

MEETING AGENDA

THE COOPERATIVE COUNCIL OF GOVERNMENTS BOARD MEETING

DATE: September 11, 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:** 2024.07.10 CCOG Meeting Minutes
2. **Financials:** Statement of Activity - CCOG - 2024.08.31
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 2024.09.1** – Authorizing the establishment of programs in the following categories: Online Marketplace; Utilities and Related Infrastructure Services; and Retail & Wholesale Merchandise.
 - b. **Resolution 2024.09.2** – Approving and Ratifying an Amendment of the Master Agreement with Musco Sports Lighting, LLC.
 - c. **Resolution 2024.09.3** – Approving and Ratifying an Amendment of the Master Agreement with McKesson Corporation.
 - d. **Resolution 2023.09.4** – Approving and Ratifying an Amendment of the Master Agreement with Interface Americas, Inc.

RESOLUTION #2024.09.1

AUTHORIZING THE CREATION AND ESTABLISHMENT OF PROGRAMS IN THE FOLLOWING CATEGORIES: ONLINE MARKETPLACE; UTILITIES AND RELATED INFRASTRUCTURE SERVICES; AND RETAIL & WHOLESALE MERCHANDISE

WHEREAS, The Cooperative Council of Governments, Inc. ("**CCOG**"), a regional Council of Governments and not-for-profit organization, provides group purchasing and outsourced shared services 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 function, s actions, and duties;

WHEREAS, CCOG desires to create and establish programs in online marketplace; utilities and related infrastructure services; and retail & wholesale merchandise (the "**Programs**") to achieve improved pricing, service levels, and contract terms on behalf of Members for the procurement, development, and ongoing operation of related solutions in each of these categories that can be used by Members for a wide range of purposes as determined by each Member for the purposes of each Member satisfying and/or fulfilling its respective responsibility, obligation, duty, desire, or goal of providing and maintaining the health, safely, and welfare of citizenry, which includes, but is not limited to administrative functions, actions, and duties; and,

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

BEIT RESOLVED, by The Cooperative Council of Governments' Board of Directors, that i) CCOG has approved and authorized the development of the Programs, ii) Equalis is authorized on behalf of CCOG to facilitate all aspects of developing the Programs, including creating Program specifications, conducting necessary procurement processes in accordance with applicable public sector procurement guidelines, selecting winning suppliers, and negotiating supplier contract terms, and iii) CCOG is authorized to enter into contracts with the winning Program suppliers and Equalis for the provision of the these Programs to Members.

THE COOPERATIVE COUNCIL OF GOVERNMENTS

Attest:

Franklyn A. Corlett, CCOG Board President

David J. Akers, CCOG Secretary
Date Adopted: September 11, 2024

RESOLUTION #2024.09.2

APPROVING AND RATIFYING AN AMENDMENT OF THE MASTER AGREEMENT WITH MUSCO SPORTS LIGHTING, LLC.

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 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 Musco Sports Lighting, LLC ("**Musco**") are parties to an agreement (the "**Master Agreement**"), which establishes Musco as CCOG's supplier for the sports and facility lighting program (the "**Program**") effective November 1, 2020 and with an expiration of October 31, 2025;

WHEREAS, Equalis routinely works with Musco to ensure the contract terms and conditions are current and accurate, and memorialize the mutual agreements between all parties;

WHEREAS, Equalis and Musco recommend an amendment ("**Amendment #1**") of the Master Agreement be executed to expand the geographic availability of the contract to include all US Territories; and,

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

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 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: September 11, 2024

RESOLUTION #2024.09.3

APPROVING AND RATIFYING AN AMENDMENT OF THE MASTER AGREEMENT WITH McKESSON 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 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 McKesson Corporation ("**McKesson**") are parties to an agreement (the "**Master Agreement**"), which establishes McKesson as CCOG's supplier for the medical, surgical, pharmaceutical & laboratory supplies program (the "**Program**") effective January 1, 2021 and with an expiration of December 31, 2025;

WHEREAS, Equalis routinely works with McKesson to ensure the contract terms and conditions are current and accurate, and memorialize the mutual agreements between all parties.

WHEREAS, Equalis and McKesson recommend an amendment ("**Amendment #1**") of the Master Agreement be executed to update the addresses for notices and add patient home delivery services to the products and services available; and,

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

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 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: September 11, 2024

RESOLUTION #2024.09.4

APPROVING AND RATIFYING AN AMENDMENT OF THE MASTER AGREEMENT WITH INTERFACE AMERICAS, 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 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 Interface Americas, Inc. ("**Interface**") are parties to an agreement (the "**Master Agreement**"), which establishes Interface as CCOG's supplier for the commercial flooring program (the "**Program**") effective November 1, 2020, and with an expiration of October 31, 2025;

WHEREAS, Equalis routinely works with Interface to ensure the contract terms and conditions are current and accurate, and memorialize the mutual agreements between all parties.

WHEREAS, Equalis and Interface recommend an amendment ("**Amendment #2**") of Master Agreement be executed to update pricing; and,

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

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 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: September 11, 2024