



Year in Review

2018-19



OHIO SCHOOLS COUNCIL
2018-19 OSC Annual Year in Review



SERVICES



SUPPORT



SAVINGS

Our Team



William J. Zelei
Executive Director



Dennis L. Allen
Assistant Executive Director



Barb DelRosio
Utilities Manager



Jean Esther
Administrative Assistant



Sharon Finn
Administrative Assistant



Tom Lammers
Regional Liaison



Leah Nemeth
Marketing Manager



Tami Perkins
Administrative Assistant



Kelly Rocco
Program Manager



Denny Recker
Regional Liaison



Thomas Robey
Regional Liaison



Paul Smith
Regional Liaison



Larry Tomec
Director of Business Services



Diane Ward
LEEMC Program Manager

Meaningful Programs & Unique Services...

Dear Colleague and Partner:



I'm proud to report that the Ohio Schools Council continues to add programs and expand its membership across Ohio. This year, the OSC welcomed 7 new members during the 2018-19 fiscal year. We now proudly serve 247 districts and educational institutions across the state, providing programs and services designed to save them money, time and resources.

Recognizing that School Safety is an important need of our districts, we embarked on a plan to develop a School Safety Program. This year, hundreds of district officials have turned to us to provide assistance with School Safety, Planning, Training and Building Assessments. As a result of the increased demand, this fall we partnered with the Ohio Tactical Officers Association to expand our services and offer on-site building assessments, customized active threat training, security staff training and self aid/buddy aid training. We are proud to have assisted more than 740 schools with Safety Plan Compliance and completed Safety Assessments for many school districts including Akron Public Schools, Brecksville-Broadview Heights City Schools, Chagrin Falls City Schools, Elyria City Schools, Twinsburg City Schools, Wooster City Schools and the Golden Key School. Finally, this fall we will be launching a Safety Academy that will provide continuous updates on Safety Plan Requirements, as well as assist districts with the latest safety training and school safety techniques.

The OSC Energy Programs are central to our work and service to our members. We are proud to offer discounted energy rates to over 150 school districts in the Natural Gas Program and to over 250 school districts in the P4S Electricity Program. We are also proud to serve as your advocate in the sometimes confusing world of energy usage and billing. In addition to providing extremely competitive natural gas rates and electricity rates, we are proud to assist districts in filing for FirstEnergy Electricity Rebates. We are also proud to have launched an Electricity Pilot Audit Program to analyze possible billing errors in the distribution portion of FirstEnergy invoices. After a comprehensive analysis of energy bills provided by 8 school districts, the Ohio School Council identified \$135,000 in billing errors that will be credited back to the school district. During the fall of 2019, the OSC will expand the pilot program to incorporate all P4S school districts.

Other highlights from the 2018-19 Fiscal Year:

- Launched a 3 year, low cost, fixed rate Natural Gas Program contract
- In partnership with BASA, OASBO and OSBA, launched a 2 year, low cost, fixed rate P4S Electricity Program contract
- Processed 45 FirstEnergy Electricity Rebate Applications worth \$179,000
- Provided \$16,800 in rebate checks through the Home Depot Rebate Program
- Provided \$40,244 in rebate checks through the FirstEnergy Electricity Rebate Program
- Expanded the School Bus Purchasing Program, assisting in the procurement of 160+ buses through a Fall and Spring Bid process
- Expanded the Local Fresh Fruit and Vegetable Program to include minimally processed fruit and vegetable products
- Welcomed 15 new members to the popular Life Insurance Program
- Hosted over 230 district officials at our annual Luncheon & Learn Series, providing education, networking and resources to increase the efficiency of their districts
- Sponsored Summit and Cuyahoga County Business Manager Meetings, NWOASBO and NEOASBO Meetings, and 'Start of the Year' ESC Administrative Meetings



Thank you for your continued support of the OSC and your amazing work on behalf of the students of Ohio.

A handwritten signature in black ink, appearing to read 'William J. Zelei'.

DR. WILLIAM J. ZELEI
Executive Director, Ohio Schools Council

OHIO SCHOOLS COUNCIL 2018-19 YEAR IN REVIEW



OHIO SCHOOLS COUNCIL

2018-19

Year in Review



TOTAL MEMBERS

247



STUDENTS SERVED
500,000+



NEW MEMBERS

7

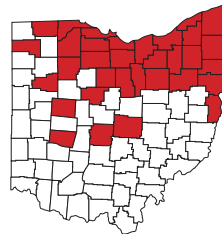


AFFILIATE MEMBERS

18

COUNTIES SERVED

34



New Members: Benjamin Logan Local Schools, East Liverpool City Schools, Indian Lake Schools, Liberty Local Schools (Trumbull), Pandora-Gilboa Local Schools, Wauseon Exempted Village City Schools and Wooster City Schools

2018-19 OPERATIONAL SUPPORT

By the Numbers

205

LEGAL HOTLINE
HOURS PURCHASED

OSC discounts
up to 44% off average
hourly attorney rate.



LAKE ERIE EDUCATIONAL
MEDIA CONSORTIUM
(LEEMC)

55K+
BOOKS PURCHASED

\$198,350
IN SAVINGS

7 SUCCESSFUL LEADERSHIP
SEARCHES

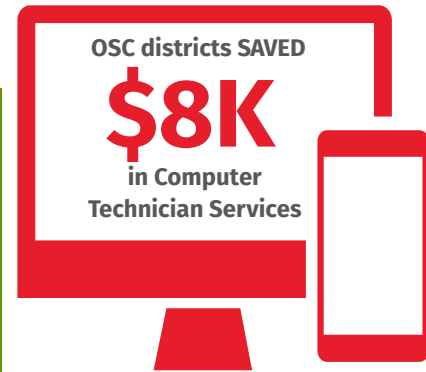
\$77/room
DISCOUNT

Hotel Discounts up to \$77/room at
the Columbus Hyatt Regency,
Hyatt Place and Courtyard Marriott

OSC districts **SAVED**

\$8K

in Computer
Technician Services



95 Life Insurance members

SAVED
\$810K
in annual premiums



5 Health Alliance Members

SAVED
\$189K
in annual premiums

15

New Life Insurance Members Added

SAFETY PLANNING SERVICES



Hundreds of district officials have continued to turn to us to provide assistance with school safety planning, training and building assessments. As a result of that demand, we partnered with the **Ohio Tactical Officers Association** last fall to expand our services to offer on-site building assessments, customized active threat training, security staff training and self aid/buddy aid training. We are proud to have started or completed safety assessments for many districts including Akron Public Schools, Brecksville-Broadview Heights City Schools, Chagrin Falls City Schools, Elyria City Schools, The Golden Key School, Twinsburg City Schools and Wooster City Schools as well as assisted more than 770 school buildings with safety plan compliance.



SERVICES



SUPPORT



SAVINGS

2018-19 CO-OP PROGRAMS

By the Numbers

37 PARTICIPATING DISTRICTS

121 VENDORS REPRESENTED

\$582K TOTAL SALES



3.7 million
GALLONS OF DIESEL & GASOLINE
PURCHASED

Co-Op catalog discounts up to

75%



161

buses sold at
competitive prices



\$2,444,097

in food item sales



\$490K+

IN COPY
PAPER SALES

2018-19 UTILITY PROGRAMS

By the Numbers



163

GAS PROGRAM
MEMBERS

New Gas Program Members:

- Hudson City Schools
- Kent Free Library
- Perrysburg Public Schools



256

POWER4SCHOOLS
PROGRAM
MEMBERS



\$1.3 million

NATURAL GAS SAVINGS
(LAST YEAR)

\$65 million

P4S TOTAL SAVINGS
(SINCE INCEPTION)

\$179,000

IN FIRSTENERGY REBATE CHECKS

Since its launch in the fall of 2018, the new OSC FirstEnergy Rebate program has provided thousands in rebates to OSC member districts. This year, 45 districts have submitted applications for the program, representing \$179,000!



\$16,800

IN HOME DEPOT REBATE CHECKS

Members receive up to 5% in rebates on Lumber, Building Materials, Flooring, Paint, Hardware/Tools and more!



344,446

EBLASTS SENT

41.2%

EBLAST OPEN RATE

29,400

WEB PAGE VIEWS

230

LUNCH & LEARN
PARTICIPANTS



2018-19 FINANCIALS

OSC GENERAL FUND:

The OSC continues in its effort to increase service and support to members while limiting and decreasing member fees. Toward this goal, FY 2018-19 reflects a reduction of the General Fund Balance by \$45,687.42, or 0.6% of the FY 18 total cash balance. Membership fees were \$47,903.20 less in FY 19 while revenue was \$46,534.90 greater in FY 19 than in FY 18, with Interest income accounting for \$10,791.46 more in FY 19. The General Fund Expenses were \$140,389.87 more in FY 19 than they were in FY 18. The OSC is proud to continue to increase member programming and support while decreasing member fees.

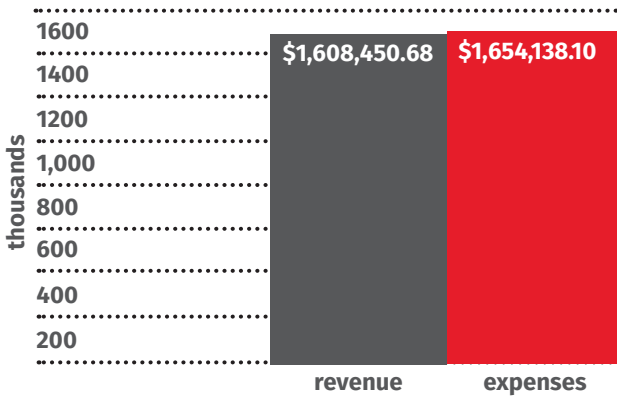
OSC AGENCY FUND:

In FY 19 the Agency Fund was primarily utilized to handle receipts and payments for the Natural Gas Program and Life Insurance Program. The Agency Fund, in FY 19, reflects a decrease in expenses over revenues. However, expenses increased in the Natural Gas program with the colder winter. In this regard, the OSC continues to strive to best match the Natural Gas Level Budget Billing invoices for each district with the actual annual expenditure for Natural Gas for each district. The OSC is pleased that the plan to continue to more closely align Natural Gas Revenue to Natural Gas Expense has benefited member districts by reducing monthly premiums and focusing more district funds on instructional programs. This plan has eliminated the need for Cash Reimbursements and Premium Holidays to member districts. The decrease in the Natural Gas Fund due to these actions was \$483,518.54. This decrease was due to a better estimation of monthly level billing amounts when compared to the actual cost of Natural Gas purchased for each district. While the budget estimate for individual districts varied based upon their individual situations, the overall budget estimate for all school districts was very accurate.

GENERAL FUND: ENDING CASH BALANCE

\$7,877,578.76

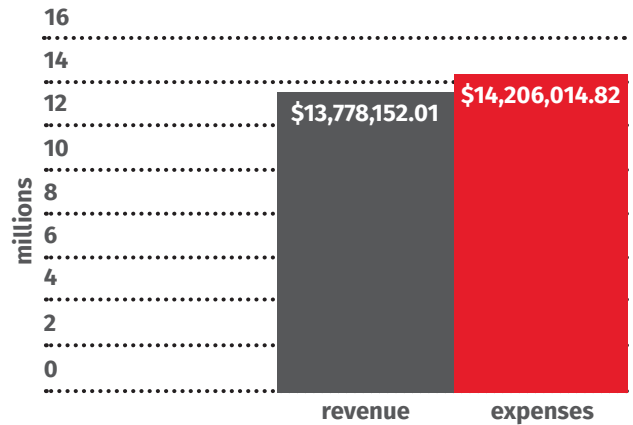
GENERAL FUND: REVENUE AND EXPENSES



AGENCY FUND: ENDING CASH BALANCE

\$1,690,944.75

AGENCY FUND: REVENUE AND EXPENSES



2018-19 NEW OSC PROGRAMS & SERVICES

FIRSTENERGY REBATE PROGRAM

Since its launch in the fall of 2018, the new OSC FirstEnergy Rebate program has provided thousands in pending rebates to OSC member districts. This year, 45 districts have submitted applications for the program, representing \$179,000 in rebates. The program provides rebates on “look back” purchases going back to 2016 as well as future purchases if pre-approved. Items eligible for rebate incentives include lighting upgrades, qualified appliance purchases, a wide variety of consumer electronics (including Chromebooks), Food Service equipment, HVAC updates and more!

SCHOOL EMERGENCY AND SAFETY PLAN SERVICES-ASSESSMENTS

Through our recent partnership with the Ohio Tactical Officers Association, we expanded our safety program to include customized and affordable training options and building assessments to districts across the state. In addition to School Security Emergency Plan assistance launched in 2017, OSC now offers on-site Customized Active Threat Training, Security Staff Training and Self Aid/Buddy Aid Training. More than 770 schools are currently enrolled in the plan portion of the program and 6 districts have taken advantage of the on-site safety assessment program offering a cost-effective, expert-guided way to keep schools safe and secure.

TAX-FREE, POST-EMPLOYMENT BENEFIT PLAN

This new program allows districts to offer retirees a tax-free, post-employment benefit plan for Separation Pay through Precision Retirement Group (PRG). PRG is a national leader in providing school districts a Healthcare Reimbursement Arrangement (HRA) through the PRIME Choice Plan for retiree’s Separation Pay. Separation Pay can include Sick Pay, Vacation Pay, Early Retirement Incentive Plans and others. The PRIME Choice plan offers a Tax-Free option for healthcare expenses in addition to a 403b Special Pay Plan’s Tax-Deferred option for retirees’ Separation Pay.

GUARANTEED 3-YEAR FIXED RATE NATURAL GAS PROGRAM

This summer, the OSC finalized details of a new low, 3 year, fixed-price Natural Gas program with Constellation. The low, three year fixed-price rates and comparison to last year reflect the following:

- Dominion Non-Choice accounts: \$2.96/dth, a savings of \$0.05/dth
- Dominion Choice accounts: \$2.99/dth, a savings of \$0.02/dth
- Columbia of Ohio Non-Choice accounts: \$2.96/dth, a savings of \$0.74/dth
- Columbia of Ohio Choice accounts: \$3.49/dth, a savings of \$0.20/dth

The new agreement will not only provide our Natural Gas customers with tremendous savings, but also a guaranteed, 3 year fixed rate that will never flex with usage.

2018-19 Ohio Schools Council - Advisory Committee & Board

2018-19 Advisory Committee

Anne Arnold, Treasurer
Edison Local Schools (Berlin-Milan)

Amber Babik, Treasurer
Hubbard Ex. Village Schools

Shane Baumgardner, Treasurer
Danbury Local Schools

Mark Bello, Treasurer
Girard City Schools

Dave Chambers, Treasurer
Medina City Schools

Bryan Christman, Treasurer
Shaker Heights City Schools

Vincent Colaluca, Superintendent
Austintown Local Schools

Patrick Colucci, Superintendent
Buckeye Local Schools (Ashtabula)

Matt Feasel, Treasurer
Pike-Delta-York Local Schools

Jeff Grosse, Assistant Superintendent
Berea City Schools

Robert Hlasko, Superintendent
Cory-Rawson Local Schools

Cajon Keeton, Treasurer
Benton-Carroll-Salem Schools

Mark Kowalski, Superintendent
Liberty Benton Local Schools

Ryan Lockwood, Treasurer
Springfield Local Schools (Lucas)

Greg Markus, Treasurer
Rocky River City Schools

Cheryl McArthur, Human Resources/
Business Operations Manager
Mahoning County ESC

Aura Norris, Executive Director of
Human Resources
Perrysburg Schools

Bill Nye, Treasurer
Genoa Area Local Schools

Jim Presot, Assistant Superintendent
North Royalton City Schools

Tim Saxton, Superintendent
West Branch Local Schools

Kim Sperling, Treasurer
Fairview Park City Schools

Thomas Stanko, Treasurer
Trumbull County Board of DD

Michael Wasser, Business Manager
Warren City Schools

Chad Welker, Business Manager
Twinsburg City Schools

2018-19 OSC Board of Directors

Catherine Auckerman, Chairperson (Highland Local Schools)

Kathryn Powers, OSC Chairperson Elect
(Twinsburg City Schools)

Franco Gallo, Director (ESC of Lorain County)

Scott Goggin, Director (Westlake City Schools)

Dennis Honkala, Director (Ravenna City Schools)

Keith Kelly, Director (Mayfield City Schools)

Robert Mengerink, Director (ESC of Northeast Ohio)

Michael Sheppard, Director (Berea City Schools)

Jack Thompson, Director (Perry Local Schools-Lake)

Members of the OSC Board of Directors are Superintendents of member school districts.

2018-19 OHIO SCHOOLS COUNCIL MEMBERS

Akron Public Schools
Allen East Local Schools
Amherst Ex. Village Schools
Anthony Wayne Local Schools
Arcadia Local Schools
Archbold Area Local School District
Arlington Local Schools
Ashland City Schools
Ashtabula Area City Schools
Ashtabula County ESC
A-Tech (Ashtabula Cty Technical & Career Ctr)
Auburn Career Center
Aurora City Schools
Austintown Local Schools
Avon Lake City Schools
Avon Local Schools
Ayersville Local Schools
Barberton City Schools
Bay Village City Schools
Beachwood City Schools
Beaver Local Schools
Bedford City Schools
Bellevue City Schools
Benjamin Logan Local Schools
Benton-Carroll-Salem Schools
Berea City Schools
Berkshire Local School District
Black River Local Schools
Boardman Local Schools
Brecksville-Broadview Heights City Schools
Brookfield Local Schools
Brooklyn City Schools
Brunswick City Schools
Buckeye Local Schools (Ashtabula)
Buckeye Local Schools (Jeff.)
Buckeye Local Schools (Medina)
Bucyrus City Schools
Campbell City Schools
Canfield Local Schools
Canton City Schools (Stark)
Cardinal Local Schools
Central Local Schools
Chagrin Falls Ex. Village Schools
Chardon Local Schools
Clearview Local Schools
Cleve. Hts./Univ. Hts. City Schools
Cleveland Metropolitan School District
Cloverleaf Local Schools
Clyde-Green Springs Schools
Columbia Local Schools
Conneaut Area City Schools
Copley-Fairlawn City Schools
Cory-Rawson Local School District
Coventry Local Schools
Crestwood Local Schools
Cuyahoga County Board of DD
Cuyahoga Falls City Schools
Cuyahoga Heights Schools
Cuyahoga Valley Career Center
Dalton Local Schools
Danbury Local Schools
Defiance Co. Bd. of DD
East Cleveland City Schools
East Liverpool City Schools
Eastwood Local Schools
Edison Local Schools (Berlin-Milan)
EHOVE Career Center
Elyria City Schools
ESC of Lake Erie West
ESC of Lorain County
ESC of Medina County
ESC of Northeast Ohio
Euclid City Schools
Evergreen Local Schools
Fairport Harbor Ex. Vill. Schools
Fairview Park City Schools
Findlay City Schools
Firelands Local Schools
Fremont City Schools
Frontier Local Schools
Garfield Heights City Schools
Geauga County Board of DD
Geauga County ESC
Geneva Area City Schools
Genoa Area Local School District
Gibsonburg Ex. Village Schools

Girard City Schools
Grand Valley Local Schools
Green Local Schools (Summit)
Hancock County ESC
Highland Local Schools
Hopewell-Loudon Local Schools
Hubbard Ex. Village Schools
Hudson City Schools
Huron City Schools
Independence Local Schools
Indian Lake Schools
Jackson Local Schools
Jackson-Milton Local Schools
James A. Garfield Local Schools
Jefferson Area Local Schools
Joseph Badger Local Schools
Kenston Local Schools
Kent City Schools
Keystone Local Schools
Kirtland Local Schools
Lake County Board of DD/Deepwood
Lake County ESC
Lake Local Schools (Wood)
Lakewood City Schools
Lakota Local Schools (Sandusky)
Liberty-Benton Local Schools
Liberty Local Schools (Trumbull)
Lorain County Board of DD (Murray Ridge Center)
Lorain County JVS
Lordstown Local Schools
Lowellville Local Schools
Madison Local Schools (Lake)
Madison Local Schools (Richland)
Mahoning County Board of DD
Mahoning County Career and Tech Center
Mahoning County ESC
Manchester Local Schools (Summit)
Maple Heights City Schools
Margaretta Local Schools
Mathews Local Schools
Mayfield City Schools
McComb Local Schools
Medina City Schools
Medina County Career Center
Mentor Public Schools
Mid-Ohio ESC
Midview Local Schools
Mogadore Local Schools
Monroeville Local Schools
Newbury Local Schools
Newton Falls Ex Vill Schools
Nordonia Hills City Schools
North Baltimore Local Schools
North Central Ohio ESC
North Olmsted City Schools
North Point ESC
North Ridgeville City Schools
North Royalton City Schools
Northwood Local Schools
Norton City Schools
Norwalk City Schools
Oberlin City Schools
Olmsted Falls City Schools
Orange City Schools
Oregon City Schools
Orville City Schools
Otsego Local Schools
Ottawa Hills Local Schools
Painesville City Local Schools
Pandora-Gilboa Local Schools
Parma City Schools
Penta Career Center
Perkins Local Schools
Perry Local Schools (Lake)
Perrysburg Public Schools
Pettisville Local Schools
Pike-Delta-York Local Schools
Poland Local Schools
Polaris Career Center
Portage County Board of DD
Port Clinton City Schools
Pymatuning Valley Local Schools
Ravenna City Schools
Revere Local Schools
Richmond Heights Local Schools
Rittman Exempted Village Schools

Riverdale Local Schools
Riverside Local Schools (Lake)
Riverside Local Schools (Logan)
River Valley Local School District
Rocky River City Schools
Rootstown Local Schools
Rossford Ex. Village Schools
Sandusky City Schools
Sebring Local Schools
Shaker Heights City Schools
Sheffield-Sheffield Lake City Schools
Solon City Schools
South Central Local Schools
Southeast Local Schools (Portage)
South Euclid-Lynd. City Schools
South Range Local Schools
Southwest Licking Local Schools
Springfield City Schools (Clark)
Springfield Local Schools (Lucas)
Springfield Local Schools (Mahoning)
Springfield Local Schools (Summit)
Stow-Munroe Falls City Schools
Streetsboro City Schools
Strongsville City Schools
Struthers City Schools
Summit County Board of DD
Swanton Local Schools
Tallmadge City Schools
Tiffin City Schools
Triway Local Schools
Trumbull Career & Technical Center
Trumbull County Board of DD - Fairhaven School
Twinsburg City School District
Vanguard-Sentinel Career & Technology Center
Vermilion Local Schools
Wadsworth City Schools
Warren City Schools
Warrensville Heights City Schools
Washington Local Schools
Waterloo Local Schools
Wauseon Ex Village Schools
Wayne County Schools Career Center
Weathersfield Local Schools
Wellington Ex. Village Schools
West Branch Local Schools
Western Reserve Local Schools (Huron)
Western Reserve Local Schools (Mahoning)
West Geauga Local Schools
Westlake City Schools
Wickliffe City Schools
Willard City Schools
Willoughby-Eastlake City Schools
Wood County ESC
Woodmore Local Schools
Woodridge Local Schools
Wooster City Schools
Youngstown City Schools

AFFILIATE MEMBERS

City of Cleveland Heights
City of Independence
City of Medina
City of Mentor
City of Richmond Heights
City of Shaker Heights
City of Willoughby
Cleveland Heights University Heights Public Library
Cleveland Metroparks
Hathaway Brown School
Hawken School
Hebrew Academy of Cleveland
Lakeland Community College
St. Angela Merici School
St. Bernadette
St. Joseph School (Amherst)
Sts. Joseph & John Interparochial School



P: 216-447-3100
F: 216-447-1606



www.osconline.org



Ohio Schools Council
6393 Oak Tree Blvd., Suite 377
Independence, Ohio 44131