



TO: EPC Representatives
FROM: Ken Swink, EPC Director
DATE: May 19, 2026
RE: Minutes May 12, 2026

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on May 12, 2026, at 12:30 p.m. at Aullwood Audubon Center, 1000 Aullwood Road, Dayton, Ohio. Executive Board Co-Chairperson Anthony Fraley called the meeting to order.

MEMBERS PRESENT: PJ Burgett, Ansonia; Maria Rellinger, Apollo Career Center; John Stephens, Arcanum Butler; Amit Gautam, Bellbrook Sugarcreek; Leah Baker, Benjamin Logan; Karen Royer, Bethel-Tate; Jody Jones, Botkins; Carla Surber, Bradford; Dave Williamson, Brookville; Dan Bassler, Carlisle; Julie Lowe, Cedar Cliff; Chuck Cowgill, Centerville; Jim Atchley, Darke Co ESC; John Stanley, East Clinton; Rachel Tait, Eaton; Rodney Roberts, Fairborn; Keith Doseck, Fairlawn; Kelli Fromm, Franklin; Bonnie Baldridge, Greenfield; Amy Ayers, Hardin Houston; Michael Arlinghaus, Lebanon; Jerry Ellender, Mad River; Ryan Goldschmidt, Marion; Brad McKee, Miami Valley CTC; Brian Smith, National Trail; Deborah Carson, New Lebanon; Dale Miller, Northeastern; Ann Ferraro, Brandon Knecht, Northmont; Jeff Patrick, Northwestern; Mike Corcoran, Preble co ESC; Jean Borchers, Russia; Ben Kitchen, Southeastern; Denise Robinson, Tecumseh; Kimberly Chowning, Tri Village; Jeff Sakal, Troy Christian; Jeff Price, Troy; Anthony Fraley, Steve Verhoff, Upper Valley; Charles Thiel, Urbana; Marcus O'Brien, Vandalia Butler; Curt Bone, Wilmington; **Vendors & EPC Staff:** André T. Goosby, AGM Energy Services; Maria Scherter, Marianne Weber, APP Architecture; Michael Hoying, Brackett Builders; Belinda Kenley, John Beckemeyer, Sara Little, Delaynie Tate, Energy Optimizers USA; Jeff Evans, Mary Whitt, Evans Energy; Jon Green, Prodigy; Todd Linklater, Tremco; Daniel Garman, Sam Thompson, Tri Tech; Ken Swink, Doug Merkle, Robin Houston, JeanAnn Cloud, Cristi Goldshot, Kendall Pollard, Desiree Bleh, Mary Armstrong, Hallie Jay, EPC. **Via Zoom:** Jenna Jurosic, Brookville; J. Kyle Lewis, Clinton Co DD; Carrie Bir, Clinton Massie; Jeremy Pequignot, Franklin Monroe; Inga Fisher, Greeneview; Steve McEldowney, Miami DD; Chris Stein, Miami Valley Technology & Communications Group.

2026-11. Approval of Minutes - Motion of Robert Fischer of Carlisle Local Schools, seconded by Jeff Patrick of Northwestern Local Schools, that the [minutes of March 10, 2026](#), be approved. Motion carried.

2026-12. Election of Executive Board Members - The following members: Karen Royer – Bethel-Tate Local Schools, Jon Wesley – Centerville City Schools, Rachel Tait – Eaton Community Schools, Ann Ferraro – Northmont City Schools, Jennifer Bruns, St Henry Local Schools and Anthony Fraley – Upper Valley Career Center have agreed to seek [new two-year terms on the Executive Board](#). The floor was opened for additional nominations. Motion by Brandon Knecht of Northmont City Schools, seconded by Denise Robinson of Tecumseh Local Schools, to approve the above members as presented. Motion carried.



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2026-13. Membership Request Letters - Ken Swink reported that [Ridgedale Local Schools](#), [Sandusky City Schools](#), and [Sheffield-Sheffield Lake City Schools](#) have requested membership in the EPC. The Executive Board approved this request at its May 12th morning meeting. Motion of Maria Rellinger of Apollo Career Center, seconded by Ann Ferraro of Northmont City Schools, 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 December 31, 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.](#)

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 easy summer deliveries.](#)

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 June. The main 8 ½ x 11 White Copy Paper pricing with Millcraft will remain at \$32.50, and it has not changed since September 1, 2025. Sterling Paper's main 8 ½ x 11 White Copy Paper pricing will remain the same at \$35.50. 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. [EPC Paper Pricing may be viewed on the EPC Website.](#) We will continue to request pricing extensions every two months. [All pricing is available on the EPC Website.](#) Millcraft also shared flyers on [Rethinking Paper Brightness](#), [Better Paper/Better Performance](#) and [Student Comfort & Classroom Performance](#).

Design Build & Performance Contracting Services – Ken Swink reviewed the 4 rounds recently completed for the [EPC's Design Build and Performance Contracting Service 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 was a Design-Build RFP to establish pricing and technical parameters with the 5 shortlisted firms, all of whom were chosen.



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Design Build & Performance Contracting Services (continued) – The floor was then opened to the following vendors, who each gave a short introduction and encouraged EPC members to reach out to them with any questions: [André T. Goosby](#), President of [AGM Energy Services](#), [Marianne Weber](#) of [App Architecture](#), [Belinda Kenley](#) of [Energy Optimizers, USA](#), [Jeff Evans](#) of [Evans Energy](#), [Jon Green](#) of [Prodigy Building Solutions](#), and [Daniel Garman](#) of [Tri Tech Associates](#). Several flyers were also included in the meeting packet: [App Architecture](#), [Energy Optimizers USA Upgrades List](#), [Energy Optimizers USA Door Inspections](#), [Evans Energy](#), [Miles-McClellan](#), [Perfection Group Brochure](#), [Perfection Group Capabilities](#), [Prodigy Building Solutions](#), and [Tri Tech Associates](#). A list of all [EPC Design Build Vendors and their contact information](#) was also distributed.

Drug & Alcohol Testing – Ken Swink shared information on [Premier Health's new After-Hours Testing option](#) and the [special pricing for this service](#). When an after-hours incident occurs, a certified technician is dispatched promptly to complete all required testing efficiently and professionally – typically within 45-90 minutes. You may view all EPC Drug and Alcohol Vendors and their discounted pricing here on the EPC Website: <https://epcschools.org/Programs/Drug/DAT25-26.pdf>.

Food Service – Ken Swink reviewed the [EPC Food Service Updates for May](#) with the membership. Topics of the May EPC Food Service Update include: our upcoming EPC Food Service Bid Award Meeting and Picnic, Paid Lunch Equity, Whole Milk for Healthy Kids Act of 2025 and the New Buy American Threshold. 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 will be sharing 2027 Health Insurance rates later this afternoon. Members will see an average increase of 3.5-9%. 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 them with any questions or if they are interested in a [No Cost Energy and Lighting Audit](#). A flyer on [LED Lighting Upgrades](#), such as Gym Floor Projection, LED Lighting & Controls, and TGB Color Lighting, was included in today's meeting packet. Thank you to [Energy Optimizers USA](#) for sponsoring today's lunch for our members.

Liability Fleet & Property Insurance – Maria Rellinger reported that the EPC Liability Fleet & Property Insurance renewal meeting was held immediately prior to today's May EPC General Membership Meeting. Many new enhancements including increased policy limits were presented. If your district is interested in a quote from our EPC Liability Fleet & Property Insurance program, feel free to reach out to Ken Swink at Ken.Swink@epcschools.org or 937-890-3725 Ext. 1003.



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***Medical Supplies** - Ken Swink reported that the Medical Supply Committee has recommended a one-year extension with the current EPC Medical Supply Discount vendors: Henry Schein, Medco Supply Company, and School Nurse Supply. A [comparison of price increases from 2023 to current](#) was reviewed. [Pricing may be viewed on the EPC Website.](#)

***Paint** – Ken Swink announced that the Paint Committee recommended a one-year extension with EPC Paint Vendors: The Pittsburgh Paint Co (PPG) and Sherwin-Williams. [Pricing is available to view on the EPC Website.](#)

Transportation – Ken Swink reported that we are currently waiting to hear back from the current EPC Bus Vendors regarding a new pricing extension. If approved, this will take pricing through August 30, 2026. Once we are unable to continue an extension with the majority of our Bus Vendors, we will redo the bidding process. We will share the results of this request via email to our members as well as post on the [EPC Bus Page.](#)

Ken also announced that EPC approved Vehicle vendors have reached or are soon approaching the 2026 ordering deadline. If you plan to order soon, please be sure to reach out to vendors ASAP to make sure you haven't missed the deadline. A new vehicle bid will be completed once 2027 model years are able to be ordered. Transportation Supply pricing extensions are valid through February 2027. [Transportation Supplies](#) and [Bus Camera Pricing](#) are available on the EPC Website.

Utilities/Electricity – Ken Swink reported that all Ohio schools are seeing significant changes in both utility & supply related charges due to evolving market conditions. The EPC and [Maha Kashani](#) of [IGS](#) can provide resources, guidance, and forecasting support to help your district better understand & manage these changing costs. We can provide a customized energy cost forecast to support budgeting & forecasting and identify what your costs may look like during the next 1 – 5 years. Districts in the AES Ohio Utility will likely see a 10% increase in the transmission tariff on the utility side of your invoice beginning in June 2027.

Utilities/Natural Gas – The EPC provided a [handout detailing new basis extension quotes](#) for the 4 utility areas we service. Mark Jergens, our natural gas consultant, is working with NRG to update our projected usages by month using a 5-year average, which will benefit future pricing. The current weighted-average NYMEX price for our 2026-27 contract quantities is now \$3.792. We are 80% hedged for this term. We have not yet hedged any gas for 2027-28 as the price available today sits at \$3.940. The current natural gas storage balance finished the winter at a surplus and is currently +120 Bcf above the 5-year average and +115 Bcf above the year-over-year total.

Workers' Compensation – No report.

2026-14. Motion of Jim Atchley of the Darke County ESC, seconded by Dale Miller of Northeastern Local Schools, that the *programs be approved via consent. Motion carried.



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DIRECTOR'S REPORT

Financial Report – JeanAnn Cloud reviewed the [financial summary of the general operating fund](#). The balance of the General Fund as of April 30, 2026, was \$1,222,992.96. Please contact [JeanAnn](#) with any questions or concerns.

2026-27 EPC General Membership Meeting Schedule – A [schedule of the EPC General Membership Meetings for the 2026-2027 School year](#) was distributed. All EPC Membership and EPC Liability Fleet & Property Insurance Meetings are scheduled at Aullwood Audubon Center.

AEPA – Ken Swink shared an AEPA flyer from [Tremco on their Smart Roofing Solutions](#) and [Data Driven Solutions](#). Their Asset Management Plan gathers factual data to create a game plan, manages leaks, creates a preventative maintenance plan, and other client-based ROI Solutions. Ken and [Todd Linklater](#) of [Tremco](#) also highlighted their process for drying wet insulation and their Alpha Guard Roof Restoration product. Both of these options are possibilities that can extend the life of your current roof.

District Contact Information Request - Please take a moment to [update your district's contact information](#) so we can update our email communication database and EPC Member Directory. [Click here to update your information](#), or you may send us your updates via email.

35th Annual EPC Educational Vendor Fair - This year's 35th Annual EPC Educational Vendor Fair 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. A packet including a [Printable List of all EPC Vendor Fair Meetings & Seminars](#), a [list of Participating Vendors](#), and a [link to RSVP](#) was reviewed.

Please share the invitations below for each meeting/seminar with your school staff:

- [EPC Food Service Updates Meeting](#)
- [Transportation Supervisors Meeting](#)
- [Artco Bell – Through Their Eyes: Empowering Learners with Adaptable Educational Environments](#)
- [Friends Office – Streamline, Simplify Succeed: Office Essentials That Work as Hard as You Do](#)
- [Friends Office – Healthier School Starts Here: Custodial and Food Services](#)
- [John R. Green/Kurtz Brothers – Less Stress, More Success: Smart Ordering Solutions for Busy Schools](#)
- [Hinge Health – Sleep & Pain: Explores how ongoing back & joint pain impacts sleep, the connection between sleep & pain, and how to harness movement to break the cycle](#)

Motion to adjourn by Anthony Fraley of Upper Valley Career Center, seconded by Ann Bernardo, Northmont City Schools. Meeting adjourned at 1:06 p.m.