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### Note from Executive Director, *Christy Takacs*

We have recently concluded our solicitation for **Roofing Services** and are pleased to announce the award of contracts to FIVE vendors who have demonstrated a strong track record of providing high-quality roofing services for schools across New Mexico. These vendors are highlighted below.

What's up next? We have issued an RFP for **Dual Language Program Supports**. We anticipate receiving strong proposals from vendors currently providing these important services to our member schools.

Additionally, four of our existing contracts are approaching the end of their term: **SPED Support Services; Bulk Food; On-Call Preventative Maintenance** (including HVAC, plumbing, electrical, and refrigeration); and **Energy, Security, and Life Safety Systems**. If you are currently working with vendors who provide any of these services who may be interested in submitting a proposal, please let us know so we can ensure they are informed of the opportunity to participate.

ACES now offers more than **60 active contracts** for our members' use—and continue to add new contracts each quarter! We encourage you to visit our website to explore our full list of [Contracted Vendors](#).

**We are here to support you. Reach out ANYTIME!**

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## **Budget Season Without the Crystal Ball: Smarter Planning for the Year Ahead**

**Attention charter leaders!** As you begin to gear up for next year's budget, this is the perfect time to put down the crystal ball and pick up a calculator. Budget season doesn't have to be all spreadsheets and stress—think of it as spring cleaning with numbers. **Start with vendor contracts:** if they haven't been reviewed recently, there's a good chance your school is paying for services sized for a student population that no longer exists (fond memories included). Updated quotes based on realistic enrollment projections and actual service usage can quietly uncover savings—sometimes simply by admitting, "No, we don't actually need *that much* of this anymore."

Staffing, too, benefits from a little honest reflection and a lot of math. Line up your current staff, projected enrollment, and special program needs, then compare those costs to projected revenue before getting carried away with wish lists. Planning ahead—rather than reacting in July and August—can help schools avoid painful midyear adjustments. As budgets come together, smart leaders also look for efficiencies in purchasing, shared services, and operational costs. The reward? Dollars are freed up for the good stuff: strengthening instruction, expanding student supports, special projects, or advancing the charter's mission in meaningful ways. A well-built budget won't eliminate surprises— but it can ensure they're eye-roll moments, not panic attacks.

**>>> NEW!!! ROOFING SERVICES NOW AVAILABLE!! <<<**

**\*\* Click on Logos below to learn about our new partners! \*\***



**NATIONAL ROOFING**




# Gr̃w Schools

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Thursday for Market  
Insights + A Real  
School's Story**

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**February 5th at 11:00AM ONLINE**

### **Timing the Market: What's in Store for School Facilities in 2026**

Join Grow Schools facility experts and a featured school leader who successfully navigated their facility investment for a candid conversation about market timing, strategic planning, and making smart facility decisions in today's economic climate.

Whether you're exploring ownership, planning renovations, or evaluating expansion options, you'll leave with practical frameworks for timing your facility investments and understanding what factors should influence your decision-making in the year ahead.

#### **What We'll Cover:**

- How to evaluate whether now is the right time for your school to buy, build, or renovate based on your financial position and enrollment trajectory.
- What's happening in the construction and development market, along with realistic timeline expectations and how to plan for potential delays.
- Hear from a school leader who recently made a major facility investment about their decision-making process, timing considerations, and lessons learned.

**WELCOME NEW MEMBER!!**

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