



**TO: EPC Representatives**

**FROM: Ken Swink, Director**

**DATE: March 11, 2021**

**RE: Minutes of March 9, 2021**

The Southwestern Ohio Educational Purchasing Council virtually met for its regular meeting on March 9, 2021 at 1:00 p.m. via Zoom. Executive Board Committee Chairperson, Ken Lackey called the meeting to order.

**MEMBERS VIRTUALLY PRESENT:** Jim Atchley, Ansonia; John Stephens, Arcanum Butler; Megan Thompson, Blanchester; Dan Bassler, Carlisle; Chad Mason, Cedar Cliff; Jon Wesney, Centerville; Kyle Lewis, Clinton Co DD; Carmen Siefring, Covington; Robin Fisher, Dayton Regional STEM; John Stanley, East Clinton; Rachel Tait, Jeff Parker, Eaton; Joel Parker, Elida; Bill Westerbeck, Fairfield City; Jacob McGrath, Greeneview; Amy Ayers, Hardin Houston; Ken Lackey, Kettering; Jerry Ellender, Mad River; David Larson, Miami Co ESC; Scott Gilbert, Miamisburg; Andrew Kinder, Montgomery Co DDS; John Kronour, Northeastern; Brandon Knecht, Northmont; Jean Borchers, Russia; Beth Justice, Rachel Meyer, Southern Ohio ESC; Brenda Core, Spencerville; Nicole Cottrell, Springfield; Kim Hagen, Tipp City; William Derringer, Tri County North; Jeff Price, Troy; Anthony Fraley, Pat Gibson, Upper Valley CC; Marcus O'Brien, Vandalia Butler; JoAnna Carrahar, Williamsburg; Curt Bone, Wilmington; Belinda Kenley, Gary Pfister, Energy Optimizers USA; Christy Fielding, Waibel Energy Systems; Ken Swink, Stephanie Zinger, Doug Merkle, Cristi Goldshot, Robin Houston, EPC.

**2021-13. Approval of Minutes** - Motion of David Larson, seconded by John Stephens, that the minutes of [January 12, 2021](#) be approved. Motion carried.

**2021-14. Membership Applications** – Ken Swink reported that [Amanda-Clearcreek Local Schools](#), [City of Bowling Green](#) and [Western Brown Local Schools](#) have requested membership in the EPC. The Executive Board at its March 9<sup>th</sup> morning Zoom meeting recommended presentation of the new districts/city to the general membership for approval. Motion of Jim Atchley, seconded by Scott Gilbert, that they be approved for membership. Motion carried.

#### COMMITTEE REPORTS

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

**Classroom Supplies** – Ken Swink reported that current pricing may be viewed on the [EPC Website](#). Flyers from [School Specialty's Trio Plus Air Purifier](#) and [Friends Office's AeraMax Air Purifiers](#), [CARES Funding Information](#) and their [\\$500 Teachers Grant](#) were shared with the membership.



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**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.

**Custodial Supplies/Air Filters** – [Christy Fielding of Waibel Energy Systems](#) reported that Air Filter [Pricing is available on the EPC Website](#) and districts are encouraged to contact her with any questions or to setup an account with Waibel.

**Disinfection as a Service** –Christy Fielding of Waibel shared information on their [Healthy Building Services](#) which includes ventilation, filtration, system disinfection and surface disinfection. If you would like contact information or pricing from any of our three awarded Disinfection as a Service vendors (Alpha & Omega, Waibel Energy Systems and Medical Illumination/VidaShield UV24) please contact [Robin at the EPC Office](#).

**2021-15. Fine Paper** – Ken Swink recommended that members check their paper supply and order before March 31<sup>st</sup> if they are running low. Paper pricing will be going up significantly on April 1<sup>st</sup>. Veritiv's Comet 92 is going from \$27.94 per case to \$29.40. Sterling Paper, whom has the lowest price, has their American Made 3150-2004 Copy Paper going from \$26.50/case to \$27.90 and their Boise brand paper from \$26.99 to \$28.40 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. Motion by Pat Gibson, seconded by David Larson to accept the paper extension. Motion carried. A [paper pricing comparison](#) was distributed. You may view all [current pricing here](#) 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. Zoom meetings invitations will be sent out to EPC food service directors to make award decisions. A flyer advertising the [EPC's Food Service Consulting Services](#) was reviewed. The effects of the COVID pandemic have negatively impacted many foodservice operations financially. Our EPC Food Service Consulting program has successfully brought several member districts back on track. If you need food service related assistance, have procurement questions or if you are interested in our Food Service Consulting assistance please contact [Stephanie Zinger](#) or [Bonnie Berkemeyer](#)-Muckenthaler.

**Furniture** – Ken Swink reviewed a [flyer from School Outfitters](#) that highlights picnic tables that many districts are looking for to use for social distanced outdoor dining. The flyer also included room dividers and other PPE items.

**Insurances** –All districts have been moved to a January renewal as of 1-1-22. We are currently reviewing all data and analyzing options. The benefits committee has met once already and is due to meet again after a full analysis of the numbers. The renewal information will be delivered directly to each district as soon as the decision is made with opportunities given for follow up virtual meetings for further explanations. We expect this information to be delivered in late April to early May. Please reach out to [Doug Merkle](#) or [Ellen Lewis](#) if your district has any questions or needs assistance.



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**LED Lighting & Energy Savings Programs** – [Belinda Kenley](#) of [Energy Optimizers, USA](#) reviewed a flyer on their LED Lighting and Energy Savings Programs and how to prepare and maintain your buildings for staff and students to learn and work in a healthy environment. Their [Facility Improvement Projects](#) include LED & Solar Lighting, Doors/Windows/ Roofing and HVAC Upgrades without needing a levy passed. 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** – Pat Gibson reported that a subcommittee met in January to review current program bylaws and suggested updates. Legal Counsel has now reviewed these suggestions and will be brought before the participating members to approve at their May 11<sup>th</sup> full membership zoom meeting. 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](#).

**2021-16. Transportation** – Ken Swink announced that the Transportation Supply committee has recommend approval for an extension with current transportation supply and bus camera vendors. Vendors include: American Bus & Accessories, Angeltrax/IVS, Carroll Wuertz Tire, Dayton Quality Starter, Dayton Tire, Fortress Mobile, Gem City Tire, Grismer Tire, Seon/REM Communications, Sumerel Tire, Transportation Accessories Co (TAC), Vesco Oil and WS Electronics. Motion by Brandon Knecht, seconded by Jon Wesney, to accept the vendor recommendations. Motion carried. You may view [Transportation Supply](#) and [Bus Camera pricing](#) on the EPC Website.

**Vehicles** – Ken Swink gave an update on Beau Townsend Ford's current stock. As of March 9th, they currently have two 10-Passenger Vans on their lot. They currently have four F250 4x4 Trucks and four F350 4x4 Trucks on order and 4 additional 10-passenger vans with no confirmation of a specific delivery date. Contact Mr. Colt Walden at [colt@btford.com](mailto:colt@btford.com) or 937-264-2126 with any questions.

**Utilities/Natural Gas** – Ken Swink reported that the recent storms that went through Texas revealed a true weakness in variable energy rate programs. The Texas electric market generally experiences a generation rate around \$25 per MWh but during the height of the storms that rate went up to more than \$9,000 per MWh, resulting in some monthly residential bills exceeding \$17,000. Thankfully, our DP&L districts have a locked in low rate from IGS Energy through December 2024 and have zero risk of this happening to them.

Mark Jergens, our natural gas and energy consultant does a monthly report and this month he has changed the format to be more conversational and recent events oriented. I encourage you to [click here to view his March 2021 MEL Report](#).



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**Worker's Compensation** – Doug Merkle shared [Hunter Consulting's AC-3 Temporary Authorization to Review Information Form](#) encouraging all EPC members to request a workers compensation quote. Hunter will send out packets with the standard Hunter fee applied and once all paperwork is received back Hunter will send a follow up letter informing your district that Hunter has received your enrollment forms and an additional 15% EPC Loyalty Fee Discount will be applied to the fee quoted. The EPC Loyalty Fee is available for all EPC members both in the current program and new to the program. For anyone who is not a current member Hunter will beat any competitor quote by 15%. Please contact [Ken Swink](#) or [Hunter Consulting](#) with any questions.

[EPC/Hunter Consulting Safety Training](#) has been scheduled for Monday, March 22<sup>nd</sup> at 9:00 a.m. via zoom. Please email us at [Robin.Houston@epcschools.org](mailto:Robin.Houston@epcschools.org) to sign up for this online training and receive the zoom link to join.

#### **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 28, 2021 was \$448,658.16.

**Automated External Defibrillators (AEDs)** – Ken Swink reported that OCEPC pricing of AED's, which is lower than state pricing, has been extended with AEDventure through March 31, 2022. [Additional information regarding the AED program](#) was shared with the membership and is on the EPC Website.

**AEPA** – Flyers from [CDWG's latest technology](#), [CompleteBook.com's 10% off first order offer](#), [Midwest Technology's complete online catalog](#) and [Best Plumbing Specialties Graffiti Cleanup](#), [best new items](#) and [toilet removal/repair](#) were included in the meeting packet.

Meeting adjourned at 1:34 p.m.