

MEETING AGENDA

THE COOPERATIVE COUNCIL OF GOVERNMENTS BOARD MEETING

DATE: May 8, 2024

LOCATION: Meeting in Person: 6001 Cochran Road, Suite 333, Solon, Ohio 44139
Meeting via Zoom: <https://zoom.us/j/6210017133>
Zoom Meeting ID: 621 001 7133

1. **Approve:** 2024.03.13 CCOG Annual Meeting Minutes
2. **Financials:** Statement of Activity - CCOG – 2024.04.30
3. **Voting Member Check-In & Utilization of Equalis Group Programs**
4. **Discussion:** Equalis Group Strategic Priorities
 - a. Procurement
 - b. Marketing & Supplier Engagement
 - c. Sales
5. **Resolutions for Consideration/Adoption:**
 - a. **Resolution 2024.05.1** – Approving and ratifying the extension of the Master Agreement with Grainger.
 - b. **Resolution 2024.05.2** – Approving and ratifying Amendment 1 with Federal Contract Corp.

RESOLUTION #2024.05.1

APPROVING AND RATIFYING AN AMENDMENT OF THE MASTER AGREEMENT WITH W. W. GRAINGER, INC.

WHEREAS, The Cooperative Council of Governments, Inc. ("**CCOG**"), a Council of Governments and not-for-profit organization, provides group purchasing and outsourced shared services programs (the "**Programs**") to its voting members (the "**Voting Members**"), its affiliate members (the "**Affiliate Members**"), and to members of Equalis Group ("**Equalis Group**"), collectively the "**Members**", for the purposes of each Member satisfying and/or fulfilling its respective responsibility, obligation, duty, desire, or goal of providing for and maintaining the health, safety, and welfare of its citizenry, which includes, but is not limited to, administrative functions, actions, and duties;

WHEREAS, Equalis Group LLC ("**Equalis**") is CCOG's sole procurement and contracting director and outsourced management team;

WHEREAS, CCOG and W. W. Grainger, Inc. ("**Grainger**") are parties to an agreement (the "**Master Agreement**"), which establishes Grainger as CCOG's supplier for the maintenance, repair, and operations supplies program (the "**MRO Program**") effective March 1, 2021 and with an expiration of March 31, 2024;

WHEREAS, Equalis is working with Grainger to ensure the contract terms and conditions are current, accurate and memorializes the mutual agreements between all parties and provides value to Member.

WHEREAS, Equalis and Grainger recommend a contract extension until May 31, 2024, to finalize negotiation of updated terms and conditions as agreed to in writing by the Parties;

WHEREAS, the Master Agreement specifically authorizes the parties to extend the Master Agreement upon mutual consent; and,

BE IT RESOLVED, by The Cooperative Council of Governments' Board of Directors, that i) CCOG has approved and authorized the amendment of the Master Agreement, ii) Equalis is authorized on behalf of CCOG to negotiate contract terms for the amendment of the Master Agreement, and iii) CCOG is authorized to enter into the amended and extended Master Agreement once the terms are finalized.

THE COOPERATIVE COUNCIL OF GOVERNMENTS

Attest:

Franklyn A. Corlett, CCOG Board President

David J. Akers, CCOG Secretary
Date Adopted: May 8, 2024

RESOLUTION #2024.05.2

APPROVING AND RATIFYING AN AMENDMENT OF THE MASTER AGREEMENT WITH FEDERAL CONTRACTS CORPORATION.

WHEREAS, The Cooperative Council of Governments, Inc. ("**CCOG**"), a Council of Governments and not-for-profit organization, provides group purchasing and outsourced shared services programs (the "**Programs**") to its voting members (the "**Voting Members**"), its affiliate members (the "**Affiliate Members**"), and to members of Equalis Group ("**Equalis Group**"), collectively the "**Members**", for the purposes of each Member satisfying and/or fulfilling its respective responsibility, obligation, duty, desire, or goal of providing for and maintaining the health, safety, and welfare of its citizenry, which includes, but is not limited to, administrative functions, actions, and duties;

WHEREAS, Equalis Group LLC ("**Equalis**") is CCOG's sole procurement and contracting director and outsourced management team;

WHEREAS, CCOG and Federal Contractor Corporation ("**FCC**") are parties to an agreement (the "**Master Agreement**"), which establishes FCC as CCOG's supplier for the construction equipment with related attachments, accessories, supplies, and services program (the "**Program**") effective September 1, 2023 and with an expiration of August 31, 2027;

WHEREAS, Equalis routinely works with FCC to ensure the contract terms and conditions are current so to best serve the needs of the Members.

WHEREAS, Equalis and FCC recommend an amendment ("**Amendment #1**") of Master Agreement be executed to give JLG, Generac, Manitowoc, Vermac, and Terramac, the manufacturers whom FCC represents, the ability to directly sell and service through the Master Agreement, increasing the channels through which Members are able to be serviced. An amendment is necessary due to information in FCC's original response limited FCC to being the single point of sale for all manufacturers represented under contract;

WHEREAS, the Master Agreement specifically authorizes the parties to amend the Master Agreement upon mutual consent; and,

BE IT RESOLVED, by The Cooperative Council of Governments' Board of Directors, that i) CCOG has approved and authorized the amendment of the Master Agreement, ii) Equalis is authorized on behalf of CCOG to negotiate contract terms for the amendment of the Master Agreement, and iii) CCOG is authorized to enter into the amended and extended Master Agreement once the terms are finalized.

THE COOPERATIVE COUNCIL OF GOVERNMENTS

Attest:

Franklyn A. Corlett, CCOG Board President

David J. Akers, CCOG Secretary
Date Adopted: May 8, 2024