



TO: EPC Representatives

FROM: Ken Swink, Director

DATE: May 20, 2019

RE: Minutes of May 14, 2019

The Southwestern Ohio Educational Purchasing Council met at its regular meeting on May 14, 2019 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: Jody Jones, Botkins; Carla Surber, Bradford; Dan Bassler, Carlisle; Jon Wesney, Centerville; Carol Forsythe, Covington; Mike Gray, Dark Co ESC; John Stanley, East Clinton; Rachel Tait, Eaton; Deanna Knapke, Fort Recovery; Jacob McGrath, Greeneview; Brad McKee, Greenon/Springfield Clark CTC; Jenna Jurosic, Greenville; Amy Ayers, Hardin Houston; Gary Doll, Huber Heights; Emily Houser, Elaine Wharton, Legacy Christian Academy; Jerry Ellender, Mad River; Lisa Fahncke, Miami East; Scott Gilbert, Miamisburg; Teresa Featheringham, Midwest Regional ESC; John Kronour, Northeastern; Ann Ferraro, Brandon Knecht, Northmont; Julie Gibson, Northwestern; Shawn Hoff, Preble Co ESC; Lori Green, Matt Bishop, Preble Shawnee; Jean Borchers, Russia; Ben Kitchen, Southeastern; Denise Robinson, Tecumseh; Gretta Kumpf, Tipp City; Denny Dyer, Tri County North; Kim Chowning, Tri Village; Jeff Price, Troy; Tearalee Riddlebarger, Twin Valley; Anthony Fraley, Pat Gibson, Upper Valley Career Center; Robert Huelsman, Urbana; Marcus O'Brien, Vandalia Butler; Jack Haag, West Carrollton; Curt Bone, Wilmington; Bryan Shirey, Xenia; Ken Swink, Doug Merkle, Ellen Lewis, Cristi Goldshot, Robin Houston, EPC.

2019-19. Approval of Minutes - Motion of John Kronour, seconded by Ann Ferraro, that the minutes of [March 12, 2019](#) be approved. Motion carried.

COMMITTEE REPORTS

Audio Visual – Ken Swink announced that Camcor is offering our members free Kensington branded technology items in return for their opinion through July 31, 2019. Review the conditions of the [program along with the available items to choose](#) from in the meeting packet. You may choose up to one of each item from the list as you wish but only one submission per school district is allowed. Due to the popularity of this offer there is a delay in getting request confirmations so please be patient. Current Audio Visual Pricing may be viewed [here on the EPC Website](#).

2019-20. Carpet Tiles - Ken Swink announced a new contract period through April 30, 2019 with Interface Carpeting. Motion by Jon Wesney, seconded by Mike Gray, to accept the new Carpet Tile pricing. Motion carried. You may view additional information and pricing on the [EPC Website](#).



May 14, 2019 Minutes

Page 2

Classroom Supplies – Please be sure to share the list of [Vendor Fair Seminars](#) with your district: Friends Office will be sponsoring a workshop for Office Staff – “[Streamline Your Office Processes](#)” and School Specialty will again be holding a seminar geared towards teachers – “[Instruction & Intervention with Wordly Wise](#) – Building & Strengthening Student’s Academic Vocabulary through Direct Instruction”. You may view additional information on our event as well as RSVP for seminars at www.epcschools.org/VendorFair.html.

Current EPC Classroom and Office Supply Pricing may be viewed on the [EPC Website](#).

Custodial Supplies/Air Filters – [Christy Fielding](#) of [Waibel Energy Systems](#) reminded the membership that they recently extended their Air Filter program with the EPC. [Purchasing information and pricing](#) may be viewed on the EPC Website. Christy also shared a School Safety & Security Grant Program through the BWC as well as another School Safety Grant that was recently shared by Governor Mike DeWine.

Ken Swink also notified the membership that Custodial supply pricing was rolled into the Food Service Program since it is so closely related to Food Service Chemicals and Cleaning Supplies. You may view the new Custodial Pricing that will begin on July 1st on the [EPC Website](#).

Fine Paper – No Report. [Current pricing](#) is available on the EPC Website and is valid through June 30th.

2019-21. Food Service – Ken Swink announced that the EPC Food Service committee recently awarded over \$140 Million dollars in food service bids on behalf of the EPC and 4 other co-ops which will represent roughly 1 Million children in Ohio. These bid decisions are now available prior to the current school year ending to allow our food service directors to begin planning 2019-20 school year menus. A [summary of these new awards](#) was included in the meeting packet but EPC Food Service Directors may access the full pricing information via our special EPC Dropbox Link, which has already been communicated to them via email. (Please contact [Stephanie Zinger](#) if you need that link.) Awards include Commercial Foods (GFS, Rightway & Sysco), USDA/Commodity Foods (GFS & Sysco), Paper/Plastics (Alcor, GFS, Ricking/Joshen & Rightway), Smallwares & Chemicals (Alcor, GFS, Ricking/Joshen & Sysco), Custodial (Alcor, Friends, GFS & Sysco), Dairy (Reiter & Smith), Bakery (Aunt Millie’s, Klosterman & Nickles), Produce (Creation Gardens & W.R. Hackett), Ice Cream (Hershey’s & Velvet), Menu/Nutritional Sharing (Mealview), Kitchen Equipment (Bushong & Middleby) and Multiteria is offering EPC Members discounts on their cafeteria decorating concepts. Motion by Jack Haag, seconded by Pat Gibson, to accept the new Food Service pricing. Motion carried.

Ken also announced that the EPC is now offering [Food Service Training Opportunities](#) which include [ServSafe Level 2 Manager Training](#) at \$175/person, [Common Mistakes in Child Nutrition Programs](#) at \$15 /person, [Administrative Review & Procurement Review Tips](#) at \$45/person and [National School Lunch & Breakfast Program Basics](#) at \$45/person. Bonnie Berkemeyer is also available for on-site training or consulting that is specific to your district at \$75 per hour. Please [contact Bonnie](#) with any questions or if you would like additional information.

Insurances – Doug Merkle said that the EPC is working on wrapping up renewals. Communications will be going out via email to announce Open Enrollment information and Benelogic Training over the summer.



May 14, 2019 Minutes
Page 3

LED Lighting & Energy Savings Programs – [Justin Smith](#) of [Energy Optimizers, USA](#) reminded the membership that if your district is interested in a free energy audit to please contact them. A [flyer advertising advantages](#) for schools, Energy Savings Measurers they cover as well as a list of completed projects in Ohio was included in the meeting packet. Recently lowered [Bulb Pricing](#) and [Case Studies from Energy Optimizers USA](#) is available on the [EPC Website](#).

Energy Optimizers, USA will be holding a free seminar at our 30th Annual EPC Educational Vendor Fair with the topic of: [Facility Improvement Projects – No Levy & No Cash Required](#). [Click here to RSVP for this free seminar](#).

Liability Insurance – Ken Swink reported that participating school districts in the EPC’s Liability, Fleet & Property Program met earlier today at the Aullwood Audubon Center to receive very favorable renewals for next school year. Please [contact the EPC Office](#) if you are interested in receiving a quote.

2019-22. Medical Supplies – Ken Swink reported that the Medical Supply Committee has recommended a one-year extension with the current EPC Medical Supply Discount vendors of Henry Schein, Medco Supply Company and School Health. Motion Brandon Knecht, seconded by John Kronour, to accept the Medical Supply pricing extension. Motion carried. [Pricing was distributed and is available on the EPC Website](#).

2019-23. Paints - Ken Swink stated that the Paint pricing has been extended with PPG/Porter Paints and Sherwin Williams. Motion by Mike Gray, seconded by Anthony Fraley, to accept the extension pricing for Paints. Motion carried. [Pricing information was distributed and may also be obtained from the EPC website](#).

Transportation – [Ken Swink stated that the EPC was notified by Colt Walden of Beau Townsend Ford](#) that July 5, 2019 is the last day you can order 2019 Vans and you will not be able to order 2020 vans until October 21, 2019. The last day you can order trucks is August 2, 2019 and you cannot begin ordering 2020 trucks until November 10, 2019. Please [complete our survey](#) for Beau Townsend Ford to let them know if you would prefer F250 or F350 Trucks so they can pre-stock these items on their lot.

Ken also reminded us that you may view current [Transportation Supply](#) and [Bus Camera Pricing](#) on the [EPC Website](#).

Utilities – Ken Swink gave a brief [update on Natural Gas Hedging](#) and shared [slides showing where we stand](#) though June of 2022. Ken also shared information showing historic and future Capacity for Electricity with IGS. Maha Kashani is emailing to every district information on how the recent DP&L rate distribution case is affecting each individual building account.

Worker’s Compensation – An invitation for [Safety Training Classes](#) that will be held on May 16th at the EPC Offices was distributed.



May 14, 2019 Minutes
Page 4

DIRECTOR'S REPORT

Financial Report – Ken Swink reviewed the [financial summary of the general operating fund](#). The balance of the General Fund as of April 30, 2019 was \$407,865.12.

Automated External Defibrillators (AEDs) - OCEPC pricing of AED's, which is lower than state pricing, has been extended with LifeServers/AEDventure through March 31, 2020. [Additional information regarding the AED program](#) is on the EPC Website.

AEPA – Flyers on [High School Laboratory Seating](#) and [Tables](#) from Biofit and [End of Year Purchasing from Quill](#) were included in the packet. The current [2019-2020 AEPA Brochure](#), which is valid from March 1, 2019 through February 29, 2020, was also distributed and is available on the EPC Website. This year's brochure includes areas such as Athletic Field Turf, Athletic & Recreational Lighting, Hardwood & Synthetic Flooring, Playground Recreation Structures, Roofing, Scoreboards/Marquee Signage and more.

Vendor Fair – [Information on the 30th Annual EPC Educational Vendor Fair](#) was distributed to the membership. This year's event will be held on Wednesday, July 31st at the Wright State University's Nutter Center. A listing of all [scheduled seminars](#) was included in the packet.

Many exciting seminars have been scheduled this year:

- [Strategies for Improving Mental Wellbeing at Work](#) sponsored by Right Direction/Employer's Health – [RSVP Here](#)
- [Streamline Your Office Processes](#) sponsored by Friends Office – [RSVP Here](#)
- [Instruction & Intervention in the Classroom](#) sponsored by School Specialty – [RSVP Here](#)
- [Energy Optimizers USA – Facility Improvement Projects-No Levy & No Cash Required](#) – [RSVP Here](#)
- [EPC Food Service Update \(Free\)](#) – [RSVP Here](#)
- [Food Service – Common Mistakes with School Meal Programs \(\\$15/person\)](#) – [RSVP Here](#)
- [Transportation Supervisors & Staff Update with ODE](#) – [RSVP Here](#)
- **Miami Valley School Business Officials will also be meeting at the Vendor Fair as usual**

District Information Update Request - The EPC is requesting that member districts update us on your school's contact information. This information is used to update our Member Directory as well as send out pertinent emails to the proper contacts. [Please fill out this quick form on our website](#).

Meeting adjourned at 1:09 p.m.