



TO: EPC Representatives
FROM: Ken Swink, EPC Director
DATE: March 13, 2026
RE: Minutes March 10, 2026

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on March 10, 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; Nick Michel, Apollo Career Center; Karen Royer, Bethel-Tate; Dan Bassler, Carlisle; Julie Lowe, Cedar Cliff; Jon Wesley, Chuck Cowgill, Centerville; Scott Couch, Rachel Tait, Eaton; Deanna Knapke, Fort Recovery; Kelli Fromm, Franklin; Kasey Mahaffey, Greene Co ESC; Bonnie Baldrige, Greenfield; Tim Hoptkins, Huber Heights; Scott Butler, Lebanon; Jacob Zink, Lynchburg Clay; Jerry Ellender, Mad River; Brad McKee, Stephanie Harshbarger, Miami Valley CTC; Jennifer Couch, National Trail; Deborah Carson, New Lebanon; Tony Thomas, Ann Ferraro, Brandon Knecht, Northmont; Doug Davis, Shelby DD; Ben Kitchen, Southeastern; Scott Gilbert, Springboro; Jennifer Bruns, St Henry; Denise Robinson, Tecumseh; Tim Watts, Tri County North; Jill Adams, Trotwood Madison; Jeff Sakal, Troy Christian; Jeff Price, Troy; Anthony Fraley, Steve Verhoff, Upper Valley; Erick Depew, Valley View; Marcus O'Brien, Vandalia Butler; Mike Watt, Wapakoneta; Jack Haag, West Carrollton; Curt Bone, Wilmington; **Vendors & EPC Staff:** André T. Goosby, AGM Energy Services; John Beckemeyer, Sara Little, Energy Optimizers USA; Jeff Evans, Mary Whitt, Evans Energy; Maha Kashani, IGS; Jon Green, Prodigy; Matthew L. Sagone, Squire Patton Boggs; Ken Swink, Doug Merkle, Robin Houston, JeanAnn Cloud, Kendall Pollard, Desiree Bleh, EPC. **Via Zoom:** Jeff McPheron, Botkins; Joe Hurst, Carla Surber, Bradford; Jenna Jurosic, Brookville; J. Kyle Lewis, Clinton Co DD; Heather D'Agostino, Fairborn Digital Academy; Inga Fisher, Greeneview; Garth Whitaker, Greenon; Carla Harter, Greenville; Rachel Meyer, Southern Ohio ESC; Chelsea Baldwin, West Liberty Salem; Nick Ciarniello, Willoughby Eastlake.

Presentations – [Matthew L. Sagone](#), Attorney at Law at [Squire Patton Boggs](#), gave a presentation on [Design Build in Cooperative Purchasing](#). [André T. Goosby](#), President of [AGM Energy Services](#), introduced himself and reviewed [Facility Renovation Projects and Design Build Delivery](#). The EPC also distributed an [Overview of the EPC Design Build Program](#) and [Flyers from Design Build Vendors](#).

2026-9. Approval of Minutes - Motion of Robert Fischer of Carlisle Local Schools, seconded by Ann Bernardo of Northmont City Schools, that the [minutes of January 13, 2026](#), be approved. Motion carried.



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2026-10. Membership Request Letters - Ken Swink reported that [Adena Local Schools](#) and [The Greater Dayton School](#) have requested membership in the EPC. The Executive Board approved this request at its March 10th morning meeting. Motion of Karen Royer of Bethel-Tate Local Schools, seconded by Anthony Fraley of Upper Valley Career Center, that the districts be approved for membership. Motion carried.

COMMITTEE PROGRAM REPORTS

Air Filters – Ken Swink informed members that [Dayton Reliable Air Filter](#) pricing is good through June 30, 2026. There have been zero price increases since awarding this vendor in January 2025. [A flyer is included in the meeting packet, and pricing is available on the EPC Website.](#)

***Carpet Tiles** - Ken Swink recommended approval for our fourth and final available extension with our Carpet Tile Program with Interface Carpeting for one year through February 28, 2027. This extension will have no increases for carpet tile and a 5% increase for LVT and Rubber Flooring. (The previous year saw a 1.88% increase for carpet tile, a 1.47% increase for LVT, and no increases on Rubber Flooring.) You may view all [Carpet Tile Pricing here on the EPC Website.](#)

Classroom/Office Supplies – Ken Swink announced that current pricing is valid through January 31, 2027, with a possible mid-year price adjustment in September. [Pricing may be viewed on the EPC Website.](#) We have included flyers from John R. Green/Kurtz Brothers in the packet regarding [Summer Deliveries](#), [Being a Trusted Partner](#), and [Contact/Ordering 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** – Ken Swink stated that we are requesting approval with Millcraft and Sterling Paper through April. The main 8 ½ x 11 White Copy Paper pricing with Millcraft is \$32.50, and it has not changed since September 1, 2025. Sterling has dropped their main copy paper pricing to \$35.50; this is the lowest it's been since the beginning of this paper bid back in November 2024. Members will receive a 1% discount for payments made within 30 days, and you will also earn a 1% rebate paid by 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.](#)



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***Design Build & Performance Contracting Services** – Ken Swink requested approval for the next step of [narrowing down the candidates for our Design Build Program](#). Round 1 was to select a Criteria Architect Engineer for Design Build Services, and we chose AGM Energy Services. Round 2 was for Professional Design Services, in which we chose APP Architecture, KZF Design, and Tri Tech Associates. Round 3 was our Design Build Contracting Services RFQ, in which we shortlisted Energy Optimizers, USA, Evans Energy, Miles-McClellan Construction, Perfection Group, and Prodigy Building Solutions. Round 4 will be a Design-Build RFP to establish pricing and technical parameters with the 5 shortlisted firms.

Ken Swink thanked [Matthew L. Sagone](#), Attorney at Law at [Squire Patton Boggs](#), and [André T. Goosby](#), President of [AGM Energy Services](#), again for speaking at the beginning of today's meeting. [John Beckemeyer](#) of [Energy Optimizers, USA](#), [Jeff Evans](#) of [Evans Energy](#), and [Jon Green](#) of [Prodigy Building Solutions](#) were also available to answer any questions.

Food Service – Ken Swink reviewed the [EPC Food Service Updates for March](#) with the membership. Topics of the March EPC Food Service Update include Paid Lunch Equity, Gordon Food Service Balanced Ordering, the Administrative Review Process, and Annual Training Requirements. Reminders were also included for our next EPC Foodservice meeting, SWEPC Commodity Regional Meetings, and our 2026-27 Food Bid Award Meeting. If you need food service-related assistance, have procurement questions, or are interested in our Food Service Consulting program, please get in touch with [Bonnie Muckenthaler](#).

Insurances – Doug Merkle reported that the EPC Insurance team is 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 – [John Beckemeyer](#) of [Energy Optimizers USA](#) reminded members they are welcome to contact them with any questions or if they are interested in a [No Cost Energy and Lighting Audit](#). Thank you to Energy Optimizers, USA, for sponsoring today's lunch for our members, which was catered by Beaver Creek City Schools!

Liability Fleet & Property Insurance – Ken Swink 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 Ext. 1003 if your district is interested in a quote.



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***Transportation** – Ken Swink requested approval for Transportation Supply extensions through February 2027. This is our first extension since the supplies were rebid last year. We're seeing an average 3% increase in tires, an average 14% increase in Alternators, an average 4% increase in Lamps/Bulbs, and no increases in Heater Motors, Switches, Seat Covers, and Foams. Most Bus Cameras remained unchanged. [Transportation Supplies](#) and [Bus Camera Pricing](#) are available on the EPC Website.

Bus bids from Cardinal Bus Sales, Hill International, Myers Equipment, RIDE Mobility, and Rush Truck Centers of Ohio, originally opened on December 1st, have been [extended for 90 days through May 31, 2026](#). Complete Bus (Thomas brand) was unable to accept this extension for new orders. Their extension applies only to stock units and orders already in process. All EPC Bus Bid Pricing may be viewed on the [EPC Website](#).

Utilities/Natural Gas – Ken Swink reported that our natural gas consultant, Mark Jergens, is discussing basis numbers for each utility with NRG for July 2027 forward, but Mark is in no hurry as he feels we have time to improve these numbers. Mark also summarized that through June 2026, we are currently 80% hedged at \$3.93 and for July 2026 – June 2027 we are 80% hedged at \$3.87. Mark is not recommending securing any hedges for 27 – 28 at this time as that weighted average currently sits near \$4.30.

[Maha Kashani](#) of [IGS](#) shared a document on [Understanding Rising Energy Prices and Budget Forecasting](#) and was available for questions. She also distributed a handout to attending districts with district-specific information on the report.

Workers' Compensation – Doug Merkle shared the dates for our [Spring Safety Training Opportunities](#). All participants will receive a certificate via email. Please RSVP to Robin.Houston@epcschools.org to receive the Zoom Links.

2026-10. Motion of Mike Watt of Wapakoneta City Schools, seconded by Jack Haag of West Carrollton City 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 February 28, 2026, was \$1,047,563.44. Please contact [JeanAnn](#) with any questions or concerns.

Automated External Defibrillators (AEDs) – Ken Swink shared [information from AEDventure](#) regarding items that have been discontinued, checking your AED expiration dates, available rebates, and EPC discounted pricing.



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AEPA – Ken Swink shared an AEPA flyer from [Tremco on Infrared Scanning](#) – the Smart Way to Reveal Hidden Building Envelope Issues and Protect School Facility Budgets.

35th Annual EPC Educational Vendor Fair - A [Save-the-Date flyer for the 35th Annual EPC Educational Vendor Fair](#) was shared. This year's event will be held on Wednesday, August 5, 2026, at Wright State University's Nutter Center from 9 am to 2 pm. Please let your staff know the date and encourage them to attend and support this important event.

Motion to adjourn by Anthony Fraley of Upper Valley Career Center, seconded by Ann Bernardo, Northmont City Schools.

Meeting adjourned at 1:20 p.m.