Year in Review

OHIO SCHOOLS COUNCIL
2019-20 OSC Annual Year in Review

SERVICES  SUPPORT  SAVINGS
Our Team

William J. Zelei
Executive Director

Dennis L. Allen
Assistant Executive Director

Barb DelRoso
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
Dear Colleague and Partner:

The Ohio Schools Council continues to expand services and programming to hundreds of districts across the state. With the addition of 12 new members during the 2019-20 fiscal year, we now proudly serve 254 districts and educational institutions across the state, providing programs and services designed to save them time and resources.

The past few months have been extremely difficult for our districts, their staff, students, and families as we all navigate through the COVID-19 pandemic. While it’s always exciting to begin a new school year, this year presents new challenges and circumstances for us all. Our districts are working tirelessly to develop plans and procedures that create the safest environment for our students and staff while also dealing with massive budget cuts.

To accommodate our members during these unprecedented times, the OSC has ramped up efforts to procure and supply our schools with the highest quality protective equipment and the necessary cleaning supplies that are required to open the school year safely. We hosted weekly webinars that highlighted the product offerings while also provided guidance on topics like transportation, food services, HVAC considerations, and crisis communications. To date, more than 130 districts have purchased over $2.4 million in PPE and cleaning supplies through the OSC COVID-19 Supply Catalog.

As a state-wide co-op we provide many products and services to our schools, but we’re also proud to be your district’s voice of guidance, source of expertise, and even simply that shoulder to lean on should you need it.

Please do not hesitate to contact us and explore our programs, which are designed to help lighten the burden on your district — both financially and resourcefully.

Here are just a few ways our programs have assisted our districts throughout the 2019-20 school year:

- Provided $570,000 in total rebates through our FirstEnergy Rebate Program since its launch in the fall of 2018
- The newly-launched OSC Safety Academy provided customized and FREE training options to more than 120 district officials
- The new Electricity Audit program identified more than $200,000 in billing errors resulting in credits back to dozens of districts
- Launched a comprehensive Demand Response Program with C-Power where our first 3 districts will realize more than $30,000 in revenue
- Sourced and supplied more than $2.4 million in PPE and cleaning supplies through the OSC COVID-19 Supply Catalog, and growing!
- Connected dozens of districts to local farmers through our Local Fresh Fruit & Veggie Program, sourcing more than $100k in amazing produce to our schools

Please know that we’re here to support you and your students in any way possible during this challenging and unprecedented time.
Ohio Schools Council 2019-20 Year in Review

New Members: Bath Local Schools, Canton City Schools (Stark) Champion Local Schools, Chippewa Local School District, City of Lyndhurst, Defiance City Schools, Lisbon Ex Village Schools Mapleton Local Schools, Maplewood Career Center, Medina County Board of DD/Windfall School, New London Local Schools, Ottawa-Glandorf Local Schools

2019-20 Operational Support
By the Numbers

- 195 Legal Hotline Hours Purchased
  - OSC discounts up to 44% off average hourly attorney rate.
  - $20K+ in legal fee savings
- $77/room Discount
  - Hotel Discounts up to $77/room at the Columbus Hyatt Regency, Hyatt Place and Courtyard Marriott
- 28K+ Books Purchased
- $18,821 in Savings
- 15 Successful Leadership Searches
- 28K+ Books Purchased
- $18K+ in Computer Technician Services
- 97 Life Insurance Members
  - 2 New Life Insurance Members Saved
  - $6,532 in annual premiums
- 6 Health Alliance Members Saved
  - $163K in annual premiums

Safety Planning Services
Hundreds of district officials have continued to turn to us to provide assistance with school safety planning, training and building assessments. We are proud to have started or completed safety assessments for many districts including East Cleveland City Schools, Bedford City Schools Cleve. Hts./Univ. Hts. City Schools, East Cleveland City Schools, Mayfield City Schools, Medina County Board of DD/Windfall School, Rocky River City Schools and Tallmadge City Schools as well as assisted more than 835 school buildings with safety plan compliance. In addition, the newly-launched OSC Safety Academy provided customized and FREE training options to more than 120 district officials!
2019-20 CO-OP PROGRAMS  
By the Numbers

- 28 PARTICIPATING DISTRICTS
- 131 VENDORS REPRESENTED
- $1.7 million TOTAL SALES
- 4.8 million GALLONS OF DIESEL & GASOLINE PURCHASED
- 75% Co-Op catalog discounts up to
- 166 buses sold at competitive prices
- $3,714,993 in cafeteria food & dairy item sales
- $167K+ in fresh fruit & veggie item sales
- $302K+ in copy paper sales

2019-20 UTILITY PROGRAMS  
By the Numbers

- 161 GAS PROGRAM MEMBERS
- DEMAND RESPONSE PROGRAM $31K+ in revenue for the first 3 districts participating
- ELECTRICITY AUDIT PROGRAM $200K in billing errors
- 185 POWER4SCHOOLS PROGRAM MEMBERS
- $66 million 6S TOTAL SAVINGS (SINCE INCEPTION)
- $570,000 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, 71 districts have submitted applications for the program, representing $570,000! in rebates.

- $17,000 IN HOME DEPOT REBATE CHECKS
  Members receive up to 5% in rebates on Lumber, Building Materials, Flooring, Paint, Hardware/Tools and more!
- 173,009 EBLASTS SENT
- 38% EBLAST OPEN RATE
- 37,700 WEB PAGE VIEWS

6 HEALTH ALLIANCE MEMBERS

OHIO SCHOOLS COUNCIL Natural Gas Program 161 GAS PROGRAM MEMBERS

POWER4SCHOOLS PROGRAM MEMBERS

185

2019-20 UTILITY PROGRAMS  
By the Numbers

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6 HEALTH ALLIANCE MEMBERS

75% Co-Op catalog discounts up to

166 buses sold at competitive prices

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$167K+ in fresh fruit & veggie item sales

$302K+ in copy paper sales

135,000 CO-OP RESULTS

131 VENDORS REPRESENTED

$1.7 million TOTAL SALES

4.8 million GALLONS OF DIESEL & GASOLINE PURCHASED

161 GAS PROGRAM MEMBERS

DEMAND RESPONSE PROGRAM $31K+ in revenue for the first 3 districts participating

185 POWER4SCHOOLS PROGRAM MEMBERS

$66 million P4S TOTAL SAVINGS (SINCE INCEPTION)

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6 HEALTH ALLIANCE MEMBERS
2019-20 FINANCIALS

OSC GENERAL FUND:
In FY 20, the OSC continued its effort to limit member fees while increasing service and support to member school districts, including efforts to support districts in dealing with the COVID19 Pandemic. The OSC developed a COVID19 catalog, to assist in providing products and services to districts.

The financial impact of these efforts are reflected in the OSC General Fund Financial Report. As noted in the graph, the OSC had General Fund Revenues of $2,086,551 in FY 20, which represents a $478,111 increase over the FY 19 General Fund Revenue of $1,608,450. General Fund Expenses in FY 20 amounted to $1,935,186 for all expenditures, plus a $2 million Advance from the General Fund to the Agency Fund to cover the anticipated cost of the purchase and resale of some COVID19 supplies to districts. Total Expenses, reflecting expenditures and the Advance amounted to $3,935,186. Without the $2 million Advance, the General Fund Revenue of $2,086,551 exceeded the General Fund Expenses of $1,935,186 by $151,365.

Given the unique situation, in which school districts found themselves, in the spring of FY 20, the OSC made the commitment to assist districts in obtaining COVID19 PPE, devices, supplies, and other related materials and services. To accomplish this, the OSC worked with current vendors and brought on new product vendors and service vendors to meet the needs of school districts during this very unique time in our history. To ensure the timely receipt of scarce product and to provide the best pricing possible, the OSC elected to purchase some items in bulk and then resell the items to school districts. To accomplish this, the OSC Advanced $2 million from the General Fund to the Agency Fund. The $2 million Advance will be returned to the General Fund, in FY 21, as school districts pay the OSC for purchased COVID19 product.

OSC AGENCY FUND:
In FY 20 the Agency Fund continued to primarily handle the normal receipts and expenditures for the Natural Gas Program and the Life Insurance Program. In addition, the Agency Fund began handling the expenditures related to the development of the COVID19 catalog. This required the Advance of $2 Million from the General Fund to the Agency Fund.

The Agency Fund reflects Revenues of $14,787,011, which includes the $2 million Advance from the General Fund and $12,787,011 in receipts from the Natural Gas Program and the Life Insurance Program. The Agency Fund reflects Expenditures of 12,635,554, which are only related to the Natural Gas Program and the Life Insurance Program. Without the $2 million Advance from the General Fund, Agency Fund Revenue exceeded Agency Fund Expenditures by $151,457, due primarily to an unusually mild winter which translated into lower than anticipated natural gas usage.

Excess natural gas revenue, that has accrued on behalf of school districts, will be credited to FY 21 natural gas usage or, if requested, will be returned to the school district. The $2 million Advance will be returned to the General Fund, in FY 21, as school districts pay the OSC for COVID19 products that were purchased on their behalf.

OSC COVID-19 SUPPLY CATALOG PURCHASES
To accommodate our members during these unprecedented times, the OSC has ramped up efforts to procure and supply our schools with the highest quality protective equipment and the necessary cleaning supplies that are required to open the school year safely. More than 130 districts have purchased over $2.4 million in PPE and cleaning supplies through OSC.
**2019-20 DISTRICT PROGRAM HIGHLIGHTS-OSC MVPs**

**FIRST ENERGY REBATE PROGRAM**
- Akron Public Schools to receive $113,383 in REBATES!
- Riverside Local Schools (Lake) to receive $14,290 in REBATES!
- Genoa Area Local Schools to receive $4,080 in REBATES!

**ELECTRICITY AUDIT PROGRAM**
- Genoa Area Local Schools received $32,324 in CREDITS!
- Girard City Schools received $29,463 in CREDITS!
- Berkshire Local Schools received $18,423 in CREDITS!

**LEEMC DISCOUNTED LIBRARY MEDIA PROGRAM**
- Shaker Heights Discounted City Schools purchased more than 3,000 books from the OSC LEEMC program, resulting in over $2,640 in SAVINGS!

**DEMAND RESPONSE PROGRAM**
- Twinsburg City Schools projected to earn more than $58,000 through the new OSC Demand Response Program

**OSC FRESH FRUIT & VEGGIE PROGRAM**
- Parma City Schools purchased a whopping $35K from the OSC Fresh Fruit and Veggie Bid, including more than 100 cases of apples! Check out their amazing Asparagus recipe! (right)

**DAIRY AUDIT**
- Boardman Local Schools recovered $23,900 through the OSC Dairy Audit

**BUS PURCHASING**
- Lake Local Schools saved $10,000+ through the OSC Bus Purchasing Program

**FOOD ESSENTIALS**
- Bucyrus City Schools saved $5,789 through the OSC Everyday Food Essentials Program with GFS

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**2019-20 OHIO SCHOOLS COUNCIL - ADVISORY COMMITTEE & BOARD**

**2019-20 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
- Steve Breckner, Business Manager
- Strongsville City Schools
- Dave Chambers, Treasurer
- Medina City Schools
- Steve Chiara, Superintendent
- Warren City Schools
- Bryan Christman, Treasurer
- Shaker Heights City Schools
- Patrick Colucci, Superintendent
- Buckeye Local Schools (Ashbatula)
- Matt Feasel, Treasurer
- Pike-Delta-York Local Schools
- Jason Gray, Superintendent
- Trumbull County Career & Tech Center
- Rob Gress, Business Manager
- Stow-Munroe Falls City Schools

2019-20 Ohio Schools Council - Advisory Committee & Board

- Jeff Grosse, Assistant Superintendent
- Berea City Schools
- Jeff Holbrook, Superintendent
- Hopewell-Loudon Local Schools
- Traci Hostetler, Superintendent
- Mahoning County ESC
- Blaise Karlovic, Treasurer
- Austintown Local Schools
- Cajon Keeton, Treasurer
- Benton-Carroll-Salem Schools
- Mark Kowalski, Superintendent
- Liberty Benton Local Schools
- Ryan Lockwood, Treasurer
- Springfield Local Schools (Lucas)
- James Mapus, Business Manager
- Perrysburg Schools
- Bobby Marino, Assistant Supt.
- Trumbull County ESC
- Greg Markus, Treasurer
- Rocky River City Schools
- Cheryl McArthur, Human Resources/ Business Operations Manager
- Mahoning County ESC
- Dennis Muratori, Superintendent
- Huron City Schools

- Aura Norris, Executive Director of Human Resources; Perrysburg Schools
- Bill Nye, Treasurer; Genoa Area Local Schools
- Jim Presot, Assistant Superintendent; North Royalton City Schools
- Mel Rentschler, Superintendent; Alien East Local 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
- Steve Wood, Business Manager; Tallmadge City Schools
- Jeff Young, Superintendent; Riverdale Local Schools

**2019-20 OSC Board of Directors**

- Kathryn Powers, Chairperson (Twinsburg City Schools)
- Dennis Honkala, Vice Chairperson (Ravenna City Schools)
- Catherine Auckerman, Past Chairperson (Highland Local Schools)
- Scott Goggin, Director (Westlake City Schools)
- Franco Gallo, Director (ESC of Lorain County)
- Keith Kelly, Director (Mayfield City Schools)
- Robert Mengerink, Director (ESC of Northeast Ohio)
- Jack Thompson, Director (Perry Local Schools-Lake)
- Michael Zalar, Director (North Olmsted City Schools)

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

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**2019-20 OSC Annual Report**
2019-20 OHIO SCHOOLS COUNCIL MEMBERS

Akron Public Schools
Allen East Local Schools
Amherst Ex. Vlg. Schools
Anthony Wayne Local Schools
Arcadia Local Schools
Archbold Area Local School District
Arlington Local Schools
Ashland City Schools
Ashatubula Area City Schools
Ashatubula County ESC
Ashtabula County Technical & Career Center (A-Tech)
Auburn Career Center
Aurora City Schools
Austintown Local Schools
Avon Lake City Schools
Avon Local Schools
Avrysville Local Schools
Barberton City Schools
Bath Local 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
Bloomfield-Mespo 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
Champion Local Schools
Chardon Local Schools
Chippewa Local School District
Clearview Local Schools
Cleve. Hts./Univ. Hts. City Schools
Cleveland Metropolitan School District
Cleveland Heights Local Schools
Clyde-Green Springs Schools
Columbia Local Schools
Columbiana County Career & Technical Center
Connuegt Area City Schools
Copley-Fairlawn City Schools
Cory-Rawson Local School District
Covington Local Schools
Crestwood Local Schools
Cuyahoga County Board of DD
Cuyahoga Heights Schools
Cuyahoga Heights Schools
Cuyahoga Valley Career Center
Dalton Local Schools
Danbury Local Schools
Defiance City Schools
Defiance Co. Bd. of DD
East Cleveland City Schools
East Licking City Schools
Eastwood Local Schools
Edison Local Schools (Berlin-Milan)
Educational Service Center of the Western Reserve
EHOVE Career Centers
Ellyria City Schools
ESC of Lake Erie West
ESC of Lorain County
ESC of Medina County
ESC of Northeast Ohio
Eucld City 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
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
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 Local Schools (Wood)
Lakewood City Schools
Lakota Local Schools (Sandusky)
Liberty Local Schools (Trumbull)
Liberty-Benton Local Schools
Linton Ex Village Schools
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
Mapleton Local Schools
Maplewood Career Center
Margaretta Local Schools
Mathews Local Schools
Mayfield City Schools
McComb Local Schools
Medina City Schools
Medina County Board of DD/Windfall School
Medina City Career Center
Mentor Public Schools
Mid-Ohio ESC
Midview Local Schools
Mogadore Local Schools
Monroe Local Schools
New London 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
Ottawa-Glandorf Local Schools
Painesville City Local Schools
Pandora-Gilboa Local Schools
Parma City Schools
Penta Career Center
Perkins Local Schools
Perry Local Schools (Lake)
Perryburg Public Schools
Pettisville Local Schools
Pike-Delta-York Local Schools
Poland Local Schools
Polaris Career Center
Port Clinton City Schools
Portage County Bd. of DD
Pymatuning Valley Local Schools
Ravenna City Schools
Revere Local Schools
Richmond Heights Local Schools
Rittman Exempted Village Schools
River Valley Local School District
Riverview Local Schools
Riverside Local Schools (Lake)
Rocky River City Schools
Rootstown Local Schools
Rossford Ex. Village Schools
Sandusky City Schools
Sebring Local Schools
Shaker Heights City Schools
Sheffield-Sheffiled Lake City Schools
Solon City Schools
South Central Local Schools
South Euclid-Lynd. City Schools
South Range Local Schools
Southeast Local Schools (Portage)
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
Trivay Local Schools
Trumbull Career & Technical Center
Trumbull County Board of DD - Fairhaven School
Trumbull County ESC
Twinsburg City School District
Vanguard-Sentinel Career & Technology Center
Vermillion Local Schools
Wadsworth City Schools
Warren City Schools
Washington Local Schools
Waterloo Local Schools
Waunee Ex Village Schools
Wayne County Schools Career Center
Weathersfield Local Schools
Wellington Ex. Village Schools
West Branch Local Schools
West Geauga Local Schools
West Holmes Local School District
Western Reserve Local Schools (Huron)
Western Reserve Local Schools (Mahoning)
Westlake City Schools
Willciffe 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
City of Cleveland Heights
City of Independence
City of Lyndhurst
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 Local Community College
St. Angela Merici School
St. Bernadette
St. Joseph School (Amherst)
Sts. Joseph & John Interparochial School

MEMBERS

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