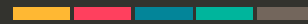


Year in Review

2020-21



OHIO SCHOOLS COUNCIL
2020-21 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

Providing valuable services aligned with need ...

Dear Colleague and Partner:



Thank you for all that you've done for students of your community and the children of the state of Ohio. As we enter this new year, with the continuation of COVID and the chaos around masks, vaccinations and quarantining, let us renew our commitment to protecting and enhancing student physical and academic health.

The Ohio Schools Council set out this year continuing its support in helping schools navigate through the challenges of the COVID-19 pandemic. Whether it was procuring products that were in limited supply, securing volume discounts or connecting our districts with valuable guidance, our goal was to assist our members during these unprecedented times.

Our mission remains the same – provide reliable, trusted and turn-key products and programming designed to create efficiencies and save time and money. This year, we focused on ways districts could best-utilize local and federal dollars to improve building safety, upgrade sanitization processes and improve air quality.

We held multiple webinars across the state to highlight and explain ESSER fund uses, prioritization and procurement methods. As a result, we helped more than a dozen districts improve Indoor Air Quality (IAQ) using federal funding. We anticipate that this work, which began in late FY 21, will continue through the fall of 2021 and possibly even into the spring of 2022. This work presents a significant opportunity for school districts to continue to fight the COVID-19 virus while continuing to provide face-to-face instruction to students.

We engaged with local engineering firms to help inform best practices and procedures and selected products and services recommended by experts. More than 130 districts have purchased over \$1.6 million in supplies through the OSC COVID-19 Catalog this year and that number continues to grow.

We are excited to report that this year we have added 9 new members to the organization, including Bowling Green Schools, Bryan City Schools, Columbiana County Career & Technical Center, Hicksville Ex. Village Schools, Mansfield City Schools, New Philadelphia Schools, Northwest Ohio ESC, Urban Community School and West Holmes Local Schools.

Looking forward, we are committed to helping our members serve their students and achieve their organizational goals while also saving them time, money and valuable resources. We will continue to enhance our current programs and add new programming and services aligned with district need, expert guidance and current trends.

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.

We truly appreciate the difficulty and stress that our district partners face every day, as they stand on the front line of educating our students and protecting our students and staff. The staff of the Ohio Schools Council is committed to providing you with the necessary support to enable your district to be the best that it can be. During these trying times, as the OSC continues to evolve to meet your needs, be sure to keep us in the loop as needs and demands change. It is our goal to assist you in creating a better learning environment for the staff and students of Ohio.

Sincerely,

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

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



OHIO SCHOOLS COUNCIL 2020-21 YEAR IN REVIEW



OHIO SCHOOLS COUNCIL 2020-21 *Year in Review*



TOTAL MEMBERS

266



STUDENTS SERVED
500,000+



NEW MEMBERS

9

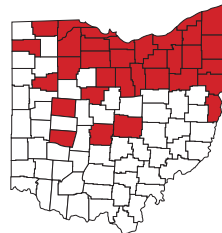


AFFILIATE MEMBERS

17

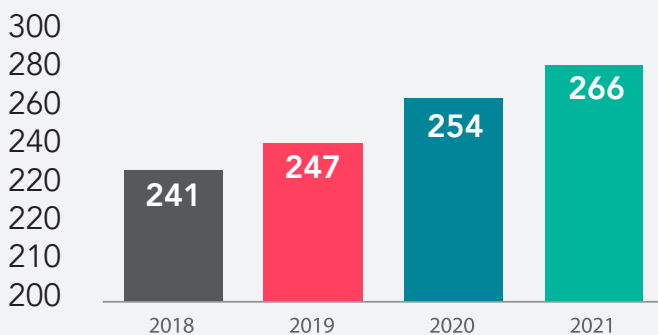
COUNTIES SERVED

37



New Members: Bowling Green Schools, Bryan City Schools, Columbiana County Career & Technical Center, Hicksville Ex. Village Schools, Mansfield City Schools, New Philadelphia Schools, Northwest Ohio ESC, Urban Community School and West Holmes Local Schools

OSC MEMBERSHIP GROWTH



2020-21 OPERATIONAL SUPPORT

By the Numbers

150

LEGAL HOTLINE

HOURS PURCHASED

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



\$12K+

in legal fee savings

LAKE ERIE EDUCATIONAL MEDIA CONSORTIUM (LEEMC)



26K+
BOOKS PURCHASED

\$70,000
IN SAVINGS

14

SUCCESSFUL LEADERSHIP SEARCHES

OSC districts **SAVED**

\$28K+

in Computer Technician Services



106 LIFE INSURANCE MEMBERS

4 NEW LIFE INSURANCE MEMBERS

\$1 million savings

in total annual premiums



3 HEALTH ALLIANCE MEMBERS

SAVED

\$84K

in annual premiums



\$14,400

IN HOME DEPOT REBATE CHECKS

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



SERVICES



SUPPORT



SAVINGS



2020-21 CO-OP PROGRAMS

By the Numbers

39 PARTICIPATING DISTRICTS
126 VENDORS REPRESENTED
\$1.2 million TOTAL SALES



2.5 million
GALLONS OF DIESEL & GASOLINE
PURCHASED
\$323k in savings



123
buses sold at
competitive prices
\$185k
in savings



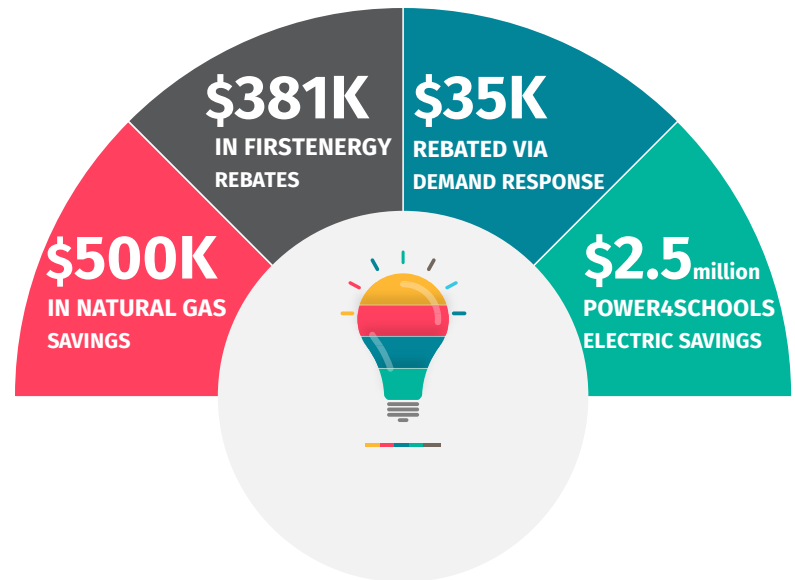
\$4,250,576
in cafeteria food & dairy
item sales



EVAS/EPAS PROGRAM
\$344k in savings

2020-21 UTILITY PROGRAMS

By the Numbers



New Natural Gas Members:

Boardman Local Schools, Copley-Fairlawn City Schools, Dover City Schools, Green Local Schools, Liberty Local Schools, Maplewood Career Center, Poland Local Schools, Portage Lakes Career Center, Southeast Local Schools, Springfield Local Schools (Summit), Warren City Schools, Woodridge Local Schools and Wooster City Schools



SPOTLIGHT: OSC ASSISTS DISTRICTS, FOODBANK WITH MEAL DISTRIBUTION



OSC initiated a meeting between OSC First Ring districts and the Greater Cleveland Food Bank resulting in meaningful collaboration with several districts.

- **Berea City Schools:** Implemented meal backpacks with OSC in April and have since distributed 11,864 lbs of food to hundreds of students within their community.
- **Fairview Park City Schools** distributed 11,305 lbs. of meal items.
- **Garfield Heights City Schools** distributed 71,161 lbs. of meal items.
- **Parma City Schools** distributed 1,438,649 lbs. of meal items via backpacks, disaster boxes and fresh produce.

Overall pounds locally distributed: 1,532,979 lbs.



\$532,044

IN ELECTRIC AUDIT REBATES

Since its launch in the fall of 2018, the OSC Electricity Audit program has provided thousands in rebates to OSC member districts.

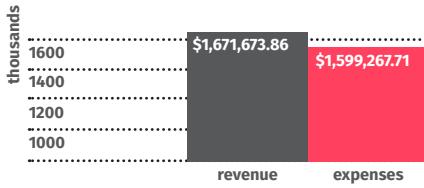
This year, 45 districts have submitted applications for the program, representing more than \$530,000 in rebates.

2020-21 FINANCIALS

GENERAL FUND: ENDING CASH BALANCE

\$7,885,930.14

GENERAL FUND: REVENUE AND EXPENSES



OSC GENERAL FUND:

In FY 21 the Ohio Schools Council continued to provide high levels of support to members while again limiting member fees. Building on its efforts in FY 20, the OSC built a dynamic COVID-19 catalog of products and services after surveying member needs, and researching, analyzing and sourcing services and products. This work made the OSC COVID-19 catalog a “go-to essential” for school districts, and resulted in over \$1.6 million in purchases through the OSC to support the students and staff of our communities. To obtain the best price and service, in some cases, purchases were routed directly from the district to the vendor, while other instances required the OSC to pre-purchase product and then distribute it to school districts. The pre-purchasing of product and services occurred within the Agency Fund.

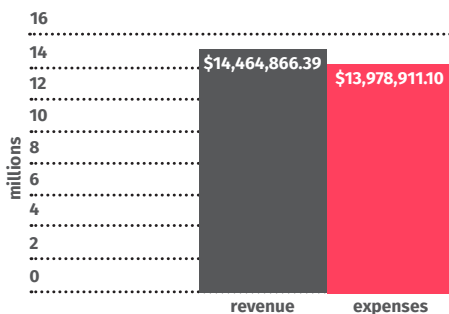
The OSC will continue to update and revise the COVID-19 catalog of products and services to meet the ever-changing needs of our schools and communities. As we concluded FYI 21, we saw a significant increase in school districts’ desire to improve the air quality within school buildings. Through an OSC Design Build contract, vendors began working closely with a number of school districts to provide their students and staff better air quality within the school buildings. We anticipate that this work, which began in late FY 21, to continue through the fall of 2021 and possibly even into the spring of 2022. This work presents a significant opportunity for school districts continue to fight the COVID-19 virus while continuing to provide face-to-face instruction to students.

The FY 21 financial impact of these and other efforts are reflected in the OSC General Fund financial report. As noted in the graph, the OSC had General Fund revenues of \$1,671,673.86. This is slightly under the FY 20 revenue of \$2 million and approximately equal to the FY 19 revenue of \$1.6 million. However, the OSC was able to reduce its overall FY 21 expenses to \$1,599,267.71, significantly less than the \$1.9 million for FY 20. This increased the General Fund ending cash balance for FY 21 to \$7,885,930.14.

AGENCY FUND: ENDING CASH BALANCE

\$2,645,811.03

AGENCY FUND: REVENUE AND EXPENSES



OSC AGENCY FUND:

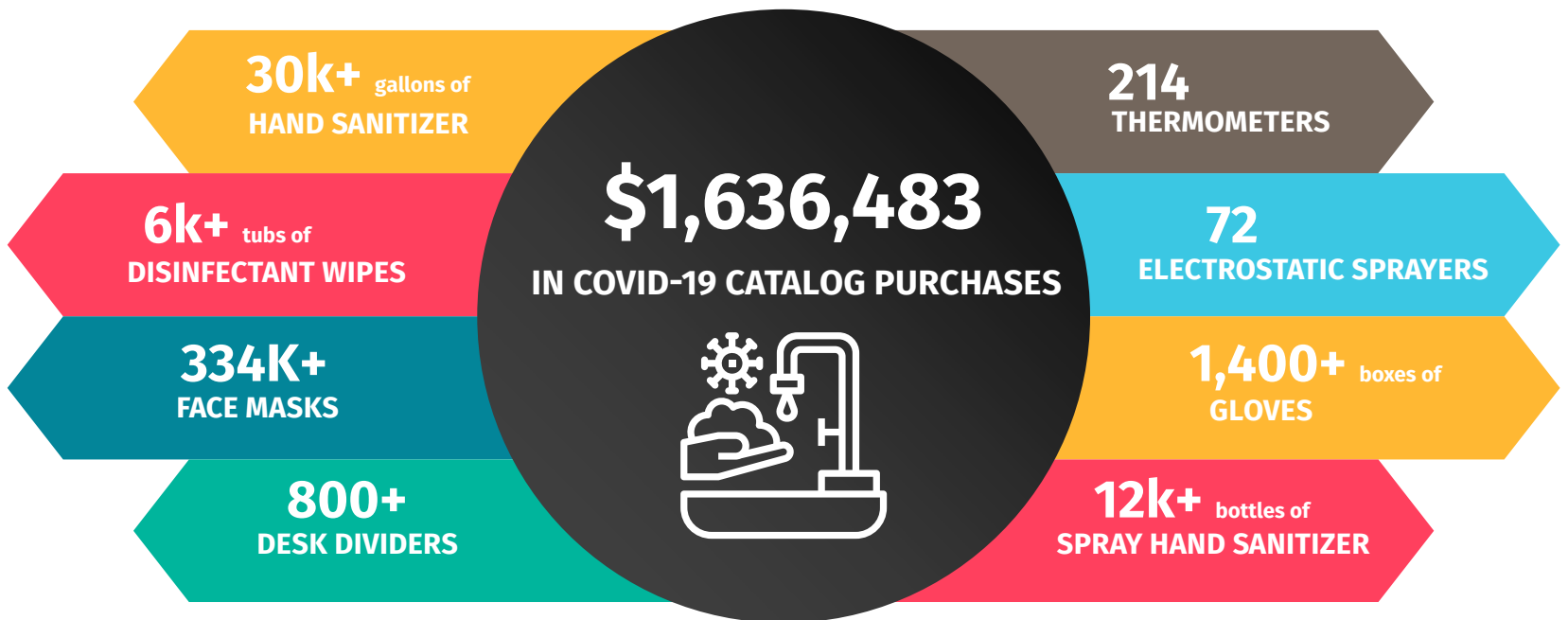
In FY 21 the Agency Fund continued to handle the normal receipts and expenditures for the Natural Gas program and the Life Insurance program. In addition, the Agency Fund handled the expenditures and receipts for the COVID-19 catalog of products and services.

The Agency Fund reflects revenues of \$14,404,866.39 and expenditures of \$13,978,911.10. The revenues to the Agency Fund include receipts to the Natural Gas program, the Life Insurance program and the COVID-19 catalog program. The expenses to the Agency Fund include expenditures related to the Natural Gas program, the Life Insurance program and the return of the \$2 million advance, to the General Fund, related to the COVID-19 catalog program.

Because, for many school districts, the 20-21 school year resulted in a significant amount of remote learning, school buildings were not utilized as much as normal. This resulted in less natural gas usage. The OSC spent most of FY 21 adjusting Natural Gas invoices to better reflect anticipated usage. As has occurred in past years, Natural Gas receipts that exceeded expenses are being returned to school districts or will be credited to their FY 22 gas usage.

OSC COVID-19 SUPPLY CATALOG PURCHASES

Items below reflect purchases directly through the OSC. Additional items were purchased directly through OSC-approved vendors.



2020-21 Ohio Schools Council - Advisory Committee & Board

2020-21 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

Jeff Grosse, Business Manager
Shaker Heights 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 Ex. Village Schools

Bobby Marino, Assistant Supt.
Trumbull County ESC

Greg Markus, Treasurer
Rocky River City Schools

Cheryl McArthur, Business Manager
Campbell City Schools

Dennis Muratori, Superintendent
Huron City 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

Chad Welker, Business Manager; Twinsburg City Schools

Steve Wood, Business Manager; Tallmadge City Schools

Jeff Young, Superintendent; Riverdale Local Schools

2020-21 OSC Board of Directors

Dennis Honkala, Chairperson (Ravenna City Schools)

Keith Kelly, Vice Chairperson (Mayfield City Schools)

Kathryn Powers, Past Chairperson (Twinsburg City Schools)

Franco Gallo, Director (ESC of Lorain County)

Scott Goggin, Director (Westlake City Schools)

Robert Hlasko, Director (ESC of Medina County)

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.

2020-21 OHIO SCHOOLS COUNCIL MEMBERS

Akron Public Schools
Allen East Local Schools
Alliance City 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
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
Bowling Green City Schools
Brecksville-Broadview Heights City Schools
Brookfield Local Schools
Brooklyn City Schools
Brunswick City Schools
Bryan 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 Eastern Ohio (Mahoning County ESC)
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
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
Hicksville Ex. Village Schools
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
LaBrea 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 City 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
Manchester Local Schools (Summit)
Mansfield City Schools
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
New Philadelphia City 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
Northwest Ohio ESC
Northwood Local Schools
Norton City Schools
Norwalk City School District
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 Ex. Village Schools
Pettisville Local Schools
Pike-Delta-York Local Schools
Poland Local Schools
Polaris Career Center

Port Clinton City Schools
Portage County Board of DD
Positive Education Program (PEP)
Putnam County ESC
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 Developmental Disabilities Board (Summit 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
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
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 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
Sts. Joseph & John Interparochial School
Urban Community School
Sts. Joseph & John Interparochial School



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