



TO: EPC Representatives

FROM: Ken Swink, EPC Director

DATE: March 14, 2025

RE: Minutes of March 11, 2025

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on March 11, 2025, 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; John Stephens, Arcanum Butler; Tyler Alexander, Beavercreek; Amit Gautam, Bellbrook Sugarcreek; Robert Fischer, Dan Bassler, Carlisle; Julie Lowe, Cedar Cliff; Chuck Cowgill, Centerville; Jim Atchley, Darke Co ESC; John Stanley, East Clinton; Jeff Parker, Eaton; Kim Sherwood, Fairborn Digital Academy; Kelli Fromm, Franklin; Amy Ayers, Hardin Houston; Bryan Janson, Gary Doll, Huber Heights; Scott Butler, Mike Arlinghaus, Lebanon; Ryan Goldschmidt, Marion; Kurt Wendel, Mercer Co ESC; David Larson, Miami Co ESC; Brad McKee, Stephanie Harshbarger, Miami Valley CTC; Jeff Winchester, Mississinawa; Jennifer Couch, National Trail; Brandon Knecht, Susanne Lintz, Northmont; Jeff Patrick, Northwestern; Mike Corcoran, Preble Co ESC; Jean Borchers, Russia; Ben Kitchen, Southeastern; Scott Gilbert, Springboro; Daniel Kaiser, Tecumseh; William Derringer, Tim Watts, Tri-County North; Kathleen Bayes, Trotwood Madison; Jeff Price, Troy; Scott Cottingim, Twin Valley; Anthony Fraley, Steve Verhoff, Upper Valley CC; Erick Depew, Valorie Hill, Andrea Cook, Valley View; Marcus O'Brien, Jordan Shumaker, Vandalia Butler; Mike Watt, Wapakoneta; Curt Bone, Wilmington; **Vendors & EPC Staff:** Belinda Kenley, Sara Little, John Beckemeyer, Energy Optimizers USA; Maha Kashani, IGS; Jon Green, Prodigy; Ken Swink, Doug Merkle, Connie Wright, Robin Houston, Cristi Goldshot, JeanAnn Cloud, Kendall Pollard, EPC. **Via Zoom:** Cathy Doseck, Anna; Carla Surber, Joe Hurst, Bradford; Kyle Lewis, Clinton Co DD; Jenn McCoy, Coldwater; Deanna Knapke, Fort Recovery; Jeremy Pequignot, Franklin Monroe; Garth Whitaker, Greenon; Inga Fisher, Greeneview; Jenna Jurosic, Greenville; April Bolyard, Liberty Union Thurston; Alexander Hix, Miami East; Dale Miller, Northeastern; Matt Heaston, Ohio Hi Point Career; Kim Hagen, Tipp City; Kim Chowning, Tri Village; Charles Thiel, Urbana; Buckie Caulley, Washington Courthouse, Nick Ciarniello, Willoughby Westlake.

2025-9. Approval of Minutes - Motion of Robert Fischer, seconded by Jeff Patrick, that the [minutes of January 14, 2025](#) be approved. Motion carried.

2025-10. Membership Request Letters - Ken Swink reported that [Austintown Local Schools](#), [Fostoria Local Schools](#), [Indian Lake Schools](#), [Kelleys Island Local Schools](#), [Portsmouth City Schools](#) and the [YMCA of Greater Dayton](#) have requested membership in the EPC. The Executive Board at its March 11th morning meeting recommended the presentation of these potential members to the general membership for approval. Motion of David Larson seconded by John Stephens, that the potential members be approved for membership. Motion carried.



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COMMITTEE PROGRAM REPORTS

Air Filters – Ken Swink reminded members that you may view Dayton Reliable Air Filter’s [vendor contact information, information on how to order, and Pricing](#) on the EPC Website.

***Carpet Tiles** – Ken Swink recommended extending our Carpet Tile Program with Interface Carpeting for one year through February 28, 2026. Interface Carpet was able to extend pricing with an average increase of 1.88% for Carpet Tile and an average increase of 1.47% for Luxury Vinyl Tile (LVT). You may view all [Carpet Tile Pricing here on the EPC Website](#). [Interface Carpet would like to remind members](#) that if you are a new customer to Interface and would like to try out their carpet tile or LVT they are happy to supply 35sy of carpet tile or 322sf of LVT on them as a mock-up. Please reach out to your local rep [Lauren Thomas](#) for details.

Classroom/Office Supplies – Ken Swink shared flyers from Friends Office on how they can help with your [Capital Projects](#) and [how to get your End of School Year orders in](#). Friends Office is also encouraging you to “Keep It Local” and reach out to Friends Office instead of Amazon! If you see your items cheaper on Amazon – [reach out to Friends Office and let them know](#) so they have the opportunity to beat or match the price. You may view all [EPC Classroom & Office Supply pricing](#) with 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 extended with current vendors through March 31, 2025](#). The lowest-priced white 8 ½ x 11 Copy Paper is Millcraft’s Natural Choice AJ8931 at \$33.63/case or Sterling Distribution’s HiWhite at \$34.75/case. Both vendors will 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](#) and [Jon Green](#) of [Prodigy Building Solutions](#) gave updates and were available for questions. A flyer from [Evans Energy’s Facility Upgrades that create more efficient buildings now and offset electrical rate increases later](#) was 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.



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Food Service – Ken Swink shared [EPC Food Service Updates for March](#) with the membership. Topics of the March update include introducing our newest EPC Food Service Consultant, Lisa Robison, opening an EPC Satellite office in West Chester and announcing several upcoming EPC Food Service Meetings/events. Be sure to mark your calendars for our June 4th EPC Food Service Bid Award Meeting at Aullwood Farm and July 30th for our 34th Annual EPC Educational Vendor Fair. All food service pricing and procurement documentation may be viewed on 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 – Doug Merkle reported the EPC Insurance Committee will be meeting Wednesday, March 12th to discuss the current marketplace in preparation for next year's renewal. Any district interested in making plan changes should contact [Doug Merkle](#).

LED Lighting & Energy Savings Programs – [Belinda Kenley](#) of [Energy Optimizers, USA](#) shared a flyer on [How to Get ahead of the Upcoming Rate Increase](#) and a flyer on [Facility Improvement Projects](#) such as LED Lighting/Solar, Doors/Windows/Roofing and HVAC Upgrades. 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 will be meeting on May 13 prior to our next EPC General Membership Meeting at Aullwood Audubon Center. If your district is interested in a quote, feel free to reach out to [Ken Swink](#) with your request.

***Transportation** – Ken Swink announced that Transportation Supplies and Bus Cameras have been rebid. The committee would like to recommend approval for the following vendors: American Bus & Accessories, AngelTrax, Carroll Wuertz Tire, Dayton Quality Starter, Gem City Tire, Grismer Tire, ProVision Solutions, REM Safe Fleet, Rush Truck Center and WS Electronics. New [Transportation Supply Pricing](#) and [Bus Camera Pricing](#) may be viewed on the EPC Website. Please also see the [EPC Website](#) for pricing on School Buses, Pickup Trucks and Passenger Vans.

Utilities/Natural Gas – Maha Kashani of IGS gave a presentation on why [Capacity Costs are Increasing](#) and what schools can do to help reduce their costs. Please contact Maha at Maha.Kashani@igs.com or 937-972-0379 to schedule your change in cost review. Ken also shared [Natural Gas Physical Basis numbers and where we stand on hedging](#).

Workers Compensation – Doug Merkle encouraged EPC Members to sign up for our upcoming [EPC/Hunter Consulting Safety Training Sessions](#) that will be held via Zoom on March 13th from 1-3 p.m. and/or April 8th from 9-11 a.m. Please email us at Robin.Houston@epcschools.org and the Zoom link will be emailed to you.



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2025-8. Motion of Jim Atchley 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 28, 2025 was \$1,177,630.09. Please contact [Connie](#) with any questions or concerns.

Automated External Defibrillators (AEDs) – Ken Swink shared a flyer on [Automated External Defibrillators from AEDVenture](#). Contact Mr. Doug Huffman at 330-903-0880 or via email at sales@aedventure.com with questions or for assistance with ordering.

AEPA – Ken Swink reviewed a flyer from AEPA approved vendor [Demco Furniture](#).

Vendor Fair – A [Save the Date flyer for the 34th Annual EPC Educational Vendor Fair](#) was shared. This year's event will be held on July 30, 2025 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 Gary Doll, seconded by Brandon Knecht. Meeting adjourned at 1:09 p.m.