



TO: EPC Representatives

FROM: Ken Swink, EPC Director

DATE: January 23, 2025

RE: Minutes of January 14, 2025

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on January 14, 2025, 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; John Stephens, Arcanum Butler; Tyler Alexander, Beaver creek; Jody Jones, Botkins; Carla Surber, Bradford; Robert Fischer, Dan Bassler, Carlisle; Brian Masser, Julie Lowe, Cedar Cliff; Chuck Cowgill, Centerville; Jim Atchley, Darke Co ESC; Rachel Tait, Jeff Parker, Eaton; Kelly Fromm, Franklin; Philip Brewer, Great Oaks CC; Amy Ayers, Hardin Houston; Bryan Janson, Gary Doll, Huber Heights; Scott Butler, Lebanon; Jerry Ellender, Mad River; Brad McKee, Stephanie Harshbarger, Miami Valley CTC; Amy Anyanwu, Montgomery Co ESC; Jennifer Couch, National Trail; Jack Fisher, Dale Miller, Northeastern; Ann Ferraro, Brandon Knecht, Susanne Lintz, Anthony Litersky, Northmont; Jeff Patrick, Northwestern; Frank Eaton, Oakwood; Jean Borchers, Russia; Ben Kitchen, Southeastern; Denise Robinson, Tecumseh; William Derringer, Tim Watts, Tri-County North; Tia Rodgers, Trotwood Madison; Jeff Price, Troy; Scott Cottingim, Twin Valley; Anthony Fraley, Steve Verhoff, Upper Valley CC; Joe Scholler, Erick Depew, Valley View; Marcus O'Brien, Vandalia Butler; Mike Watt, Wapakoneta; Buckie Caulley, Washington Courthouse; Curt Bone, Wilmington;

Vendors & EPC Staff: Joel Saling, Dayton Reliable Air Filter; Belinda Kenley, Sara Little, Energy Optimizers USA; Jeff Evans, Evans Energy; Evan Baker, Millcraft; Jon Green, Prodigy; Ken Swink, Connie Wright, Bonnie Muckenthaler, Robin Houston, Cristi Goldshot, JeanAnn Cloud, Mary Armstrong, Kendall Pollard, EPC. **Via Zoom:** Kyle Lewis, Clinton Co DD; Jeremy Pequignot, Franklin Monroe; Adam Schussel, Daniel Cox, Great Oaks CC; Jenna Jurosic, Greenville; Tony Meyer, Jackson Center; Rachel Meyer, Curt Bradshaw, Southern Ohio ESC; Jennifer Bruns, Jenna Winger, St Henry; Ken Lackey, Wayne; Chelsea Baldwin, West Liberty Salem.

Presentation: [Joel Saling](#) of [Dayton Reliable Air Filter](#) introduced himself as the newly awarded EPC vendor for Air Filters. A [packet including contact information, how to order, and Air Filter Pricing](#) was distributed.

Presentation: [Evan Baker](#) of [Millcraft Paper](#) updated our members on how they were recently chosen as an EPC Approved vendor for Copy Paper. You may view the [current Copy Paper Pricing on the EPC Website](#), which shows Millcraft having the lowest copy paper price by a difference of more than \$2.36 per case. Evan also shared information on [Millcraft's Buy & Give Community Donation Program](#), [Information on their "Green" Natural Choice Copy Paper](#), [Specifications on their Bright White Report Paper](#) and [Instructions on how to setup payment information if ordering with Millcraft for the first time](#).



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2025-7. Approval of Minutes - Motion of Robert Fischer, seconded by Jeff Patrick, that the [minutes of November 5, 2024](#) be approved. Motion carried.

COMMITTEE PROGRAM REPORTS

***Air Filters** – Ken Swink announced that the Air Filter program was recently bid and awarded to Dayton Reliable Air Filter. Pricing will be valid through June 30, 2025. A [packet containing Air Filter vendor contact information, how to order, and Pricing](#) was distributed.

***Classroom/Office Supplies** – Ken Swink announced that the [Classroom & Office Supplies program will be extended through January 31, 2026 with our current vendors](#) - Acco/GBC, Carolina Biological, Friends Office, John R. Green/Kurtz Bros and Nasco. Members may also utilize AEPA Classroom & Office Supply pricing with School Specialty. The updated pricing will be posted on the [EPC Website](#) by February 1, 2025. A flyer from [Friends Office on How to Start The Year off Right](#) was shared with members.

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 extended with current vendors through February 28, 2025. The lowest-priced white 8 ½ x 11 Copy Paper from Sterling Distribution is their SchoolCopy at \$35.99/case and Millcraft's Natural Choice AJ8931 is \$33.63/case. Both vendors guarantee their paper and also offer a 1% discount if paid in net 30 days. We will continue to request pricing extensions every two months.

Design Build & Performance Contracting Services – [Belinda Kenley](#) of [Energy Optimizers, USA](#), [Jeff Evans](#) of [Evans Energy](#) and [Jon Green](#) of [Prodigy Building Solutions](#) gave updates and were available for questions. Flyers from [Evans Energy](#) and [Prodigy Building Solutions](#) were distributed.

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 – Bonnie Muckenthaler shared [EPC Food Service Updates for January](#) with the membership. Topics of the January update include how to view the results of our survey gathering district meal prices and hour wages paid to food service staff, links to view food service procurement information, plans to meet to discuss upcoming food bids, and reminding members of our newly launched SWEPC Website at www.swepc.org. 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](#) at 937-890-3725 Ext. 1006.

Insurances – [JeanAnn Cloud](#) introduced [Kendall Pollard](#) to the EPC Membership. Kendall joined our team in November. She comes to us from the nursing industry and has a degree in Health Sciences from Ohio University. Kendall has mostly been busy learning all aspects of our business behind the scenes. However, over the next year she will be more prominently involved with our districts. [Cristi Goldshot](#) shared that we currently have 75 school districts active in the EPC Wellness program. Participating districts were to submit their grant request in the Fall. For those approved, the first 25% of their funds were recently sent out in the mail. The remainder of their wellness grant money will be sent with all other EPC Rebates in November. Cristi also announced that renewal numbers will not be available until May. Any district interested in making plan changes should contact [Doug Merkle](#).

LED Lighting & Energy Savings Programs – [Belinda Kenley](#) of [Energy Optimizers, USA](#) shared a [Case Study on Jonathan Alder Local Schools](#) as well as 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 Belinda and Energy Optimizers, USA for sponsoring today's EPC General Membership Meeting lunch.

Liability Fleet & Property Insurance—Ken Swink reported that the EPC Liability Fleet & Property Insurance program had recently added several member schools and will likely add an additional 18 within the next month or so. If your district is interested in a quote, feel free to reach out to [Ken Swink](#) with your request.

Transportation – Ken Swink [updated members with several Transportation related items](#). We are requesting extensions with our currently awarded vendors for School Buses. Price extension dates will vary by vendor and will be posted on the EPC Website once finalized. You may view Bus Bid Pricing on the [2025 EPC Bus Bids Dropbox Link](#). 2025 model-year Passenger Vans and Pickup Trucks were also recently bid for EPC Members. [Pricing, including vendor contact information](#), is posted on the EPC Website. Transportation Supplies and Bus Cameras are currently out for bid. New vendors and pricing will be available on March 1, 2025.

Utilities/Natural Gas – Ken Swink reviewed [important energy updates and strategies to mitigate energy cost increases](#). Thanks to Maha Kashani of IGS for providing this information and suggestions. Please contact Maha at Maha.Kashani@igs.com or 937-972-0379 to schedule your change in cost review. Ken also shared [Ohio School Consortium Program Natural Gas Cost totals for all LDCs](#).



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Workers Compensation – No report.

2025-8. Motion of Mike Watt seconded by John Stephens 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 December 31, 2024 was \$1,226,356.48. Please contact [Connie](#) with any questions or concerns.

AEPA – Ken Swink reviewed flyers from [Best Plumbing: New Arrivals](#); [Chalmers Ford – Fleet Contracts](#); [Chalmers Ford: 2023 Ford F-350 – Priced to Sell!](#); [Chalmers Ford: How to get a Quote](#); [Demco Furniture: Creating Equity in Learning Environments](#); [Demco Furniture: 3 Common Space Challenges](#); [SHI Cooperative Contracts to help achieve procurement goals](#); [TwoTrees/Sophos: Reduce your largest spam/phishing attack surface](#); [TwoTrees/Sophos: Firewall for Education](#) and [TwoTrees/Sophos: Managed Detection & Response](#). You may view the complete [2024-25 AEPA Brochure](#) which lists contact information for all AEPA vendors on the EPC website.

Meeting adjourned at 1:10 p.m.