



TO: EPC Representatives

FROM: Ken Swink, Director

DATE: November 7, 2024

RE: Minutes of November 5, 2024

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on November 5, 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: PJ Burgett, Ansonia; Maria Rellinger, Apollo Career Center; John Stephens, Arcanum Butler; Tyler Alexander, Beavercreek; Kevin Liming, Bellbrook Sugarcreek; Karen Royer, Bethel Tate; Jody Jones, Botkins; Carla Surber, Bradford; David Williamson, Brookville; Dan Bassler, Carlisle; Brian Masser, Cedar Cliff; Jon Wesley, Chuck Cowgill, Centerville; Jim Atchley, Darke Co ESC; Gina Samson, Robin Fisher, Dayton Regional STEM; John Stanley, East Clinton; Rachel Tait, Jeff Parker, Eaton; Amy Ayers, Hardin Houston; Scott Butler, Lebanon; Jerry Ellender, Mad River; Ryan Goldschmidt, Marion; David Larson, Miami Co ESC; Brad McKee, Stephanie Harshbarger, Miami Valley CTC; Jennifer Couch, National Trail; Ann Ferraro, Northmont; Jeff Patrick, Northwestern; Mike Corcoran, Preble County ESC; Ben Kitchen, Southeastern; Scott Gilbert, Springboro; Jennifer Bruns, St Henry; Denise Robinson, Tecumseh; Bill Derringer, Tim Watts, Tri-County North; Kimberly Chowning, Tri Village; Janice Allen, Kathleen Bayes, Tia Rodgers, Trotwood Madison; Scott Cottingim, Twin Valley; Steve Verhoff, Upper Valley CC; Marcus O'Brien, Vandalia Butler; Cary Furniss, Warren Co ESC; Buckie Caulley, Washington Courthouse; Jack Haag, West Carrollton; Curt Bone, Wilmington; Melanie Fox, Xenia; Belinda Kenley, Sara Little, Energy Optimizers USA; Mary Whitt, Evans Energy; Ken Swink, Doug Merkle, Connie Wright, Robin Houston, Cristi Goldshot, JeanAnn Cloud, EPC. **Via Zoom:** Jacqueline Dieter, ESC of Central Ohio; Jeremy Pequignot, Franklin Monroe; Brian Rabe, Great Oaks CC; Georgia Lewis, Greene Co CC; Kasey Mahaffey, Terry Strieter, Greene Co ESC; Cory Thompson, Lorain Co JVS; Gina Selby, Minster, Jake Thiel, Paulding; Rachel Meyer, Southern Ohio ESC; Kim Hagen, Tipp City; Charles Thiel, Urbana; Melissa Griffith, Whitehall.

2025-4. Approval of Minutes - Motion of Robert Fischer, seconded by Jeff Patrick, that the [minutes of September 10, 2024](#) be approved. Motion carried.

2025-5. Membership Request Letters - Ken Swink reported that [Dawson Bryant Local Schools](#), [Greater Ohio Virtual School](#), [Madison Champaign Educational Service Center](#), [Southeastern Local Schools \(Ross County\)](#), [Southwest Ohio Council of Governments](#), [Temple Christian Schools](#), [Tri Rivers Career Center](#) and [Willoughby Eastlake City Schools](#) have requested membership in the EPC. Motion of Jack Haag, seconded by Jim Atchley that the districts be approved for membership pending Executive Board approval. Motion carried.



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COMMITTEE PROGRAM REPORTS

Air Filters – Ken Swink reported that Air Filter Pricing is valid through December 31, 2024. We will likely be rebidding the Air Filter program and will request approval for new pricing at our January EPC General Membership Meeting. Click here to view [current Air Filter pricing](#) and instructions on [how to order or set up an account](#) with Waibel.

Classroom/Office Supplies – Ken Swink shared a flyer from [Friends Office highlighting Classroom Furniture and their Apparel/Reward/Gift Programs](#). By February 1st we will have a bid extension in place with the same vendors. You may view [current EPC Classroom & Office Supply pricing](#) from Acco/GBC, Carolina Biological, Friends Office, John R. Green/Kurtz Bros and Nasco 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 the EPC Copy Paper Program was recently rebid. After our committee reviewed responses from 4 vendors, it was decided to recommend the approval of Sterling Distribution and Millcraft Paper. The lowest-priced white 8 ½ x 11 Copy Paper from Sterling Distribution is their SchoolCopy at \$34.99/case and Millcraft's Natural Choice AJ8931 is \$31.92/case. Both vendors guarantee their paper and also offer a 1% discount if paid in net 30 days. Current pricing will be valid through December 31, 2024, and we will then extend pricing every two months or quarterly. You may view all copy paper pricing on the [EPC Website](#). A flyer introducing [Millcraft Paper](#) and [Sterling Distribution shared a flyer on their partner product – Greentech Air Purification Products](#).

Design Build & Performance Contracting Services – [Belinda Kenley](#) of [Energy Optimizers, USA](#) and [Mary Whitt](#) of [Evans Energy](#) gave updates and were available for questions. A [flyer from Evans Energy](#) was distributed. Thank you to Evans Energy for sponsoring today's EPC General Membership Meeting dessert.

Facility Products & Solutions – Ken Swink reminded members that discounted pricing for [Facility Products and Solutions discounted pricing with Cintas](#) is valid through June 7, 2025. Items included in this program include Garments/Uniforms Rentals, Floor Mats, Clinic Supplies and Feminine Hygiene. A [Cintas flyer listing their many products and services](#) as well as a [flyer highlighting their Uniform Rental, Facility Services, First Aid And Safety Products](#) was included in the meeting packet. [Contact Heather Carter at Cintas](#) for questions or ordering.



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Food Service – Ken Swink shared [EPC Food Service Updates for November](#) with the membership. Topics of the November update include a survey gathering district meal prices and hour wages paid to foodservice staff, the SWEPC Commodity Food Showcase and reminding members of our [newly launched SWEPC Website](#) at www.swepc.org where you can view documents required for Procurement Reviews and more. 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 reminded members that Open Enrollment for participating districts will end this Friday, November 8th. 2025 Calendar Year Wellness plans are due to the EPC Office by November 15th. Feel free to contact [Doug Merkle](#) 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 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 – 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 [announced that new Bus Bids](#) were opened at the EPC Office on October 30th. The following vendors were approved: Bus Pro 1/Western Reserve, Cardinal Bus Sales, Model 1/RIDE, Myers Equipment, Ohio Machinery/Complete Bus and Rush Truck Centers of Ohio. You may view all approved bus bid pricing on the [2025 EPC Bus Bids Dropbox Link](#). Please view the excel spreadsheet showing all pricing so you may make side-by-side comparisons. There are folders for each participating vendor where everything they submitted is shared. We also strongly encourage districts to view items in the Exceptions and Misc Info folder. 2025 Bus Bid Pricing will be held firm for 90 days through January 28, 2025. We will request extensions will all EPC approved vendors prior to their expiration. Links to a [sample Board Resolution](#) (which is required prior to purchasing any school bus) and the [Bus Purchasing Calendar](#) may be found on the [EPC Bus page](#) of the EPC Website.

[2025 model-year Passenger Vans and Pickup Trucks](#) were also recently bid for EPC Members. Final bid decisions were made at today's EPC General Membership Meeting. After discussion, it was decided to award all vendors that bid on the Passenger Vans (American Bus, BSI & Myers Equipment) and Pickup Trucks (Beau Townsend Ford, Bob Ross Auto, Hill International and Tim Short Auto). Final pricing, including vendor contact information will be posted later on the EPC Website under the Programs tab.



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Utilities/Natural Gas – Ken Swink reviewed [information on our EPC/IGS Electric Generation Contract](#) that was provided to us by Maha Kashani of IGS. As hoped, our hedging strategy was effective and we were able to hedge down our 2025 price. The regulatory environment has been challenging. While we reduced our hedge price with IGS, the latest PJM capacity auction cleared at 800% of the current price. Additionally, AES Ohio announced last week that they filed a new Distribution Rate Case, which will lead to further substantial rate increases to delivery charges. Please contact Maha Kashani at Maha.Kashani@igs.com or 937-972-0379 to schedule your change in cost review.

Workers Compensation – Doug Merkle encouraged EPC Members to sign up for our upcoming [EPC/Hunter Consulting Safety Training Session](#) that will be held via Zoom on November 7th at 9:00 a.m. Please RSVP by emailing us at Robin.Houston@epcschools.org and the Zoom link will be emailed to you. If you missed this session let Robin know and you may watch the recorded session on your own time and still earn your participation certificate.

2025-6. Motion of Jon Wesley seconded by Karen Royer 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 September 30, 2024 was \$1,242,383.58. Please contact [Connie](#) with any questions or concerns.

Interest Dividend Member Participation – Ken proudly reviewed the second year of the [EPC Interest Dividend Member Participation Program](#) with 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. Congratulations to the following EPC Member Districts that earned that additional bonus: Blanchester Local Schools, Bradford Exempted Village Schools, Darke County Educational Service Center, Greene County Educational Service Center, Greenville City Schools, Mad River Local Schools, Northridge Local Schools, Preble County Educational Service Center, Southern Ohio Educational Service Center, Tri Village Local Schools, Upper Valley Career Center, Warren County Educational Service Center and Wilmington City Schools. A total of **\$1,060,067** in EPC Dividends was paid out. 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.



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2023-24 Rebates – Ken Swink reviewed the [2023-24 Rebate Report](#) which includes rebates for the Interest Dividend Member Participation, Food Service GFS Prime Vendor Agreement, EPC Medical Insurance Wellness Programs, Copy Paper and Classroom/Office Supply purchases. A total of **\$2,637,607.60** 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 **\$14,099,346.12!** 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 – Ken Swink reviewed flyers from [Busch System's Office Recycling containers](#), [Midwest Technology Product's Hann Mobile Tech Ed Work Bench with Tools](#), and [Tremco's Tips on How to Protect your Roofs and Building Envelopes This Winter](#). You may view the complete [2024-25 AEPA Brochure](#) which lists contact information for all AEPA vendors on the EPC website.

Meeting adjourned at 12:58 p.m.