



TO: EPC Representatives

FROM: Ken Swink, Director

DATE: March 23, 2020

RE: Minutes of March 10, 2020

The Southwestern Ohio Educational Purchasing Council met at its regular meeting on March 10, 2020 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: Brian Switzer, Adams Co/Ohio Valley; Jim Atchley, Ansonia; John Stephens, Arcanum Butler; Kevin Liming, Beverly Wetzel, Bellbrook-Sugarcreek; Karen Royer, Bethel-Tate; Chloe Shell, Carla Surber, Joe Hurst, Bradford; Lana Fairchild, Bright; Amy Muhlenkamp, Brookville; Dan Bassler, Carlisle; Linda Leonard, Clark Co Juvenile; Tina Jones, Clark State Community College; Kyle Lewis, Clinton DD; Jenn McCoy, Coldwater; Mike Gray, Darke Co ESC; John Stanley, East Clinton; Jeff Parker, Rachel Tait, Matt Robbins, Eaton; Jeremy Pequignot, Franklin Monroe; Patrick Becker, Harvest Prep; Phil Loudin, Highland DD; Ken Lackey, Kettering; Veronica Gayotin, Lakota; Emily Houser, Elaine Wharton, Legacy Christian; Cheryl Johns, Lima; Jerry Ellender, Mad River; Cheri McClanahan, Manchester; Scott Gilbert, Miamisburg; Robert Fischer, National Trail; Rob Sniegowski, New Bremen; John Kronour, Randy Phares, Northeastern; Ann Ferraro, Brandon Knecht; Northmont; Bob Engel, Northwest; Jeanne Osterfeld, Parkway; Shawn Hoff, Preble Co ESC; Matt Bishop, Lori Green, Preble Shawnee; Rachel Meyer, Southern Ohio ESC; Christopher Nieporte, St Aloysius; Jennifer Bruns, St Henry; Ron Albino, Tracy Myers, St Peter; Kim Nadolny, Tipp City; Bill Derringer, Denny Dyer, Tri County North; Josh Sagester, Tri Village; Jim Putman, Trotwood Madison; Scott Cottingim, Twin Valley; Anthony Fraley, Patrick Gibson, Upper Valley CTC; Robert Huelsman, Urbana; Marcus O'Brien, Vandalia Butler; Mike Watt, Wapakoneta; Curt Bone, Wilmington; Bryan Shirey, Xenia; Belinda Kenley, Energy Optimizers USA; Andrew Conley, Clean Fuels Ohio; Shay Moran, Waibel Energy Systems; Ken Swink, Stephanie Zinger, Doug Merkle, Cristi Goldshot, JeanAnn Cloud, Robin Houston, EPC.

Presentation – Mr. Jeff Price of Hunter Consulting reviewed their [Workers' Compensation Member Discount Program](#).

2020-15. Approval of Minutes - Motion of Robert Fischer, seconded by John Kronour, that the minutes of [February 11, 2020](#) be approved. Motion carried.

COMMITTEE REPORTS

Audio Visual – No report. The Current Audio Visual Catalog is valid through June 30, 2020 and may be viewed on the [EPC Website](#).



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Classroom Supplies – Ken Swink shared a flyer from [Friends Office on their Check Mate Sanitation Program](#) that is designed for quickly sanitizing areas of schools and school buses. [Click here](#) to view the pricing sheets for these items from Friends Office. [School Specialty also provided a flyer](#) which advertises their large selection of available items for schools.

Custodial Supplies/Air Filters – Shay Moran of Waibel Energy Systems reminded the membership that they recently extended their Air Filter program with the EPC. [Pricing is available on the EPC Website](#) and districts are encouraged to contact [Christy Fielding](#) of [Waibel Energy Systems](#) with questions or to setup an account with Waibel.

2020-16. Fine Paper – Ken Swink stated that paper pricing with Sterling Paper, Veritiv and Office Depot has been extended through June 30, 2020. Sterling Paper has the lowest price with their SchoolPaper School055235 8 ½ x 11 White Copy Paper at \$28.90 per case. Veritiv's Comet 92 10465123 8 ½ x 11 White Copy Paper will remain without change at \$28.95 and Office Depot's White Box 8 ½ x 11 White Copy Paper will remain unchanged at \$30.99 per carton. Both Sterling Paper and Veritiv 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. Motion by Ann Ferraro, seconded by Josh Sagester to accept the paper extension. Motion carried. Current and new pricing for all sizes and colors is on the [EPC Website](#).

Food Service – Stephanie Zinger announced that the EPC will soon be putting over \$175 Million dollars in food service bids out on behalf of the EPC and 4 other co-ops which will represent roughly 1 Million children in Ohio. Final bid decisions will be available prior to the current school year ending to allow our food service directors to begin planning 2020-21 school year menus before this school year ends. If you need food service related assistance or have procurement questions please contact [Stephanie Zinger](#) or [Bonnie Berkemeyer](#).

Insurances – Doug Merkle reported that renewals will be going out in the latter part of May so we can get a better understanding of the trends into 2020 and how the 19-20 renewal premiums are performing versus current claims. Please contact [Ellen Lewis](#) if you need someone to meet with your district's committees or negotiating teams concerning benefits.

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 through January 31, 2021. Contact Belinda if your district is interested in a free energy audit. You may view current LED [Bulb Pricing](#) on the EPC Website. A flyer on [Facility Improvement Projects](#) was included in the packet.

Liability Insurance – Pat Gibson reported that the EPC's Liability, Fleet & Property Insurance Committee will be meeting at the EPC Office on April 14th and all districts that participate in the program is set to meet at Aullwood on May 12th. Please [contact the EPC Office](#) if you are interested in receiving a quote for the EPC's LFP Program.

Ken Swink also reviewed a list [of Coronavirus \(COVID-19\) Fighting Products](#) that was provided by the EPC's Liability Fleet & Property Insurance broker – Arthur J. Gallagher.



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Security Cameras – The [OCEPC](#) (Ohio Council of Educational Purchasing Consortia), of which the EPC is a part of, has recently awarded a bid for Security Cameras to Konica Minolta. A [Grant Application Guide on School Violence Prevention](#) was provided by Konica Minolta and distributed to the membership. A flyer in their Smart Camera Solutions was included in the packet and their [Brochure](#) is available on the EPC Website. Feel free to contact Mr. Gary Ell at gell@KMBS.konicaminolta.us or 740-412-6802 if you have any questions.

Transportation – Ken Swink requested districts to respond to our survey to let us know if your district has purchased [School Buses](#). Responding to this survey will assist us in approving our bidding process. Districts may view current [Transportation Supply](#) and [Bus Camera Pricing](#) on the EPC Website.

Ken also reminded the membership that [Mr. Andrew Conley](#) of [Clean Fuels Ohio](#) will be holding a meeting on possible Fuel Grant Opportunities and Alternative Fuels. [A summary of topics to be covered was distributed.](#)

Vehicles – Ken Swink asked that any district that has purchased [a Passenger Van or Pickup Truck to fill out our online survey](#). Any districts that interested in purchasing vehicles may contact Mr. Colt Walden at colt@btford.com or 937-264-2126 directly to order or with any questions.

Utilities – Ken reported the US now exports about 7.5 Bcfd of LNG natural gas and is expanding in the next 24 months to 10.2 Bcfd. This represents about 12% of all natural gas produced annually in the US. The overall market bias of energy markets was decidedly bearish before the coronavirus, and now the bearish case is even more magnified. Due to the mild winter, our total consortium spend as a group is now projected to be \$1,306,868 lower this fiscal year. The market is currently about \$.09 above the \$2.49 watch level for further hedging in fiscal year 2022-23.

Worker's Compensation – A [Grant Application Guide for the Ohio Bureau of Workers' Compensation School Safety and Security Grant Program](#) was included in the meeting packet.

DIRECTOR'S REPORT

Financial Report – Stephanie Zinger reviewed the [financial summary of the general operating fund](#). The balance of the General Fund as of February 29, 2020 was \$481,557.52.

AEPA – Ken Swink reviewed a [flyer from a new AEPA Vendor - Bobcat](#) as well as the [new AEPA Brochure](#) of all approved vendors from March 1, 2020 through February 28, 2021.



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EPC General Membership Schedule Change – The EPC opened up the floor to discuss the possibility of changing the official EPC General Membership Schedule. The General Membership currently meets the second Tuesday of each September, December, February, March, May and June as well as the first Tuesday of November each school year. [The proposed Resolution](#), which was shared with the membership for informational purposes, proposes to change these meetings to the second Tuesday of September, January, March and May as well as the first Tuesday of November.

EPC Vendor Fair - The 31st Annual EPC Educational Vendor Fair is being planned for Wednesday, July 29, 2020. [A Save the Date flyer was included in the packet.](#)

Meeting adjourned at 1:06 p.m.