



TO: EPC Representatives

FROM: Ken Swink, Director

DATE: May 16, 2023

RE: Minutes of May 9, 2023

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on May 9, 2023, at 12:30 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; Jody Jones, Botkins; Carla Surber, Bradford; Dan Bassler, Carlisle; Jon Wesley, Centerville; Tom Faulkner, Brian Kuhn, Clark Shawnee; Jim Atchley, Darke Co ESC; Robin Fisher, Dayton Regional STEM; John Stanley, East Clinton; Rachel Tait, Eaton; Jeff Patrick, Fairborn; Keith Doseck, Fairlawn; Chad Hill, Greene Co ESC; Amy Ayers, Hardin Houston; Scott Butler, Lebanon; Jerry Ellender, Ryan Fullenkamp, Mad River; Robert Fischer, National Trail; John Kronour, Northeastern; Ann Ferraro, Brandon Knecht, Northmont; Shawn Hoff, Preble Co ESC; Jean Borchers, Russia; Ben Kitchen, Southeastern; Scott Gilbert, Springboro; Jennifer Bruns, St Henry; Denise Robinson, Tecumseh; Tim Watts, Tri County North; Kim Chowning, Tri Village; Jeff Price, Troy; Scott Cottingim, Tearalee Frederick, Twin Valley; Anthony Fraley, Pat Gibson, Upper Valley Career Center; Valorie Hill, Warren J. Scholler, Erick Depew, Valley View; Marcus O'Brien, Vandalia Butler; Jack Hag, West Carrollton; Curt Bone, Wilmington; Belinda Kenley, Energy Optimizers USA; Jeff Evans, Mary Whitt, Evans Energy; Jim Zavesky, Prodigy; Shay Moran, Christy Fielding, Waibel; Carey Schuett, World Risk Management; Ken Swink, Doug Merkle, Cristi Goldshot, JeanAnn Cloud, Connie Wright, Bonnie Muckenthaler, Brianna Listermann, Robin Houston, EPC. **Via Zoom:** Randy Dunlap, Blanchester; Sam Braun, Brookville & Xenia; Kyle Lewis, Clinton DD; Joe Hoelzle, Covington; Deanna Knapke, Fort Recovery; Jeremy Pequignot, Franklin Monroe; Garth Whitaker, Greenon; Jenna Jurosic, Greenville; Kaitlin Huck, New Lebanon; Monisa Jones, Richard Allen Schools; Rachel Meyer, Southern Ohio ESC; Leland Hayes, Spencerville; Jennifer Bruns, St Henry; Charles Thiel, Urbana; Ken Lackey, Wayne; Greg Wells, Williamsburg; Bryan Shirey, Carolyn Huber, Xenia.

Presentation – [Maha Kashani](#) of IGS gave an [update on Electricity Demand Charges](#).

2023-14. Approval of Minutes - Motion of Robert Fischer, seconded by Jeff Patrick, that the [minutes of March 14, 2023](#) be approved. Motion carried.

2023-15. Election of Executive Board Members – The following members: Kevin Liming, Bellbrook-Sugarcreek Schools, Shawn Hoff – Preble County Educational Service Center, Scott Gilbert, Springboro Community Schools, Tom Isaacs, Warren County Educational Service Center, and Curt Bone, Wilmington City Schools have agreed to seek new [two-year terms on the Executive Board](#). The floor was opened for additional nominations. Motion by John Kronour, seconded by Karen Royer, to approve the above-named members as presented. Motion carried.



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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.

Audio Visual – No report. You may view a complete [list of vendors supplying Audio-Visual discounts](#) 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 "Schoolcopy" is being offered at \$41.90 while supplies last. Their "Whitecopy" will remain at \$49.90/case. Office Depot/[ODP Business Solutions](#) is offering Item #602-8288 at \$42.10 while supplies last and their 273-646 will remain at \$45.95/case. 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](#). [Jeff Evans](#) of [Evans Energy](#) also shared a [flyer on their services](#). Jim Zavesky of [Prodigy Building Solutions](#) was also available for questions.

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](#).

***Facility Products & Solutions** – Ken Swink reviewed EPC [Extension Discounts from Cintas](#) on Garments and Non-Garment Items (floor mats, cleaning supplies, first aid, etc). Contact [Ashley Chirbas](#) with questions or to order.

Food Service – Bonnie Muckenthaler announced that the EPC is currently working on new 2023-2024 bids on Commercial Food & Beverage, Bakery, Dairy, Ice Cream, Produce and Cafeteria Essentials/Custodial Items. We will be having a meeting on June 1st at Aullwood Audubon Center to finalize vendor awards.



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Food Service (Continued)

Bonnie also [reminded members](#) that we sent out a survey requesting opinions on EPC Food related services. Thank you to everybody that contributed. We would like to do anything we can to assist our members and ensure that everybody is heard – all opinions are valued. Contact us anytime with questions or concerns. 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 announced that renewals will be approved by the Executive Board following today's EPC General Membership Meeting and then emailed out to each individual district. Meetings will be scheduled soon to discuss actual numbers. Contact [Doug Merkle](#) or [Ellen Lewis](#) with any questions.

LED Lighting & Energy Savings Programs – Belinda Kenerly reminded the membership 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. 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 – Pat Gibson reported that EPC Liability Fleet & Property Insurance districts met earlier this morning with World Risk Management to discuss their zero increase renewals. If your district is interested in a quote, feel free to reach out to [Ken Swink](#) with your request.

***Medical Supplies** - Ken Swink stated that the Medical Supply Committee has prepared a recommendation for Medical Supply Discounts. The following vendors were recommended for approval: Henry Schein, Medco, School Health and School Nurse Supply. There are many items that would be of interest to both School Nurses and Athletic Directors on this Medical Supply listing. We have also secured a general catalog discount of 10-20% for items that are not included on the bid. Most items have aggressively low pricing and most brands have been approved by the EPC Medical Supply Committee (which consists of School Nurses from local school districts.) You may view all [pricing on the EPC Website](#).

***Paint** - Ken Swink stated that the Paint Committee has recommended a one-year extension with current EPC vendors PPG/Porter Paints and Sherwin Williams. [Pricing may be viewed on the EPC Website](#).

Transportation – Ken Swink requested that member districts complete our [2023-24 EPC Bus Purchasing Survey](#) to let us know if they are interested in purchasing school buses. Upon completing this survey your school district will then be listed in our Bus Bid Specifications and Legal Advertisement. Submitting your information will not obligate you to make a purchase. Transportation Supply and Bus Camera Pricing is valid through February 29, 2024 and may be viewed on the [EPC website](#).



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Utilities/Natural Gas – Ken Swink thanked Maha Kashani again for her electricity update and reminded everyone our rates are guaranteed through December 2024. The Natural Gas market for next winter has not changed much since our last meeting. Mark Jergens continues to monitor the market and will notify our committee if and when the market moves in a positive direction.

Workers Compensation – Ken Swink suggested that EPC Members should consider Hunter Consulting for their workers' compensation management services. [Hunter is willing to beat your current quote by 10%.](#) Please reach out to [Jeff Price](#) with any questions.

2023-16. Motion of Jack Haag, seconded by Anthony Fraley, 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 April 30, 2023 was \$820,061.22. Please contact EPC Fiscal Officer, [Connie Wright](#), with any questions or concerns.

2023-24 General Membership Meeting Schedule – A schedule of the [EPC General Membership Meetings for the 2023-2024 School year](#) was distributed. All membership meetings are scheduled at Aullwood Audubon Center, and we will continue to use Zoom for those that cannot attend.

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.

- [List of EPC Vendor Fair Meetings & Seminars](#)
- [Hello Heart Booth Flyer – Track your High Blood Pressure for Free!](#)
- [Friends Office/Hon Furniture and the Future of Learning Seminar](#)
- [Food Service Related Meetings and Vendor Booths so far](#)
- [Meet Chester the Cheetah & the Pillsbury Doughboy!](#)

District Contact Information 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.

2023-17. John Kronour moved to adjourn the meeting, seconded by Marcus O'Brien. Meeting adjourned at 1:08 p.m.