



TO: EPC Representatives

FROM: Ken Swink, Director

DATE: November 8, 2018

RE: Minutes of November 6, 2018

The Southwestern Ohio Educational Purchasing Council met at its regular meeting on November 6, 2018 at 12:30 p.m. at Aullwood Audubon Center, 1000 Aullwood Road, Dayton, Ohio. Executive Board Committee Chairperson, Ken Lackey, called the meeting to order.

MEMBERS PRESENT: Jim Atchley, Ansonia; John Stephens, Arcanum-Butler; Kevin Liming, Bellbrook-Sugarcreek; Joe Hurst, Carla Surber, Bradford; Randy Drewyor, Bright; Jeffrey Requarth, Brookville; Dan Bassler, Carlisle; Chad Mason, Cedar Cliff; Ken Schmiesing, Celina; Jon Wesley, Centerville; Carol Forsythe, Covington; Mike Gray, Dark Co ESC; Kathy Reno, Dayton Christian; John Stanley, East Clinton; Rachel Tait, Jeff Parker, Eaton; Jeff Patrick, Fairborn; Justin Firks, Fort Recovery; Jeremy Pequignot, Franklin Monroe; Eva Anderson, Greene Co Career; Jacob McGrath, Greeneview; Bonnie Baldrige, Greenfield; Brad McKee, Greenon; Jenna Jurosic, Greenville; Ken Lackey, Kettering; Emily Houser, Michelle Miller, Elaine Wharton, Legacy Christian; Jerry Ellender, Mad River; David Larson, Miami Co ESC; Scott Gilbert, Angie Arnett, Ravella Lawson, Miamisburg; Andrew Kinder, Montgomery Co DDS; Robert Fischer, National Trail; Dale Miller, Northeastern; Ann Ferraro, Brandon Knecht, Northmont; Jeremie Hittle, Piqua; Shawn Hoff, Preble Co ESC; Matt Bishop, Lori Green, Preble Shawnee; Jean Borchers, Russia; Travis Mayabb, Shelby Co DD; Jason McClain, Sidney; Diane Eutsler, Brenda Core, Spencerville; Brad McKee, Springfield Clark CTC; Robin Laman, St Marys; David Stephens, Tipp City; Denny Dyer, William Derringer, Tri County North; Josh Sagester, Tri Village; Jeff Price, Troy; Tearalee Riddlebarger, Twin Valley; Robert Huelsman, Urbana; Marcus O'Brien, Vandalia Butler; Aaron Moran, Versailles; Chelsea Baldwin, West Liberty Salem; Curt Bone, Wilmington; Bryan Shirey, Xenia; Ken Swink, Doug Merkle, Stephanie Zinger, Sue Hartenstein, Connie Wright, Robin Houston, Jean Ann Cloud, Bonnie Berkemeyer, EPC.

Presentation - Mr. Ken Schorsch of Christ Hospital Joint & Spine Center – Center of Excellence for Spine Surgery, Knee & Hip Replacements gave a brief presentation on the benefits of their “Bundled Payment” system.

2019-6. Approval of Minutes - Motion of Jeff Patrick, seconded by Mike Gray, that the [minutes of September 11, 2018](#) be approved. Motion carried.

COMMITTEE REPORTS

Audio Visual – No Report. Current Audio Visual Pricing may be viewed [here on the EPC Website](#).

Classroom Supplies – Ken Swink reported that we are considering exercising our option to extend Classroom & Office Supply Pricing with our current vendors. Information on this extension will be reported at the December membership meeting. Current EPC Classroom and Office Supply [pricing is available on the EPC Website](#) and is valid through January 31, 2019.



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Custodial Supplies/Air Filters – [Christy Fielding](#) of [Waibel Energy Systems](#) reminded the membership of their discounted Air Filter Pricing program. Please contact Christy with any questions or if you need assistance. You may view all [EPC Custodial pricing](#) as well as [Air Filter Pricing from Waibel](#) on the EPC Website.

Fine Paper – Ken Swink stated that the current paper pricing with Sterling Paper and Veritiv is valid through December 31, 2018. Veritiv's Comet USA (6273954) 8 ½ x 11 White Copy Paper is \$29.98 and Sterling Paper's School 055235/Alma Office 8 ½ x 11 White Copy Paper is \$29.36. Both vendors will still offer a 1% discount if paid in net 30 days and further possible discounts on half or full truck loads upon contacting the vendor directly. [Pricing for all sizes and colors is on the EPC Website.](#)

Food Service – Stephanie Zinger announced that the EPC is continuing to assist districts with the state procurement requirements. Any district needing assistance is encouraged to contact the EPC so we can walk you through the process.

Bonnie Berkemeyer, the newest addition to the EPC Office, reminded everybody that she is available to consult on your district food service operations. Consulting services may be customized to meet each district's needs in the areas of operations, fiscal management, staffing, compliance, audit assistance, training and more.

Insurances – Doug Merkle reported that district wellness program money is included in the rebate checks that are being distributed at today's meeting. The current year's wellness programs kicked off October 1st. Contact the EPC's Benefit Office with any questions.

LED Lighting & Energy Savings Programs – [Belinda Kenley](#) of [Energy Optimizers, USA](#) was on hand to remind our EPC members of our LED Lighting & Energy Savings Program. A [flyer highlighting Energy Optimizers USA's LED Flat Panel lighting](#) for schools was included in the meeting packet. [Bulb Pricing](#) and [Case Studies](#) from Energy Optimizers USA, Verde and AEPA Vendor Facility Solutions are available on the [EPC Website](#).

Liability Insurance – Ken Swink stated that there will be a meeting at Aullwood Audubon Center on December 11th at 10:00 a.m. for all districts participating in the EPC LFP Program. Lunch and the December EPC General Meeting will be held immediately afterwards.

Library Books – Ken Swink shared a flyer from EPC Approved Vendor – [Follett Library Resources](#). You may view all EPC Approved Library Book Discounts at www.epcschools.org/programs.html#library.

2019-7. Transportation – Ken Swink reported that the 2018-19 EPC Bus Bid Opening was held on November 2nd. All Bus Bid Documents and Results are available to view at www.epcschools.org/bus.html. You can download the spreadsheet showing all available bus types and sizes side by side for comparison. For any districts that did not participate in this year's bus bid by filling out our survey and/or participating in our Legal Advertisement – you may still use this bid! When we publish our Legal Advertisement we list each interested district along with the words “and ALL members of the Southwestern Ohio Educational Purchasing Council”. Therefore, ALL EPC Member Districts are covered on the legal advertisement and bid. It is necessary for your district to pass a Board Resolution prior to



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purchasing. Motion by Jon Wesley, seconded by Isaac Seevers to accept the Bus Bid Pricing. Motion carried. If you need any assistance reviewing the spreadsheet or need anything hidden to make viewing easier, feel free to [contact Robin Houston for assistance](#).

Ken also reported that Beau Townsend Ford currently has four 4 x 4 Ford F 250 single cab, long bed trucks in stock and two 10 passenger vans in stock at EPC pricing. This will help with the long order times when district needs a vehicle quickly. Please contact Colt Walden at 937-271-9825, Colt@BTFord.com.

2019-8. Utilities – As discussed at our September Membership Meeting, both the Ohio School Consortium Board and the Natural Gas Hedging Committee unanimously recommended going out for bid to secure a supplier contract between July 1, 2020 – June 30, 2023. Once a new supplier contract is in place, we will have the opportunity to hedge gas that is currently priced at a 17 year low. Our attorneys are finalizing a new Master Supply Agreement that will be sent to each participating district for signature. A copy of the new [EPC Direct Basis](#) and the [Physical Basis information from last March](#) is in the meeting packet. Motion by Robert Fischer, seconded by Jeff Price to accept the new basis pricing bid from Direct Energy. Motion passed.

Worker's Compensation – No report.

DIRECTOR'S REPORT

Financial Report – Stephanie Zinger reviewed the financial summary of the general operating fund. The [balance of the General Fund](#) as of September 30, 2018 was \$530,386.78

Summary of 2017-2018 Rebates – Stephanie Zinger reviewed the 2017-18 EPC Program Rebate Report which includes rebates for the Food Service GFS Prime Vendor Agreement, Bakery, Reiter & Smith Dairy's Rebate for invoices paid in 28 days or less as well as the EPC Medical Insurance Wellness rebates, Fine Paper and Classroom/Office Supplies rebates. Rebate checks were passed out at today's meeting. Any checks not picked up today will be mailed out to the EPC member districts. If you have any questions or concerns in regards to the Rebate Checks or If there is an area in which your district did not receive a rebate and would like to learn how to earn one for this school year we'd be happy to help you, just let us know!

EPC Hospitality Suite - The EPC, along with American Fidelity, Arthur J. Gallagher Company and Hunter Consulting, will be again be hosting a Hospitality Suite on Monday, November 12th from 4:30 – 7:00 p.m. at the OSBA Capital Conference. Please join us at the Hyatt Regency in the Delaware Rooms C & D. [A flyer was distributed](#) with additional information. [Please RSVP to this event by emailing Cristi Goldshot](#).

Vendor Lunch Sponsorship - The EPC would like to thank [Energy Optimizers USA](#) for sponsoring our EPC General Membership Meeting Lunch. You may reach [Greg Smith](#), [Belinda Kenley](#) or [Brad Neavin](#) if you would like to reach out to them with questions on their LED Bulbs and/or Energy Savings Programs.

Meeting adjourned at 1:15 p.m.