

2019-20



# *Year in Review*

2019-20



OHIO SCHOOLS COUNCIL  
2019-20 OSC Annual Year in Review



SERVICES



SUPPORT



SAVINGS



# Our Team

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**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

# Adapting to new challenges and circumstances ...

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Dear Colleague and Partner:

The Ohio Schools Council continues 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.

A handwritten signature in black ink, appearing to read 'William J. Zelei', written in a cursive style.

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

# OHIO SCHOOLS COUNCIL 2019-20 YEAR IN REVIEW



## OHIO SCHOOLS COUNCIL 2019-20 *Year in Review*

TOTAL MEMBERS

**254**



STUDENTS SERVED  
**500,000+**



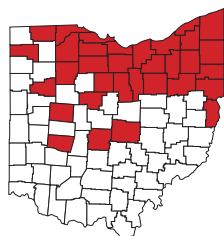
NEW MEMBERS

**12**



AFFILIATE MEMBERS

**18**



COUNTIES SERVED  
**34**

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

LAKE ERIE EDUCATIONAL  
MEDIA CONSORTIUM  
(LEEMC)



**28K+**  
BOOKS PURCHASED

**\$18,821**  
IN SAVINGS

**15**

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

**\$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!**





SERVICES



SUPPORT



SAVINGS

## 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

Co-Op catalog discounts up to

**75%**



**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**

P4S 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

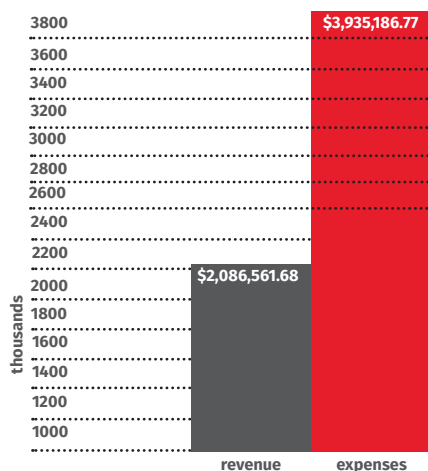


## 2019-20 FINANCIALS

GENERAL FUND: ENDING CASH BALANCE

**\$5,813,523.99**

GENERAL FUND: REVENUE AND EXPENSES



### 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.

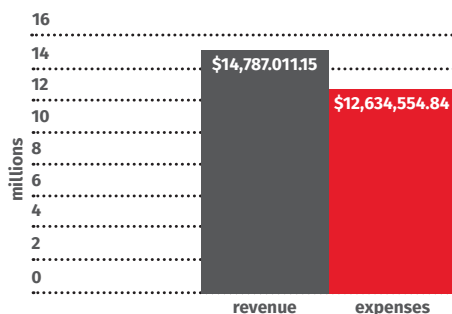
The financial impact of these efforts are reflected in the OSC General Fund Financial Report. As noted in the graph, the OSC had General Fund Revenues of \$2,086,551 in FY 20, which represents a \$478,111 increase over the FY 19 General Fund Revenue of \$1,608,450. General Fund Expenses in FY 20 amounted 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.

AGENCY FUND: ENDING CASH BALANCE

**\$4,159,855.74**

AGENCY FUND: REVENUE AND EXPENSES



### 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.**

TOTAL MEMBERS

**131**

SUPPLIES PURCHASED

**\$2.4 Million +**

HAND SANITIZER SOLD

**83,348 Gallons**



# 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!



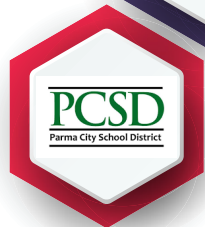
## LEEMC DISCOUNTED LIBRARY MEDIA PROGRAM

Shaker Heights 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



## 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 Chiaro, Superintendent  
Warren City Schools

Bryan Christman, Treasurer  
Shaker Heights City Schools

Patrick Colucci, Superintendent  
Buckeye Local Schools (Ashtabula)

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

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; Allen 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.

# 2019-20 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  
Ashtabula County Technical & Career Center (A-Tech)  
Auburn Career Center  
Aurora City Schools  
Austintown Local Schools  
Avon Lake City Schools  
Avon Local Schools  
Ayersville 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  
Cloverleaf Local Schools  
Clyde-Green Springs Schools  
Columbia Local Schools  
Columbiana County Career & Technical Center  
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 City Schools  
Defiance Co. Bd. of DD  
East Cleveland City Schools  
East Liverpool City Schools  
Eastwood Local Schools  
Edison Local Schools (Berlin-Milan)  
Educational Service Center of the Western Reserve  
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  
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  
Lisbon 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 County Career Center  
Mentor Public Schools  
Mid-Ohio ESC  
Midview Local Schools  
Mogadore Local Schools  
Monroeville 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  
Orrville 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)  
Perrysburg Public Schools  
Pettitsville Local Schools  
Pike-Delta-York Local Schools  
Poland Local Schools

Polaris Career Center  
Port Clinton City Schools  
Portage County Board 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  
Riverdale 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-Sheffield 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  
Triway 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  
Vermilion Local Schools  
Wadsworth City Schools  
Warren 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  
West Geauga Local Schools  
West Holmes Local School District  
Western Reserve Local Schools (Huron)  
Western Reserve Local Schools (Mahoning)  
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  
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 Community College  
St. Angela Merici School  
St. Bernadette  
St. Joseph School (Amherst)  
Sts. Joseph & John Interparochial School



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[www.osconline.org](http://www.osconline.org)



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