



TO: EPC Representatives

FROM: Ken Swink, Director

DATE: March 19, 2024

RE: Minutes of March 12, 2024

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on March 12, 2024, 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: Tonyia Hyland, Adena; PJ Burgett, Ansonia; Tyler Alexander, Beaver creek; Kevin Liming, Bellbrook Sugar creek; Kevin Royer, Bethel-Tate; Carla Surber, Bradford; David Vail, Dan Bassler, Carlisle; Chuck Cowgill, Centerville; Christy Brock, Community STE(A)M; Rachel Tait, Jeff Parker, Eaton; Bonnie Baldridge, Greenfield; John Gummel, Greenon; Amy Ayers, Hardin Houston; Gary Doll, Bryan Janson, Huber Heights; Jerry Ellender, Mad River; Eric Hughes, Miami East; Brad McKee, Miami Valley CTC; Tina Reynolds, Kim Gregory, Elora Edwards, Milford; Robert Fischer, National Trail; John Kronour, Steve Linson, Cassie Gausel, Northeastern; Ann Ferraro, Brandon Knecht, Jordan Greve, Northmont; Frank Eaton, Oakwood; Shawn Hoff, Preble County ESC; Ronnia Fitchpatrick, Jason Bell, Riverside; Jean Borchers, Russia; Ben Kitchen, Southeastern; Leland Hays, Spencerville; Scott Gilbert, Springboro; James Putman, Springfield; Jennifer Bruns, St Henry; Denise Robinson, Anne Carter, Tecumseh; Bill Derringer, Tim Watts, Tri County North; Jamie Rudmann, Tri Village; Jeff Price, Troy; Scott Cottingim, Twin Valley; Patrick Gibson, Anthony Fraley, Upper Valley CC; Joe Scholler, Erick Depew, Valorie Hill, Valley View; Marcus O'Brien, Russell Garman, Sheri Zugelder, Vandalia Butler; David Harmon, Versailles; Buckie Cauley, Washington Courthouse; Curt Bone, Wilmington; Belinda Kenley, Kerstin Wilson, Sara Little, John Beckemeyer, Energy Optimizers USA; Jeff Evans, Mary Whitt, Evans Energy; Christy Fielding, Shay Moran, Waibel Energy Systems; Ken Swink, Doug Merkle, Connie Wright, Bonnie Muckenthaler, Ellen Lewis, Cristi Goldshot, Robin Houston, Brianna Listerman, Mary Rodehaver, EPC.
Via Zoom: Kyle Lewis, Clinton DD; Carrie Bir, Clinton Massie; John Stanley, East Clinton; Yolanda Weigandt, Fairlawn; Michelle Hazelbaker, Felicity Franklin; Inga Fisher, Greeneview; Garth Whitaker, Greenon; Lisa Robison, Northwest; Debra Pierce, Parkway; Susan Toelke, Southwest; Stephanie Lanning, Washington Courthouse.

2024-8. Approval of Minutes - Motion of John Kronour, seconded by Rober Fischer, that the [minutes of January 9, 2024](#) be approved. Motion carried.

2024-9. Membership Applications - Ken Swink reported that Richland County Ohio and Community STE(A)M of Xenia have requested membership in the EPC. The Executive Board at its March 12th morning meeting recommended the presentation of these potential members to the general membership for approval. Motion of Ann Ferraro seconded by Bill Derringer, that the potential members be approved for membership. Motion carried.



COMMITTEE PROGRAM REPORTS

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Air Filters – [Christy Fielding](#) of [Waibel Energy Systems](#) reported that Air Filter Pricing is valid through June 30, 2024. [Current pricing](#) and instructions on [how to order or set up an account](#) may be viewed on the EPC Website.

***Carpet Tiles** – Ken Swink recommends extending Carpet Tiles with Interface Carpeting through February 28, 2025. Interface Carpet stated that they can no longer absorb the steady increases they have experienced this past year. Interface has taken up to a 10% price increase for all open market customer sales across their commercial flooring portfolio including carpet, LVT, rubber, and adhesives. The EPC contract price increase request is an average of 2.69% for Carpet Tiles, 4.13% for Luxury Vinyl Tiles and 1.3% for Rubber Flooring. You may view all Interface Carpet pricing [here on the EPC Website](#).

Classroom/Office Supplies – Ken Swink reported that we have added AEPA-approved vendor School Specialty to the EPC Classroom & Office Supply pricing spreadsheet. EPC members may utilize School Specialty discounted pricing through our AEPA contract, but you will not earn a rebate as you do with purchases from Acco/GBC, Carolina Biological, Friends Office, John R. Green/Kurtz Bros and Nasco. Pricing is valid through January 31, 2025 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 announced that Copy Paper will be extended through April with 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 X9 196517 has been lowered to \$32.79/case. You may view all [copy paper pricing](#) on the EPC Website. A [flyer from ODP Business Solutions](#) was also shared with the membership.

Design Build & Performance Contracting Services – [Belinda Kenley](#) of [Energy Optimizers, USA](#) and [Jeff Evans](#) of [Evans Energy](#) gave updates and were available for questions. A [flyer from Evans Energy](#) was distributed.

Disinfection as a Service – No report. 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 shared a [flyer from Cintas](#) that reviewed their programs which include Uniform Rental, Facility Services, First Aid and Safety. You may view [EPC Discounted Cintas pricing](#) here on our website.



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Food Service – Bonnie Muckenthaler reviewed a [summary of all March EPC Food Service Updates](#) which includes the announcement to request an extension of the Commercial Food & Beverage, Bakery, Dairy, Ice Cream and Cafeteria Essentials/Custodial Items for the 2024-25 School year as well as a new RFP for Produce. The EPC Bid Award Meeting for all 2024-25 Food Service Items is scheduled for 10:00 a.m. on May 15, 2024 at Aullwood Audubon Center.

Other items to note from the March Food Service Updates: Finalizing the results of the EPC Equipment Service Request for Quote and the EPC Equipment Purchase Catalog, recently received Supply Chain Assistance Funds, Community Eligibility Program training following today's EPC General Membership Meeting and thoughts on setting lunch pricing for the 2024-25 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 [Bonnie Muckenthaler](#).

Insurances – Doug Merkle announced that there will be meetings on March 19th at the Miami Valley Career Technology Center: ACA Budget Wreckers – Compliance Review and FSA/HRA/HAS – Bringing Clarity to Reimbursement Accounts. Feel free to contact [Doug Merkle](#) or [Ellen Lewis](#) with any Health Insurance 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](#). Thank you to Energy Optimizers, USA for sponsoring today's EPC General Membership Meeting lunch.

Liability Fleet & Property Insurance – Pat Gibson reported that 18 of the 55 EPC LFP members have had their building appraisals. The rest of our LFP members will have their appraisals over the following two years. Our renewal meeting will be held at 10:00 a.m. on May 14th at Aullwood Audubon Center, prior to our May EPC General Membership Meeting. If your district is interested in a quote from our EPC Liability Fleet & Property Insurance program, feel free to reach out to [Ken Swink](#) with your request.

***Transportation** – Ken Swink announced that the EPC Transportation Supply and Bus Camera pricing will be extended through February 28, 2025. Current vendors include: American Bus & Accessories, AngelTrax/IVs, Carroll Wuertz Tire, Dayton Quality Starter, Dayton Tire, Gem City Tire, Grismer Tire, Safe Fleet/REM Communications and WS Electronics. You may view all EPC [Transportation Supplies](#) and [Bus Cameras](#) here on the [EPC Website](#).

[Current Bus Bids](#) are valid through April 11th and we are in the process of requesting 90-day extensions of that pricing. 2024 model-year Passenger Vans and Pickup Trucks were also recently bid for EPC Members. You may view the [Vehicle Packet](#) showing pricing on 2024 Passenger Vans with American Bus and 2024 Pickup Trucks with Beau Townsend Ford and Bob Ross Buick GMC on the [EPC Website](#).



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Utilities/Natural Gas – Ken Swink reported that our current Electricity supply contract with IGS runs through December 2024. Board Resolutions and Master Agreements have been emailed out to members to be signed and returned to the EPC. Maha Kashani of IGS updated our members and was available for questions. Maha shared [PJM West On-Peak Calendar Strips from January 2016 through March 2024](#) and reviewed the [current Electricity Market Price as of the morning of March 12, 2024](#).

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 has recently sent out the language for members to pass Board Resolutions. We will soon be sending out reminders to any districts who have not yet submitted their Board Resolution back to us yet. [Click here to view the Timeline for the EPC Natural Gas RFP process](#).

Workers Compensation – Doug Merkle encouraged EPC Members to sign up for our [upcoming EPC/Hunter Consulting Safety Training Session](#) that will be held virtually via Zoom on April 10th at 9:00 a.m. Please RSVP by emailing us at Robin.Houston@epcschools.org and the Zoom link will be emailed to you.

2024-10. Motion of Shawn Hoff, seconded by Marcus O'Brien, 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 February 29, 2024 was \$912,237.72. Please contact [Connie](#) with any questions or concerns.

AEPA Flyer for January – [Midwest Technology Products](#)

Vendor Fair – A [Save the Date flyer for the 33rd Annual EPC Educational Vendor Fair](#) was shared. This year's event will be held on July 21, 2024 at Wright State University's Nutter Center from 9am – 2pm. Please let your staff know the date and encourage them to attend and support this important event.

Motion to adjourn by John Kronour, seconded by David Vail. Meeting adjourned at 1:14 p.m.