TO: **EPC Representatives**

FROM: **Ken Swink, EPC Director**

DATE: **November 6, 2026**

RE: **Minutes November 3, 2026**

The Southwestern Ohio Educational Purchasing Council met in person and virtually via Zoom at its regular meeting on November 3, 2026, at 12:30 p.m. at Aullwood Audubon Center, 1000 Aullwood Road, Dayton, Ohio. Executive Board Co-Chairperson Anthony Fraley of Upper Valley Career Center called the meeting to order.

MEMBERS PRESENT: PJ Burgett, Ansonia; Maria Rellinger, Apollo Career Center; Matt Huffman, Arcanum Butler; Amit Gautam, Bellbrook Sugarcreek; Carla Surber, Bradford; Hailey Quinn, Butler County DD; Dan Bassler, Carlisle; Chuck Cowgill, Centerville; Rebecca Fleecs, Kim Haines, Community STE(A)M Academy; John Stanely, East Clinton; Rachel Tait, Eaton; Keith Doseck, Fairlawn; Kelli Fromm, Franklin; Robert Fischer, Kasey Mahaffey, Greene Co ESC; Bonnie Baldridge, Greenfield; Ken McHone, Greenville; Brandon Calhoun, Jefferson Township; Scott Butler, Lebanon; Brad McKee, Stephanie Harshbarger, Miami Valley CTC; Jeff Winchester, Mississinawa; Deborah Carson, New Lebanon; Ann Ferraro, Brandon Knecht, Northmont; Mike Derringer, Preble Co ESC; Ben Kitchen, Southeastern; Jennifer Bruns, St Henry; Denise Robinson, Tecumseh; Bryan Wagoner, Tim Watts, Tri County North; Kimberly Chowning, Tri Village; 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; Eline Widman, Yellow Springs; **Vendors & EPC Staff:** Maria Scherter, Sara Warren, APP Architecture; Belinda Kenley, John Beckemeyer, Kim Callaway, Sara Little, Delaynie Tate, Energy Optimizers USA; Jeff Evans, Mary Whitt, Evans Energy; Jimmy Jones, First OnSite; Maha Kashani, IGS; Todd Linklater, Tremco; Daniel Garman, Tri Tech; Ken Swink, Doug Merkle, Robin Houston, JeanAnn Cloud, Desiree Bleh, EPC. **Via Zoom:** Brian Smiegel, Beavercreek; Kyle Lewis, Clinton County DD; Carrie Bir, Clinton Massie; Georgia Lewis, Greene County Career Center; Amy Ayers, Hardin Houston; Jim Soyars, Kent; Tearalee Frederick, Madison Local; Jake Thiel, Paulding; Jean Borchers, Russia; Mackenzie Hild, Shelby County DD; Tom Massie, Xenia.

2027-5. Approval of Minutes - Motion of Robert Fischer of the Greene County Educational Service Center, seconded by Marcus O'Brien of Vandalia Butler Local Schools, that the minutes of September 8, 2026, be approved. Motion carried.

2027-6. Membership Request Letters - Ken Swink reported that Butler County Board of Developmental Disabilities, Global Impact STEM Academy, and the Village of Verona, Ohio, have requested membership in the EPC. The EPC Executive Board approved this request at its November 3rd morning meeting. Motion of Brandon Knecht of Northmont City Schools, seconded by Chuck Cowgill of Centerville 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. We are currently requesting a 6-month extension, which would take us through June 30, 2027. We will report the status of this request at our January 2027 EPC General Membership Meeting.

Classroom/Office Supplies – Ken Swink announced that our current Classroom & Office Supply program was bid in November 2021 and allowed for up to four 1-year extensions, which we have fully exhausted. We are starting a new bid process, which will soon go out to potential vendors. New pricing will begin February 1, 2027. You may view the current EPC Classroom & Office Supply pricing here on the EPC Website.

Cloud Communication Systems – Ken reminded members that 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. A Nebula Solutions flyer was included in the meeting packet. 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 December. The lowest cost 8 ½ x 11 White Copy Paper pricing with Millcraft is $35.06 and has not increased since July 2026. Sterling Paper's is $35.50 and has not increased since March 2026. (Please note that Millcraft's item is recycled, and Sterling Paper's is not.) EPC 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. As a reminder, EPC Copy Paper Vendors should not charge fuel surcharges, credit card fees, or any other extra charges. The only exception is if you are within their specially listed counties, which may incur an additional charge determined at the time of order placement. You may view current EPC Paper Pricing on the EPC Website. Millcraft also shared special pricing on their ice melt products.

Design Build & Performance Contracting Services – Ken Swink reviewed our EPC Design Build and Performance Contracting Service Program. Contact information for all awarded vendors is listed on the EPC Website. Belinda Kenley of Energy Optimizers, USA, Jeff Evans of Evans Energy, Daniel Garman of TriTech and Maria Schertler/Sara Warren of App Architecture introduced themselves, answered questions, and recommended that districts start thinking about summer projects because most equipment requires a 4–5-month lead time. Feel free to reach out to our design-build vendors to evaluate systems, infrastructure projects, upgrades, or general maintenance support. We included flyers from APP Architecture, Energy Optimizers USA, Evans Energy, KZF Designs, and Prodigy Building Solutions in our meeting packet.

Facility Products & Solutions – Ken Swink reviewed a flyer from Ferguson Facilities Supply that highlights their "Explore the Trades Skills Lab Built by Ferguson Equipment Grant Program," which helps schools establish, expand, or upgrade hands-on plumbing, HVAC, and electrical training labs at no cost to the school. You may view all EPC Facility Products and Solutions pricing on the EPC Website.

Food Service – Ken Swink reviewed the EPC Food Service Updates for November with the membership. This month's topics include: Annual SWEPC Showcase and New Item Food Show, Verification of Free/Reduced Applications, Students not being required to take meals, Administrative Reviews, and Average Statewide Unrestricted Indirect Cost Rates. 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 thanked JeanAnn Cloud and Desiree Bleh for traveling to several districts to update them on Open Enrollment training. We are also excited to add Sylvania City Schools to the EPC Health Insurance Program effective January 1st. Feel free to contact the EPC 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 how Energy Optimizers USA can be your "Single source for Construction and Facility Solutions" was included in the meeting packet. Also, a big thank you to Energy Optimizers USA for continuing to sponsor our EPC General Membership meeting lunches for our members.

Liability Fleet & Property Insurance – Maria Rellinger of Apollo Career Center reported that the EPC Liability Fleet & Property Insurance program met prior to today's EPC General Membership meeting. We felt that one of the stories shared during the meeting was worth mentioning to our members. One of our newer members experienced a million-dollar flood claim. After reviewing their previous policy, they realized that if they hadn't moved to the EPC program, it wouldn't have been covered because they didn't have flood insurance with their previous carrier since they weren't in a flood plain. So please make sure, regardless of what insurance you have, that you have all the coverage you would need, because we know how weather patterns are changing and you want to be protected well into the future. 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@epcshools.org.

Transportation – Ken Swink encouraged schools interested in purchasing a school bus soon to do so before the current bid pricing expires on December 10, 2026. We plan to request a 90-day extension before the expiration date, but we have heard vendors **may** not be able to extend due to an industry-wide price increase in early 2027. Please remember that you MUST pass your Board Resolution prior to ordering your school bus. You may view sample Board Resolution language here on our website, and you may view all current EPC Bus Bid Pricing here on the EPC Dropbox Link. Transportation Supplies and Bus Camera Pricing is valid through February 28, 2027 and are available on the EPC Website.

Utilities – Ken Swink reported that the EPC Utilities Committee voted to extend the IGS Electric Contract. Extension forms will be emailed out to districts soon.

Maha Kashani of IGS reviewed the latest Electricity Insights Electricity Newsletter, which included topics of Transmission Updates, Capacity Updates, Cost Analysis being more than a Budgeting Tool, and why Data Centers are changing the Energy Market. Maha is also offering a Complimentary Energy Assessment. Send a recent energy invoice to us at Robin.Houston@epcschools.org and we will send them along to Maha to review. A flyer announcing that CenterPoint Energy was sold to National Fuel Gas Company was also included in the meeting packet.

Workers' Compensation – Fall EPC/Hunter Consulting Safety Training Dates were shared with the group. Training is done via Zoom and participation certificates will be emailed to those who attend.

2027-7. Motion of Jack Haag of the West Carrollton City Schools, seconded by Curt Bone of Wilmington 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 September 30, 2026, was $1,745,192.78. Please contact JeanAnn with any questions or concerns.

2025-26 Rebates – Ken Swink reviewed the 2025-26 Rebate Report, which includes rebates for the Interest Dividend Participation, Food Service GFS Prime Vendor Agreement, EPC Medical Insurance wellness Programs, Copy Paper and Classroom/Office Supply purchases, and the brand-new EPC Member Appreciation payment. A **total of $3,027,650.60 will be distributed to EPC Members.** A history of all rebates given to EPC Members since the rebate program began in 2012 was also shared – **a grand total of $20,071,230.67!** If you have any questions regarding your EPC Rebate Check 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!

Interest Dividend Member Participation – Ken proudly reviewed the fourth 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, 2026, we paid $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, Tri Village Local Schools, Upper Valley Career Center, Versailles Exempted Village Schools, Warren County Educational Service Center, Wayne Local Schools, Williamsburg Local Schools, and Wilmington City Schools. A total of **$1,323,355** 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.

Current EPC Vendor List – A list of all current EPC Vendors was included in the meeting packet. Contact Robin.Houston@epcschools.org if you need assistance getting started with any of these vendors or to verify you are getting EPC's discounted pricing.

10 Year Price Comparison – We shared a 10 Year Price Comparison showing the price difference from 2016 to 2026 on Copy Paper, Dairy Half Pints of Chocolate Milk, Cases of French Fries, Cases of Ketchup Packets, Glue, Crayons, and School Buses.

AEPA – Ken Swink shared AEPA flyers from Quill's HP Ink discounts, School Specialty's Nasco Items, Tremco's Safe Roofing, and a Construction Grant Opportunity.

2027-8 Motion to adjourn by Rachel Tait of Eaton Community Schools, seconded by Steve Verhoff, Upper Valley Career Center. Meeting adjourned at 1:09 p.m.