

OFFICIAL MINUTES

THE COOPERATIVE COUNCIL OF GOVERNMENTS ANNUAL MEETING

DATE: February 11, 2026

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 12:06 P.M.

Roll Call:

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

Others: David J. Akers, Katelyn Copper (City of Solon), Pam Dempsey, Keith McDevitt, Paige McInnis (Zoom), Eric Merkle (Zoom), David Robbins

Motion to Approve Minutes from 2025.11.12 CCOG Board Meeting:

Motion: Mr. Drsek
Second: Dr. Willingham

Discussion: None.

Ayes: 5
Nays: 0
Abstain: 0

Election of Officers:

Mr. Akers summarized the roles of each of the three officer positions. Per CCOG's Code of Regulations, the Board President and Treasurer must be CCOG Board members and the Secretary can be a non-Board member.

The following 2026 CCOG Board officer slate was proposed:

- Board President – Seth Cales
- Treasurer – Greg Cordek
- Secretary to the Board – David J. Akers

Motion to Approve 2026 CCOG Board of Directors Officer Slate:

Motion: Dr. Willingham
Second: Mr. Drsek

Discussion: None.

Ayes: 5

Nays: 0

Discussion – CCOG 2025 Financials:

The Board reviewed the December 31, 2025 Statement of Financial Position and Statement of Activity. CCOG's cash position as of December 31, 2025 was \$26,036.53 vs. \$20,595.74 on December 31, 2024. CCOG's 2025 revenue totaled \$430,231.55, representing a positive variance of \$38,342.55 from the \$391,889 YTD budgeted revenue. 2025 expenditures of \$424,782.98 represent a negative variance of \$(37,754.98) versus the budgeted 2025 expenses of \$387,028, primarily attributable to Voting Member distributions \$45,000 above the \$363,000 budgeted amount. 2025 net operating revenue of \$5,448.57 represents a positive variance of \$587.57 vs. the 2025 net operating revenue budget of \$4,861.

Discussion – CCOG 2026 Budget:

Mr. Akers reviewed the proposed 2026 CCOG budget, the development of which was a collaborative effort by Mr. Merkle, Mr. Robbins, Ms. Fuentes, Ms. McInnis, and Mr. Akers. Revenue estimates only include suppliers who reported in 2025; they were established for each supplier using a combination of 2025 performance and Equalis Group's pipeline report. The revenue budget numbers are intentionally conservative. To maintain an accurate year-over-year view, there are some suppliers listed in the budget who reported last year and either will not report in 2026 or will report for a portion of 2026 until their contracts expire. Expense line items are based on historical trends and planned solicitation publication cycles. Voting Member distribution budget numbers are developed once the revenue and expense budget line items are established; the objective is to distribute the maximum amount of funds possible to Voting Members while maintaining a minimum cash balance of ~\$25,000, which is more than one year's operating expenses for CCOG.

The revenues and expenses for January 2026 are actuals as financials for the month have already closed. The budget targets total revenue for the year of \$483,330 with Voting Member distributions of \$456,000 or \$152,000 per Voting Member.

Voting Member distributions of \$55,000 each, totaling \$165,000, were provided to the three Voting Members.

Motion to Approve 2026 CCOG Budget:

Motion: Mr. Cordek

Second: Dr. Willingham

Discussion: None.

Ayes: 5

Nays: 0

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

- ***Kenston Local Schools.***
 - Dr. Willingham addressed the various property tax legislation under consideration that would impact school funding. There is also a proposed ballot initiative to abolish property taxes

statewide. Property taxes fund about 70% of school budgets. A coalition of Geauga County Auditors, schools, township trustees, commissioners is in regular communication and working effectively together. There is a panel discussion with Geauga school district leaders scheduled February 25 at Geauga Library Bainbridge, with 52 seats and a live stream, in which key community leaders will discuss the impact of abolishing property taxes. Leaders know there needs to be property tax reform, but there is no current plan to replace lost funding. Where will revenue come from if the ballot initiative passes? Sales tax increase?

- Mr. Cales noted property taxes are 75% of Kenston's revenue. The District is in the second straight year of surplus (\$500k last year and \$1.2 million this year). The administration is controlling what they can control and educating the public on impact of eliminating property taxes, which would affect much more than just schools - roads, fire, police, EMS, etc.
- Dr. Willingham provided an update on the Permanent Improvement Fund. The Kenston Board has approved multiple initiatives for roofing, refinishing gym floors, and several other capital projects. Kenston will utilize Equalis contracts for much of the work.
- Mr. Cales complimented Ms. Stoots for her work with Maintenance and Grounds and the Treasurer's office. The District is securing quotes from vendors, timeframes, and project plans.

- **City of Solon.**

- Mr. Drsek noted the City is engaged in multiple large projects and the budget is tight. The City has invested almost \$13 million in upgrades with a few change orders with Mammoth in the community park project, which included reworking the varsity baseball diamond, installing a new playground, adding pickleball, resurfacing the tennis courts and parking lot, building a pavilion, adding a stage with a classroom attached, and other improvements throughout park.
- The City recently worked with Regency through Gordian to update security at City Hall. Mr. Drsek noted it is important to carefully monitor the contractors; Regency did excellent work, but that is not always the case with other contractors.
- The City is under contract with JCI to replace an HVAC unit. Gardiner's quote was \$40,000 higher than JCI for replacement of one unit.
- The City purchased the abandoned Norfolk Southern line, which will lead to numerous maintenance, asphalt, and sewer projects.

- **Cuyahoga County Public Library.**

- The Library is moving forward on the \$27 million Beachwood renovation, including an auditorium, and is targeting late summer/early fall for groundbreaking.
- Mr. Mori's team is on the second step of using CDW through Equalis for AI education and programming and policies and procedures. There is a two-day leadership summit next week (step two of five). Ms. Stoots recommended CDW, and Mr. Mori believes the Library is getting CDW's premium AI team. He is very positive about CDW-G.
- The Library has begun work with Brady Signs, per Ms. Stoots' recommendation. Dan Ridgeway (the new CCPL Facilities Director) will use Brady at Parma Heights, which is opening in April.
- The Library has also worked with Regency through Gordian, including for a \$450,000 improvement at Fairview Park and a smaller renovation at Parma Snow (\$75K to \$100K). Regency has been very impressive and collaborates well with the project architect. The generator project at Maple Heights through Gordian is going well, with minimal impact on branch operations.
- Mr. Mori does not expect to have many decisions on future capital projects until mid-2027 when the Library knows how much funding is coming from state of Ohio.

- Mr. Cordek discussed property taxes in Ohio generate \$24 billion in local government support. The proposed constitutional amendment would devastate schools, libraries, and public safety. Property taxes comprise 74% of the Library's revenue. Leadership is focused on communication and marketing to let voters know the impact of eliminating property taxes. The initiative is spearheaded by a group in Lake County and has not made it to the ballot yet – they need 400,000 valid signatures. We'll know if the initiative will be on the ballot in July. The focus now is encouraging voters not to sign the petition. If the initiative is placed on the ballot, the communication strategy will change. The Library benefits from two levies passed by voters already - as a state issue, people in 87 other counties will be voting on funding in Cuyahoga County. Ohio Library Council is lobbying and working on a strategic plan as well.
- Mr. Cordek reported 2025 was a good year for the Library. The Library had a 27th pay period, completed several significant HVAC and roof replacements, and absorbed a pay increase resulting from collective bargaining. Even with those extra expenses, the Library was able to add \$8.7 million to the capital fund. The Library will complete the Beachwood and Parma Heights projects, then enter a capital project holding pattern until funding issues are resolved at the state level.

General Discussion & Strategic Priorities:

Motion to Approve Resolutions 2026.02.1 and 2026.02.2, ratifying and approving exercising one-year renewal options with several suppliers and establishing a contract order of precedence between the two active contracts in effect with McKesson.

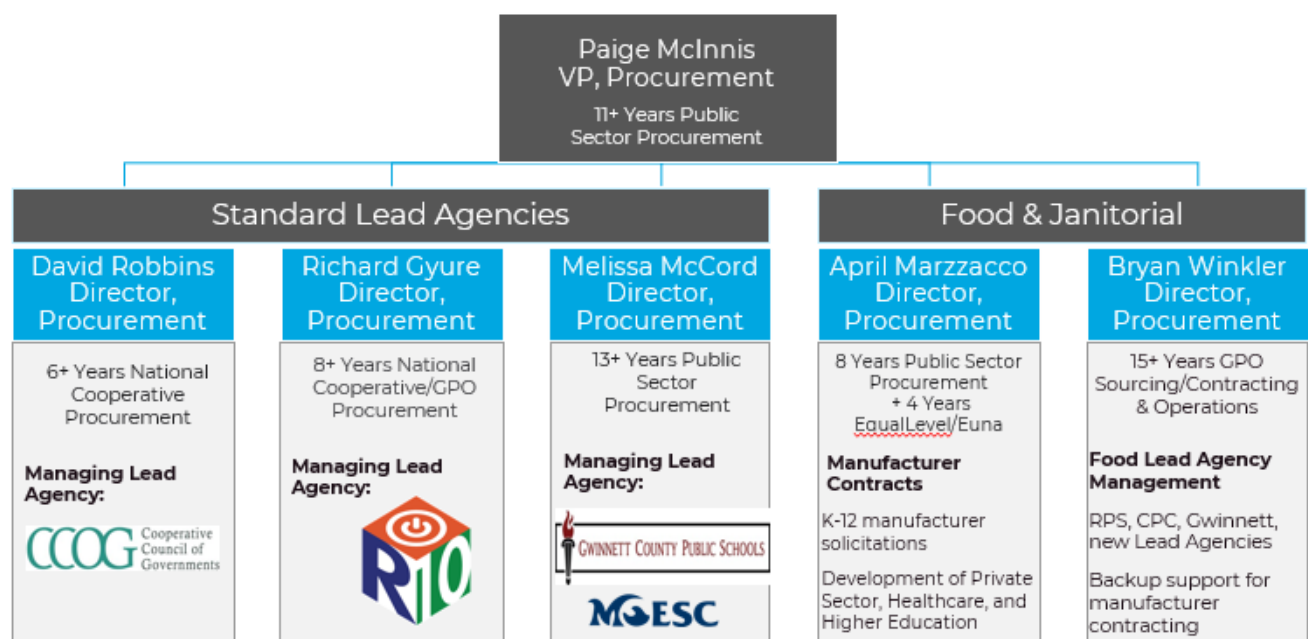
Motion: Mr. Mori
Second: Mr. Drsek

Discussion: None.

Ayes: 6
Nays: 0

Procurement

- Mr. Robbins reviewed the expanded procurement team with the addition of another procurement director and two resources focused on food and janitorial supplies:



- Mr. Robbins reviewed the Equalis procurement team's work with CCOG in 2025, which included rebidding 10 categories with expiring contracts and bidding two new categories as well. Supplier engagement and the number of submitted proposals have increased significantly.
- Mr. Robbins discussed the 3/1 contract wave status. The team has completed the review of all technical proposals and is now working on the cost proposals. There was a total of four rebids and one new category solicited:

Lead Agency	Category Title	Proposals Received	Target Award Date	Awardees
CCOG	Janitorial Supplies, Equipment, Services and Related Solutions	15	3/1/26	<i>Finalists:</i> The United Group, Pro-Link, <u>Maintex</u> , WB Mason, Cooks Directs, Singer
CCOG	Energy Management and Procurement Services (Rebid)	4	3/1/26	<i>Finalists:</i> Energy Edge, Environ Energy, <u>ScottMadden</u>
CCOG	Fleet Related Technology and Software Solutions (Rebid)	12	3/1/26	<i>Finalists:</i> AssetWorks , Advantage One, Chevin, Concourse Tech, <u>PreCise</u> MRM, RTA, Via
CCOG	Maintenance, Repair, and Operational (MRO) Supplies, Services, and Solutions (Rebid)	6	3/1/26	<i>Finalists:</i> McMaster-Carr, Epic Business Essentials, Global Equipment Co.
CCOG	Waste & Recycling Containers with Related Solutions (Rebid)	2	3/1/26	<i>Finalists:</i> Busch Systems, Otto Environmental

- Mr. Robbins also reviewed the current focus areas for the 7/1 contract wave, which includes five rebids and three new categories.

Category Title	Current Suppliers
Document Management, Mail, and Voting Equipment (Rebid)	Opex, BlueCrest
Fleet Management Services (Rebid)	Transpar/Mercury, Element
HVAC Solutions (Rebid with broader geographic reach)	Waibel, Gardiner
Fitness, Exercise, and Strength Training Equipment (Rebid)	Freemotion
Library Management Solutions (Rebid)	The Library Corporation
Facility Assessment & Planning	N/A
Parking Management Services	N/A
Sports Facilities Management Services	N/A

- Mr. Robbins shared a list of contract categories that will be rebid in 2026 due to existing contracts expiring in either 2026 or early 2027:

Publication	Contract Start Date	Campaign Name	Current Suppliers
August	11/1/2026	Auto & Fleet Parts & Inventory Services (Rebid)	Factory Motor Parts, NAPA, Imperial Supplies, PACCAR, The Group
August	11/1/2026	Golf, Utility, and Transport Vehicles (Rebid)	ICON EV
November	3/1/2027	Claims Recovery and Grant Administration Services (Rebid)	Disaster Recovery Solutions, HORNE / BDO Gov, Synergy Disaster Solutions, Tetra Tech
November	3/1/2027	Cyber Security Products & Services (Rebid)	Armis, TD Synnex, Fortinet, Forward Edge, Plante Moran
November	3/1/2027	Equipment Rental, Sales and Services (Rebid)	Herc, United Site Services
November	3/1/2027	One Card Solutions (Rebid)	Atrium
November	3/1/2027	Remediation, Restoration, and Recovery Services (Rebid)	Cotton, DKI, NorthStar Recovery
November	3/1/2027	Roofing (Ohio)	Garland
November	3/1/2027	Ohio Job Order Contracting	23 awarded suppliers

- Mr. Robbins identified several contracts that are expiring in 2026, including Grainger (MRO), ICON EV (Golf, Utility & Transport Vehicles), H&E (Equipment Rental – company purchased by Herc), World Kinect (Energy Management), LiftNow & Mowhawk Lifts (Vehicle Lifts, a category that is not being rebid).
- World Kinect chose not to rebid the Energy Management category in the 3/1 contract wave. Mr. Robbins is working on a short-term extension to provide the Library with time to reprocur the relationship or develop a different solution. Mr. Mori noted it will be difficult to break away from World Kinect because

of the multi-year hedges and long-term energy contracts World Kinect manages for the Library. The existing master agreement does not have a survivability clause.

- Mr. Mori asked other Board members about their approach to bulk rock salt, which has increased in cost by 200% vs. two years ago. The Library has a direct contract with Cargill, does not have a salt barn, does not pre-purchase, and does not have a minimum purchase amount guarantee. Solon uses the DAS contract, has three barns, and an agreement with the schools to share salt. Mr. Drsek's target is 16,000 tons annually. Kenston partners with Bainbridge Township, but got cut off two-three weeks ago and is in conversation about storing salt at Bainbridge.
- Mr. Cordek asked about TLC, the library software contract originally sourced through Region 10. Mr. Robbins does not know much about the contract. Equalis moved the upcoming solicitation from Region 10 to CCOG because of the Library's involvement in CCOG. TLC also purchased a company called TechLogic.

Marketing & Supplier Engagement

Ms. Dempsey introduced herself and shared her "Saturation & Presentation" strategy to promote KaizenIQ Solicitation Builder across the country through various groups and associations, beginning in Ohio. Mr. Akers updated the Board about the new sales territory map, which expanded from six to eight territories.

Sales

Mr. McDevitt reviewed utilization of CCOG contracts in 2025 vs. 2024. All lead indicators are up year-over-year.

Nantucket Trivia:

The 90s television series Wings was based on the town. On the show, two brothers named Joe and Brian Hackett run a small plane commuter service in Nantucket. Wings ran from 1990 until 1997 and starred Steven Weber, Tim Daly, and Chrystal Bernard. In Wings the brothers operate their business from a fictional airport called Tom Nevers Field, however there is an actual Tom Nevers Naval Facility that used to operate on Nantucket.

Next Board Meeting:

The CCOG Board of Directors Annual Meeting is scheduled for May 13, 2026, from 12 P.M. to 1:30 P.M.

Attachments to Minutes:

- *Summary - CCOG Board of Directors (Annual Meeting Materials) - 2026.02.11*

Respectfully submitted:

David J. Akers, CCOG Secretary