

OFFICIAL MINUTES
THE COOPERATIVE COUNCIL OF GOVERNMENTS BOARD MEETING

DATE: November 12, 2025

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

Call to Order:

Mr. Cales called the meeting to order at 12:11 P.M.

Roll Call:

Present: Seth Cales, Greg Cordek, Bill Drsek, Jeff Mori, Bruce Willingham

Others: David J. Akers, Josh Fitzgerald, Stephen Hull, Keith McDevitt, Paige McInnis, Eric Merkle, David Robbins, Latasha Williams

Motion to Approve Minutes from 2025.07.09 CCOG Board Meeting:

Motion: Mr. Cordek

Second: Mr. Mori

Discussion: None.

Ayes: 4

Nays: 0

Abstain: 2

Discussion – New City of Solon CCOG Board Members:

City of Solon Mayor Krause appointed Service Director Bill Drsek and Finance Director Tinita Tillman to the CCOG Board. Mr. Drsek attended the Board meeting and Ms. Tillman was represented by Latasha Williams.

Discussion – CCOG Financials:

The Board reviewed the October 31, 2025 Statement of Financial Position and Statement of Activity. CCOG's cash position as of October 31, 2025 was \$246,104.55 vs. \$115,372.98 on October 31, 2024. CCOG's year-to-date (YTD) revenue totaled \$430,231.55, representing a positive variance of \$38,342.55 from the \$391,889 YTD budgeted revenue. YTD expenditures of \$204,751.45 represent a positive variance of \$182,276.55 versus the budgeted YTD expenses of \$387,028. YTD net operating revenue of \$225,480.10 represents a positive variance of \$220,619.10 vs. the YTD net operating revenue budget of \$4,861.

Mr. Akers stated the significant variances in budget vs. actual for expenses and net operating revenue are primarily due to the delayed Voting Member Distributions budgeted at \$174,000 and originally scheduled for

distribution at the September Board meeting, which was cancelled. Each Voting Member received a distribution today of \$73,000, for a combined total Voting Member Distribution of \$219,000. Total Voting Member Distributions in 2025 were \$408,000 (\$136,000 for each Voting Member), which is \$45,000 above the 2025 budget of \$363,000.

Mr. Akers noted there are 20 awarded suppliers that reported for the first time in 2025, and seven suppliers either budgeted to report this year and that did not, or reported last year, but did not report this year. Mr. McDevitt stated CCOG's capital project suppliers, such as Ameresco, FieldTurf, Garland, Gordian, Johnson Controls, and LandTek are performing strongly and outperforming 2024 reporting. Mr. Robbins stated there is still an outstanding publication expense of approximately \$4,000.

Discussion – Voting Member Check-in & Utilization of Equalis Group Programs:

- ***Kenston Local Schools.***
 - Dr. Willingham summarized the frenetic activity at the state level regarding property taxes and school funding. There are three different bills in the legislature and the sponsors are targeting Thanksgiving for the governor's signature. Legislators have not managed property taxes effectively, and the plan to get eliminate property taxes altogether is short-sited: it would adversely impacts counties, cities, and school districts, and force entities to go back to voters for levies more regularly. Kenston is actively lobbying the legislature against these proposed changes. Mr. Cales noted 82% of Kenston's funding comes from local property taxes.
 - Mr. Cales discussed HB 96, which would provide county budget commissions more authority. There is a meeting on November 17th to discuss a piggyback exemption to double homestead and owner occupied tax credits, which would eliminate roughly \$1 million of Kenston's funding.
 - Dr. Willingham stated Kenston is entering the Permanent Improvement cycle. He and Mr. Cales are meeting with department leaders regarding purchasing for next year and prioritizing projects. Mr. Cales will contact Ms. Stoots once the list of projects is finalized.
 - Ms. McInnis asked about Kenston's approach to planning. Mr. Cales is required to submit two five-year forecasts per year. The proposed changes to the homestead exemption and/or eliminating property taxes would make his October forecast moot.
- ***Cuyahoga County Public Library.***
 - Mr. Cordek is also paying close attention to property tax-related legislation. The Library derives 70% of its revenue from property taxes. There are several house bills circulating and he is watching HB 137, which would give counties as the taxing authority the right to not put a levy on the ballot. County commissions and tax boards would have far more authority, which is challenging because voters vote on the levies, not county commissions. There were 20 library levies on the ballot in Ohio on November 4th, 18 of which passed. The public wants to support schools and libraries. Three more property tax house bills are concerning, including HB 420, which would significantly impact the Library; it is a proposed ban on permanent tax levies by 2030. The Library has one permanent tax levy at 2.5 mils and another at 1 mil. HB 423 would require 50% of votes to approve 0-1 mil levies, 60% for 1-2 mil levies, and 66% for levies above 2 mils.
 - Mr. Mori indicated his budget is doing well and his team has numerous projects underway. He is working with Ms. Stoots to explore new opportunities... he has met with Brady Signs, which looks like an excellent fit, and utilized the Watchfire Signs contract. The Library is preparing to start a \$2.5 million roof replacement in North Olmsted using the Garland contract and initiated a generator installation in Maple Heights with Gordian and GMB Electric. Gardiner is installing

~\$200,000 in HVAC equipment at North Olmsted. Ms. Stoots connected Mr. Mori to CDW-G for an AI project; the Library intends to be an AI leader among libraries serving populations over 500,000.

- Mr. Mori is working with Gordian and Regency Construction on a \$400,000 project at Fairview Park and a \$150,000 project at the Parma Snow branch for internal renovations. Gordian provided a better option than public bidding. Mr. Mori has had to notify contractors in two of the last three public bids they will be considered non-responsive and non-responsible for the next three years.
- **City of Solon.**
 - Mr. Drsek stated the City is not particularly impacted by property taxes.
 - The City's largest Equalis contract is with Mammoth for the community park project. Mammoth completed the \$12.5 million Phase 1 in 2025 and the first \$2.5 million of Phase 2, including bleachers at the varsity baseball field and a playground. Phase 2 also includes a new maintenance building, concession stand, restrooms, stage and amphitheater, entrance, and parking lot, which are scheduled for July 4th completion. He is very happy with Mammoth. There are always some glitches, and they have been resolved. One challenge is the lead architect resigned and his team had to get the replacement up to speed. Josh Becker (superintendent) has been excellent.
 - The City uses NAPA IBS for its parts room and experienced multiple issues. They have monthly meetings and the issues seem to be resolved. The city is spending more than \$700,000 per year and implementing NAPA IBS freed staff to focus on other priorities.
 - The City is conducting a \$250,000 city hall renovation with Regency and Gordian focused on enhancing security. The project started Monday and is slated to finish by December 19th.
 - Mr. Drsek met with Musco regarding lighting upgrades at the ball fields in community parks and is working with Watchfire for new scoreboard paid by donation from former council member. He also met with Garland regarding a \$500,000 roof at the community center.
 - Ms. Williams is familiar with AB Creative, Uber, WB, and ODP. She has been in her role at the City for two months.

General Discussion & Strategic Priorities:

Mr. Akers reviewed the Board's role in authorizing the development of programs in various product and service categories prior to the issuance of solicitations, the three-solicitation wave process each year, the Board learning about solicitations prior to their issuance, and the Board then adopting resolutions approving the awarded Master Agreements and authorizing Mr. Cales to execute those contracts.

Mr. Drsek asked if the generator awards include installation – in 2025, Cummins came to the City, but could not provide the installation. Mr. Mori had the same challenge with Cummins, which would not provide a study to evaluate upsizing with more circuits and related engineering. Mr. Robbins will review the proposed pricing models to determine whether installation is included in the generator contract awards. Mr. Mori shared the Library utilized Gordian to include the generator, demolition, installation, a new concrete pad, and a new enclosure. The project included 86% unit pricing and quoting on 14% of the total project value. Mr. Cales stated turnkey solutions are far preferable. Mr. Robbins noted Cummins could not provide installation and did not respond to the solicitation.

Motion to Approve Resolutions 2025.11.1 to 2025.11.9, ratifying and approving 11 new contract awards in four categories (generators, medical surgical, records management, and court, judicial, and public safety software), amending and restating three contracts (Uber, Lenovo, and Lenovo Global Technology),

approving and ratifying a Master Agreement with Polyloom Corporation, and approving and ratifying an amendment to the Master Agreement with National Car Charging.

Motion: Mr. Cordek

Second: Mr. Mori

Discussion: None.

Ayes: 6

Nays: 0

Procurement

- Mr. Robbins provided an update regarding the November 1, 2025 contract wave awards:

Lead Agency	Category Title	Awarded Suppliers
CCOG	Generators (Rebid)	Doosan, Kohler
CCOG	Medical / Surgical Supplies (Rebid)	McKesson, School Health, CME Corp
CCOG	Court & Criminal Justice Software	SCRAM, Fieldware
CCOG	Records Management & Shredding (Rebid)	Iron Mountain, GRM Technologies, Visual Vault

- Mr. Robbins updated the Board on the March 1, 2026 contract wave activities:

Lead Agency	Category Title	Pre-Solicitation Engagements (undecided & commits)	Current Downloads (11.12)	Notable Downloads
CCOG	Janitorial Supplies, Equipment, Services and Related Solutions	17	126	The United Group, Afflink , Singer Equipment, Edward Don, Vertitiv
CCOG	Energy Management and Procurement Services (Rebid)	9	99	Enel X, Veolia, Environ Energy, Reliable Power Alternatives Corp
CCOG	Fleet Related Technology and Software Solutions (Rebid)	10	76	AssetWorks*, Zonar*, Samsara, Forward Thinking Systems, Chevin
CCOG	Maintenance, Repair, and Operational (MRO) Supplies, Services, and Solutions (Rebid)	9	33	Global Industrial, Indoff , McMaster Carr
CCOG	Waste & Recycling Containers with Related Solutions (Rebid)	5	18	Otto*, Busch Systems*, Cascade, Rehrig Pacific

- Mr. Robbins reviewed expiring Master Agreements:

Lead Agency	Category Title	Current Suppliers	Expiration
CCOG	Commercial Flooring	Interface, Mannington, Tarkett	10/31/25, 10/31/2025, 11/30/25
CCOG	Scoreboards	Nevco	10/31/25
CCOG	Modular, Portable, & Fabric Buildings	Willscot	10/31/25
CCOG	Generators	Cummins	10/31/25
CCOG	MRO	Grainger	2/28/26
CCOG	Pharmacy Benefit Management	CapitalRX	12/31/25
CCOG	Records Management, Shredding	Shred-It	12/31/25
CCOG	Golf, Utility, and Transport Vehicles	ICON EV (Formerly CruiseCar)	4/30/26
CCOG	Vehicle Lifts	LiftNow , Mowhawk Lifts	4/30/26

Marketing & Supplier Engagement

Mr. Akers summarized Equalis Group’s progress in promoting KaizenIQ Solicitation Builder, the continued evolution of the tool, and discussed recent and upcoming events at which Equalis presented or will present KaizenIQ. Mr. Akers also discussed awarded supplier participation in recent Equalis-hosted online discussions.

Sales

Mr. McDevitt reviewed utilization of CCOG contracts year-to-date through October 2025 vs. October 2024.

Nantucket Trivia:

The island hosts the Old Mill (built in 1746), which is believed to be the **oldest functioning windmill in the United States**. It stands as a reminder of pre-industrial life and resourcefulness.

Motion to Adjourn: 1:28 PM.

Motion: Mr. Cordek

Second: Mr. Mori

Discussion: None.

Ayes: 6

Nays: 0

Next Board Meeting:

The CCOG Board of Directors Annual Meeting is scheduled for February 11, 2026, from 12 P.M. to 1:30 P.M.

Attachments to Minutes:

- *Summary - CCOG Board of Directors (Board Meeting Materials) - 2025.11.12.pdf*

Respectfully submitted:

David J. Akers, CCOG Secretary