

**Lorain Port and Finance Authority  
Board of Directors  
Regular Meeting  
Port Office**

**Tuesday, June 8, 2021, at 7:00 p.m.**

**Board of Directors:** Ms. Bonilla; Messrs. Kuzsnir, Mullins, Nielsen, Scott,  
Sommers, Zellers and Zgonc (8)

**Staff:** Tom Brown, Executive Director  
Tiffany McClelland, Assistant Director  
Yvonne Smith, Accountant  
Kelsey Leyva-Smith, Office Manager  
Michael Brosky, Esq., Attorney

**Guests:** Nate Moyer, Oasis Marinas at Port Lorain

**I. Roll Call**

A. The meeting was called to order at 7:07 p.m. by Chairman Brad Mullins with roll call indicating a quorum present.

**II. Pledge of Allegiance**

**III. Report of Officers**

**A. Chairman**

1. Correspondence received:

a. Mr. Brown said he received an email request from a church wanting Black River Landing donated for an event. He explained to the requester that we would need a completed full-site application, insurance and a few other items before he could present the request to the board. Mr. Brown said if he receives the application, he will be back with more information in July.

**B. Executive Director**

1. Oasis Marinas at Port Lorain Update: Mr. Nate Moyer said last time he presented was July 2020. He will be providing a high-level overview on the marina and harbor and plans for the future. Over the winter the bathroom facilities were renovated. It took about 5 months, and they're open to public. Number two were structural repairs to the marina itself. The main concrete piers are attached with a 4x10 piece of timber and five 11-foot steel rods that

sandwich everything together. After a test run, this spring they finished replacing 27 of the 4x10s. Mr. Moyer said some of the 4x10s were severely rotten and was their most immediate safety concern. Wi-Fi was also installed at the marina during the off-season. There are 19 transmitters spaced throughout the property. The service is complimentary to visitors, and Mr. Moyer said the marina staff have been pretty liberal with sharing the Wi-Fi password. He said he was probably most excited about the two partnerships they've recently made. Mr. Moyer said he said he spent time last year networking to fill the extra space on the property as the Oasis Marinas staff doesn't need a lot of office space. Freedom Boat Club brought a fleet of six (6) boats down to Dock A for their members and they also maintain an office space for training purposes. The other new partner is Erie Shore Rentals and Detailing, which offers jet ski rentals, car detailing and boat washes in the former marina office building. Erie Shore added a 24/7 webcam on the property that is viewable on their YouTube Channel. Sunsets and storms are cool to watch. Mr. Moyer said as of today the marina is at 60 percent occupancy. He said they have made up for the occupancy lost when they initially moved into the space and that could be attributed to the improvements made at the marina as well as the increased interest in boating overall. Large slips are occupied while the smaller slips, between 20-25-feet, are still available. Mr. Moyer said they're looking to finish the season at 65-70 percent occupancy. He said a large concentration of the boaters they see are from Lakewood and Lorain. Looking to the future, a second, more thorough engineering study of the property will be completed. Mr. Moyer said they're looking to determine the lifespan of the main concrete piers and that will direct their decisions moving forward. He explained that water, electric and docks are replaceable, but the main concrete is the tricky part. Oasis Marinas is continuing to look for additional partners and the addition of food and beverage is slated for next year. Additional recreational activities like volleyball are also planned. Mr. Moyer said Oasis is seeking grant applications to repair and/or replace the fuel dock. He said that project is

critical right now as there is lots of movement during storms. The Lakeside Launch is in that conversation, too. Grant funding is available for both, and the State of Ohio would reimburse 75% of the cost. Mr. Moyer said Oasis Marinas plans to increase marketing to transient boaters. They opened their marina at Battery Park in Sandusky after taking over management last year. The goal is to increase travel with one marina 25 miles to the east and another 40 miles west. Mr. Moyer said their boaters get complimentary nights at their other marinas. The next phase of their plan is to treat Lake Erie more like a turnpike. They had a great year last year and expect that to grow. More events and programming at the marina are also in the works, such as live music. They're also planning "Oasis Amplified," which is a live stream at one of the marinas every Friday or Saturday night. They plan to do that for the July 4th fireworks. The jet ski guys want to do a motocross tour after Labor Day. Mr. Mullins said he was down there, he talked to Alex, and he was very impressed with how they treated him. He said the partnership with Erie Shore is great and described the owners as first class. He asked Mr. Moyer if they were happy with the progress? Mr. Moyer said that is a difficult question to answer. He said they still struggle with the general state of the property. When they do one thing, something else breaks. They are pretty happy, but last year was like a free pass with COVID-19. He would give them a B or B+ overall. This year will be telling. Mr. Mullins said he doesn't think people realize all that was invested by Oasis Marinas. He thinks they need to share that info. Mr. Moyer agreed that would help. Mr. Brown said Freedom Boat Club alone is bringing lot of new people to the city.

2. Room Lease Contract with Rockin' on the River: Mr. Brown said as ROTR has expanded and grown, storage has come up in conversation. Spectrum vacated their lease for the concession stand attached to the Ferry Terminal Building. Mr. Bob Earley asked if we had any lessees and made a fair offer. It would be \$2,000, year-to-year lease. If we got any other offers, we could terminate this lease as necessary. One small amendment was the addition of the word "Falls" to the business' name. Mr. Brown asked for board support.

Mr. Mullins presented:

**A RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR OR HIS DESIGNEE TO ENTER INTO A LEASE AGREEMENT WITH FALLS RIVER CONCERTS, LLC.**

Mr. Nielsen moved to approve Resolution No. 2021-16. Second by Mr. Sommers. Roll call vote as follows:

**Ayes: 8                      Nays: 0                      Abstain: 0                      Resolution Passed**

3. Property Auction: Mr. Brown said the board previously authorized the sale of a residential lot on Lakeside Avenue. He worked with Mr. Mike Brosky to establish parameters for a public auction. It will likely take place within the next two weeks. Mr. Brown plans to advertise in the paper and reach out to individuals who expressed interest personally.
4. Mentor Stage Tour: Mr. Brown said a bus is being arranged. An email will go out to the interested parties. The bus will leave the office around 5:30 p.m. for the group to tour the facility, enjoy show and then come back. A calendar invite will go out, too.
5. Updated Committees/Committee Assignment List: Mr. Brown said with new board members, an updated committee list was sent out in the board packet. Positions were shifted around a bit. Mr. Mullins said they tried to place people where their talents would be helpful.
6. Maintenance Update: Mr. Brown said the playground at Riverside Park was taken out after someone called in. The playground was in disrepair and was removed within a day of us being notified. We're looking for funding for a new playset. The new dual trash and recycling cans have been installed. There's a total of 32 cans. They're not the most ergonomic but the price was right. Our handyman will make them more user-friendly for those who provide the litter control services. We will also have a decal with our logo and a recycling message. The hillside at Lakeside Landing has been trimmed and you can see it on the 24/7 camera. The sites overall look very good right now. Mr. Sommers said the scouts did a great job at Victory Park. Mr. Brown agreed

and said a gentleman from the veteran's group paid for all the materials. He would like to do a rededication to take place in future. Mr. Brown said he will coordinate that. In 2022 will be the 100<sup>th</sup> anniversary of the installation of the Lady Victory statue, so we may plan around that. Mr. Mullins asked about the bench swings? Mr. Brown said he will call about the swings tomorrow. MTC is great at installing them and still wants to, but they have another contact (Eye Appeal Landscaping) we've used, too, in case of scheduling conflicts. As soon as they arrive the swings will be installed.

7. Marketing Items: Mr. Brown said board members are welcome to get a BRL shirt if they haven't already. There was a nice crew of staff and board members at first show to throw out t-shirts. It was well-received. We plan to continue this throughout the season as availability allows. Mr. Brown said if you're coming to a concert, we'll get you on stage. Mr. Nielsen made a slingshot.
8. Independence Day Fireworks Display: The fireworks will be on July 4. Didn't have discussions with the city. Mayor agrees. No hiccups so far. American Fireworks will be ready to go. There are Rockin' on the River concerts on July 2 and 3. Mrs. Leyva-Smith said the parking passes for the east side residents will be distributed soon.

### **C. Assistant Director**

1. Intern Update: Ms. McClelland said the good news is two high school interns will be joining us for a few weeks this summer. The bad news is unfortunately we will not get a college intern this year. Leadership Lorain County did everything they could but did not end up getting many applicants.
2. Kelley's Island Ferry Boat Line Update: Ms. McClelland said she had a lot of photos to show. A lot has been done since the last time she shared pictures. Starting in January 2020, pictures showed the building of the inside, such as stairways and the pilothouse. Mr. Nielsen asked if Ms. McClelland could give a brief history for the new board members. Ms. McClelland said we are building this vessel for the Kelley's Island Ferry Boat Line. We are fundamentally involved because there are federal dollars in this project. When

that happens, the funds trickle down from the federal government to the Ohio Department of Transportation (ODOT), who then allocates the amount to Local Public Agencies (LPAs), which is what we are. This leads to a public-private partnership with a private company, which is Kelley's Island and the Port Authority, to be able to use these federal dollars to help a private entity enhance the transportation system. The federal funds for this project were originally allocated in the 2008-09 budget. There were several issues with this money getting spent, and we got involved in 2017. We finally started building in 2020 after signing the contract in May 2020. So far, things are going relatively well. We should hopefully have a vessel this year and that is the goal. We're on a 12-month build-out schedule. Ms. McClelland said the vessel will operate to Kelley's Island. We get a management fee for facilitating the federal dollars. We own the vessel in name only for the lifespan of the vessel which is generally 20 years. At that point, it will be completely owned by Kelley's Island. They will operate the vessel, maintain it and carry insurance. This is similar to the Jet Express project many years ago. Mr. Zgonc asked about the size of the vessel? Ms. McClelland said it is 167 feet and can hold 148 passengers. It's almost identical to other KIFBL ferries. In referencing the pictures, Ms. McClelland said January boat work included a lot of piping and hatches to get into the vessel. Doors were also installed in January. She explained the check marks and writings in different color chalk are from inspectors, Coast Guard, the shipyard and our consultant. They each check every weld and detail multiple times. The month of March saw consistent inspections. Mr. Sommers asked where the vessel is located? Ms. McClelland said the vessel is being built in Houma, Louisiana at the Thoma-Sea Shipyard. The pilothouse and railing were installed. In February, the windows were cut out. Piping and wiring were worked on, too. The restroom build-out and passenger compartment build-out began as well. Going into March, Ms. McClelland said you'll see a whole lot more piping, plumbing and electrical going in. She said everything is being prepped while the shipyard waits for different components to arrive, which has been an issue. The boat was

named the Carmen Lee after Mr. Augie Palladino's (KIFBL) mother. Every boat is named after a female family member. Painting started, too. In April, the vessel was moved to the dry dock. The goal was to launch, but we didn't have engines in April. They continued painting and prepared for manholes to go in. Also, lots of wiring installed. Ms. McClelland said it's taking shape pretty quickly. She and Mr. Brown went for a visit in March and a couple of problems were noticed. Mr. Palladino said a lip was needed around the perimeter of the boat and was worried his captains would have issues docking. The lip wasn't included in the plan, so a change order was needed. A 6-inch pipe cut in half was welded on and serves as a bumper around the entire boat. Mr. Mullins asked who paid that? Ms. McClelland said Kelley's Island. They make the decision on every change order that comes up. Painting on the exterior of the vessel has started. It will be orange, blue and white. All wiring is into captain's area, but it is not yet set up with all of the electronics. Ms. McClelland said Kelley's Island also added a middle railing to the staircase because they thought it was too wide. The engines were delivered to the shipyard. They're not fully installed yet because the shipyard doesn't have all the components they need. Ms. McClelland said the not so good news is the boat should have been here yesterday according to the original schedule. Since then, there have been a couple of delays, a couple of hurricanes and a change order that added a little time, but it should have been here by the end of June. It hasn't been put in water because it needs engines, PTOs and drive shafts fully installed. The shipyard doesn't have the PTOs or drive shafts yet. The factory where the parts were to be made filed for bankruptcy and delayed the process. Ms. McClelland said they've done everything we can and best case, we are looking at November delivery now. We're doing everything they can to make it work. We're also holding their feet to the fire on the delivery. We were very strict in the contract about the delivery timeline and when we were to receive the vessel. Mr. Sommers asked about the change orders? Ms. McClelland said she is strict with the contract. There have been three change orders, and we didn't charge for one. We collect all other fees. Mr. Mullins

asked if the weather could affect transport with it being later in the year? Ms. McClelland said the shipyard does a pretty good job of staying operational despite hurricanes. She's a little more worried about the condition of the Great Lakes.

- 3. Brownfields Grant:** Ms. McClelland said unfortunately, we didn't receive the grant. The process was delayed due to COVID-19. Despite not receiving the grant in 2019, Ms. McClelland explained the 2019 application review encouraged us to try again. We just barely missed receiving funding. We went down the same path. There were over 500 applications and just over 100 got funded. Two assessment grants were funded in Ohio. Ms. McClelland said the kicker is she went through the application review process and the review EPA reviewer had almost zero comments on our narrative. We got a perfect score on the programmatic section. Another section received four tiny comments, but the reviewer said we had an amazing application and a high score. They said it's really competitive and our application was right there. Ms. McClelland said she asked about changing the strategy of her application and the USEPA reviewer recommended against it. He encouraged us to apply again. When the application comes around again, we'll reevaluate and decide about reapplying. Mr. Scott asked about the details of the grant. Ms. McClelland said this was a Brownfield Assessment grant through USEPA. The port has received two previous allocations of this funding dating back to around 2011. The grant dollars are used to assess properties in the community, like Stoveworks. It was a former manufacturing facility that was dilapidated and closed down. How do we redevelop it? The first step is to complete assessment work. St. Joe's Hospital is another example. The Shipyards, Black River Landing, the Ariel Hotel are all examples of brownfields. In Lorain, we have 100s of brownfields identified. The assessment helps a developer understand the risk associated with investing. We applied for \$300,000, which is the max amount we could have received. What this means is we can't incentivize individuals to come look at these properties because we don't have the grant dollars. We aren't able to offer the



program without the grant. It's a great tool to be able to offer. Mr. Brown said Region 5 didn't get as many grant dollars this cycle and that can happen sometimes. Hopefully, next year Region 5 gets more funding. Mr. Brown said we got the grant twice and performed well.

#### **IV. Report of Committees**

##### **A. Contract Management Committee**

1. Mr. Zeller said he had no report.

##### **B. Strategic Development Plan Committee**

1. Mr. Kuszniir said there was a joint committee meeting for the final stage top presentation by Gary Fischer and DLR group. He said it was a good presentation with cool, innovative ideas. The trip to see Mentor stage is set for next week. Mr. Mullins said we need to figure out what we can afford to develop a more realistic budget and expectations. Mr. Kuszniir said DLR Group mentioned helping with funding, but we don't know to what extent. Mr. Zellers asked how we set the budget? Mr. Brown said we need to assess our whole budget and the next five years. A grant or sponsorship could change things, but he wants to be conservative. He said we can't commit too great a portion of our revenue toward that. The stage is a great feature and a prong of our mission, but we can't build our business around it. He believes we could probably amortize out \$1-1.2 million with our current expenses and revenues. Mr. Nielsen said after the trip to Mentor, board members can submit more targeted questions to the three architect teams so they can provide answers during their next presentations. Mr. Brown said yes, feel free to submit questions via email.

##### **C. Marketing and Public Affairs Committee**

1. Mr. Nielsen agreed with Mr. Kuszniir and said he handled the meeting spectacularly. BRL marketing has started and we're promoting BRL to everybody. It will be a work in progress going forward.

##### **D. Financial Planning and Audit Committee**

1. May 2021 Financial Statement: Mr. Kuszniir said he reviewed the financial statements with Mrs. Smith earlier today. The receipts and payments look

good. On a side note, there will be a committee meeting next week to talk over 2022 budget. He recommended approval of the May financials. Mr. Zellers moved to approve the May 2021 Financial Statement. Second by Mr. Sommers. Motion carried.

- 2. Budget Amendment:** Mrs. Smith said the budget amendment before you is mostly for the general fund. Since COVID-19 is tapering off, we're increasing recreation fees (shuttle boats), Black River Landing rentals and the lighthouse, as well as the correlating expenditures. She said \$5,000 was moved from economic development promo to regular promo because the account was low. Also in the Marine Patrol fund, since there was no in-person training this year and fewer uniforms needed, Mrs. Smith is reducing those items and putting it back into personnel for more hours on the water. Overall, there no increase or decrease, just reappropriating.

Mr. Mullins presented:

**A RESOLUTION RATIFYING EXPENDITURES AND AUTHORIZING THE EXECUTIVE DIRECTOR TO REVISE THE 2021 OPERATING BUDGET, TRANSFER AND APPROPRIATE FUNDS AND REQUEST AN AMENDED CERTIFICATE OF ESTIMATED RESOURCES FROM THE COUNTY AUDITOR.**

Mr. Scott moved to approve Resolution No. 2021-17. Second by Mr. Kuszniir. Roll call vote as follows:

**Ayes: 8                      Nays: 0                      Abstain: 0                      Resolution Passed**

- 3. 2022 Appropriations:** Mrs. Smith said the 2022 budget will be discussed at the committee meeting next week. This first budget is meant to forecast what our carryover will be at the end of December. Mrs. Smith said she won't know the exact amount, but she can get pretty close. The state auditors require the revenues be higher than expenditures, without the carryover included, in this budget. Mrs. Smith said this version of the 2022 budget shows expenditures drastically reduced. Once we close the year (2021) and we submit to the county our certified unencumbered balance, then the expenses are programmed back in. Mr. Mullins asked about the property taxes and if

there's any forecasting? Mrs. Smith said she could ask the county. Mr. Brown said when properties are revalued it helps us.

**E. Bylaws and Personnel Committee**

1. Mr. Sommers said he had nothing to report.

**V. Other Business**

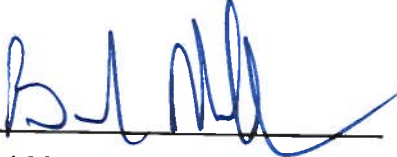
- A. Mrs. Leyva-Smith said the public shuttle boat tours start this week. Mr. Mullins said the restaurants didn't seem to know much about the Water Taxi and suggested better signage. Mrs. Leyva-Smith said she provided signs to Oasis Marinas and The Shipyards, as well as an email with the details for social media posts. Mr. Mullins suggested using the end of the dock at Black River Landing so it's easier for the captain to dock. Mr. Nielsen asked if the taxi stopped at Oasis Marinas? Mrs. Leyva-Smith said yes. Mr. Brown said we've established final pick-up times at each dock.

**VI. Public Comment**

- A. None.

**VII. Adjournment**

- A. There being no further business to come before the board, Mr. Zellers moved to adjourn. Mr. Sommers seconded. Meeting adjourned at 8:27 p.m.



Brad Mullins, Chairman



Tom Brown, Executive Director