



TO: EPC Representatives

FROM: Ken Swink, Director

DATE: May 20, 2024

RE: Minutes of May 14, 2024

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on May 14, 2024, at 12:30 p.m. at Aullwood Audubon Center, 1000 Aullwood Road, Dayton, Ohio. Executive Board Committee Co-Chairperson, Anthony Fraley, called the meeting to order.

MEMBERS PRESENT: PJ Burgett, Ansonia; Maria Rellinger, Apollo Career Center; John Stephens, Arcanum Butler; Tyler Alexander, Beavercreek; Kevin Liming, Bellbrook Sugarcreek; Jody Jones, Botkins; Carla Surber, Bradford; Dan Bassler, Carlisle; Chuck Cowgill, Centerville; Rachel Tait, Jeff Parker, Eaton; Jeff Patrick, Fairborn; Keith Doseck, Fairlawn; Jenna Jurosic, Greenville; Amy Ayers, Hardin Houston; Jerry Ellender, Mad River; Brad McKee, Matt Bishop, Miami Valley CTC; Amy Anyanwu, Montgomery Co ESC; Robert Fischer, National Trail; Dale Miller, Northeastern; Ann Ferraro, Brandon Knecht, Northmont; Jeff Patrick, Northwestern; Shawn Hoff, Preble County ESC; Jean Borchers, Russia; Ben Kitchen, Southeastern; Leland Hays, Spencerville; Andy Wilker, St Marys; Denise Robinson, Tecumseh; Bill Derringer, Tim Watts, Tri-County North; Kathleen Bayes, Tia Rodgers, Trotwood Madison; Jeff Price, Troy; Jeff Sakal, Troy Christian; Scott Cottingim, Twin Valley; Patrick Gibson, Anthony Fraley, Steve Verhoff, Upper Valley CC; Erick Depew, Valley View; Marcus O'Brien, Vandalia Butler; Mike Watt, Wapakoneta; Buckie Cauley, Washington Courthouse; Curt Bone, Wilmington; Sara Little, Energy Optimizers USA; Mary Whitt, Evans Energy; Shay Moran, Waibel Energy Systems; Ken Swink, Doug Merkle, Connie Wright, Cristi Goldshot, JeanAnn Cloud, Robin Houston, EPC. **Via Zoom:** Christine Ziegler, Archbold; Dave Williamson, Katrinia Hillard, Brookville; Tom Faulkner, Clark Shawnee; Kerry Borger, Darke Co ESC; Bill Nye, Genoa; Inga Fisher, Greeneview; Garth Whitaker, Greenon; Jake Metzler, Hamilton; Tony Meyer, Jackson Center; Mark Shively, Newark; Julie Wallace, Springfield Clark CTC.

2024-11. Approval of Minutes - Motion of Robert Fischer, seconded by Jeff Patrick, that the [minutes of March 12, 2024](#) be approved. Motion carried.

2024.12. Election of Executive Board Members - The following members: Karen Royer – Bethel-Tate Local Schools, Jon Wesney – Centerville City Schools, Rachel Tait – Eaton Community 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 Bill Derringer, seconded by John Stephens, to approve the above members as presented. Motion carried.



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2024-13. Membership Applications - Ken Swink reported that [Hardin Northern Local Schools](#), [Hillsboro Christian Academy](#), [Niles City Schools](#) and the [Troy-Miami County Public Library](#) have requested membership in the EPC. The Executive Board will review this request at its May 14th afternoon meeting. Motion of Mike Watt seconded by Shawn Hoff that the districts be approved for membership pending Executive Board approval. Motion carried.

COMMITTEE PROGRAM REPORTS

***Air Filters** – [Shay Moran](#) of [Waibel Energy Systems](#) reported that Air Filter Pricing will be extended through December 31, 2024 with zero price changes. [Current pricing](#) and instructions on [how to order or set up an account](#) may be viewed on the EPC Website.

Classroom/Office Supplies – No Report. 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 June with Sterling Paper and ODP Business Solutions. The lowest-priced white 8 ½ x 11 Copy Paper from Sterling Paper is their HiWhite at \$34.99/case and ODP's Boise X9 196517 at \$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 – [Sara Little](#) of [Energy Optimizers, USA](#) and [Mary Whitt](#) of [Evans Energy](#) gave updates and were available for questions. [Contact Robin Houston](#) for additional information.

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 – Ken Swink reviewed a [summary of all May EPC Food Service Updates](#) which include Community Eligibility Program deadlines, USDA Meal Pattern effective dates and an invitation to the [Food Service Update Meeting that will be held at the 33rd Annual EPC Educational Vendor Fair on July 31, 2024](#) at the Wright State University's Nutter Center. 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 Insurance Renewal numbers are being emailed out to participating districts. Feel free to contact [Doug Merkle](#) or [Ellen Lewis](#) with any Health Insurance related questions.

LED Lighting & Energy Savings Programs – [Sara Little](#) of [Energy Optimizers, USA](#) shared a flyer on [Procurement with the LED Lighting and Energy Savings Programs](#) as well as [updated LED Bulb Pricing](#). Please contact [Belinda Kenley](#) 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 average property appraisal went up 27%. The rest of our LFP members will have their appraisals over the following two years. Our renewal meeting was held immediately prior to today's 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.

***Medical Supplies** - Ken Swink reported that the Medical Supply Committee has recommended a one-year extension with the current EPC Medical Supply Discount vendors: Henry Schein, Medco Supply Company, School Health and School Nurse Supply. [Pricing may be viewed 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 announced that the EPC [Bus Bids have been extended through July 10, 2024](#). You may view all EPC [Transportation Supplies](#), [Bus Cameras](#) and [Vehicle Pricing](#) on the EPC Website.

Ken also invited Administrators and School Transportation Supervisors to attend the [2024 EPC Transportation Supervisors Update with Heather Free of the Ohio Department of Education's Pupil Transportation](#). This free meeting will be held on July 31, 2024 at the EPC's 33rd Annual EPC Educational Vendor Fair in Berry Room 2 from 11am-12:00 noon.



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Utilities/Natural Gas – Ken Swink discussed how we are now hedging electricity supply in the same way we have hedged natural gas for many years. Instead of issuing a bid and accepting the price as of that bid opening date, we have extended a new agreement with our supplier, IGS, to patiently watch the market each day and hedge in percentages as we seek to find the bottom of each market cycle. The EPC Utilities Committee agreed to a 50% hedge of our calendar 2025 usage on May 9 as we found the lowest price we have seen since June 2023 at 0.05335 kWh, which compares to our current energy rate of 0.03370 which is still in effect through December 2024. Our goal is to continue to watch the market each day and try to secure another hedge lower than our first hedge, which only the market knows will or will not happen. But with natural gas inventories continuing to run ahead of historical norms, we believe there is the possibility of another downward cycle late summer or early fall.

Please feel free to reach out to me or to [Maha Kashani](#) at IGS as she has completed her annual analysis of demand for each of your accounts and is available to discuss your individual data. Each participating member will receive a hedge order to sign and approve the EPC to authorize additional hedges without the need to sign each future hedge order. Again, this is how we do your natural gas.

Regarding natural gas, Mark Jergens reported that two winters ago we were 7% warmer than average and last winter we ended up 11% warmer than normal which has contributed to our higher-than-average natural gas storage levels. Mark continues to be price bearish for the next six months but after that he changes to price bullish as the US plans to create additional methods to export more liquified natural gas (LNG) overseas. He also notes that natural gas demand in the US is expected to grow 14% per year through 2030 as our nation's demand for electricity continues to grow. Although the Ohio School Consortium put out a Supplier RFP for natural gas in April, we voted to not accept the basis numbers for CenterPoint/Vectren, Duke and Dominion West as Mark believed the basis numbers were too high. Mark has been asked to work with the bidding suppliers and to seek alternative opportunities to find lower basis prices for these utilities.

Workers Compensation – No report.

2024-14. Motion of Carla Surber 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 April 30, 2024 was \$895,808.67. Please contact [Connie](#) with any questions or concerns. Ken Swink also congratulated Connie Wright for earning the [Ohio Auditor of State Award Certificate](#) for the fiscal year that ended in 2023.



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Automated External Defibrillators (AEDs) – Ken Swink reminded members to [check the manufacturer date on their AEDs](#). Many districts purchased their districts in 2013 and 2014, bringing them to their 8-10 year life expectancy and beyond their 8-year warranty. If you need help locating the manufacture date on the label affixed to the bottom of most AEDs, please feel free to contact Doug Huffman of AEDVenture at sales@aedventure.com or 330-353-8821. [A flyer which includes AED rebate information was shared.](#)

2024-25 EPC General Membership Meeting Schedule – A [schedule of the EPC General Membership Meetings for the 2024-2025 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.

AEPA – Ken Swink distributed the [2024-25 AEPA Brochure](#) as well as flyers from [School Specialty's Classroom Select Buy 5 Chairs Get 1 Free Promotion](#), [Busch System's Cafeteria Recycling and Waste Solutions](#) and [ServiceMaster's Protecting Your Educational Facility from Summer Floods](#).

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.

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 31, 2024 at Wright State University's Nutter Center from 9am – 2pm.

Ken shared the [full list of EPC Vendor Fair Meetings & Seminars](#) as well as informational flyers on each seminar for administrators to share with their employees:

- [Delivering Academically Linked Nutrition & Health Living Content Using Online Technology – Hosted by the OrganWise Guys](#)
- [EPC Food Service Meeting – Updates with EPC, New Meal Patterns, SWEPC Commodity Updates, Presentation by Ohio Department of Education & Workforce](#)
- [Health & Wellbeing in the Workplace – Hosted by Anthem EAP, Bio of Speaker: Matthew Selker](#)
- [Save Time with Friends Office! Customized Kits for Schools](#)
- [The Value of the "Living Security Assessment" as Prevention Over Response – In Partnership with the EPC LFP Program](#)
- [Transportation Supervisors Update – Presented by the Ohio Department of Education & Workforce's Office of Pupil Transportation](#)
- Miami Valley School Business Officials Meeting

Attendees are encouraged to [RSVP to the EPC Vendor Fair and any of the above-mentioned meetings/seminars](#) on the EPC Vendor Fair Page: <https://epcschools.org/vendorfair.html>.

Meeting adjourned at 1:10 p.m.