



TO: EPC Representatives

FROM: Ken Swink, EPC Director

DATE: November 7, 2025

RE: Minutes of November 4, 2025

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on November 4, 2025, at 12:30 p.m. at Aullwood Audubon Center, 1000 Aullwood Road, Dayton, Ohio. Executive Board Chairperson Scott Gilbert called the meeting to order.

MEMBERS PRESENT: PJ Burgett, Ansonia; Tyler Alexander, Beavercreek; Amit Gautam, Bellbrook Sugarcreek; Karen Royer, Bethel-Tate; Carla Surber, Bradford; David Williamson, Brookville; Robert Fischer, Dan Bassler, Carlisle; Julie Lowe, Cedar Cliff; Brian Kuhn, Tom Faulkner, Adam Billet, Clark Shawnee; Jim Atchley, Darke Co ESC; John Stanley, East Clinton; Scott Couch, Rachel Tait, Eaton; Deanna Knapke, Fort Recovery; Kelli Fromm, Franklin; Bonnie Baldridge, Greenfield; Jennifer Bruns, Greenville/St Henry/Mississinawa; Amy Ayers, Hardin Houston; Tim Hopkins, Huber Heights; Scott Butler, Mike Arlinghaus, Lebanon; Jerry Ellender, Mad River; Ryan Goldschmidt, Marion; Ryan Walker, Marysville; Scott Gilbert, Amy Anyanwu, Montgomery Co ESC; Jennifer Couch, National Trail; Deborah Carson, New Lebanon; Ann Ferraro, Brandon Knecht, Northmont; Jeff Patrick, Northwestern; Mike Corcoran, Preble Co ESC; Jean Borchers, Russia; Ben Kitchen, Southeastern; Denise Robinson, Tecumseh; Bryan Wagoner, Tim Watts, Tri County North; Kimberly Chowning, Tri Village; Jill Adams, Trotwood Madison; Jeff Price, Troy; Jeff Sakal, Troy Christian; Anthony Fraley, Steve Verhoff, Upper Valley CC; Andrea Cook, Erick Depew, Valley View; Marcus O'Brien, Vandalia Butler; Mike Watt, Wapakoneta; Tom Isaacs, Warren Co ESC; Buckie Caulley, Washington Courthouse; Curt Bone, Wilmington; Melanie Fox, Xenia; **Vendors & EPC Staff:** Belinda Kenley, Sara Little, John Beckemeyer, Energy Optimizers USA; Jeff Evans, Mary Whitt, Evans Energy; Maha Kashani, IGS; Jon Green, Prodigy; Zach Fuleki, Service Master Restore; Ken Swink, Doug Merkle, Robin Houston, JeanAnn Cloud, Cristi Goldshot, Kendall Pollard, Desiree Bleh, EPC. **Via Zoom:** Loren Robinson, Ballator; Kyle Lewis, Clinton DD; Jeremy Pequignot, Franklin Monroe; Patrick Swan, Graham; Garth Whitaker, Greenon; April Bolyard, Liberty Union Thurston; Gina Selby, Minster; Rachel Meyer, Southern Ohio ESC; Andrew Wilker, St Marys; Jeff Eyrich, Yellow Springs.

2026-4. Approval of Minutes - Motion of Robert Fischer of Carlisle Local Schools, seconded by David Williamson of Brookville Local Schools, that the [minutes of September 9, 2025](#), be approved. Motion carried.

2026-5. Membership Request Letters - Ken Swink reported that [Horizon Science Academy Westerville](#), [Legacy Academy of Excellence](#), [Norwalk City Schools](#) and [St William Catholic School](#) have requested membership in the EPC. The Executive Board approved this request at its November 4th morning meeting. Motion of Jeff Patrick of Northwestern City Schools, seconded by Mike Watt of Wapakoneta City Schools, that the districts be approved for membership. Motion carried.



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COMMITTEE PROGRAM REPORTS

***Air Filters** – Ken Swink announced to members that [Dayton Reliable Air Filter](#) pricing has been extended through June 30, 2026 with zero price changes. You may view the [vendor contact information, information on how to order, and Pricing](#) on the EPC Website.

Classroom/Office Supplies – Ken Swink shared flyers from Friends Office on their [Printing Options](#), [Printing Examples](#) and their [Crayola Creativity Week](#). Current Classroom & Office Supply Pricing is valid through January 31, 2026. February 1st will begin our final extension year with updated pricing from our current vendors. Current pricing is available on the EPC Website: <https://epcschools.org/programs#classroom>.

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 Nebula Solutions at 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 December 31, 2025. The [lowest-priced white 8 1/2 x 11 Copy Paper](#) is Millcraft's Natural Choice AJ8931 at \$32.50/case or Sterling Distribution's HiWhite at \$34.50/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 – Ken Swink explained that we have secured a [6-month extension for the EPC Design Build and Performance Contracting Services Program](#) instead of our usual 1-year extension, so we can update our bid specifications and have time for our legal counsel to review them prior to doing a new bid. We hope to have our new program ready to approve at our January EPC General Membership Meeting.

[Belinda Kenley](#) of [Energy Optimizers, USA](#), shared a flyer on [How EOU can help with your next Facility Improvement Project](#). [Jeff Evans](#) of [Evans Energy](#) shared a [flyer on safer and more efficient buildings to offset today's higher electric demand charges](#), and [Jon Green](#) of [Prodigy Building Solutions](#) shared their [flyer, which reviews their areas of expertise](#). All three Design Build representatives gave updates and were available for questions. Thank you to Jeff Evans and Evans Energy for sponsoring today's dessert for our members.

Facility Products & Solutions – Ken Swink reminded members that [Facility Products and Solutions discounted pricing with Cintas](#) was recently extended through May 31, 2026. Items included on this program include Garments/Uniforms Rentals, Floor Mats, Clinic Supplies and Feminine Hygiene. Contact [Amanda Rowe](#) 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 EPC Food Service Update include [how members can request to add items through the SWEPC Website](#), when the next EPC Food Service meeting will be held on December 12th, an [ODEW/EPC Procurement Training Opportunity](#), our Annual SWEPC Commodity Showcase, the USDA 25-26 meal reimbursement rate, Buy-American, and Administrative Review season. A [timeline of EPC Food Bids](#) was also shared with the membership. If you need food service-related assistance, have procurement questions, or are interested in our Food Service Consulting program, please [contact Bonnie Muckenthaler](#).

Insurances – Doug Merkle reported that Open Enrollment will end on November 9th. Wellness money is included in the Rebate Checks being distributed today. Feel free to contact the Benefits office with any Health Insurance/Benefit questions at Benefits@epcschools.org or 937-890-3725 Ext. 1.

LED Lighting & Energy Savings Programs – [Belinda Kenley](#) of [Energy Optimizers, USA](#) reminded members they are welcome to contact her if they have any questions or if they are interested in a [No Cost Energy and Lighting Audit](#). Thank you to Belinda and Energy Optimizers, USA for sponsoring today's lunch for our members.

Liability Fleet & Property Insurance – Ken Swink stated that at this morning's EPC Liability Fleet & Property Meeting, we had Mr. Gary L. Sigrist Jr, the CEO and President of Safeguard Risk Solutions, speak to our members. [His bio](#) is included in today's meeting packet. His [presentation on School Safety Focusing on Prevention](#) was very impressive, and we wanted to share his valuable information with all EPC Members. Mr. Sigrist also offered to take questions and offer his opinion if needed. He may be reached via email at gary@safeguardrisksolutions.com or via phone at 614-679-5608.

Transportation – Ken Swink shared a [Bus Purchasing Survey](#) with members. Members who complete this [survey](#) are not committing to making any purchases, it is simply letting the potential bus vendors know which districts are interested. Once the new EPC Bus Bid is ready to go out to potential vendors, we will share the EPC Bus Purchasing Calendar on the [EPC Bus Page](#).

Utilities/Natural Gas – Ken Swink shared The [PJM Summer 2025 Peak Days](#) list with the membership. Ken also reviewed the [Farmers' Almanac VS the Old Farmer's Almanac Ohio Winter for 2025-26](#) and an article from the [Dayton Daily News on how Heating costs are projected to surge as natural gas prices, demand climb](#).

Maha Kashani from IGS Energy [addressed ways to reduce electricity costs](#) through Demand Response, Peak Demand Shaving, Peak Load Contribution Shaving and Network Service Peak Load Shaving. Please contact Maha at Maha.Kashani@IGS.com with a copy of your most recent AES Ohio invoice for any facilities that can curtail for economic benefit.



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Utilities Cont. - Information was also presented for [Demand Response from NRG](#). Please contact Mitch Raterman at Mitchell.Raterman@NRG.com for more information on their program. An [Update on the EPC & Ohio School Consortium Natural Gas Program](#) was included in the meeting packet.

We also reported that the EPC Utilities Committee has approved an extension agreement with IGS, at the time of this meeting, two thirds of our members have already returned the signed amendment and or board resolutions. Prices have continued to increase since we secured our Energy/Losses hedge at \$0.05995 kWh.

We have also secured Natural Gas for July 2025 – June 2026 hedge pricing in four purchases which will average our total 80% hedge price at \$3.9310 Dth. We have not secured any hedges for July 2026 forward as the market price is currently at \$4.60 Dth. Our natural gas consultant, Mark Jergens, continues to update our hedging committee on market prices. The EPC also presented a handout showing historical hedges for the past four years. Finally, CenterPoint Energy, formerly Vectren, has been purchased by National Fuel headquartered in Western New York at a sale price of 2.62 billion dollars. The terms of the sale will be completed in the fourth quarter of 2026.

Workers' Compensation – Doug Merkle invited members to signup for the [Fall 2025 EPC/Hunter Consulting Safety Training Session](#) which will be held on November 6th via Zoom.

2026-6. Motion of Brandon Knecht of Northmont City Schools, seconded by Amy Anyanwu of the Montgomery County Educational Service Center, that the *programs be approved via consent. Motion carried.

DIRECTOR'S REPORT

Financial Report – JeanAnn Cloud reviewed the [financial summary of the general operating fund](#). The balance of the General Fund as of September 30, 2025, was \$1,166,149.24. Please contact [JeanAnn](#) with any questions or concerns.

2024-25 Rebates – Ken Swink reviewed the [2024-25 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 **\$2,944,220.54** [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 year's (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 **\$17,043,566.66!** 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!](#)



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Interest Dividend Member Participation – Ken proudly reviewed the third year of the [EPC Interest Dividend Member Participation Program](#) with the EPC Members. For each EPC Member School participating in the EPC Health Insurance Program, effective September 1, 2025, we have increased our payout to \$55 per covered employee for each school district, \$6 per employee for EPC Dental Insurance participation, and \$3 per employee for EPC Vision Insurance participation. For those members participating in the health insurance program, we also paid \$27 per employee for those members who participate in the EPC Liability Fleet & Property Insurance program and \$4 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 who earned that additional bonus: Blanchester Local Schools, Bradford Exempted Village Schools, Cedar Cliff Local 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 **\$1,287,144** in EPC Dividends was paid out. If your district is interested in participating in any of these programs in addition to our Health Insurance Program, please contact Ken Swink at Ken.Swink@epcschools.org or 937-890-3725 Ext 1003.

2026 EPC Vendor Fair Date Change – The [2026 EPC Educational Vendor Fair will be held on Wednesday, August 5, 2026 at the Wright State University's Nutter Center](#). Please save this date on your calendars.

AEPA – Ken Swink reviewed an AEPA Flyers from [Tremco on Infrared Scanning](#) – the smart way to reveal hidden building envelope issues and protect school facility budgets.

Motion to adjourn by Robert Fischer of Carlisle Local Schools, seconded by Jim Atchley of the Darke County Educational Service Center. Meeting adjourned at 1:06 p.m.