



TO: EPC Representatives

FROM: Ken Swink, Director

DATE: March 14, 2022

RE: Minutes of March 8, 2022

The Southwestern Ohio Educational Purchasing Council met in-person and virtually via Zoom at its regular meeting on March 8, 2022, at 1:00 p.m. at Aullwood Audubon Center, 1000 Aullwood Road, Dayton, Ohio. Executive Board Committee Chairperson, Scott Gilbert called the meeting to order.

MEMBERS PRESENT: Kevin Liming, Bellbrook-Sugarcreek; Karey Royer, Bethel-Tate; Chad Mason, Cedar Cliff; Jon Wesney, Centerville; Michael Gray, Darke Co ESC; John Stanley, East Clinton; Jeff Parker, Eaton; Bonnie Baldrige, Greenfield; Ken Lackey, Kettering; Scott Butler, Lebanon; Jerry Ellender, Mad River; Robert Fischer, National Trail; John Kronour, Northeastern; Brandon Knecht, Northmont; Shawn Hoff, Preble County ESC; Scott Gilbert, Springboro; Jennifer Bruns, St Henry; Denny Dyer, Tri County North; Scott Cottingham, Twin Valley; Anthony Fraley, Upper Valley CC; Marcus O'Brien, Vandalia Butler; Jack Haag, West Carrollton; Curt Bone, Wilmington; Belinda Kenley, Kerstin Wilson, Energy Optimizers USA; Christy Fielding, Waibel; Ken Swink, Doug Merkle, Stephanie Zinger, Cristi Goldshot, Robin Houston, EPC. **Via Zoom:** Lana Fairchild; Amanda-Clearcreek; John Stephens, Arcanum Butler; Megan Thopson, Blanchester; Tina Jones, Clark State College; Rachel Tait, Eaton; Kim Sherwood, Fairborn Digital Academy; Jeff Patrick, Fairborn; Deanna Knapke, Fort Recovery; Jeremy Pequignot, Franklin Monroe; Inga Fisher, Greeneview; Garth Whitaker, Greenon; Sam Braun, Huber Heights; Veronica Gayotin, Lakota; Amy Reineke, Marion; Rachel Meyer, Southern Ohio ESC; Nicole Cotrell, Springfield; Kim Hagen Tipp City; Jeff Price, Troy; Charles Thiel, Urbana; Bryan Shirey, Xenia.

2022-12. Approval of Minutes - Motion of John Kronour, seconded by Robert Fischer, that the minutes of [January 11, 2021](#) be approved. Motion carried.

2022-13. Membership Applications – Ken Swink reported that [McComb Local Schools](#) and [Vanlue Local Schools](#) have requested membership in the EPC. The Executive Board at its March 8th morning meeting recommended presentation of the new districts to the general membership for approval. Motion of Robert Fischer, seconded by Michael Gray, that they be approved for membership. Motion carried.

Rebate History Overview – Ken Swink shared the [history of program rebates](#) from 2012 through 2021. A grand total of \$8,032,213.60 has been given back to EPC members. 257 members received rebates with 115 of those members being in the ["\\$10,000 Club"](#).



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COMMITTEE PROGRAM REPORTS

Air Filters – Christy Fielding reminded members that Air Filter Pricing through Waibel was recently extended and is valid through July 31, 2022. [Current pricing](#) and [instructions on how to order or setup an account](#) may be found on the EPC Website.

Audio Visual – No report. You may view the list of vendors supplying discounts on the [EPC Website](#).

2022-14. Carpet Tiles – Ken Swink announced that the EPC reviewed the bids received for Carpet Tiles and have recommended that we award Interface Carpeting. Motion by John Kronour, seconded by Jon Wesley, to accept the new Carpet Tile pricing. Motion carried. You may view [additional information](#) and [pricing](#) on the EPC website.

Classroom Supplies – Ken Swink shared Friends Office’s flyers on [Air Purifiers](#) and [Glass Chair Mats](#) as well as [John R. Green’s flyer reviewing how to place orders and contacts for assistance](#). Classroom & Office Supply pricing is valid from February 1, 2022 through January 31, 2023 and is available to view on the [EPC Website](#).

Cloud Communication Systems – WebEx, Go-To Meeting, Multi-party video, Mobility, Redundancy, Disaster recovery, recording, easy to use management tools (web based from anywhere), and Free phones, are just some of the features available to EPC Members. Email epc@nebularsolutionsinc.com for your no cost, no obligation analysis or call 888-824-1755 with any questions.

Design Build & Performance Contracting Services – Ken Swink announced that the EPC will pay the preapproved Criteria Engineer’s fee from the EPC Administrative Fee to scope out your project if using the EPC’s Design Build & Performance Contracting Program. In addition, the EPC will split half of the remaining Administrative Fee back with the district after the close of your project as a part of the EPC Annual Rebate Program. (For every design-build contract, Ohio Revised Code 153 requires the services of a licensed criteria engineer or licensed architect to prepare conceptual plans and specifications for the project.)

Ken Swink also reminded members that they may view an [overview and steps to follow](#) along with Zoom Recordings on each of our awarded vendors on the [EPC Website](#). A [flyer from Energy Optimizers, USA](#) that describes how the process works was shared.

Disinfection as a Service – No report. If you would like contact information or pricing from any of our three awarded Disinfection as a Service vendors (Alpha & Omega, Waibel Energy Systems or Medical Illumination/VidaShield UV24) please contact [Robin at the EPC Office](#).



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2022-15. Fine Paper – Ken Swink reported that due to increasing market prices it was requested by our paper vendors that pricing be extended monthly instead of quarterly. For the month of April, Sterling Paper’s lowest cost 8 ½ x 11 White Copy Paper “Whitecopy” has increased from \$40.81 to \$45.48 per case. Veritiv’s Comet 92 has increased from \$41.84 to \$42.80 per case. Sterling Paper’s minimum case order remains at 20 cases and Veritiv’s minimum case order is 40 cases. Both vendors still 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. A [paper pricing comparison](#) was distributed. Motion by Michael Gray, seconded by Robert Fischer, to accept the paper extension. Motion carried. You may view all [current paper pricing](#) on the EPC Website.

Food Service – Stephanie Zinger announced that plans are underway to meet in mid-May to review new food service bid pricing and vendors. Pricing is expected to go up significantly and availability issues are expected to continue. The EPC has been in talks with all segments of the supply chain and across all sectors, the feedback has been that product availability issues will not resolve this school year. If you need food service related assistance, have procurement questions or if you are interested in our Food Service Consulting program please contact [Stephanie Zinger](#) or [Bonnie Muckenthaler](#).

Insurances – Doug Merkle stated that work has also begun on 2023 renewals. Meetings will be scheduled for May to discuss actual numbers. Contact [Doug Merkle](#) or [Ellen Lewis](#) with any questions.

LED Lighting & Energy Savings Programs – [Belinda Kenley](#) of [Energy Optimizers, USA](#) shared a flyer on the [advantages of their LED Lighting and Energy Savings Program](#), recent [case studies](#) and their [electric vehicle charging station program](#). Please contact [Belinda](#) if you have any questions or if your district is interested in a [free No Cost Energy and Lighting Audit](#).

Liability Fleet & Property Insurance – Ken Swink reported that the EPC LFP Insurance Program has recently returned \$250,000 in earned member equity to 50 EPC LFP members. The next full membership meeting will be held on May 10th prior to our next EPC General Membership Meeting at Aullwood Audubon Center.

Security Cameras – No report. Ken Swink reminded members that they may [contact Konica Minolta](#) for their Security Camera needs.

2022-16. 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), and WS Electronics. Motion by Jack Haag, seconded by Ken Lackey, to accept the vendor recommendations. Motion carried. You may view [Transportation Supply](#) and [Bus Camera pricing](#) on the EPC Website.



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Utilities/Natural Gas – Ken Swink reported the market reacted to the Russian invasion of Ukraine with a 20% price increase for natural gas. Thankfully, our hedges are protected through next school year. Mark Jergens, our energy consultant believes that regardless of the current administrations energy policies, drilling for oil will increase and along with it associated gas is generally found which will benefit longer term pricing, provided pipelines can be approved to transport the gas to market.

On a phone call with Maha Kashani of IGS, electricity supply prices have nearly doubled over our current rate making our Utilities Committee decisions to hedge out a very wise decision. We also discussed the ever-increasing scam marketing calls where the marketer tries to get you to scan a recent utility invoice to them and they switch you without any other paperwork as all they need is your utility account number. Please do not send copies of invoices to anyone in order to protect your accounts.

Worker's Compensation – Ken Swink reported that the EPC's Hunter Consulting Group Rate Program was able to pass on an additional 15% savings for 36 member districts for a total of \$6,272.47. Safety Training classes will be scheduled soon.

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, 2022, was \$410,782.59. Please [contact Stephanie](#) with any questions or concerns.

AEPA – The following AEPA Flyers were shared with the membership: [Best Plumbing February Featured Items](#), [Best Plumbing March Featured Items](#), [Busch Systems Outdoor Waste Containers](#), [Busch Systems Recycling Containers](#), [Capitol Electronics Technology Solutions](#), [CDWG Cybersecurity](#), [Husqvarna Featured Items](#), [Medicaleshop Featured Items](#), [Staging Concepts Project Examples](#), [The Motz Group Turf Fields](#), [TinyEYE Therapy Services Introduction](#), [TinyEYE Online Therapy Services](#), [Tremco Roofing ESSER Funds](#), [Tremco Roofing Solutions](#), [Tremco Representative Map](#), [Midwest Technology – STEM Products](#), [Quill Solutions](#).

Meeting adjourned at 1:30 p.m.