, 2022  
Contract Number: 2020-11N-G100-06  
Job Order Number: 220622-2-00  
Job Order Title:  
Contractor:  
Proposal Value: \$431,761.12  
Proposed Name:  
Detailed Scope: Will be cleaning surface 'existing hot mix', applying seal coat on top of existing surface some striping as well.

**Category - 01 - General Requirements: \$27,537.72**  
**Category - 32 - Exterior Improvements: \$404,223.40**  
**Proposal Total: \$431,761.12**

This proposal total represents the correct total for the proposal. Any discrepancy between line totals, sub-totals and the proposal total is due to rounding of the line totals and sub-totals.

The Percent of NFP on this Proposal: 0.00%

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**Job Order Contract**  
**Price Proposal Detail - CSI**

Date: June 27, 2022  
Contract Number: 2020-11N-G100-06  
Job Order Number: 220622-2-00  
Job Order Title:  
Contractor:  
Proposal Value: \$431,761.12  
Proposed Name:  
Adjustment Factor(s) Used: 1.0000 No Adjustment, 1.2750-NMHW Reg State Wage Rates (Outside Tribal Land) > \$60,000

Str#	CSI Number	Mat.	UOM	Description	Line Total		
<b>CSI - 01 - General Requirements</b>							
1	01 22 16 01 0004	EA		New Mexico Gross Receipts Tax - Varies by County	\$27,537.72		
			Installation	Quantity	Unit Price	Factor	Total
				27,537.72	\$1.00	1.0000	\$27,537.72
<b>Subtotal for CSI - 01 - General Requirements: \$27,537.72</b>							
<b>CSI - 32 - Exterior Improvements</b>							
2	32 01 13 01 0018	SY		105,000 SY, Type III Sturdy Seal Asphalt Coating, Per Contractor's Spec, 25 to 30 lbs/55k	\$387,596.12		
			Installation	Quantity	Unit Price	Factor	Total
				36,500.00	\$3.45	1.2750	\$387,596.12
3	32 17 23 13 0006	LP		Single 4" Wide 2x8x4 Lims, Perched Placement (Shipping for Parking Areas)	\$16,627.28		
			Installation	Quantity	Unit Price	Factor	Total
				18,900.00	\$0.88	1.2750	\$16,627.28
<b>Subtotal for CSI - 32 - Exterior Improvements: \$404,223.40</b>							
<b>Proposal Total: \$431,761.12</b>							

# EXTRA - EXTRA

## What are the REAL costs of conducting one's own solicitation?

Conducting a formal solicitation—such as a Request for Proposals (RFP) or an Invitation for Bids (IFB)—is a heavily regulated, resource-intensive process for

local governments (cities, counties, school districts).

While procurement departments often treat these processes as a "free" internal service, tracking data reveals that a single formal solicitation carries a substantial burden in both human labor and soft dollars.

## 1. The Cost Breakdown in Dollars

According to a landmark multi-agency tracking project by the National Council for Public Procurement (NCP), the soft-dollar administrative cost of a formal solicitation varies widely based on complexity:

- **Simple/Standard Solicitations:** ~\$1,600 to \$3,000 per bid. These are highly standardized commodities, or well-defined equipment purchases with minimal stakeholder negotiation.
- **Complex/High-Value Solicitations:** \$15,000 to over \$130,000 per bid. These include enterprise software implementations (ERP), major infrastructure projects, or customized professional services.

### Where the Money Goes:

- **Internal Staff Labor (Loaded):** The bulk of the expense. This includes

the hourly wages, benefits, and overhead of the procurement officer, legal counsel, and subject matter experts (SMEs).

- **Advertising and Legal Notices:** Most states require formal solicitations to be published in local newspapers of record or paid digital procurement networks. This adds \$100 to \$500 per notice.
- **Software Licensing:** E-procurement platforms and bidding portal access can add an amortized tech cost per solicitation.

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## 2. The Cost Breakdown in Time

A standard formal solicitation doesn't happen overnight; it is a multi-month lifecycle. Data shows that a single RFP typically consumes anywhere from **40 to over 300 total staff hours**, distributed across multiple departments

Phase	Activities Involved	Estimated Staff Time	Calendar Duration
<b>Phase 1: Pre-Solicitation</b>	Gathering requirements, interviewing stakeholders, writing technical specifications, and drafting the legal boilerplate.	15 - 80+ hours	2 - 4 weeks
<b>Phase 2: Active Advertisement</b>	Publishing the bid, hosting mandatory pre-proposal conferences, and answering formal vendor clarification questions.	10 - 30 hours	3 - 6 weeks

Phase	Activities Involved	Estimated Staff Time	Calendar Duration
<b>Phase 3: Evaluation &amp; Scoring</b>	Opening sealed bids, reviewing minimum qualifications, individual scoring by evaluation committees, and hosting vendor interviews.	20 – 120+ hours	2 – 4 weeks
<b>Phase 4: Award &amp; Contract</b>	Council/Board approval submission, final legal reviews, negotiating terms, and collecting bonds/insurance.	10 – 40 hours	2 – 4 weeks
<b>TOTALS</b>		<b>55 – 270+ Hours</b>	<b>2 – 6 Months</b>

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### 3. Major Cost & Time Drivers

Why do some solicitations spiral in cost? Local governments must account for several hidden operational variables:

- **The Size of the Evaluation Committee:** If a tech procurement requires a 7-person evaluation panel (comprising IT, Finance, and department heads), every 2-hour scoring meeting burning synchronous time multiplies the solicitation cost exponentially.
- **Protests and Legal Risks:** If an unsuccessful vendor formally protests an award, the timeline stalls. Legal teams must step in, driving up costs by thousands of dollars in attorney hours.
- **Subject Matter Blind Spots:** When a procurement department lacks

internal expertise on a niche commodity (e.g., translation services or drone technology), staff spend extra hours conducting manual market research and editing public templates.

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### 4. The Opportunity Cost

The real hidden penalty for local government is **opportunity cost**. When senior department heads and technical staff are buried in reviewing 100-page vendor proposals or scoring rubrics, their primary duties are delayed:

- Engineers are reviewing bids instead of managing active construction sites.
- IT directors are evaluating software proposals instead of patching network security infrastructure.

Because of these high barriers, many local governments rely heavily on **cooperative purchasing agreements** (piggybacking on pre-vetted national or state contracts)

to bypass the formal solicitation pipeline whenever legally permissible.

*By Jared Bomani*

## JOB OPPORTUNITIES AT CES

### Ancillary Openings:

- Ancillary Teacher – Region 1
- Behavior Management Specialist – Region 4
- Diagnostician – Region 3
- Occupational Therapist – Regions 1, 2, 3, 4
- Physical Therapist – Regions 2, 3, 4
- Recreational Therapist – Region 4
- Registered Nurse – Regions 1, 2, 4
- Rehabilitation Counselor – Region 4
- School Psychologist – Regions 2, 3, 4
- Social Worker – Regions 1, 2, 3, 4, 8
- Speech/Language Pathologist – Regions 1, 2, 3, 4, 7, 8

### Other CES Openings:

- LEAP Math Coach
- Professional Services Staff



[Watch for CES job postings on \*www.indeed.com\*.](http://www.indeed.com)

## NEW CES STAFF



Hello, everyone! I'm Mandy Cardiel and I am so very excited to join the CES team as a Purchasing Specialist. Procurement is a field I genuinely love being a part of. I moved to Albuquerque a little over two years ago and I'm happy to call it Home. In my free time, I dedicate my time to my faith, staying active at the gym, and most importantly spending time with my children and grandchildren. I'm excited for this new chapter with CES.

## BULLETIN BOARD

Educational Articles, provided monthly by the CES TAP program, will resume in September.

### **"Fall 2026 Enrollment - Leadership Programs"**

Enrollment for ASA and Momentum are now open this month! Please apply on our website at [www.ces.org/leadership-development](http://www.ces.org/leadership-development)

ALD Enrollment has officially closed as of May 31st. Superintendent and Mentor Recommendations are due **June 15.**

### **2026 School Law Conference**

June 4-6, [2026](#)

Albuquerque, NM



The New Mexico School Boards Association and the Cuddy and McCarthy Law Firm will host the 47th Annual School Law Conference for school board members, superintendents and school personnel. The conference features presentations on the latest legal issues facing public education and includes numerous breakout sessions to assist new and veteran school board members, administrators and educators.

For those interested in exhibitor or sponsorship opportunities, please contact Carolyn Mole, Finance Director, [cmole@nmsba.org](mailto:cmole@nmsba.org). For those interested in presenting information or workshops please contact Elizabeth Egelhoff, Program Director, [elizab@nmsba.org](mailto:elizab@nmsba.org).



## **SPECIAL EDUCATION CAPACITY PATHWAY**

### **DISTRICT NEED**

Amid persistent Special Education (SPED) staffing shortages districts are working to strengthen building-level expertise, elevate instructional quality, and develop sustainable leadership capacity.

### **CES LEAP SOLUTION**

LEAP offers a sustainable solution by leveraging experienced educators already serving within district schools onto teams needing support and leadership and by driving change around Special Education licensure in our schools. Providing a differentiated pathway that allows districts to support current Level 2 and Level 3 licensed teachers in adding Special Education PK-12 NM licensure.

### **HOW DISTRICTS IMPLEMENT THE PATHWAY**

Districts hand-select effective general educators with a Level 2 or 3 license to participate in our LEAP C8 cohort. Participants transition into Special Education site-based roles at the year start remaining anchored in district schools to further grow and support a pathway of district GYO.

### **DISTRICT IMPACT**

CES LEAP develops building-level SPED expertise and instructional leadership within districts, strengthening and stabilizing SPED teams. The pathway refreshes the skills and instructional toolboxes of experienced educators while building internal capacity and improving continuity of services for students with disabilities.

A strategic approach for districts to enable experienced Level 2 and 3 licensed educators to obtain Special Education NM licensure.

### *What sets CES LEAP SpEC apart?*

- Differentiated to recognize and capitalize on educator experience
- Action Research Plan replaces traditional licensure portfolio and aligns to site-based needs  
*\*Candidates must pass Praxis*
- Coaching and coursework are calibrated to build and connect special education experience and knowledge with an educators prior expertise.

**FOR DISTRICT PARTNERSHIP DISCUSSIONS, CONTACT: ALEXIS ESSLINGER | [ALEXIS@CES.ORG](mailto:ALEXIS@CES.ORG)**



# LEADERSHIP IS A JOURNEY!

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

- Dates:**  
**Virtual from**  
**8:30am - 11:00am**  
August 25, 2026  
September 9, 2026  
October 20, 2026  
November 17, 2026  
January 26, 2027  
February 16, 2027  
March 16, 2027  
April 20, 2027  
May 11, 2027

Register today!  
Scan the QR Code Below.



Have questions? Email us at  
[leadershipdevelopment@ces.org](mailto:leadershipdevelopment@ces.org)

Procurement | Ancillary | Professional Services | NMREAP

[www.ces.org](http://www.ces.org)

# Aspiring Superintendents Academy

**Develop the real-world skills to lead school districts where every child is supported and prepared to thrive in school and succeed in the future.**

The role of the superintendent has never been more complex — or more important. New Mexico school districts require leaders who can respect diverse cultures, navigate challenges with vision, and inspire teams to create transformative learning experiences for every child. CES's Aspiring Superintendents Academy is your opportunity to prepare for this leadership role. Our highly interactive programs are designed to equip you with the practical skills, innovative strategies, and forward-thinking mindset needed to lead student-centered, future-driven school districts!

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Applications are now being accepted  
for ASA's 2026–27 academies!  
Apply at [www.ces.org/leadershipdevelopment](http://www.ces.org/leadershipdevelopment)



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