



TO: EPC Representatives

FROM: Ken Swink, Director

DATE: March 21, 2023

RE: Minutes of March 14, 2023

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on March 14, 2023, at 12:45 p.m. at Aullwood Audubon Center, 1000 Aullwood Road, Dayton, Ohio. Executive Board Committee Chairperson, Scott Gilbert, called the meeting to order.

MEMBERS PRESENT: PJ Burgett, Ansonia; John Stephens, Arcanum Butler; Kevin Liming, Bellbrook-Sugarcreek; Karen Royer, Bethel-Tate; Dan Bassler, Carlisle; Chad Mason, Cedar Cliff; Chuck Cowgill, Centerville; Jim Atchley, Darke Co ESC; John Stanley, East Clinton; Jeff Parker, Rachel Tait, Eaton; Jeff Patrick, Fairborn; Bonnie Baldrige, Greenfield; Amy Ayers, Hardin Houston; Gary Doll, Bryan Janson, Huber Heights; Jerry Ellender, Mad River; Matt Bishop, Miami Valley CTC; Robert Fischer, National Trail; John Kronour, Northeastern; Ann Ferraro, Brandon Knecht, Northmont; Shawn Hoff, Preble Co ESC; Jean Borchers, Russia; Jennifer Bruns, St Henry; Jeff Price, Troy; Scott Cottingim, Twin Valley; Anthony Fraley, Pat Gibson, Upper Valley Career Center; Warren J. Scholler, Erick Depew, Valley View; Marcus O'Brien, Vandalia Butler; Jack Hag, West Carrollton; Curt Bone, Wilmington; Belinda Kenley, Kerstin Wilson, Sara Little, Energy Optimizers USA; Jeff Evans, Mary Whitt, Evans Energy; Shay Moran, Christy Fielding, Waibel; Ken Swink, Doug Merkle, Ellen Lewis, Cristi Goldshot, JeanAnn Cloud, Connie Wright, Robin Houston, EPC. **Via Zoom:** Joe Hurst, Carla Surber; Bradford; Sam Braun, Brookville; Kyle Lewis, Clinton DD; Joe Hoelzle, Covington; Inga Fisher, Greeneview; Jenna Jurosic, Greenville; Julie Wallace, Springfield Clark CTC; Kim Hagen, Tipp City; Laura Peters, Vantage Career Center; Bryan Shirey, Carolyn Huber, Xenia.

2023-11. Approval of Minutes - Motion of Robert Fischer, seconded by John Kronour, that the [minutes of January 10, 2023](#) be approved. Motion carried.

2023-12. Membership Application – Ken Swink reported that [Eastern Local Schools](#) and the [Warren County Port Authority](#) have requested membership in the EPC. The Executive Board at its March 14th morning meeting recommended the presentation of the new districts to the general membership for approval. Motion of John Kronour, seconded by Robert Fischer, that they be approved for membership. Motion carried.

COMMITTEE PROGRAM REPORTS

Air Filters – Ken Swink reviewed [Current pricing, instructions on how to order](#), and how to [set up a new account](#) to order Air Filters through Waibel. [Christy Fielding](#) of [Waibel Energy Systems](#) confirmed that pricing is valid through June 30, 2023.



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

***Carpet Tiles** - Ken Swink announced that the EPC recommends [extending Carpet Tiles with Interface Carpeting](#) through February 29, 2024. You may view additional information and [pricing on the EPC website](#).

Classroom Supplies – No report. Classroom & Office Supply discounted pricing with Acco/GBC, Carolina Biological, Friends Office, John R. Green/Kurtz Bros and Nasco is valid from February 1, 2023 through January 31, 2024 and may be viewed on the [EPC Website](#).

Cloud Communication Systems – No report. 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 from [Nebula Solutions](#). Please email epc@nebulasolutionsinc.com for your no-cost, no-obligation analysis or call 888-824-1755 with any questions.

***Copy Paper** – Ken Swink reported that [Sterling Paper's](#) lowest cost 8 ½ x 11 White Copy Paper “Whitecopy” will remain at \$49.90/case and Office Depot/[ODP Business Solutions](#) will remain at \$45.95/case. ODP is also offering a [March Madness Paper Special](#) from March 10th through March 20th on their Item #273-646 white copy paper at \$39.99/case. There is a minimum of 20 cases and a maximum of 40 cases per day. Orders should be emailed to angela.davis@odpbusiness.com. EPC Copy Paper Pricing will continue to be extended on a month-to-month basis and be reported via email between membership meetings. You may view all [current paper pricing](#) on the EPC Website.

Design Build & Performance Contracting Services – [Belinda Kenley](#) of [Energy Optimizers USA](#) updated members and shared a [flyer on their services](#).

Disinfection as a Service – No report. If you would like contact information or pricing from either of our two awarded Disinfection as a Service vendors – Alpha & Omega and Waibel Energy Systems - please contact [Robin at the EPC Office](#).

Food Service – Ken Swink invited members to complete surveys on [Meal Pricing](#), [EPC Food Service Needs](#) and [Food Service Equipment & Repair vendors](#). Links to all surveys may be found at <https://epcschools.org/surveys>.

Ken also reported that Stephanie Zinger is no longer with the Southwestern Ohio EPC. If you need food service-related assistance, have procurement questions or if you are interested in our Food Service Consulting program please contact [Bonnie Muckenthaler](#) or [Robin Houston](#).

Insurances – Doug Merkle reminded members that if you are working on negotiations with your district to feel free to contact the EPC with any questions or assistance requests. We are more than happy to come out to your district on your behalf. Also, work has begun on 2024 renewals. Meetings will be scheduled for May to discuss actual numbers. Contact [Doug Merkle](#) or [Ellen Lewis](#) with any questions.



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LED Lighting & Energy Savings Programs – Ken Swink announced that Energy Optimizers, USA has been again chosen by the OCEPC as an approved vendor for the recently rebid LED Lighting and Energy Savings Program. [Belinda Kenley](#) of [Energy Optimizers, USA](#) shared a [flyer on their Advantages for Schools](#). 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 after 14 years with Arthur J. Gallagher we have moved on to World Risk Management for our EPC Liability, Fleet & Property Insurance program. Our renewal meeting will be held on May 9th at Aullwood. As we continue to experience a hard insurance market, we are working to ensure our members receive the very best coverages for the lowest premium possible.

***Transportation** – Ken Swink reviewed [Transportation Supply](#) and [Bus Camera](#) extension pricing with the membership. Pricing is valid through February 29, 2024 and may be viewed on the [EPC website](#).

Utilities/Natural Gas – Ken Swink reviewed our current year natural gas hedge for 70% of our load at \$2.7322 per MMBtu. Pricing approached \$10.00 last fall, but extremely mild weather after our polar plunge over the Christmas break has allowed current market prices to moderate considerably. Unfortunately, the futures prices for next school year are still north of \$4.00 and the following year north of \$4.50. We will continue to share updates from our consultant, Mark Jergens as he continues to search for hedging opportunities for the next two school years.

2023-13. Motion of John Kronour, seconded by Pat Gibson, that the *programs be approved via consent. Motion carried.

DIRECTOR'S REPORT

Financial Report – Ken Swink reviewed the [financial summary of the general operating fund](#). The balance of the General Fund as of February 28, 2023 was \$783,610.65. Please contact [Connie Wright](#) with any questions or concerns.

AEPA – Flyers from [Midwest Technology Products](#) on STEAM lessons for coding, electronics and programming; [Tremco](#) on using ESSER funds; and [School Specialty's HALO Smart Sensors](#) all-in-one monitoring system for hazards to school health and security. It tracks air quality to combat infectious disease. Detects vape & THC, temperature, chemical detection, loud disturbances, and more were included in the meeting packet.

AED – [AEDVenture has received a price increase from the manufacturer](#) that must be passed on and is effective immediately. A [flyer from AEDVenture](#) was also shared.

Vendor Fair – A [Save the Date flyer for the 32nd Annual EPC Educational Vendor Fair](#) was shared. This year's event will be held on July 26, 2023 at Wright State University's Nutter Center from 9am – 2pm.

Meeting adjourned at 1:18 p.m.