



TO: EPC Representatives
FROM: Ken Swink, EPC Director
DATE: January 22, 2026
RE: Minutes January 13, 2026

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on January 13, 2026, 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; John Stephens, Arcanum Butler; Amit Gautam, Bellbrook Sugarcreek; Robert Fischer, Dan Bassler, Carlisle; Julie Lowe, Cedar Cliff; Chuck Cowgill, Centerville; Jim Atchley, Darke Co ESC; Rachel Tait, Eaton; Kelli Fromm, Franklin; Jerry Ellender, Mad River; Ryan Goldschmidt, Marion; David Larson, Miami Co ESC; Brad McKee, Stephanie Harshbarger, Miami Valley CTC; Jennifer Couch, National Trail; Deborah Carson, New Lebanon; Ann Ferraro, Jason Watson, Northmont; Jeff Patrick, Northwestern; Mike Corcoran, Ben Kitchen, Southeastern; Scott Gilbert, Springboro; Bryan Wagoner, Tim Watts, Tri County North; Kadee Bayes, Tia Rodgers, Trotwood Madison; Jeff Price, Troy; Andrea Cook, Erick Depew, Valorie Hill, Valley View; Mike Watt, Wapakoneta; Curt Bone, Wilmington; **Vendors & EPC Staff:** Belinda Kenley, Sara Little, John Beckemeyer, Energy Optimizers USA; Jeff Evans, Mary Whitt, Evans Energy; Jon Green, Prodigy; Doug Merkle, Robin Houston, JeanAnn Cloud, Cristi Goldshot, Mary Armstrong, Kendall Pollard, Desiree Bleh, Hallie Jay, EPC. **Via Zoom:** Tyler Alexander, Beavercreek; Carla Surber, Bradford; Jenna Jurosic, Brookville; Gina Samson, Dayton Regional STEM; Jeremy Pequignot, Franklin Monroe; Megan Jackson, Hamilton Co ESC; Mike Corcoran, Preble Co ESC; Steve Verhoff, Anthony Fraley, Upper Valley CC; Lisa Cox, West Central Juvenile Detention.

2026-7. Approval of Minutes - Motion of Robert Fischer of Carlisle Local Schools, seconded by Jeff Patrick of Northwestern Local Schools, that the [minutes of November 4, 2025](#), be approved. Motion carried.

COMMITTEE PROGRAM REPORTS

Air Filters – Robin Houston informed 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, ordering information, and Pricing](#) on the EPC Website.



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***Classroom/Office Supplies** – Robin Houston announced that the Classroom & Office Supplies program will be extended through January 31, 2027 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, 2026. The following flyers were shared with the members: [Crayola Creativity Week](#) and a [Write Grant Application](#) from Friends Office, and John R. Green/Kurtz Brothers shared their [product areas](#) and [contact information](#).

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** – Robin Houston shared that the EPC Copy Paper Program has been extended through February 28th with Millcraft and Sterling Paper. The lowest-priced white 8 1/2 x 11 Copy Paper is Millcraft's Natural Choice AJ8931 at \$32.50/case and Sterling Distribution's HiWhite at \$34.50/case. The main 8 1/2 x 11 White Copy Paper pricing has not changed since September 1, 2025. Remember, you will receive a 1% discount on payments made within 30 days, and you will also earn a 1% rebate from the EPC each November. The [price comparison](#) is included in the meeting packet. We will continue to request pricing extensions every two months. [All pricing is available on the EPC Website](#).

Design Build & Performance Contracting Services – [Doug Merkle](#) stated that our attorney, Matthew Sagone of Squire Patton Boggs, is negotiating an agreement with Andre Goosby, president of AGM Energy Services, to serve as our Design Build Criteria Engineer to assist us in procuring a new bid for our Design Builders. AGM was selected through an RFQ process prepared for us by Matthew Sagone. We plan to have Matthew Sagone and Andre Goosby in attendance at our March 10, 2026 Membership Meeting to present our new program awards. We encourage district facility managers to attend.

[Belinda Kenley](#) of [Energy Optimizers, USA](#), shared a flyer on their Design Build solutions. [Jon Green](#) of [Prodigy Building Solutions](#) shared their [flyer, which reviews their areas of expertise](#). [Jeff Evans](#) of [Evans Energy](#) provided an update and was available to answer questions.

Food Service – Doug Merkle reviewed the [EPC Food Service Updates for January](#) with the membership. Topics of the January EPC Food Service Update include an update on Buy American, Administrative Review Processes, and upcoming dates to remember for EPC Food Service Meetings and SWEPC Commodity Meetings. If you need food service-related assistance, have procurement questions, or are interested in our Food Service Consulting program, please [contact Bonnie Muckenthaler](#).



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Insurances – Doug Merkle reported the EPC Insurance team is cleaning up after open enrollment and getting the new plan year started. We are also evaluating potential new offerings for our members. We'll soon start analyzing numbers for potential 2027 projections. That committee will meet several times between now and April so we can get those 2027 numbers out to participating members in early May. 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 – Doug Merkle stated that we are working towards our May Renewal meeting and are currently out quoting several districts interested in the program. We are very excited to talk to potential new carriers that could bring additional value to our program beginning July 1, 2026. Contact Ken Swink at Ken.Swink@epcschools.org or 937-890-3725 if your district is interested in a quote.

***Transportation** – Robin Houston reviewed [new bus bids, which were opened on December 1st](#), and will be valid 90 days through March 1, 2026. We will reach out to awarded vendors prior to the expiration date to request possible pricing extensions. Vendors include Cardinal Bus Sales, Complete Bus, Hill International, Myers Equipment, RIDE Mobility, and Rush Truck Centers of Ohio. All EPC Bus Bids may be viewed on the [EPC Website](#). Robin also shared a [comparison of 72 Passenger Conventional Bus pricing from November 2018 through December 2025](#). Buses are an average of \$55,000 higher since 2018.

Utilities/Natural Gas – Doug Merkle compared [Wholesale Electricity Prices Vs EPC Hedges, along with actual pricing](#), which includes 0.0036 in Adders, discussed the [EPC Natural Gas Hedge History](#) Totals for All LDCs Hedge Position from July 2014 through June 2027, and let districts know about their [VEDO/CenterPoint Natural Gas Credit](#).

Workers' Compensation – Doug Merkle said to watch for Spring Safety Training dates to be announced in the near future.

2026-8. Motion of Curt Bone of Wilmington City Schools, seconded by John Stephens of Arcanum Butler Local Schools, 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 December 31, 2025, was \$1,105,422.24. Please contact [JeanAnn](#) with any questions or concerns.



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Automated External Defibrillators (AEDs) – [Robin Houston reported](#) that charge paks and adult pads for the LP CR Plus AEDs will be discontinued by Stryker beginning February 2026. Rebates of \$400 (recently up from \$250) are also available for each old LP CR Plus AED returned to Stryker after purchase. Once your new LP CR 2 AEDs are purchased, AEDVenture will send you a form to complete and submit with your old AEDs. Stryker will then process them and send you \$400 for each LP CR Plus AED submitted. You may send in one old AED for each new LP CR 2 AED purchased.

AEPA – Robin Houston shared an AEPA flyer from [Tremco on Infrared Scanning](#) – the smart way to reveal hidden building envelope issues and protect school facility budgets.

Motion to adjourn by Ann Bernardo of Northmont City Schools, seconded by Rachel Tait of Eaton Community Schools. Meeting adjourned at 12:50 p.m.