

2009 SENATE GOVERNMENT AND VETERANS AFFAIRS

SB 2422

2009 SENATE STANDING COMMITTEE MINUTES

Bill/Resolution No. 2422

Senate Government and Veterans Affairs Committee

Check here for Conference Committee

Hearing Date: 02/06/09

Recorder Job Number: 8951

Committee Clerk Signature

Kate O'Neil

Minutes:

Senator Krauter : As the council addressed the bill draft we decided that this needs to be studied so we make sure that all political subdivisions that have different scenarios be it road construction or purchasing of equipment for school districts are handled properly. I have passed out the amendments and am asking that that be amended into the bill and sets up the process of being studied during the interim an including cooperatives.

Senator Dever: I imagine that there are barriers that will be studied.

Representative Dave Monson: District 10, I have been doing these types of bidding that have made use of these. When they asked me to sign on to the bill I said ok but when I looked at it I saw some things that made us go backwards, so I support the amendments and I will turn it over to my former colleague.

Senator Dever: It is school districts, places that may share equipment

Representative Monson: A small school could never buy in quantities to get bulk prices so we belong to a coop and they would bid. There were some problems that needed tweaking, but the bill added burden and put us backwards.

John Jankowski: See testimony #1.

Senator Horne: What are some of the things you can't do now that you want to do?

John Jankowski: Some of the new copy machines are \$40,000-\$50,000. The 3 year net costs can be \$100,000. As we go out we are not clear as to what the law is. What we don't want to happen is someone comes back later and says that we can't do that. as different groups come to you we want to make sure it is clear.

Senator Dever: It is interesting that it involves private schools. You are part of the coop

John Jankowski: Private schools can be an affiliate member, but they can't vote. My school and local colleges are affiliate members but they have to purchase them. I was the superintendent in Lamoure and since I have left public and entered private education they asked me to stay. When JPA idea came around a few years ago, where there is a governing board in MRAC

Senator Dever: Not talking about the ability for a school to go together with a small town.

John Jankowski: If Bismarck and Mohall want to go together. Do they have to sign a joint power to do that?

Senator Nelson: West Fargo and Fargo are not on the list but Fargo school districts are not on the list.

John Jankowski: Since list was created they have been added. We can save 12-18% on food and biding. A lot of purchasing can be done online. Fargo is reducing warehouse costs.

Senator Oehlke: Is there consideration given to North Dakota businesses?

John Jankowski: The contracts we have on a national level are with local vendors take shipment and set it up. Fireside Office is Kyocera vendor.

Senator Oehlke: You don't feel we are taking business away from ND business?

John Jankowski: We have that discussion all the time. The #1 provider of school supplies is based in Wisconsin. Fine line between staying local and doing right by the tax payers.

Aaron Burst: I am Aaron Burst from the North Dakota Association of Counties. We reviewed this bill and appreciate the amendment. We exist to get joint power agreement, we want to participate in the study and do whatever we need to in order to get the study through. If there is a chance we can create a larger pool. Create resources, pass on to tax payer.

Rodney Scherdenske: For the amendment and study. Advantages are the public schools to be able to bid for products. We are a very small school and this group would have that ability, puts us in the pool. We support the bill.

Jeffry Volk: See testimony #2.

Senator Horne: You would not oppose the study, just be sure to address your concerns.

Jeffry Volk: Yes, that is correct. When you get into the service side you bring things into that arena and are sure to not take existing statutes.

Senator Cook: You are here as a citizen?

Jeffry Volk: Yes. Moore Engineering and ACEC.

Senator Dever: Are you aware that legislative council will inform you of meetings if this goes forward.

2009 SENATE STANDING COMMITTEE MINUTES

Bill/Resolution No.2422

Senate Government and Veterans Affairs Committee

Check here for Conference Committee

Hearing Date: 02/06/09

Recorder Job Number: 9447

Committee Clerk Signature *Kate Rivera*

Minutes:

Senator Cook moved to adopt the amendments for SB2422 with a second by Senator Nelson.

The motion passed 5-0. A motion was made by Senator Cook for a do pass as amended with a second by Senator Horne. The motion passed 5-0 with the bill being carried by Senator

Cook.

JK
2-13-09

PROPOSED AMENDMENTS TO SENATE BILL NO. 2422

Page 1, line 1, after "A BILL" replace the remainder of the bill with "for an Act relating to a legislative council study of purchasing and procurement.

BE IT ENACTED BY THE LEGISLATIVE ASSEMBLY OF NORTH DAKOTA:

SECTION 1. PURCHASE AND PROCUREMENT - LEGISLATIVE COUNCIL STUDY. During the 2009-10 interim, the legislative council shall consider studying provisions of the North Dakota Century Code governing the purchase and procurement of goods and services by political subdivisions. The study should address the use of cooperative arrangements for purchasing and procurement in general and specifically for group insurance, employee benefits, and the repair and improvement of facilities. The study also should address the participation of nongovernmental entities in cooperative arrangements for the purchase and procurement of goods and services. The legislative council shall report its findings and recommendations, together with any legislation required to implement the recommendations, to the sixty-second legislative assembly."

Renumber accordingly

Date: 2-13-09
Roll Call Vote #: 1

Carrier
Cook

2009 SENATE STANDING COMMITTEE ROLL CALL VOTES
BILL/RESOLUTION NO.

Senate Government and Veteran's Affairs Committee

Check here for Conference Committee

Legislative Council Amendment Number _____

Action Taken to Pass as Amended

Motion Made By Cook Seconded By Horne

Senators	Yes	No	Senators	Yes	No
Dick Dever	X		Dwight Cook	X	
Dave Oehlke	X		Carolyn Nelson	X	
Robert M. Horne	X				

Total Yes 5 No 0

Absent 0

Floor Assignment _____

If the vote is on an amendment, briefly indicate intent:

REPORT OF STANDING COMMITTEE

SB 2422: Government and Veterans Affairs Committee (Sen. Dever, Chairman) recommends **AMENDMENTS AS FOLLOWS** and when so amended, recommends **DO PASS** (5 YEAS, 0 NAYS, 0 ABSENT AND NOT VOTING). SB 2422 was placed on the Sixth order on the calendar.

Page 1, line 1, after "A BILL" replace the remainder of the bill with "for an Act relating to a legislative council study of purchasing and procurement.

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Renumber accordingly

2009 HOUSE GOVERNMENT AND VETERANS AFFAIRS

SB 2422

2009 HOUSE STANDING COMMITTEE MINUTES

Bill/Resolution No. Senate Bill 2422

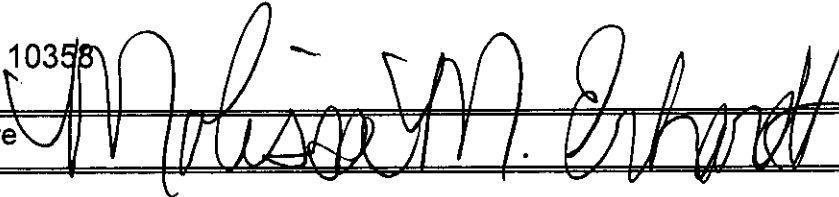
House Government and Veterans Affairs Committee

Check here for Conference Committee

Hearing Date: 03/06/2009

Recorder Job Number: 10358

Committee Clerk Signature



Minutes:

Chairman Grande: We received a fax from MN dealing with a little bit of their issues and I just wanted to pass that out for your information regarding the first bill we heard. Open the hearing on SB 2422.

Rep. Lisa Meier, District 32: I am here just to present SB 2422 for you. I will not offer information about the bill so don't ask any questions. I know that Senator Krauter will be down here to offer information on the bill because it has been turned into a study.

Vice Chairman Randy Boehning: Any questions for Rep. Meier?

Chairman Grande: Is there anybody here interested in 2422?

Rodney Scherbenske, NDESC/CRI: It is a coop, North Dakota Education Service Cooperative Board, joint powers group that started approximately 10 to 15 years ago. In dealing with insurance and trying to bid insurance and that kind of lead to different things and the list of schools, you can see the list of schools, private schools and now we have expanded into the cities to cooperatively give,

find, and purchase things to save money for school districts, political subdivisions, and other things related to our kids. We do allow private schools to be part of our organizations, they don't have a voting member but they can use our services. That is what NDESC is. (See Attachment # 1). NDESC then joined a State affiliation an association of education purchasing agency, that is the AEP and that is kind of why we've asked this bill to be studied. NDESC is the representative of basically 23 States have joined together to triangle out and bid for services such as: resurfacing a field or a track, basically if ND would not have anybody that would bid it, it would allow us to bid that, does that mean a school district that wants that could overlook the rule of the 25 thousand. That is not our intent, our intent is to follow the rules that the State has set forth and to make sure that we do that.

Some of the contracts that we have are listed in the next page from athletic and fitness to audio visual to building and behind that you can see if it is AEPA contract or if it is NDESC contract and those contracts were bid out according to the ND State Laws as they have them now. I guess that is where we are at and we would definitely like the recommendation to study this to make sure that we are following the laws and we can continue to do business and provide services to the school districts.

Rep. Meier: Right now, currently, do you have an agreement with the State to do cooperative purchasing for like your copiers, fax machines, and some of the other things?

Rodney Scherbenske: Yes, we do. We have gone through and we have filed those things on a yearly basis so we have those things. The APA contract is a national contract that allows us to do copy machines, for example, that is one of the ones that is being used. It allows the school district to give the same bid as Scottsdale, AZ. But that doesn't mean we buy from them, it is purchased through that company and then serviced out. Like for example, Minolta, would be

Fireside Office Systems in Bismarck and then they would handle that but we have the (can't understand word) involved.

Chairman Grande: Any questions from the committee?

Rep. Nathe: The study looks at specifically for group insurance don't the schools already have kind of a group insurance?

Rod Scherbenske: We have tried that and we have gone out for bids and we didn't receive any bids and that is one of the things that we are continuing to work on. Our group will dictate what we want. But last time we went out and bid, Blue Cross and Blue Shield didn't bid, the only one that did bid was Humana at that time and then Humana pulled their bid at the last minute. So that is

something that we are still working on. Again, our diversity of every school district basically has a different policy that is where we are at.

Rep. Kasper: What impact is your organization having on local businesses as far as losing business compared to going out-of-State?

Rod Scherbenske: Basically, none. I am not going to say zero but every school district still tries to do there own stuff locally. I can use Mandan who just built a high school recently and they had access to our bids. They bid theirs and again it is a local decision. We are just trying to provide another tool for school districts to use and if they want to use it they can and if they don't, they don't have too.

Again, I think it is a driving force that we can try to keep things local because they are the people who scratch our backs and pay the taxes.

Chairman Grande: Any other questions? Senator, it is your turn.

Senator Aaron Krauter, District 31, Regent, ND: In front of you, you have Senate Bill 2422 and I think the gentleman from Goodrich has explained the process here and let me go back to day one. When we had the bill drafted, it had some wording in there that drew in more political subdivisions from the standpoint of having to publicly notify the (don't know the word) process and when it gets over a certain dollar amount it created some problems. As we talked about it before we had the hearing we decided to turn it into a study from a standpoint that there were so many potential opportunities out there that we

didn't want to mess anything up and we didn't want to have something drawn in or let's say a county wanted to bid on something or wanted to put together a process and it created a negative for them, so that is why we turned it into a study. But this whole concept of cooperative and working together is good economic sense. But being sensitive that you are not displacing your local business and getting supplies and purchases there but when you work together maybe you can work those things out. That was the emphasis behind it and I know that the schools have been doing this and in fact all schools in ND, public and non-public have kind of joined together to provide some of those cooperative purchasing agreements. In a nutshell, that is what it is all about and I am glad that the Superintendent from Goodrich is here and I would ask for your support because I think this a legitimate one that during the interim would be an issue that you could get a lot of input together for political subdivisions to come to the table and maybe we can save the taxpayers and those voters some money.

Rep. Kasper: Isn't this something that political subdivisions could be doing on their own right now without coming to the Legislature to ask our involvement?

Senator Krauter: Under current statute yes, but if we could make that circle of political subdivisions and political schools and other type of agreements and not just counties getting together and make that larger I think it is for the benefit.

Chairman Grande: Any other questions? Anyone else wishing to speak in favor of 2422? Opposition x 3? Neutral? Closed the hearing on SB 2422.

2009 HOUSE STANDING COMMITTEE MINUTES

Bill/Resolution No. Committee Work One SB 2422

House Government and Veterans Affairs Committee

Check here for Conference Committee

Hearing Date: 03/06/2009

Recorder Job Number: 10365

Committee Clerk Signature

Melissa M. Erhardt

Minutes:

Committee Work One:

Chairman Grande: We will discuss SB 2422.

Rep. Kasper: I asked Sen. Krauter what would be wrong with or could the

entities do the studies on their own without getting the Legislature involved and

he said "Yes". I see no reason why the Legislative Council should study

something that the political subdivisions who are outside of the Legislature could

and should be studying on their own merits and so I would oppose this bill and

move a Do Not Pass.

Vice Chairman Randy Boehning: 2nd.

Chairman Grande: We have a Do Not Pass motion by Rep. Kasper and a 2nd

by Vice Chairman Randy Boehning. Any discussion?

Rep. Meier: Doesn't this open it up a little broader though than just for the

political subdivisions to study for bidding?

Rep. Dahl: I think it would be a forum for all the political subdivisions and school districts and towns. I think that is what he meant.

Rep. Kasper: On Lines 5 and 6, goods and services by political subdivisions, it is open to any political subdivision, but again these political subdivisions, either separately or together could, and should be studying this on their own.

Legislative Council has no business studying something that another political arm of government could and should be doing it on their own.

Chairman Grande: I want to go down to Line 8; "The study should also address the participation of none governmental entities and cooperative agreements for the purchases of goods and services." That is where Rep. Meier is talking about the expansion area of that. Yet I am not sure that anybody is stopping these groups from getting together to do this. Further discussion?

Rep. Winrich: I am not sure that anyone is stopping the groups from doing that but I think that as we have seen in many of the bills that come before us. If you are talking about all the political subdivisions, you have a broad spectrum of different sorts of capabilities and people involved and so on. For the larger municipalities I suspect Rep. Kasper is correct there is no reason why they can't study it own their own but if we are going to extend some of the advantages of this sort of thing to smaller local units and so on I think it might be appropriate to have a Statewide program.

Chairman Grande: My question comes with non-governmental entities. Are we trying to get to where anyone and everyone throughout the State comes together for procurement issues?

Rep. Meier: The individual that had actually visited on me with this bill before it was turned into a study, was a Superintendent of a private school in Bismarck, and they wanted to be able to bid on some of these, like a fax machine or copier, so that they would receive a little bit of a less price than what they are currently receiving. So for that reason that is why the bill was actually brought forward instead of a study.

Rep. Kasper: All of the entities that are impacted by this study, private schools, political subdivisions, and any other entity that might get to come in here are supported by citizens and taxpayers of the State of ND with property taxes, sales taxes, contributions, charitable contributions and so on. This study is going to look at forming a huge buying club where a good amount of goods and services could be purchased from out of State and our taxpaying business owners get left holding the bag again if this gets put together. So I am saying if these groups wish to do it on their own, more power to them. The school boards have an association, the cities have an association, the counties have an association, the park boards have an association, and they could get together collectively and form this study and invite other participants. But let them do it on their own.

Chairman Grande: Any more discussion?

Vice Chairman Randy Boehning: I call for question.

Chairman Grande: The clerk will call the roll on a Do Not Pass.

Clerk Erhardt: Roll Call taken. Yes: 4. No: 7. Absent: 2.

Chairman Grande: Do Not Pass Failed.

Rep. Meier: Motion for a Do Pass.

Rep. Wolf: 2nd.

Chairman Grande: Clerk will call the roll on a Do Pass.

Clerk Erhardt: Roll Call Taken. Yes: 7. No: 4. Carrier: Rep. Winrich.

Date: 3/6/9
Roll Call Vote #: 1

2009 HOUSE STANDING COMMITTEE ROLL CALL VOTES
BILL/RESOLUTION NO. 2422

House Government and Veterans Affairs Committee

Check here for Conference Committee

Legislative Council Amendment Number _____

Action Taken Do Not Pass

Motion Made By Kasper Seconded By Boehning

Representatives	Yes	No	Representatives	Yes	No
Chairman Grande	✓		Rep. Amerman		
Vice Chairman Boehning	✓		Rep. Conklin		✓
Rep. Dahl		✓	Rep. Schneider		✓
Rep. Froseth	✓		Rep. Winrich		✓
Rep. Karls		✓	Rep. Wolf		✓
Rep. Kasper	✓				
Rep. Meier		✓			
Rep. Nathe					

Total (Yes) 4 No 7

Absent 2

Floor Assignment _____

If the vote is on an amendment, briefly indicate intent:

Date: 3/6/9
Roll Call Vote #: 2

2009 HOUSE STANDING COMMITTEE ROLL CALL VOTES
BILL/RESOLUTION NO. 2422

House Government and Veterans Affairs Committee

Check here for Conference Committee

Legislative Council Amendment Number _____

Action Taken Do Pass

Motion Made By Meier Seconded By Wolf

Representatives	Yes	No	Representatives	Yes	No
Chairman Grande		<input checked="" type="checkbox"/>	Rep. Amerman	<input checked="" type="checkbox"/>	
Vice Chairman Boehning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Rep. Conklin	<input checked="" type="checkbox"/>	
Rep. Dahl	<input checked="" type="checkbox"/>		Rep. Schneider	<input checked="" type="checkbox"/>	
Rep. Froseth	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Rep. Winrich	<input checked="" type="checkbox"/>	
Rep. Karls	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Rep. Wolf	<input checked="" type="checkbox"/>	
Rep. Kasper	<input checked="" type="checkbox"/>				
Rep. Meier	<input checked="" type="checkbox"/>				
Rep. Nathe	<input checked="" type="checkbox"/>				

Total (Yes) 7 No 4

Absent 2

Floor Assignment Rep Winrich

If the vote is on an amendment, briefly indicate intent:

REPORT OF STANDING COMMITTEE

SB 2422, as engrossed: Government and Veterans Affairs Committee (Rep. Grande, Chairman) recommends DO PASS (7 YEAS, 4 NAYS, 2 ABSENT AND NOT VOTING). Engrossed SB 2422 was placed on the Fourteenth order on the calendar.

2009 TESTIMONY

SB 2422

Senate Government and Veterans Affairs Committee
Testimony Opposing SB 2422

February 6, 2009

Chairman Dever and Committee Members

My name is Jeffry Volk. I currently serve as President and CEO of Moore Engineering, Inc. and I am a Professional Engineer and Registered Land Surveyor in North Dakota. My testimony today is on behalf of the American Council of Engineering Companies/North Dakota and Moore Engineering, Inc. I have spent my entire professional career as an engineering consultant in North Dakota.

My testimony today is in opposition to SB 2422. While we understand the concept SB 2422 is promoting, we oppose the bill's requirement that cooperating political subdivisions "bid" services. While mandating political subdivisions to bid certain types of services, such as clerical, custodial, grounds maintenance, printing etc., may be practical, bidding professional services, legal, architectural, engineering, land surveying etc., has been found to not be in the public's best interest.

Federal and state agencies are required to use a Qualifications Based Selection (QBS) process to guide them when hiring professional engineers, architects and other related services. NDCC 54-44.7 outlines this QBS process for agencies in North Dakota. While we are not suggesting political subdivisions should be mandated to utilize the same QBS process outlined in Chapter 54, we think it is in the public's best interest to allow political subdivisions to utilize some form of a QBS process while hiring professional services.

My observation with over 30 years of providing engineering services in North Dakota is that many political subdivisions already utilize some form of QBS when hiring professional services. We simply ask that the QBS selection process remain as an option for political subdivisions that wish to coordinate with others when hiring professional services. Please send SB 2422 to the Senate with a Do Not Pass recommendation.

Thank you for considering my testimony.

Jeffry J. Volk, PE & RLS
ND Registration # PE & LS 2524
President & CEO
Moore Engineering, Inc.
925 10th Ave East
West Fargo, ND 58078

Testimony SB 2422

Government and Veterans Affairs Committee

February 6, 2009

Chairman Dever and the Committee members:

My name is John Jankowski and I'm the Executive Secretary of the North Dakota Educators Service Cooperative. If I may I would like to give you some information about our cooperative. If you would look at page 4 of my testimony you will find a list of member's schools and other political subdivisions that belong to our cooperative. Our cooperative was the first joint powers organization in the state as we organized over 10 years ago at which time we had about 40 members. 10 years ago our sole purpose was to find a solution to the alarming rate of rising health insurance costs for our employees. As we worked on health insurance we started to offer other services to our members such as dental and vision insurance and help with their Flex benefits administration.

Over the past eight years we have expanded our services to include cooperative purchasing for our members. In December 2001 we were admitted to an organization called Association of Educational Purchasing Agencies or AEPA. I have included some information about AEPA in my testimony. We now have 24 member states in the organization and last year did a combined total of \$237,000,000. School purchasing is far more than buying pencils or pens.

We have combined the purchasing power of North Dakota with these other states to obtain better pricing that is available to the smallest school or city in our state. Because of involvement with AEPA our small schools are paying the same price as some of the largest schools in the country.

As you look at the list of products available we believe that we are offering the best prices to our North Dakota schools. We are able to obtain pricing that would not be available to one or two schools or even 30 schools working together. We are trying to help schools streamline and modernize their purchasing program. Our purchasing program allows schools to reduce inventory and reduce their

initial costs when buying items. The price that they receive is available whether they buy one or a hundred of an item. The day of the truck backing up to the school door in August with all the supplies needed for the school year is over. Let's buy what we need when we need it. And.. now most of the buying can be done on-line. Shopping is at your fingertips and because of belonging to our organization most of the shipping is included and items usually arrive in less than 48 hours. Schools no longer have to wait for that salesman to stop by or drop off the new catalogue. I like to use the example when speaking of the advantages of AEPA, the smallest school district in the state can receive the same price on a copy machine as the largest district in the state of Ohio. The school still works with the local vendor for delivery and service but the pricing is obtained from the manufacturer.

Besides our membership in AEPA, our cooperative is working with Montana, Wyoming, Nebraska, and Minnesota on trying to obtain volume discounts with food vendors, not with the vendor that delivers the product, but with the manufacturer.

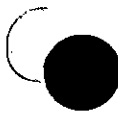
So why was SB 2422 introduced and where do we need to go? We had consulted with our attorney about what legislation was needed to help us to achieve what is happening in other states. However because of timelines it just couldn't be produced fast enough. Now I'm the first to admit that I'm not an expert on volume purchasing. As I set at the table with 24 other states, (I'm the only active school superintendent) I realize that I have much to learn. But I do know that we need a coordinated effort between political subdivisions, joint power groups, higher education, and agencies of the state, even the state itself. It seems that are a few rules that are different between all groups. We would like to see statues that will allow groups to take advantage of some of the modern purchasing strategies.

When I hear that one state in our national group is "piggybacking" off another states contract, or that one cooperative is that natural gas bidder of an entire state and checks pricing and sources each day to save schools money, or another state is buying vehicles through another state, well, the list goes on and on. I think why we can't do some of these things in North Dakota.



I'm not asking for changes today. I'm asking that the legislature help all of us by studying how we can more effectively use tax dollars to buy what is needed for use in our schools, and state. I believe that the North Dakota Service Cooperative can continue to be the organization for schools and eventually for many other agencies in the state. Help us by bringing others to the table to determine what is best for North Dakota. We need the help of your committee, OMB, cities, counties, higher education and other agencies. You can help to make this happen. This study can be one that saves money for the tax payer of North Dakota.

I will be happy to answer any questions.



**2008 – 2009 NDESC/CRI Membership List
Schools**

s-Edmore Elementary School
 ander Public School
 Anamoose Public School
 Apple Creek Public School
 Ashley Public School
 Barnes County North
 Beach Public School
 Beulah Public School
 Bismarck Public School
 Bottineau Public School
 Bowbells Public School
 Bowman County District # 1
 Burke Central School
 Cavalier Public School
 Center/Stanton Public School
 Central Cass Public School
 Central Valley Public School
 Circle of Nations
 Dakota Prairie Public School
 Devils Lake Public School
 Dickinson Catholic Schools
 Dickinson Public School
 Divide County Public School
 Drake Public School
 Drayton Public School
 Dunseith Day Elem. School
 Dunseith Public School
 ley Public School
 ng Public School
 e Public School
 Eight Mile School District
 Elgin/New Leipzig Public School
 Ellendale Public School
 Enderlin Public School
 Fairmont Public School
 Fargo Catholic Schools
 Fessenden-Bowdon Public School
 Flasher Public School
 Four Winds Comm. High School
 Garrison Public School
 Glen Ullin Public School
 Glenburn Public School
 Goodrich Public School
 Grafton Public School
 Grand Forks Public School
 Grenora Public School
 Griggs County Central School
 Halliday Public School
 Hankinson Public School
 Harvey Public School
 Hatton Public School
 Hazelton-Moffit-Braddock Schools
 Hazen Public School
 Hettinger School Dist. # 13
 Hillsboro Public School
 e Public School
 wn Public School
 wn College
 Kenmare Public School
 Kensal Public School

Killdeer Public School
 Kindred Public School
 Kulm Public School
 Lake Region State College
 Lakota Public School
 LaMoure Public School
 Langdon Public School
 Larimore Public School
 Leeds Public School
 Lewis & Clark Public School
 Lidgerwood Public School
 Linton Public School
 Lisbon Public School
 Litchville-Marion Public School
 Little Heart School
 Lonetree School Dist. # 6
 Maddock Public School
 Mandan Public School
 Mandaree Public School
 Maple Valley Public School
 Martin Luther School - Bismarck
 Max Public School
 McClusky Public School
 McKenzie County Public School
 Medina Public School
 Midkota Public School
 Midway Public School
 Milnor Public School
 Minnewaukan Public School
 Minot Public School
 Missouri River Educational
 Cooperative - Bismarck
 Mohall-Lansford-Sherwood
 Schools
 Montplier Public School
 Mott-Regent School
 Mt. Pleasant Public School
 Munich Public School
 Napoleon Public School
 Nedrose Elementary School
 Nesson School Dist. # 2
 New 8 School District
 New Salem Public School
 New Town Public School
 Newburg United School
 North Border School
 North Central School District
 Northern Cass Public School
 North Valley Career & Technology Ctr.
 North Dakota School for the Deaf
 North Star School (Cando)
 Northwood Public School
 Oak Grove Lutheran Schools
 Ojibwa Indian School
 Oliver-Mercer Special Ed.
 Park River Public School
 Parshall Public School
 Pingree/Buchanan Public School
 Powers Lake Public School
 Richardton-Taylor Public School

Richland Public School
 Rolette Public School
 Roosevelt 18 School
 Rugby Public School
 Sargent Central Public School
 Sawyer Public School
 Scranton Public School
 Selfridge Public School
 Shiloh Christian School
 South Central Prairie Special Ed.
 South Heart School
 South Prairie Elementary School
 Southern 8 School District
 Standing Rock Community School
 Starkweather Public School
 Strasburg Public School
 St. Anne Elem. School - Bismarck
 St. Joseph Elem. - Devils Lake
 St. Joseph's - Williston
 St. John Public School
 St. Mary's Central High School
 Stanley Public School
 Steele-Dawson-Tappen PS
 Surrey Public School
 Tate Topa Tribal School - Fort Totten
 TGU School District
 Thompson Public School
 Tioga Public School
 Turtle Lake-Mercer Public Schools
 Turtle Mt. Community School
 Underwood Public School
 United # 7 School
 Valley City Public School
 Valley City Area Teachers Center
 Valley City State University
 Valley School Dist. # 12
 Velva Public School
 Warwick Public School
 Washburn Public School
 West Fargo Public School
 Westhope Public School
 Williston Public School
 Wilton Public School
 Wing Public School
 Wishek Public School
 Wolford Public School
 Wyndmere Public School
 Zeeland Public School

Cities
 City of Dickinson
 City of Fargo

OGAs
 West River Head Start

Newsletter

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Volume 5

Issue 1

Fall 2007

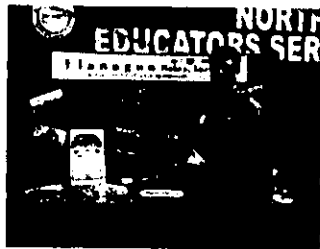
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NDESC/CRI Participate in NDCEL Conference and NDSBA Convention

Again the North Dakota Educators Service Cooperative/Cooperative Resources, Inc. participated in the NDCEL Conference and the NDSBA Convention.

NDESC/CRI contracted vendors exhibiting at the NDCEL Conference included ByteSpeed Computers, OfficeMax, Copier Vendors: Kyocera/Mita and Konica/Minolta, Energy Service Group, Food Services of America, Dacotah Paper, and School Specialty.



Scott Thorson, Flanagan Sales, Inc. For more information on this new vendor, see the article on page 2.

On Thursday evening NDESC/CRI and their partnered vendors hosted a hospitality area with hot hors d'oeuvres provided by FSA.



Keith Bresin with an example of the custom floor mats available through Dacotah Paper. This is an excellent fundraising idea. Contact your sales representative for information.

The following Friday, Wayne Levang and Doug Koch had a NDESC/CRI exhibit at the NDSBA Convention. Both agreed it was good to have a presence at the convention. While most of the schools in attendance are members of NDESC/CRI, this was an excellent opportunity to meet with school board members and explain the cooperative.

NDESC Board Restructured

The North Dakota Educators Service Cooperative (NDESC) Board was restructured at the June 2007 Board meeting. The purpose of the reorganization was to better align the board with the newly formed North Dakota Regional Education Associations (REA). The board members were added to ensure that each REA had representation on the NDESC Board and to enhance communications between the REA's.

The NDESC Board members are: President, Rodney Scherbenske, Goodrich-McClusky; Vice President, Rick Jacobson, Wyndmere; Recording Secretary, Brian Nelson, Lewis and Clark; Jack Maus, Grafton; Scott Privratsky, Devils Lake; Wilfred Volesky, Mandan; Wade Faul, Griggs County Central; Steve Holen, Watford City; Kelly Taylor, Mohall/Lansford/Sherwood; Myron Schweitzer, Mott-Regent; and Ex-Officio, Executive Secretary, John Jankowski, St. Mary's Bismarck.

The NDESC Annual Meeting is scheduled for January 28, 2008 at 5:30 p.m. at the Best Western/Ramkota Hotel in Bismarck, ND.

Hatton/Northwood Relief Effort

In the wake of the tornado which struck Northwood this summer, Hatton has been absorbing the Northwood students. This increase in students has created a need for additional equipment.

Many times, schools may find themselves with a surplus of equipment as their needs change. Hatton has need for some of that equipment.

Relief Effort (Continued)

Kevin Coles, Northwood Superintendent, provided the following list of their equipment needs:

- Two Office Chairs
- Five Sections of Office Shelving
- Three Office Desks
- Eight Computer Tables
- Ten 4-drawer File Cabinets
- Two Tall Adj. Metal Shelves
- Four Overhead Projectors
- 12 Padded Chairs (Office Visitors)
- Two White Boards
- Five 2-door Metal Cabinets
- Three Book Carts on Wheels
- Ten 5' High Wood or Metal Shelving Units
- Whiteboard Easel

Kevin Coles puts it best when he says, "Tough times don't last, but tough people do." To ensure that the needs of Hatton/Northwood are met, Dakota Paper partnered with NDESC/CRI to provide the pick up and delivery of donated items - at no charge to you.

If you have any of the items listed above and can assist Hatton/Northwood, please contact Jan Eklund at 36-337-2005 or jeklund@lcsc.org.

Added Value from NDESC for Member Schools

Purchasing Tip

Do you want to make your requisition process faster, easier and more efficient? NDESC's partner School Specialty can make it happen. Teachers compose their requisitions online using the School Specialty catalog and submit them for approval.

The beautiful part of this process is that the NDESC discount is built into the requisition. The process is no different than what you are using now, only the requisition is typed, discounts are calculated and is ready to submit. You still receive the same great service. You can cancel or change items and the orders still come individually boxed for each staff member. Full in-service is available on the School Specialty program and products.

If you are interested in seeing how this could work in your school contact Wayne Levang at wlevang@yahoo.com for a demo.



Flanagan Sales, Inc. Offers Playgrounds and More

Flanagan Sales, Inc., a leader in park, playground, and recreational equipment has joined with NDESC/CRI to provide members with discounted pricing on playground equipment, park and landscape amenities, picnic shelters, and much more. When you work with Flanagan Sales, Inc. you receive free design services, free site analysis, fundraising assistance, and multiple installation options.



Not only will they assist you in the purchasing process, they will assist in your fundraising activities. They will provide advice on how to raise funds and materials to showcase your upcoming purchase.

NDESC/CRI members receive the following discounts:

- Little Tykes Playground Equipment - 23%
- Rock Boulders - up to 10%
- Playground Border products - 23%
- Play Centers - up to 10%
- Park amenities - 23%
- Shade Structures - up to 10%
- Playground Surfacing - 10%
- Picnic shelters - 5%
- Matrix Rope Climbers - up to 10%
- Bleachers - available (quoted)
- Kid Tiles - up to 10%

To minimize your costs even more, Flanagan Sales, Inc. offers a "Community Build" installation program.

All you need to do is organize a group of volunteers with a few supplies and tools and Flanagan will provide an experienced supervisor to help put it all together. A Community built playground is a great way to bring your community together and typically saves up to 25% by eliminating installation costs.

If you would like further information on Flanagan Sales, Inc. products or if you would like to discuss your playground needs and receive a quote, please contact Scott Thorson at 800-328-3557 or sthorson@flanagansales.com.

NDESC Annual Meeting

Monday, January 28, 2008

5:30 PM to 6:15 PM

Ramkota Hotel

Bismarck, ND

**Hors d'oeuvres will be served.
Everyone is invited.**

Furniture

- [Mity-Lite, Inc.](#) (AEPA)
- [Nova Solutions](#) (AEPA)
- [Office Max](#) (NDESC/CRI)
- [School Specialty](#) (NDESC/CRI)

Library Collections and Services

- [Mackin Library Media](#) (AEPA)

Management Software

- [School Dude](#) (AEPA)

Office Supplies

- [Office Max](#) (NDESC/CRI)
- [Copy Paper](#) (NDESC/CRI)
- [Laminating Supplies](#) (NDESC/CRI)
- [Remanufactured Toner](#) (NDESC/CRI)

Sound and Noise Control

- [Acoustical Surfaces, Inc.](#) (NDESC/CRI)
- [LightSPEED](#) (NDESC/CRI)

Teaching Supplies

- [School Specialty](#)
- [Office Max & GBC \(Laminating Supplies\)](#) (NDESC/CRI)
- [Nasco Science](#) (NDESC/CRI)
- [Nasco Agricultural Science](#) (NDESC/CRI)
- [Nasco Family & Consumer Science](#) (NDESC/CRI)
- [Nasco Health](#) (PVA)
- [Nasco Math](#) (PVA)
- [Learning ZoneXpress](#) (NDESC/CRI)
- [Acme Electric: Tool Crib of the North](#) (PVA)
- [BSN Sports/US Games](#) (AEPA)

NDESC/CRI: These contracts were the result of formal bids completed according to North Dakota bid laws

AEPA: These contracts were the result of a formal bid process which was conducted according to North Dakota bid law. [Click Here to find out more about AEPA.](#)

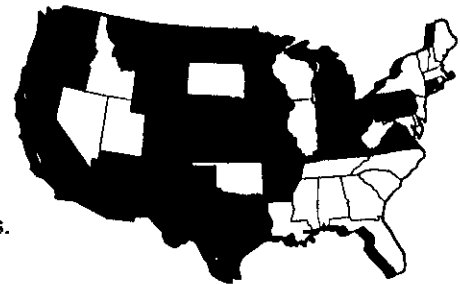
Preferred Vendor Agreement: This contract is a negotiated agreement and is not the result of a formal bid.



**NATIONAL PURCHASING
SOLUTIONS THROUGH
EDUCATIONAL COOPERATIVES**

WHO WE ARE

The Association of Educational Purchasing Agencies (AEPA) is a group of Educational Service Agencies/ political subdivisions organized through a Memorandum of Understanding between all participating member states for the purpose of establishing a universal bid and awarded operating contract. The operating contract is based on the combined purchasing volume of AEPA participating agencies. All bids follow the competitive bidding requirements including local solicitation. Of the many advantages to this unique purchasing group are the combined human resources representing purchasing/bidding expertise, current and past vendor relationships, past experience and overall vision with regard to the specific needs of the qualified customers within each represented state. This group started with ten states in 2000 and now has grown to 22 states representing over 25 million students.



OUR MISSION

The Association of Educational Purchasing Agencies' mission is to cooperatively serve our qualified agency memberships through a continuous effort to explore and solve present and future purchasing needs. Our goals include working on your behalf to secure multi-state volume purchasing contracts with benefits that are measurable, cost-effective and continuously exceed our membership's expectations. AEPA's twenty-two state membership is committed to accomplish this mission by using leading edge technology and futuristic business practices.

CONTRACT CATEGORIES

- School and Office Furniture
- Portable Office & Classrooms
- Commercial Floor Covering
- Classroom & Office Supplies
- Athletic & Phy-ed Equipment
- Food Services software and Equipment
- Roofing
- Technology Products Catalog
- Car, Trucks and Vans
- Athletic Surfaces, Seating & Lighting
- Library Books
- Online Professional Development Software
- Facility Management Software
- Student Transportation Software
- Online Auction Service
- Custodial Supply
- Copiers

- *Avoid duplication, time and expense of the bid process*
- *Purchasing contracts based on 22 state purchasing volume*
- *Enjoy the service and value of national vendors*
- *Leverage the volume purchasing power with equal benefits for all member agencies regardless of the size of the agency*

Learn more about AEPA and the contact information for the lead agency in your state at www.aepacoop.org



Association of Educational
— PURCHASING AGENCIES —

Participating AEP A States

- California
- Colorado
- Connecticut
- Florida
- Indiana
- Iowa
- Kansas
- Kentucky
- Michigan
- Minnesota
- Missouri
- Montana
- Nebraska
- New Jersey
- New Mexico
- North Dakota
- Ohio
- Oregon
- Pennsylvania
- Texas
- Virginia
- Washington
- Wyoming

Mission Statement

- The Association of Educational Purchasing Agencies' mission is to cooperatively serve our qualified agency memberships through a continuous effort to explore and solve present and future purchasing needs. Our goals include working on our members' agencies' behalf, securing multi-state volume purchasing contracts that have benefits that are measurable, cost-effective and continuously exceeding our members' expectations. AEA is committed to accomplishing this mission by using leading edge technology and futuristic business practices.

Listing of current bid categories

- Administrative Software
- Artificial Turf
- Athletic Equipment
- Cars, Trucks and Vans
- Carpeting
- Classroom Supplies
- Copiers
- Custodial Supplies
- Furniture
- Hardwood and Synthetic Flooring
- Medicaid
- Office Supplies
- Online Training
- Portable and Modular Buildings
- Roofing
- Athletic facility Seating and Lighting
- Sport and Health Catalogs
- Technology Catalogs
- Tracks and Courts
- Vehicles
- Web Based Auction Service

Program Advantages

- Avoid duplication and expense of bid process
- Volume contracts based on 23 state participation
- Attract and leverage national vendors
- Time savings with lowest national pricing available
- Detailed and complete bid process through nationally experienced participants

Who are we?

The Association of Educational Purchasing Agencies (AEPA) is a group of Educational Service Agencies/ political subdivisions organized through a Memorandum of Understanding between all participating states for the purpose of securing combined volume purchasing contracts based on potential sales by qualifying customers in participating states. Of the many advantages to this unique purchasing group are the combined human resources representing purchasing/bidding expertise, current and past vendor relationships, past experience and overall vision with regard to the needs of the qualified customers within each represented state. This group started with ten states in 2000 and now has grown to 23 states representing over 25 million students.

Goals

- Leverage the purchasing power to benefit all schools regardless of size, with the ability to purchase at equal buying levels.
- Combine the potential needs of all schools to create an incentive to vendors to offer the best price and the highest quality product in the country.
- Streamline the bidding and purchasing process through a single locally and nationally recognized legal purchasing solicitation.
- Provide a single contract that is available statewide with one cooperative agency identified to function as the statewide contract facilitator and representative.
- Become the national purchasing option and solution for interested qualified customers and vendors.

Bidding & Contract Process

Meet bi-annually for the purpose of:

- Redefining organizational bylaws, policy and procedures
- Consider new members
- Select product categories to seek bid responses from national vendors
- Tasks Groups are assigned to develop product specifications, market and educate potential vendors, and refine general terms and conditions specific to product categories
- Review and recommend bid award

Task Groups

- Communication between the entire group to solicit specific local needs and requirements
- Work on policy development, current contract concerns, monitoring, reporting sales totals and progress reporting by member agency and vendor
- General marketing of all current and future contracts as well as organizational marketing and promotion

Bid Opening

- Bid responses are collected at a common location in Indiana at the Wilson Education Center located in Charlestown IN
- The Wilson Education Centers role at the bid opening is to determine that each bid is responsive, in compliance and that it provides the required information
- After comprehensive review and comparison, the Task Group committee will make a recommendation to the full group at the December meeting



AEPA Web Site

www.aepacoop.org

- **Lead agency contact information**
- **Current bid solicitation**
- **Awarded vendor contracts**
- **General information to learn about AEPA**
- **Marketing tools and material for print**

2008 - 2009 NDESC/CRI Membership List

Attachment
#1

Schools

Adams - Edmore Elementary School
 Alexander Public School
 Armoose Public School
 Apple Creek School
 Ashley Public School
 Barnes County North (Rogers)
 Beach Public School
 Beulah Public School
 Bismarck Public School
 Bottineau Public School
 Bowbells Public School
 Bowman County District # 1
 Burke Central School
 Carrington Public School
 Cavalier Public School
 Center/Stanton Public School
 Central Cass Public School
 Central Valley Public School
 Circle of Nations School
 Dakota Prairie Public School
 Devils Lake Public School
 Dickinson Catholic Schools
 Dickinson Public School
 Divide County School District
 Drake Public School
 Drayton Public School
 Dunseith Day Elementary School
 Dunseith Public School
 Edgeley Public School
 Embury Public School
 Emore Public School
 Eight Mile School District #6
 Elgin/New Leipzig Public School
 Ellendale Public School District
 Emorado Public School
 Enderlin Public School
 Fairmount Public School
 Fargo Catholic Schools Network
 Fargo Public School
 Fessenden-Bowdon Public School
 Flasher Public School
 Four Winds Elementary-(Tate Topa Tribal)
 Four Winds High School-(Ft. Totten)
 Garrison Public School
 Glen Ullin Public School
 Glenburn Public School
 Goodrich Public School
 Grafton Public School
 Grand Forks Public School
 Grenora Public School
 Griggs County Central School District
 Halliday Public School
 Hankinson Public School
 Harvey Public School
 Hatton Public School
 Hazelton-Moffit-Braddock School
 Hazen Public School
 Hettinger School Dist. # 13

Hillsboro Public School
 Hope Public School
 Jamestown College
 Jamestown Public School
 Kenmare Public School
 Kearsal Public School
 Killdeer Public School
 Kindred Public School
 Kulm Public School
 Lake Region State College
 Lakota Public School District
 LaMoure Public School
 Langdon Public School
 Larimore Public School
 Leeds Public School
 Lewis & Clark School
 Lidgerwood Public School
 Linton Public School District
 Lisbon Public School District
 Litchville-Marion School District
 Little Heart School
 Lonetree School Dist #6
 Maddock Public School
 Mandan Public School
 Mandaree Public School
 Maple Valley Public School
 Martin Luther School
 Max Public School
 McClusky Public School
 McKenzie County Public School
 Medina Public School
 Midkota Public School
 Midway Public School
 Milnor Public School
 Minnewaukan Public School
 Minot Public School
 Missouri River Education Cooperative
 Mohall Lansford Sherwood Public School
 Montpeilier Public School
 Mott/Regent School District
 Mt. Pleasant Public School
 Munich Public School
 Napoleon School District
 ND School For The Deaf
 Nedrose Elementary School
 Nesson School District
 New 8 Public Schools
 New Salem Public Schools
 New Town Public School
 Newburg United School
 North Border School - Pembina
 North Central School District (Rock Lake)
 North Valley Area Career & Tech Center
 Northern Cass Public School
 Northwood Public School
 Oak Grove Lutheran School
 Ojibwa Indian School
 Oliver-Mercer Special Ed Unit

Page Public School
 Park River Public School
 Parshall Public School
 Pingree - Buchanan Public School
 Powers Lake Public School
 Richardson - Taylor Public School
 Richland Public School
 Rosette Public School
 Roosevelt 18 Public School
 Rugby Public School
 Sargent Central Public School
 Sawyer Public School
 Scranton Public School
 Selfridge Public School
 Shiloh Christian School
 South Central Prairie Spec. ED Unit
 South Heart School District #9
 South Prairie Elementary School
 Southern 8 School District (Cando-North Star)
 St. Anne Elementary School
 St. John Public School
 St. Joseph's Elementary School-Williston
 St. Joseph's Elementary School-Devils Lake
 St. Mary's Central High School
 Standing Rock Community School
 Stanley Public School
 Starkweather Public School
 Steele-Dawson-Tappen School
 Strasburg Public School
 Surrey Public School
 TGU School District
 Thompson Public School
 Tioga Public School
 Turtle Lake-Mercer Public School
 Turtle Mountain Community Schools
 Underwood Public School
 United #7, Des Lac-Burlington
 Valley City Area Teachers Center
 Valley City Public School
 Valley City State University
 Valley School Dist. # 12
 Velva Public School
 Warwick Public School
 Washburn Public School
 West Fargo Public School
 Westhope Public School
 Williston Public School
 Wilton Public School
 Wing Public School
 Wishek Public School
 Wolford Public School
 Wyndmere Public School
 Zeeland Public School
Cities
 City of Dickinson
 City of Fargo
OGAs
 West River Head Start

North Dakota Educators Service Cooperative

"Affiliated with Cooperative Resources Incorporated"

Keyword Site Search

Go!

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Cooperative Purchasing

Insurance/Risk Mgmt

Home



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[About NDESC](#)

[Contact Us](#)

Association of Educational Purchasing Agencies (AEPA)

NDESC is the exclusive representative of North Dakota schools in the Association of Educational Purchasing Agencies (AEPA). AEPA is an twenty-state consortium, representing 26 million students, which seeks to explore and solve both the present and future purchasing needs of AEPA members.

This is accomplished by collectively bidding for a wide variety of products, which are commonly used by schools and are often major purchases. These bids were completed in compliance with North Dakota bid law. Current contracts include office furniture, classroom furniture, technology equipment and modular buildings.

<p>NDESC Contact: John Jankowski, Superintendent St. Mary's Central High School 701-223-4113 john.jankowski.1@sendit.nodak.edu</p>	 <p><i>CLICK HERE FOR ADDITIONAL INFORMATION</i></p>	<p>CRI Contact: Doug Koch 866-337-2005 218-739-0326 (fax) dkoch@lcsc.org</p>
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