



# OHIO SCHOOLS COUNCIL

2021-22 OSC Annual Year in Review

***Celebrating 35 years of Success***



SERVICES



SUPPORT



SAVINGS



# From our Director

## CELEBRATING 35 YEARS OF SUCCESS...



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

As I look back over the past few years of challenges and innovation, I continue to be amazed at the dedication and resilience of staff across the state of Ohio. The Ohio Schools Council is proud to be associated with school leaders who have pursued changes and innovation in support of the students of Ohio. Now, as in the past, school leaders have been the foundation of exemplary educational programming.

It was during the 1966-67 school year, that a number of forward thinking Cuyahoga County school superintendents formed the Greater Cleveland School Superintendents' Association (GCSSA). Their intent was to create a non-profit organization that would provide superintendents with professional development and networking opportunities.

Flash forward to 1986-87, the leaders of GCSSA, determined to financially assist school districts through group purchasing, decided to bulk purchase natural gas. Unable to do so as a non-profit under IRS Section 501c3, GCSSA formed the Greater Cleveland Schools Council, a Regional Council of Governments. What began 35 years ago as the Greater Cleveland Schools Council, dedicated to purchasing natural gas for 50+ school districts has evolved into the Ohio Schools Council (OSC), a group purchasing and operational support organization serving 274 school districts, private schools and municipalities across the state.

While still operating one of the largest natural gas purchasing groups in Ohio, the OSC has also added dozens of other programs including Power for Schools (P4S), one of the largest electricity purchasing groups in Ohio. Other purchasing programs include the national, regional and local bidding of consumable products, including custodial/maintenance supplies, instructional/office supplies, food service food/supplies, library books/supplies, school buses/school vehicles and diesel/gasoline fuel.

Operational support programs include business service support, insurances, operational software packages, waste/recycling services, architectural services, engineering services, energy management services and safety/security services -- the list goes on and on.

As we move into FY 23, please know that the OSC will be here to support you and will continue to innovate to meet the needs of your school district.



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

# Our Team

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**William J. Zelei**  
Executive Director



**Dennis L. Allen**  
Assistant Executive Director



**Dennis Honkala**  
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



**Chad Welker**  
Director of Business Services



# OHIO SCHOOLS COUNCIL 2021-22 YEAR IN REVIEW



## OHIO SCHOOLS COUNCIL 2021-22 *Year in Review*

TOTAL MEMBERS

**274**



STUDENTS SERVED

**500,000+**



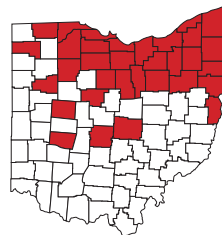
NEW MEMBERS

**7**



AFFILIATE MEMBERS

**20**

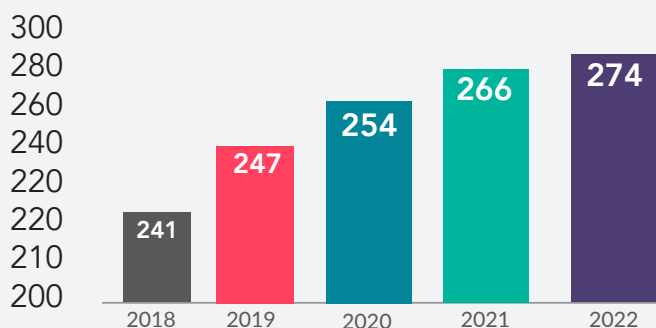


COUNTIES SERVED

**37**

**New Members:** Alliance City Schools, Fort Recovery Local Schools, LaBrae Local Schools, Northwestern Local Schools (Wayne), Plain Local Schools, Putnam County ESC and Summit ESC

### OSC MEMBERSHIP GROWTH



## 2021-22 OPERATIONAL SUPPORT

*By the Numbers*

**120**

**LEGAL HOTLINE**

**HOURS PURCHASED**

OSC discounts  
up to 26% off average  
hourly attorney rate.



**\$7K+**

in legal fee savings

**LAKE ERIE EDUCATIONAL  
MEDIA CONSORTIUM  
(LEEMC)**



**28K+**  
BOOKS PURCHASED

**\$82,582**  
IN SAVINGS

**14** **SUCCESSFUL LEADERSHIP  
SEARCHES**

OSC districts **SAVED**

**\$36K+**

in Computer  
Technician Services



**101 LIFE INSURANCE MEMBERS**

**3 NEW LIFE INSURANCE  
MEMBERS**

**\$1** million savings

in total annual premiums



**3 HEALTH ALLIANCE  
MEMBERS**

**SAVED**

**\$90K**

in annual premiums



**\$25,800**

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



## 2021-22 CO-OP PROGRAMS

*By the Numbers*

**39** PARTICIPATING DISTRICTS  
**127** VENDORS REPRESENTED  
**\$1.6** million TOTAL SALES



**2.8** million  
 GALLONS OF DIESEL & GASOLINE  
 PURCHASED



**325**  
 buses and vans sold at  
 competitive prices  
**\$111k**  
 in savings

**\$6,831,142**  
 in total food item sales  
**\$363,692**  
 in Farm to School sales  
 with 30 districts participating  
 a 62% increase!



**EVAS/EPAS PROGRAM**  
**\$366k** in savings

### 2021-22 Notable Achievements:

AVERAGE POWER4SCHOOLS ELECTRIC CUSTOMER  
**saved \$86K**  
 IN 2022

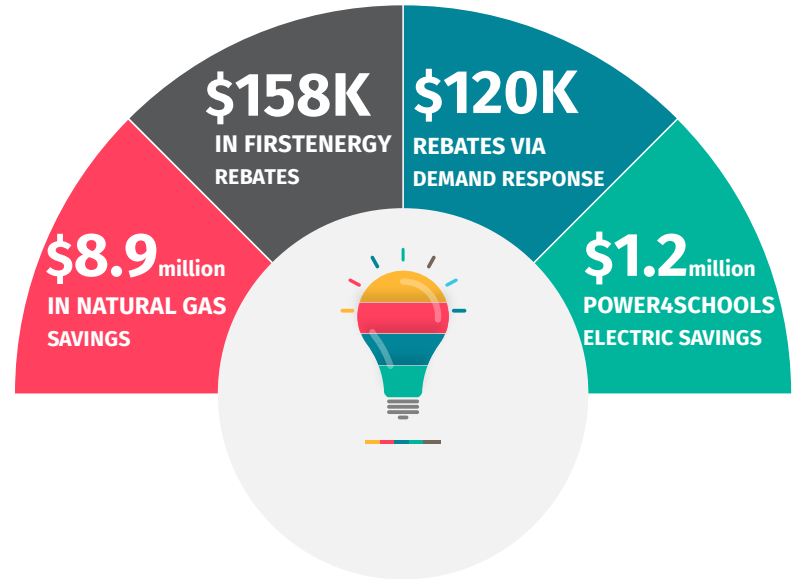
OSC HAS ACHIEVED A  
**70% growth**  
 IN MEMBERSHIP BASE OVER THE LAST DECADE

IN 2022, OSC NATURAL GAS RATES AVERAGED  
**50%**  
 BELOW MARKET RATES

**\$303,000**  
 IN DISTRICT REBATES DISTRIBUTED  
 (HOME DEPOT, FIRST ENERGY & DEMAND RESPONSE)

## 2021-22 UTILITY PROGRAMS

*By the Numbers*



#### 8 New Natural Gas Members:

Canton Country Day School, Global Village Academy,  
 Hebrew Academy of Cleveland, McDonald Local Schools,  
 Newton Falls Exempted Village Schools,  
 Painesville City, Springfield Local Schools (Mahoning) and  
 Yeshiva Derech Hatorah

#### 4 New P4S Members:

East Liverpool City Schools, Perry Local Schools  
 Putnam ESC and Southwest Licking Local Schools



## 2021-22 SAFETY PROGRAM

*By the Numbers*

### SAFETY PLANNING:

877 buildings served

### SAFETY ASSESSMENTS:

23 expert assessments performed

### SAFETY TRAININGS:

9 successful safety trainings performed

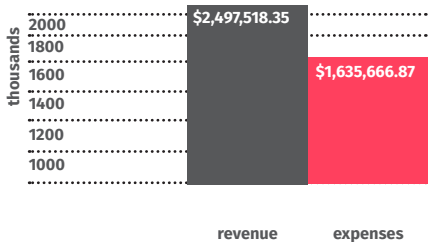


2021-22 FINANCIALS

GENERAL FUND: ENDING CASH BALANCE

\$8,747,781.62

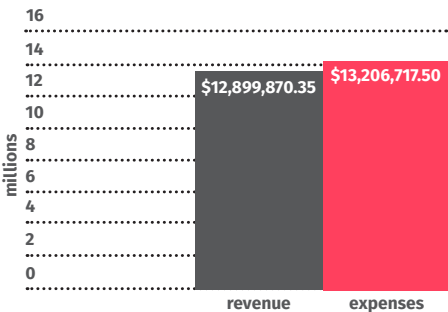
GENERAL FUND: REVENUE AND EXPENSES



AGENCY FUND: ENDING CASH BALANCE

\$2,338,963.88

AGENCY FUND: REVENUE AND EXPENSES



OSC GENERAL FUND:

In FY 22, the Ohio Schools Council continued to serve school districts in the Covid and Post-Covid environment, providing high levels of support and limiting member fees. In addition to continuing to meet the everyday needs of school districts and communities, the OSC shifted from a focus on Covid supplies and materials to a focus on school air quality and school safety. This included providing pre-bid contract opportunities for Air Quality Assessments, Design Build HVAC Improvements and pre-qualified Architectural Services. It also included providing Safety Compliance Support, Safety Assessment Reports and Staff Safety Training.

In addition, the Ohio Schools Council continued its steady growth in district membership across northern Ohio. In FY 22, the Ohio Schools Council membership topped the 270 mark. This reflects a 70% growth in membership over the past 10 years and allows the OSC to represent and support over one third of all school districts in the state of Ohio.

Financially, the Ohio Schools Council's General Fund reflects an increase in revenue and expenses in FY 22, over FY 21. As noted in the accompanying graph, the Ohio Schools Council's revenue in FY 22 hit \$2,497,518.35, compared to revenue of \$1,671,673.86 in FY 21 and revenue of just over \$2 million in FY 20. Expenses in FY 22 of \$1,635,666.87 were only slightly higher than expenses of \$1,599,267.71 in FY 21. This resulted in a General Fund ending cash balance of \$8,747,781.62.

OSC AGENCY FUND:

In FY 22, the OSC Agency Fund continued to handle the normal receipts and expenditures for the Natural Gas Program and Life Insurance Program. The FY 22 Agency Fund reflects revenues of \$12,899,870.35, compared to \$14,464,866.39 in FY 21, and expenditures in FY 22 of \$13,206,717.50 compared to \$13,978,911.10 in FY 21. This resulted in an Agency Fund Ending Cash Balance of \$2,338,963.88.

2021-22 Ohio Schools Council - Advisory Committee & Board

2021-22 Advisory Committee

- Colleen Aholt, Treasurer  
Brooklyn City Schools
- Anne Arnold, Treasurer  
Gibsonburg Local 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)
- Amber DeJulio, Treasurer  
Hubbard Ex. Village Schools
- 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  
Mohawk Local Schools
- Don Horstman, Superintendent  
Ottawa-Glandorf Local Schools
- Traci Hostetler, Superintendent  
Mahoning County ESC
- Blaise Karlovic, Treasurer  
Austintown Local Schools
- Adam Koch, Treasurer  
Sylvania City 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

- Bill Nye, Treasurer; Genoa Area Local Schools
- Jim Presot, Assistant Superintendent; North Royalton City Schools
- Mel Rentschler, Superintendent; Allen East Local Schools
- Chad Welker, Business Manager; Twinsburg City Schools
- Steve Wood, Business Manager; Tallmadge City Schools
- Jeff Young, Superintendent; Hancock County ESC

2021-22 OSC Board of Directors

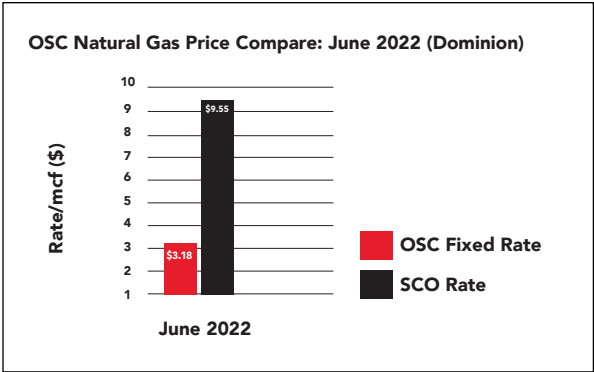
- Scott Goggin, Chairperson (Westlake City Schools)
- Jack Thompson, Vice Chairperson (Perry Local Schools-Lake)
- Kathryn Powers, Past Chairperson (Twinsburg City Schools)
- Fred Bolden, Director (Solon City Schools)
- Andrea Celico, Director (Cuyahoga Falls City Schools)
- Franco Gallo, Director (ESC of Lorain County)
- Robert Hlasko, Director (ESC of Medina County)
- Robert Mengerink, Director (ESC of Northeast Ohio)
- Michael Zalar, Director (North Olmsted City Schools)

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

2021-22: HIGHLIGHTS & ACHIEVEMENTS

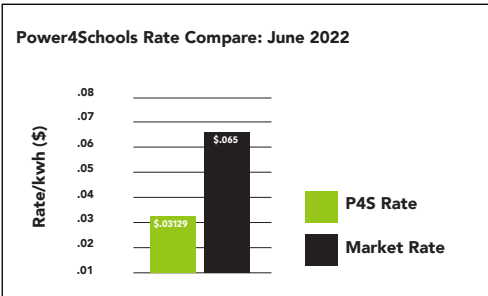
OSC NATURAL GAS PROGRAM PROVIDES HISTORIC SAVINGS  
FIXED RATES AVERAGE 50% LOWER THAN MARKET RATES

The Ohio Schools Council's Natural Gas Program, in FY 22, continued to provide school districts with natural gas rates that averaged 50% below natural gas market rates. OSC school districts paid \$3.18/mcf (Dominion Choice and Non-Choice), \$3.58/mcf (Columbia Choice) and \$3.11/mcf (Columbia Non-Choice) while the market rates topped out at over \$9/mcf. This amounted to an annual program wide savings of over \$8.5 million; an average savings of over \$48,000 per school district. We anticipate that this savings level will continue throughout FY 23.



**“This year, OSC Gas rates averaged 50% below market rates.”**

P4S ELECTRICITY PROGRAM PROVIDES HISTORIC SAVINGS  
FIXED RATES 50% LOWER THAN MARKET RATES



The Power for Schools Electricity Program continued to provide school districts with fixed electricity rates that averaged 50% less than the market rate for electricity. OSC districts paid \$.03129/ kwh (Jan '22 - June '22) while the average market rate topped out at over \$0.0650/kWh. With the average school district utilizing over 2.5 million kWh per year, the average school district saved over \$86,675 in the first 2 quarters of 2022. The program, jointly sponsored by the OSC, BASA, OASBO and OSBA, has provided program wide savings of over \$53 million in the past 10 years. We anticipate that this level of savings will continue through FY 23 and into FY 24.

**“The average Power4Schools District saved \$86K in 2022.”**

OSC'S UNPRECEDENTED 10 YEAR GROWTH

In the 10 year period, from 2013 through 2022, the OSC worked to achieve a 70% growth in district membership. This allowed the OSC to serve over one third of all Ohio school districts. During this period of time, the OSC's General Fund Budget increased by 60% to provide expanded programming to OSC school districts. Examples of this expanded programming includes the eBuy Cooperative Purchasing Portal, Business & Operational Consulting Services, Financial Software, Safety & Security Services, Design Build Construction Services, Architectural Services, Food Service Consulting Services, Locally Sourced Fruits & Vegetables, expanded Food Products and Covid 19 Product & Services. The OSC plans to continue this growth in district membership, district utilization of services and expanded programs and services.



**New Members:** Alliance City Schools, Fort Recovery Local Schools, LaBrae Local Schools, Northwestern Local Schools (Wayne), Plain Local Schools, Putnam County ESC and Summit ESC

**“OSC has achieved a 70% growth in membership base over the last decade.”**

# 2021-22 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  
 Field Local 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  
 LaBrae Local Schools  
 Lake County Board of DD/Deerwood  
 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  
 Massillon City 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  
 Northwestern Local Schools (Wayne)  
 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  
 Plain 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)  
 Summit ESC  
 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  
 Global Village Academy Inc  
 Hathaway Brown School  
 Hawken School  
 Hebrew Academy of Cleveland  
 Lakeland Community College  
 Medina County Board of Commissioners  
 St. Angela Merici School  
 St. Bernadette  
 St. Helen School  
 Sts. Joseph & John Interparochial School  
 Urban Community School



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



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