

~ MINUTES ~  
Ohio Schools Council  
OSC East Advisory Committee  
September 7, 2022  
11:30 – 2:30  
Springfield Grille

**I. Welcome.**

In Attendance: Amber DeJulio, Hubbard Exempted Village Schools, Steve Chiaro, Warren City Schools Superintendent, Traci Hostetler, ESC Eastern Ohio Superintendent, Cheryl McArthur, Campbell City Schools Business Manager, Raymond Soloman, Hubbard Exempted Village Schools Superintendent, Stephen York, Ravenna City Schools Business Manager, Dennis Honkala, Chad Welker, Tom Robey and Kelly Rocco, OSC.

**II. Approval of June 8, 2022 Meeting Minutes**

Amber DeJulio motioned to approve the June 8, 2022 Minutes. Steve Chiaro seconded. All Aye. Motion carried.

**III. Introduction of Dennis Honkala, OSC/GCSSA Assistant Executive Director and Chad Welker, OSC Director of Business Services.**

**IV. Discussion:**

a. Current Hot Topics Confronting Districts – How Can OSC Assist?

- Staff Shortages--aides, special education, bus drivers, phys ed. teachers
- Explore a University Partnership to help improve staff shortage problem
- Education - planning stages/development of transition to green vehicles

b. Priority Survey of OSC Security Services for Bid (RFP). We currently have 90 responses. Chad requested that committee members respond early next week.

c. Membership Review Meetings. We would like to meet with all OSC members to review their participation in OSC programs/services. We asked the committee to volunteer for membership review meetings. Campbell and Warren volunteered.

d. Student Fee Collection Services. No interest by members. Districts currently roll up fees to senior year and do not allow attendance at prom or sporting events if not paid.

e. Regional Road Tour dates and locations. OSC would like to re-establish regional meetings to review OSC programs with OSC members. Traci is holding a meeting in December that we can partner or host another time.

f. Other Items from Committee

Vendor fair with OSC vendor demos.

Kelly will send furniture vendors to Amber so she can compare pricing to her bids.

OSC check to see if Hubbard can participate in the Demand Response program if using a municipal cooperative for electricity.

## V. Updates:

### a. New OSC Vendor Contracts

- Intrado/School Messenger – mass calling, texting, or emailing messages. Can create groups for clubs, classes, buses, etc. Provides link to district/school social media accounts, Provides ability for two-way communication between students and teachers that is archived. Provides ability to communicate attendance, food service balances, transportation status, etc. OSC will schedule a virtual demo for members.
- Zonar – live GPS, student attendance, turn-by-turn instructions for drivers and apps for parents to know when a bus will arrive at their bus stop. OSC will schedule a virtual demo for members.
- Edulog – live GPS, student attendance, turn-by-turn instructions for drivers and apps for parents to know when a bus will arrive at their bus stop. OSC will schedule a virtual demo for members.
- REI – Bus cameras and Video Management Software for surveillance views and vehicle data.
- TCP (TimeClock Plus) – optimize daily tracking of time using time clocks machines, phone or computer app login with geo-fencing. Integrates with eFinancePlus, USAS and Tyler Munis and other Ohio financial software. OSC will schedule a virtual demo for members.
- Ennis Britton Co., L.P.A. – awarded contract for Legal Hotline Program effective July 1, 2022 to June 30, 2023. Districts select between 10, 15 or 20 hours for the fiscal year that are prepaid. Members can access any Ennis Britton Co., L.P.A. attorney with questions. Additionally members receive 2 half-day legal seminars. The first will be held on October 26 at ESC of Northeast Ohio, Independence and the second will be held in March.
- GPD, Fanning Howey - prequalified architectural service firms using required RFQ process.

Possibility of holding vendor fair of demos or OSC preferred partners at ESC of Eastern Ohio.

- b. Litigation on Behalf of Districts (Gas Program). Still in process. There will be a reduction but it has not been determined yet. COH was asking for a 400% increase and we hope to see as low as 25% increase.
- c. P4S and Gas Program Update. OSC program prices are about 50% less than current market rates for both electric and natural gas. OSC Natural Gas prices are firm until June 30, 2023 at \$3.11 and \$3.18 MCF depending on service areas. Electricity pricing for the current period is currently \$0.03 per kWh and firm until December 31, 2023. We are working on renewal contracts with our current suppliers.  
OSC will always review for districts potential contracts with other natural gas and electric suppliers, even if you are not in the program.
- d. Fall Bus Bid Update. We are collecting commitments for the Fall bus and transit van bids. Districts must respond by September 23 if they want to participate in the bids. Bids go out to vendors October 1<sup>st</sup> and are due November 1<sup>st</sup>.  
Bus and Transit Van supply is much longer than in the past (8 to 11 months). If you want a bus for the start of next year, you should purchase from the fall bid. Ford/Chevrolet manufacturers are not allowing vendors to purchase stock transit vans. They must have a letter of intent or PO signed by the district to order.
- e. Food Bid Update  
All food service awards are effective July 1, 2022 to June 30, 2023. We awarded Borden Dairy the majority of the milk & dairy award, the other awarded vendors are DFA: Dairy Brands, Prairie Farms and Smith Foods. OSC is assisting one district to switch from Borden Dairy due to delivery issues. New Farm to School produce vendor – Creation Gardens, added non-local produce to the bid this year. All produce pricing is firm.

Farm to School Zoom Webinar – September 14, 2022 at 9:00 am  
Campbell uses Nutrition, Inc. - Kelly will talk with Cheryl and the Food Service Director to compare OSC pricing to Nutrition, Inc.

## **VI. New Business:**

### **a. New OSC Grants Web Page**

<https://www.osconline.org/programs-services/available-grants/>

- OFCC Security Grant. Deadline to accept is Monday, October 3<sup>rd</sup>. Make sure you follow the requirements.
- Clean Bus School Program.
- BWC HVAC Grant. \$15,000 district.
- Ohio EPA Water Bottle Filler Grant \$5,000 school/\$10,000 district. Grantees have 12 months to buy and install the equipment.

### **b. Future Webinars**

- i. Preferred Vendor Webinar – September 21, 2022 at 12:00 PM (6 vendors: American Fidelity, Fanning Howey, Finding Leaders, Friends Office, PublicSchoolWorks and Sync Marketing)
- ii. Upcoming Webinars for Farm to School is September 14, 2022 at 9 am, C-Power and Gardiner
- iii. Potential New Preferred Partners
  - Collins Equipment – a company that installs fuel tanks and provides tank cleaning and maintenance, fob systems, and training.
  - Ashland University – Sponsor their Ashland Leadership Academy Seminars the first weekend of January, February and March. The Ashland Leadership Academy Seminars (ALAS) is designed to provide professional learning, networking, and renewal for district/school leaders from across Ohio.

## **VII. Other Topics for Discussion**

## **VIII. Adjournment**

### **Future meeting dates:**

- Central Advisory: November 1, 2022, January 10, 2023, March 7, 2023, May 23, 2023
- East Advisory: September 7, 2022, November 2, 2022, January 4, 2023, March 8, 2023, May 24, 2023
- West Advisory: September 8, 2022, November 3, 2022, January 5, 2023, March 9, 2023, May 25, 2023