



TO: EPC Representatives

FROM: Ken Swink, Director

DATE: May 16, 2022

RE: Minutes of May 10, 2022

The Southwestern Ohio Educational Purchasing Council met in-person and virtually via Zoom at its regular meeting on May 10, 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: Maria Rellinger, Nick Michel, Apollo Career Center; John Stephens, Arcanum Butler; Kevin Liming, Bellbrook-Sugarcreek; Karen Royer, Bethel-Tate; Jody Jones, Botkins; Carla Surber, Joe Hurst, Bradford; Dan Bassler, Carlisle; Deborah Carson, Clark Co ESC; John Stanley, East Clinton; Rachel Tait, Eaton; Jeff Patrick, Fairborn; Kim Sherwood, Fairborn Digital Academy; Bonnie Baldrige, Greenfield; Amy Ayers, Hardin Houston; Ken Lackey, Jeff Johnson, Kettering; Scott Butler, Lebanon; Jerry Ellender, Mad River; Amy Reineke, Marion; Robert Fisher, National Trail; Dale Miller, Northeastern; Brandon Knecht, Ann Bernardo, Northmont; Shawn Hoff, Preble County ESC; Ben Kitchen, Southeastern; Leland Hays, Spencerville; Scott Gilbert, Springboro; Jennifer Bruns, St Henry; Denise Robinson, Tecumseh; Bill Derringer, Denny Dyer, Tri County North; Kim Chowning, Tri Village; Scott Cottingim, Twin Valley; Anthony Fraley, Upper Valley CC; Marcus O'Brien, Vandalia Butler; Tom Isaacs, Warren Co ESC; Buckie Cauley, Washington Courthouse; Jack Haag, West Carrollton; Curt Bone, Wilmington; Belinda Kenley, Kerstin Wilson, Energy Optimizers USA; Jon Warnock, AEDventure/One Beat Medical; Bob Lovano, Frey Gaede; Pete Mudre, Sterling Distribution; Ken Swink, Doug Merkle, Stephanie Zinger, Ellen Lewis, Cristi Goldshot, Robin Houston, EPC. **Via Zoom:** Kyle Lewis, Clinton Co DD; Robin Fisher, Kevin McGhee, Dayton Regional STEM; Jeremy Pequignot, Franklin Monroe; Eva Anderson, Greene Co CC; Garth Whitaker, Greenon; Jenna Jurosic, Greenville; Terry Gonda, Little Miami; Debbie Pierce, Parkway; Jean Borchers, Russia; Michael Watkins, Sidney; Rachel Meyer, Beth Justice, Southern Ohio ESC; Jeff Price, Troy.

Presentation – [Jon Warnock](#) of AEDventure/One Beat Medical discussed the history and need of AED units in schools. [Click here to review this newly extended discount program.](#)

Presentation – [Bob Lovano](#) of Frey Gaede and [Pete Mudre](#) of Sterling Distribution presented classroom sized Air Purifiers. [Click here to view their presentation slides.](#)

2022-17. Approval of Minutes - Motion of Robert Fisher, seconded by Bill Derringer, that the minutes of [March 8, 2022](#) be approved. Motion carried.



May 10, 2022 Minutes
Page 2

2022-18. Election of Executive Board Members - The following members: Keith Horner – Apollo Career Center, Karen Royer – Bethel-Tate Local Schools, Jon Wesney – Centerville City Schools, Ann Ferraro – Northmont City Schools, Jennifer Bruns – St Henry Local Schools, and Anthony Fraley – Upper Valley Career Center have agreed to seek new [two-year terms on the Executive Board](#). The floor was opened for additional nominations. Motion by Ken Lackey, seconded by Jack Haag, to approve the above members as presented. Motion carried.

2022-19. Membership Applications – Ken Swink reported that [Noble Local Schools](#), [Sylvania Recreation District](#) and [S&H Products](#) have requested membership in the EPC. The Executive Board will review this request at its May 10th afternoon meeting. Motion of Karen Royer, seconded by Brandon Knecht, that the districts be approved for membership pending Executive Board approval. Motion carried.

COMMITTEE PROGRAM REPORTS

Air Filters – Ken Swink reminded members that Air Filter Pricing through Waibel 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](#).

Classroom Supplies – Ken Swink shared Friends Office’s flyers on [Facility Supplies](#), [How to Order Online](#) and [Handheld Disinfectant Sprayers](#) and 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 – Ken Swink reviewed a [flyer from Nebula Solutions](#). 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@nebulasolutionsinc.com for your no cost, no obligation analysis or call 888-824-1755 with any questions.

Design Build & Performance Contracting Services – Ken Swink reminded members 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. (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.) Members 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](#) works was also 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](#).



May 10, 2022 Minutes
Page 3

2022-20. Fine Paper – Ken Swink reminded members 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 May, Sterling Paper’s lowest cost for 8 ½ x 11 White Copy Paper “Whitecopy” has increased from \$45.48 to \$49.90 per case. Veritiv’s Comet 92 has increased from \$42.80 to \$44.65 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 Jeff Patrick, seconded by Marcus O’Brien, 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 review new food service bid pricing and vendors for the 2022-23 School Year. 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 announced that 2023 renewals will be going out to participating districts after the May 11th Executive Board Meeting. Contact [Doug Merkle](#) or [Ellen Lewis](#) with any questions.

LED Lighting & Energy Savings Programs – [Belinda Kenley](#) of [Energy Optimizers, USA](#) shared a flyer on 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 EPC members that participate in the EPC LFP Insurance Program met the morning of May 10th to approve their renewals. Members approved a good renewal in what continues to be a very hard insurance market.

2022-21. 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 by Anthony Fraley, seconded by Ken Lackey, to accept the Medical Supply pricing extension. Motion carried. [Pricing may be viewed on the EPC Website](#).

2022-22. Paint - Ken Swink stated that the Paint Committee has recommended a one-year extension with current EPC vendors PPG/Porter Paints and Sherwin Williams. Motion by Jack Hag, seconded by Jeff Patrick, to accept the extension pricing for Paints. Motion carried. [Pricing may be viewed on the EPC Website](#).

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



May 10, 2022 Minutes
Page 4

Transportation – Ken requested that any districts possibly interested in purchasing a school bus to complete the [EPC School Bus Purchasing Survey](#). The [bus purchasing calendar](#) and a [sample Bus Board Resolution](#) that must be passed prior to purchasing a school bus were also shared. All bus bid information may be viewed on the [EPC Website](#).

Utilities/Natural Gas – Ken Swink reported that current market Natural Gas pricing is \$7.26/MMBtu and is the highest price we have seen since October of 2008. We currently have 70% of the load hedged through the next Winter at \$2.73/MMBtu.

Worker's Compensation – Doug Merkle reported that the next [2-Hour EPC/Hunter Consulting Safety Training class](#) will be held on Thursday, May 12th via zoom. Those that are interested in participating should send an email to Robin.Houston@epcschools.org. A certificate will be issued to all those that attend.

DIRECTOR'S REPORT

Financial Report – Stephanie Zinger reviewed the [financial summary of the general operating fund](#). The balance of the General Fund as of April 30, 2022 was \$701,579.06. Please [contact Stephanie](#) with any questions or concerns.

2022-23 General Membership Meeting Schedule – A schedule of the [EPC General Membership Meetings for the 2022-2023 School year](#) was distributed. All membership meetings are scheduled at Aullwood Audubon Center but will continue to use Zoom for those that cannot attend.

AEPA – A [School Specialty flyer highlighting Furniture discounts](#) was included in the meeting packet.

Vendor Fair - [Information on the 31st annual EPC Educational Vendor Fair](#) was distributed to the membership. This year's event will be held on Wednesday, August 3rd at the Wright State University's Nutter Center. [This year's event will have 2 meetings](#): A Food Service Update from 9:30 a.m. – 11:00 a.m. and Chad Gorfido, Senior Manager of Rea & Associates, will present on How to Spend ESSER Funds from 11:30 a.m. – 12:30 p.m. [Both meetings will be held in the McLin gym across from the Vendor Fair show floor.](#)

District Information Update Request – Please take a moment to update your district's contact information so we may update our email communication database as well as update our EPC Member Directory. [Click here to update your information](#) or you may send us your updates via email.

Meeting adjourned at 1:41 p.m.