



TO: EPC Representatives

FROM: Ken Swink, Director

DATE: November 10, 2023

RE: Minutes of November 7, 2023

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on November 7, 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: Maria Rellinger, Apollo Career Center; John Stephens, Arcanum Butler; Carla Surber, Bradford; Ben Streby, C-Tec/LACA; Dan Bassler, Carlisle; Chad Mason, Cedar Cliff; Chuck Cowgill, Centerville; Debbie Carson, Clark Co ESC; Lori Fields, Gary Phillips, Dayton Christian; John Stanley, East Clinton; Rachel Tait, Jeff Parker, Eaton; Jeff Patrick, Fairborn; Deanna Knapke, Fort Recovery; Kristie Purtee, Graham; Bonnie Baldrige, Greenfield; Jenna Jurosic, Greenville; Amy Ayers, Hardin Houston; Bryan Janson, Gary Doll, Huber Heights; Scott Butler, Lebanon; Jerry Ellender, Ryan Fullenkamp, Mad River; Kurt Wendel, Mercer Co ESC; Jeff Winchester, Mississinawa; Amy Anyanwu, Montgomery Co ESC; John Kronour, Northeastern; Ann Ferraro, Brandon Knecht, Northmont; Frank Eaton, Oakwood; Shawn Hoff, Preble Co ESC; Jean Borchers, Russia; Ben Kitchen, Southeastern; Scott Gilbert, Springboro; Jennifer Bruns, St Henry; Denise Robinson, Tecumseh; Tim Watts, Bill Derringer, Tri County North; Kimberly Chowning, Tri Village; Janice Allen, Trotwood Madison; Jeff Sakal, Troy Christian; Tearalee Frederick, Twin Valley; Anthony Fraley, Pat Gibson, Upper Valley Career Center; Joe Scholler, Erick Depew, Valley View; Marcus O'Brien, Vandalia Butler; Mike Watt, Wapakoneta; Chelsea Baldwin West Liberty Salem; Curt Bone, Wilmington; Belinda Kenley, Kerstin Wilson, Energy Optimizers USA; Jeff Evans, Mary Whitt, Evans Energy; Shay Moran, Christy Fielding, Waibel Energy Systems; Ken Swink, Doug Merkle, Connie Wright, Ellen Lewis, JeanAnn Cloud, Robin Houston, EPC.
Via Zoom: Joy Kitzmiller, Beavercreek; Carrie Bir, Clinton Massie.

2024-4. Approval of Minutes - Motion of John Kronour, seconded by Jeff Patrick, that the [minutes of September 12, 2023](#) be approved. Motion carried.

COMMITTEE PROGRAM REPORTS

Air Filters – [Christy Fielding](#) of [Waibel Energy Systems](#) reported that Air Filter Pricing is valid through December 31, 2023. An extension will be put in place for January through June of 2024. [Current pricing](#) and instructions on [how to order or set up an account](#) may be found on the EPC Website.

Classroom/Office Supplies – Ken Swink shared a flyer highlighting [feminine hygiene products from Friends Office](#). We are currently working on extensions for Classroom and Office Supplies with our current vendors. We will review extension pricing and request approval at our January 2024 EPC General Membership Meeting. Current pricing, which ends January 31, 2024, along with additional helpful information may be viewed on the [EPC Website](#).



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***Copy Paper** – Ken Swink announced that Copy Paper was recently rebid. After our committee reviewed responses from 6 vendors, they decided to recommend approval of Sterling Paper and ODP Business Solutions. The lowest-priced white 8 ½ x 11 Copy Paper from Sterling Paper is their SchoolCopy at \$34.99/case and ODP’s Boise 196517 is \$38.99/case. We are very pleased with this newly bid pricing – the lowest-priced copy paper from October 2023 was \$39.90/case. Current pricing will be valid through December 31, 2023, and we will then extend pricing monthly or quarterly. You may view all [copy paper pricing](#) on the EPC Website.

Design Build & Performance Contracting Services – Ken Swink shared a [flyer from Evans Energy](#) with the membership. Both [Belinda Kenley](#) of [Energy Optimizers, USA](#) and [Jeff Evans](#) of [Evans Energy](#) gave updates and were available for questions. A big thank you to Energy Optimizers, USA for sponsoring today’s lunch and to Evans Energy for sponsoring the dessert.

Disinfection as a Service – Ken stated that the Disinfection as a Service program discounts with both Alpha & Omega (Scioto) and Waibel Energy Systems are valid through June 30, 2024. If you would like contact information or pricing from either vendor, please contact [Robin at the EPC Office](#).

Facility Products & Solutions – Ken Swink reported that Facility Products and Solutions discounted pricing with Cintas is valid through June 7, 2024. [Items included on this program](#) include [Garments/Uniforms Rentals](#), Floor Mats, Clinic Supplies and Feminine Hygiene. A [Cintas flyer](#) was included in the meeting packet. Contact [Amanda Rowe at Cintas](#) for questions or ordering.

Food Service – Ken Swink reported that Bonnie Muckenthaler has developed a spreadsheet to assess your district’s viability for Community Eligibility Provision (CEP). This is where all students eat for free, but the district is only reimbursed at the free rate of \$4.35 for a portion of those meals. The remaining meals are reimbursed \$0.50. The spreadsheet can be found in the EPC Food Service News Dropbox in which your food service director should have access to. You may also [contact Bonnie](#) for the Dropbox link.

Ken also announced that the SWEPC Commodity Co-Op recently completed sign-ups and 80% of Ohio School districts now participate in our commodity food program. Our annual SWEPC Commodity Food Show was held last week at the Bridgewater Banquet and Conference Center. We had 233 food service directors attend and over 150 new items were presented by 35 USDA food processors.

The USDA is working on a new meal pattern that will take limits on sodium and sugar even further. The new pattern is to be introduced in April and will not go into effect until the 2025-26 school year.

Lastly, Ken updated members on the EPC Food Service Bid Committee’s work on their ideas to improve food bid pricing. We are currently going through the entire bid and working on consolidating volume on like items.



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Insurances – Doug Merkle reminded members that Open Enrollment will be ending on Friday, November 10th. Wellness grant requests are also due on Friday. The wellness money from the previous round will be included in the EPC Rebate checks that will be distributed at today's meeting. Feel free to contact [Doug Merkle](#) or [Ellen Lewis](#) with any Health Insurance/Benefit related questions.

LED Lighting & Energy Savings Programs – [Belinda Kenley](#) of [Energy Optimizers, USA](#) shared a [flyer on how to simplify your facility projects](#). 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 Liability Fleet & Property Insurance districts met prior to today's EPC General Membership Meeting. If your district is interested in a quote, feel free to reach out to [Ken Swink](#) with your request.

***Transportation** – Ken Swink communicated that the bus bids that went out over the Summer of 2023 are extended with 3 out of 5 vendors through December 31, 2023 with no price changes. [A flyer listing those vendors](#) that were able to extend was included in the meeting packet. We plan to have a new bus bid in place for January 2024.

2024 model-year Passenger Vans and Pickup Trucks were also newly bid for EPC Members. A [Vehicle Packet](#) was distributed showing new pricing on 2024 Passenger Vans with American Bus and 2024 Pickup Trucks with Beau Townsend Ford and Bob Ross Buick GMC.

Utilities/Natural Gas – Ken Swink reported the EPC Utilities Committee met on August 30, 2023 to discuss electricity and natural gas. The committee met with Maha Kashani and Pat Keely from IGS Energy who presented a new option to hedge electricity much like we do natural gas. The market over the last 12 – 18 months has experienced large swings up and down and the strategy would be to purchase percentages of our load in the market dips. Our current supply contract runs through December 2024 and we would hedge supply for the period beginning January 2025. The EPC is currently working with our legal counsel, Michael Settineri of Vorys, Sater, Seymour and Pease LLP to write a new contract with IGS Energy and once approved by both parties, we will send the contract out to our participating members for Board approvals.

Regarding natural gas, our current contract with NRG/Direct Energy expires in June 2025 and until a new supplier contract is in place, no further market hedges can be placed. The EPC is a member of the Ohio School Consortium and the Consortium, following our consultant Mark Jergen's recommendation, is working with attorney Devin Parram of Bricker Graydon to write a new Board Resolution for our member districts to pass so that the Consortium is in position to conduct an RFP in the Spring of 2024. These Board Resolutions will be going out to members soon.



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Workers Compensation – No Report.

2024-05. Motion of Kurt Wendel, seconded by Brandon Knecht, that the *programs be approved via consent. Motion carried.

DIRECTOR'S REPORT

Financial Report – Connie Wright reviewed the [financial summary of the general operating fund](#). The balance of the General Fund as of October 30, 2023 was \$968,524.86. Connie also distributed EPC Member Rebate Checks at the conclusion of our EPC Meetings. Checks will be mailed out to any member that was unable to attend today's meeting. Please contact [Connie](#) with any questions or concerns.

Interest Dividend Member Participation – Ken proudly introduced the new [EPC Interest Dividend Member Participation Program](#) to the EPC Members. For each EPC Member School that participates in the EPC Health Insurance Program, we have paid out \$45 per covered employee to each of those school districts. We have added another \$5 per employee for EPC Dental Insurance participation, and \$2 per employee of EPC Vision Insurance participation. In addition, we paid \$25 per employee for those members who participate in the EPC Liability Fleet & Property Insurance program and \$3 per employee for those member districts that participate in our Hunter Consulting Workers Compensation Program. Lastly, we gave a bonus of \$20 per employee for any district that participates in all of the above listed programs: Bradford Exempted Village Schools, Darke County Educational Service Center, Greeneview Local Schools, Greenville City Schools, Mad River Local Schools, Northridge Local Schools, Preble County Educational Service Center, Tri Village Local Schools and Upper Valley Career Center. If your district is interested in participating in any of these programs so you too can also earn these EPC Interest Dividend payments – contact Ken Swink at Ken.Swink@epcschools.org or 937-890-3725 Ext 1003.

Summary of 2022-23 Rebates – Ken Swink reviewed the [2022-23 Rebate Report](#) which includes rebates for the Interest Dividend Member Participation, Food Service GFS Prime Vendor Agreement, EPC Medical Insurance Wellness, Copy Paper and Classroom/Office Supply purchases. A total of \$2,258,045.32 will be distributed to EPC Members. Any district earning under \$25 will be paid in a future rebate check and any members that are receiving a check that includes previous years' (under \$25) amounts along with this year's rebate are indicated on the report in orange. A [history of all rebates given to EPC Members since the rebate program began in 2012](#) was also shared – a grand total of \$11,461,738.52! If you have any questions or concerns regarding the Rebate Checks or If there is an area in which your district did not receive a rebate and would like to learn how to earn one for the current school year, we'd be happy to help you, just let us know!

AEPA Flyers for November - [Tremco: 12 Steps to ROI-Driven Roof Asset Management](#) and [Motz Synthetic Sports Fields and Tracks](#).

Meeting adjourned at 1:00 p.m.