



**TO: EPC Representatives**

**FROM: Ken Swink, Director**

**DATE: January 13, 2021**

**RE: Minutes of January 12, 2021**

The Southwestern Ohio Educational Purchasing Council virtually met for its regular meeting on January 12, 2021 at 1:00 p.m. via Zoom. Executive Board Committee Chairperson, Ken Lackey called the meeting to order.

**MEMBERS VIRTUALLY PRESENT:** Brian Switzer, Adams Co/Ohio Valley; John Stephens, Arcanum Butler; Jeff McPheron, Botkins; Jeff McPheron, Botkins; Joe Hurst, Carla Surber, Bradford; Dan Bassler, Carlisle; Tom Sommer, Celina; Jon Wesney, Centerville; Julie Wallace, Clark Co ESC; John Espy, Clermont Northeastern; Jenn McCoy, Coldwater; John Stanley, East Clinton; Rachel Tait, Jeff Parker, Eaton; Jeff Patrick, Fairborn; Deanna Knapke, Fort Recovery; Jeremy Pequignot, Franklin Monroe; Eva Anderson, Greene CC; Ken Lackey, Kettering; Matt Luecke, Kings; Jerry Ellender, Mad River; Kerry Johnson, Miller City-New Cleveland; Jeff Winchester, Mississinawa; Robert Fischer, National Trail; Greg Williams, New Lebanon; John Kronour, Northeastern; Ann Ferraro, Brandon Knecht, Northmont; Shawn Hoff, Preble Co ESC; Jean Borchers, Russia; Ben Kitchen, Southeastern; Joe Fouche, Springfield; Jennifer Bruns, St Henry; Kim Hagen, Tipp City; William Derringer, Tri County North; Janice Allen, Trotwood Madison; Jeff Price, Troy; Anthony Fraley, Upper Valley CC; Charles Thiel, Urbana; Marcus O'Brien, Vandalia Butler; Aaron Moran, Versailles; Buckie Caulley, Washington Court House; Jack Haag, West Carrollton; Chelsea Baldwin, West Liberty Salem; Bryan Shirey, Xenia; Jeff Eyrich, Yellow Springs; John Onnen, Alpha & Omega; Belinda Kenley, Gary Pfister, Energy Optimizers USA; Christy Fielding, Waibel Energy Systems; Ken Swink, Stephanie Zinger, Doug Merkle, Cristi Goldshot, Robin Houston, EPC.

**2021-10. Approval of Minutes** - Motion of Jeff Parker, seconded by Robert Fischer, that the minutes of [November 3, 2020](#) be approved. Motion carried.

#### COMMITTEE REPORTS

**Audio Visual** – No report. Discounts are valid until June 30, 2021 and may be viewed on the [EPC Website](#).

**2021-11. Classroom Supplies** – Ken Swink reported that the committee recommended [accepting a one-year price extension](#) with Friends Office, Nasco and School Specialty/Frey Science from February 1, 2021 through January 31, 2022. Motion by John Kronour, seconded by Brian Sweitzer, to accept the recommendation to extend with current vendors. Motion carried. The current pricing which ends January 31<sup>st</sup> along with the new pricing that begins on February 1<sup>st</sup> are on the [EPC Website](#).



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### **Classroom Supplies Continued.**

Friends Office shared the following information: [Online Ordering Benefits](#), [Friends Office's Teacher Grant to win up to \\$500 worth of school supplies](#), [Victory Electrostatic Sprayer Kits](#), [Covid-19 Protection Items currently in stock](#) and [a flyer on their X-Chair](#).

School Specialty shared the following information: [Compatible Procurement Systems for online ordering](#), [Online Ordering Saves Time Flyer](#), [Step-by-Step on how to setup online ordering](#) and [Benefits of Online Ordering](#).

**Cloud Communication Systems** – No report. You may view their most recent [flyer from Nebula Solutions](#) which reviews their exclusive EPC Member Discount program which is up to 50% off of list price. Some features include: Voice, video conferencing, chat, meetings, fax, call recording and free long distance anywhere in the USA. Contact Nebula Solutions at [epc@nebulasolutionsinc.com](mailto:epc@nebulasolutionsinc.com) or 888-824-1755 with any questions.

**2021-12. Custodial Supplies/Air Filters** – Ken Swink stated that Waibel has agreed to extend their [HVAC Air Filter Purchasing Program](#) through January 31, 2022. Motion by John Kronour, seconded by Carla Surber, to accept the Air Filter Pricing extension. Motion carried. Many filters reflect a decrease in price as more EPC members are now purchasing their filters from Waibel. [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.

**Disinfection as a Service** – John Onnen of [Alpha & Omega spoke to our members about their GermStop Disinfection Service](#) with 30-day antimicrobial protection. Christy Fielding of [Waibel shared information on their Healthy Building Services](#) which includes ventilation, filtration, system disinfection and surface disinfection. Flyers from [Medical Illumination on their Vida Shield UV Air Purification](#) and on how [children with asthma have an increased risk from Covid-19 and how their product can help schools with this](#). If you would like contact information or pricing from any of our three awarded Disinfection as a Service vendors please contact [Robin at the EPC Office](#).

**Fine Paper** – Ken Swink stated that copy paper pricing with Sterling Paper and Veritiv is valid through March 31, 2021. Veritiv's Comet 92 is \$27.94 per case. Sterling Paper, whom has the lowest price, has their American Made 3150-2004 Copy Paper at \$26.50/case. Sterling Paper is also still offering their Boise brand paper at \$26.99 per case. Both Sterling Paper and Veritiv offer an additional 1% discount if paid in net 30 days and further possible discounts on half or full truck loads upon contacting the vendor directly. You may view [current pricing](#) on the EPC Website.

**Food Service** – Stephanie Zinger reported that the SWEPC Commodity program is currently bidding distribution of commodities for our 626 participating schools. For the regular food service program, the EPC Food Service committee has decided to request an extension with all current vendors for the next school year. If you need food service related assistance, have procurement questions or if you are interested in food service consulting assistance please contact [Stephanie Zinger](#) or [Bonnie Berkemeyer](#)-Muckenthaler.



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**Insurances** – Doug Merkle reported that each county’s local health departments are in contact with schools to assist with Covid-19 vaccines. Distribution and assistance differ by county in regards to how vaccines are administered. Please reach out to [Doug Merkle](#) or [Ellen Lewis](#) if your district has any questions or needs assistance.

Doug also announced that the EPC Benefits agreement language has been updated to clarify terminology within the agreement. These updates will be communicated to each school that participates in the EPC health care program.

**LED Lighting & Energy Savings Programs** – [Belinda Kenley](#) of [Energy Optimizers, USA](#) reviewed a flyer on their recently extended [LED Lighting and Energy Savings Programs](#) which includes a map showing their completed projects and endorsements from local school districts. Their [Facility Improvement Projects](#) include LED & Solar Lighting, Doors/Windows/Roofing and HVAC Upgrades without needing a levy passed. Belinda also shared information on their [Opticlean Air Scrubbers](#). You may visit Energy Optimizer USA’s office to view this item in action. Information on how to be eligible to participate in their contest to win an Opticlean Air Scrubber will be sent out in February. Please contact [Belinda](#) if you have any questions or if your district is interested in a [free No Cost Energy and Lighting Audit](#).

**Liability Insurance** – Ken Swink reported that the EPC LFP Committee is working to create an Equity Distribution Program for districts participating in the EPC’s LFP Program for the upcoming Spring renewal meeting. We are fortunate to see our program on solid financial ground as reviewed by our actuary. Please [contact the EPC Office](#) if you are interested in receiving a quote for the EPC’s LFP Program.

**Security Cameras** – No report. You may view additional information on this program with Konica Minolta [here on the EPC website](#).

**Transportation** – Ken Swink shared a [report of all the schools that purchased school buses](#) in the EPC Bus Program between October 31, 2019 and October 30, 2020. If you purchased a bus during this time period and your school is not listed, [please contact us to let us know](#). If you purchased a school bus with the most recent bid that started after October 30, 2020 please fill out our [online survey](#).

**Vehicles** – Ken Swink gave an update on Beau Townsend Ford’s current stock. As of January 12<sup>th</sup> they currently have two Passenger Vans and two F250 4x4 Trucks on their lot. They plan to order four 2021 Passenger Vans that will be in by late spring. Contact Mr. Colt Walden at [colt@btford.com](mailto:colt@btford.com) or 937-264-2126 with any questions.

**Utilities/Natural Gas** – Ken Swink was pleased to report that his discussion this morning with Mark Jergens confirmed that we are 80% hedged for July 2020 – June 2021 and \$35,417 lower than the current market which is at record lows. We are 80% hedged for July 2021 – June 2022 and \$611,302 lower than the current market. The contract ends June 2023 and does allow for a possible 2-year extension. Current weighted market pricing for 2023 – 2024 is now \$2.581 and for 2024 – 2025 is now \$2.557. The winter so far this year has been 13.5% warmer than the 30-year normal but about 2% colder than last winter so far. Storage is very full with a 169 Bcf year over year surplus which should limit market swings if a polar vortex comes as some forecasters are predicting.



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**Utilities/Electricity** – Ken Swink also spoke with Maha Kashani from IGS Energy this morning and she reminded us that all 5 peak days occurred last summer in July when schools were not in session, which is good news for how next year's capacity rates will be set. When the June 22 capacity rate is set in late March, Maha plans to email to each participating district showing how this rate will affect the utility side of your invoice. She also said that HB 6, the bail out for Ohio's nuclear plants, is facing a possible repeal in the legislature but has not happened yet. This is the Larry Householder and First Energy legislation that everyone in Ohio, including schools that receive an electricity bill regardless of utility served, pays a rider premium. Also, our electricity market timing to lock in rates continues to be very good as only one brief time during the last 3 years has the market dropped slightly below during the end of March 2020 when the stock market dropped 34% during the beginning of the pandemic. So during the past 3 years, our contract price has been very beneficial to our members. Our contract with IGS ends June 2024. Ken said he feels really good about where we are for both electricity and natural gas.

**Worker's Compensation** – Doug Merkle reported that Open Enrollment information will be sent out from Hunter Consulting in March. Please contact [Hunter Consulting](#) with any questions.

#### **DIRECTOR'S REPORT**

**Financial Report** – Stephanie Zinger reviewed the [financial summary of the general operating fund](#). The balance of the General Fund as of December 31, 2020 was \$528,559.35

**AEPA** – A flyer from [School Specialty highlighting their 1% rebate on all online orders](#) was included in the meeting packet.

Meeting adjourned at 1:41 p.m.