



**TO: EPC Representatives**

**FROM: Ken Swink, Director**

**DATE: February 19, 2019**

**RE: Minutes of February 12, 2019**

The Southwestern Ohio Educational Purchasing Council met at its regular meeting on December 11, 2018 at 12:30 p.m. at Aullwood Audubon Center, 1000 Aullwood Road, Dayton, Ohio. Executive Board Committee Vice Chairperson, Scott Gilbert, called the meeting to order.

**MEMBERS PRESENT:** Jim Atchley, Ansonia; John Stephens, Arcanum Butler; Shawn Brown, Auglaize Co ESC; Kevin Liming, Bellbrook-Sugarcreek; Jody Jones, Botkins; Dan Bassler, Carlisle; Jon Wesney, Centerville; Kyle Lewis, Clinton DD; Gene Gooding, Covington; Mike Gray, Dark Co ESC; John Stanley, East Clinton; Jeff Patrick, Fairborn; Keith Doseck, Fairlawn; Deanna Knapke, Fort Recovery; Jeremy Pequignot, Franklin Monroe; Isaac Seevers, Greeneview; Bonnie Baldrige, Greenfield; Jenna Jurosic, Greenville; Jerry Ellender, Mad River; Heather Cramer, Marion; Kurt Wendel, Mercer Co ESC; David Larson, Miami Co ESC; Scott Gilbert, Miamisburg; Kay Altenburger, Milton Union; Andrew Kinder, Montgomery Co DDS; Robert Fischer, National Trail; John Kronour, Shawn Blazer, Northeastern; Ann Ferraro, Northmont; Brandon Knecht, Shawn Hoff, Preble Co ESC; Jason McClain, Sidney; Jennifer Bruns, St Henry; Robin Laman, St Marys; Gretta Kumpf, Tipp City; Denny Dyer, William Derringer, Tri County North; Josh Sagester, Tri Village; Jeff Price, Troy; Tearalee Riddlebarger, Twin Valley; Anthony Fraley, Upper Valley Career Center; Marcus O'Brien, Vandalia Butler; Becky Mullins, Buck Caulley, Washington Courthouse; Chelsea Baldwin, West Liberty Salem; Curt Bone, Wilmington; Bryan Shirey, Xenia; Ken Swink, Doug Merkle, Stephanie Zinger, Ellen Lewis, Robin Houston, Bonnie Berkemeyer, EPC.

**Presentation** – Belinda Kenley of [Energy Optimizers, USA](#) presented a check in the amount of \$205,284 representing our earnings in the LED Lighting & Energy Savings Programs that we share with the OCEPC. Please [contact Belinda](#) if you are interested in a free Energy Savings Analysis for your school district.

**2019-12. Approval of Minutes** - Motion of John Kronour, seconded by Robert Fischer, that the [minutes of December 11, 2018](#) be approved. Motion carried.

#### COMMITTEE REPORTS

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

**2019-13. Classroom Supplies** – Ken Swink reported that the committee recommended accepting a [one-year price extension](#) with Friends Office, Frey Science, Nasco and School Specialty from February 1, 2019 through January 31, 2020. Motion by Ann Ferraro, seconded by Isaac Seevers, to accept the recommendation to extend with current vendors. Motion carried. Pricing may be viewed on the [EPC Website](#). [Ordering Options](#) and Promotional flyers from [Friends](#), [Nasco](#) & [School Specialty](#) were included in the meeting packet for information.



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**2019-14. Custodial Supplies/Air Filters** – Ken Swink stated that Waibel has offered to extend their HVAC Air Filter Purchasing Program. Motion by Jim Atchley, seconded by Jeff Patrick, to accept the Air Filter pricing. Motion carried. [Purchasing information and pricing](#) was distributed in the meeting packet and may be viewed on the EPC Website.

**Fine Paper** – Ken Swink reported that the cut paper (copy paper) market would be seeing pricing increases nationwide due to the “Amazon Effect”. Several paper mills that made cut paper will be changing over to corrugated/cardboard boxes for shipping as they offer a larger profit overall. The EPC is currently out to bid for copy paper. We recommend that you begin looking at your current paper inventory and wait to see what the awarded pricing will be at the March EPC General Membership Meeting. New pricing will not begin until April 1<sup>st</sup>, so you will have a window of time to decide which pricing is best. [Current pricing is on the EPC Website.](#)

**Food Service** – Stephanie Zinger announced that the EPC Food Service Committee will be meeting April 23<sup>rd</sup> to discuss 2019-20 Food Service bid awards. This will allow districts to plan next year’s menus well ahead of leaving for the summer.

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 reminded the membership she is available for consulting on your food service program needs. Services may be customized to meet each district’s needs in the areas of operations, fiscal management, staffing, compliance, audit assistance, training and more. [Contact Bonnie](#) if you have any questions or are interested in her assistance.

**Insurances** – Doug Merkle reported we are currently planning renewal meetings for late March. Since the program has expanded and we would like to be able to include groups that are not near the EPC Offices, we will be looking into the possibility of alternate locations or using some sort of online or video conferencing solution so everybody has the opportunity to participate.

**LED Lighting & Energy Savings Programs** – [Belinda Kenley](#) of [Energy Optimizers, USA](#) thanked the EPC members for extending the LED Lighting & Energy Savings Program for an additional year. Contact Belinda if your district is interested in a free energy audit. Recently lowered [Bulb Pricing](#) and [Case Studies from Energy Optimizers USA](#) is available on the [EPC Website](#). A [flyer on LED Flat Panels](#) was included in the meeting packet.

**Liability Insurance** – Ken Swink stated that now is a great time to request an EPC Liability, Fleet & Property quote as they are looking very competitive and have great coverages.



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**2019-15. Transportation** – Ken Swink reported that the Transportation Supplies Committee reviewed quotes and prepared recommendations for Transportation Supplies and Bus Cameras. The following vendors were recommended for approval: 247/Security Inc., American Bus & Accessories, AngelTrax/IVS, Carroll Wuertz Tire, Dayton Quality Starter, Gem City Tire, Grismer Tire, Seon/REM Communications, Sumerel Tire Service, Texas Refinery and Transportation Accessories (TAC). Motion by Jon Wesney, seconded by John Kronour, to accept the vendor recommendations. Motion carried. [Transportation Supply](#) and [Bus Camera Pricing](#) was distributed and is available on the [EPC Website](#).

Ken also shared information from Beau Townsend's for those that are interested in [purchasing personal vehicles](#). Approximately 90 Passenger Vans and Pickup Trucks have been purchased for our member school districts so far for the most recent model year with Beau Townsend. They also currently have in stock 1 – F250, 1 – F350 Plow truck and 1 – 10-Passenger Van in inventory. They also have 6 additional 10-Passenger Vans on order to be delivered the first week of April that will meet most district's needs.

**Utilities** – Ken Swink reminded the membership that at the December 11, 2018 EPC General Membership Meeting, EPC Executive Board Chairperson Ken Lackey asked for opinions on hedging and all agreed to support and follow the recommendations that Natural Gas Consultant Mark Jergens presented in his PowerPoint to hedge 50% for years 2020-21, 2020-22 and 2022-23. On December 28, 2018, a 50% hedge of contracted volumes was secured for July 2020 – June 2023 at \$2.79. [A summary of these hedges was included in the meeting packet.](#)

**Worker's Compensation** – Doug Merkle announced that the [Ohio Safety Congress Expo](#) will be held March 6<sup>th</sup> through March 8<sup>th</sup>. You may go to [www.ohiosafetycongress.com](http://www.ohiosafetycongress.com) for additional information. Doug also let us know that you may view articles on the [BWC School Safety & Security Grant Program as well as Policy Activity Rebate Overviews](#) that was provided by Hunter Consulting on the EPC Website.

**DIRECTOR'S REPORT**

**Financial Report** – Stephanie Zinger reviewed the [financial summary](#) of the general operating fund. The balance of the General Fund as of January 31, 2019 was \$323,867.01.

**AEPA** – Ken reviewed flyers from AEPA Vendors [Schutt Sports Equipment](#), [Beam Clay Athletic Supplies](#) and [National Business Furniture](#).

Meeting adjourned at 1:07 p.m.