

Lorain Port and Finance Authority
Board of Directors
Regular Meeting
Port Office
Tuesday, August 10, 2021, at 7:00 p.m.

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

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

Guests: Lorain Mayor Jack Bradley

I. Roll Call

A. The meeting was called to order at 7:00 p.m. by Chairman Brad Mullins with roll call indicating a quorum present.

II. Pledge of Allegiance

III. Disposition of Meeting Minutes

A. April 13, 2021, Regular Board Meeting: Mrs. Leyva-Smith said a couple of typos were corrected prior to tonight's meeting. Mr. Sommers moved to approve the minutes as corrected. Second by Mr. Zgonc. Motion carried.

IV. Report of Officers

A. Chairman

1. Correspondence received:

a. FireFish Arts: Mr. Brown said he received a funding request from FireFish Arts. They didn't have a festival last year, but we have done in-kind donations in the past. He said he will handle it.

B. Executive Director

1. Marie Bonaminio Fireworks Celebration September 4, 2021: Mr. Brown said Mr. Tony Giardini reached out to him on behalf of the Bonaminio Family. He said Marie Bonaminio was a respected business owner in Lorain for many years. As a celebration of Marie's life, the family is sponsoring fireworks show

on September 4. They came to us since we do the Independence Day Fireworks. Mr. Brown said we're going to work with Mr. Brosky to get a contract in place between us and the Bonaminio Family. They want us to work with the fireworks company, Rozzi Fireworks. The display will be exploding bouquets of flowers in the sky. The show will be about 20 minutes starting at 9:30p. A private party will be on the roof of the Ariel Broadway Hotel, and the family was a public, festival-type event at Black River Landing (BRL), so there are a lot of moving parts. We can't extend too much as we'll have people out of town that weekend and we don't plan/host those type of events. The family found a band they want to perform. We will help with fireworks, pay Rozzi Fireworks and obtain insurance for the show, and then we will be fully reimbursed by the Bonaminio Family. Mr. Brown thinks it's a been a good cooperative effort. Trying to iron out the details. Mr. Mullins confirmed we would be a passthrough essentially. Mr. Brown said yes. This is like a partnership. Mr. Mullins clarified the motion is for approval to move forward with the planning. Mr. Brown said yes and asked for the motion to include authorization to enter into a contract for reimbursement. The resolution will be presented later. Mr. Nielsen moved to approve the partnership and contract for reimbursement. Second by Mr. Veard. Motion carried.

2. Stage Top Update: Mr. Brown said the field trip was very educational. We sent out a detailed punch list to the architects. Some groups needed more time than others, so that's why we haven't had a meeting yet. They are fine tuning their presentations. The first proposals weren't realistic for our budget or operations. A poll or calendar invite will be sent out. Mr. Brown prefers all three presentations in one night in next couple of weeks. Mr. Sommers asked if we gave a budget to the architects? Mr. Brown said the top number is \$3 million. We're more comfortable around \$2 million but are hoping to get sponsorships or other funding sources. Mentor has dedicated staff managing and operating the stage. We can always expand if we see a good future.

3. Events and Site Update: Mr. Brown said he made a power point to share. First is our bench swings project. The internal goal was to have 20 installed this year, and we'll have 11 installed by October. The supply chain has been much slower than our first orders. Five bench swings have been installed so far. There is one at BRL, three at Lakeside Landing (Nielsen Family, Lewellen Family and Churchill Family) and one at the base of the Mile-Long Pier. Six more have been ordered for the Lorain Rotary Club (blue, BRL), Levit Jewelers (yellow, BRL), Oasis Marinas ordered two (blue and orange in Mile-Long Pier mulch beds), and a private donation. Mr. Brown said in anticipation of further supply chain issues, he include one extra swing in the order. It can always be sponsored later. The swings should arrive here by the first of October. We have two companies who can do the install. Mr. Brown said we had a few challenges when installing at Lakeside Landing because we're running into old foundations. Next is the Water Taxi. We've had a few growing pains with transitional docks and even our BRL dock being full, so our captain has nowhere to pick up passengers. Numbers have been pretty good with passengers predominately coming from Shipyards. We had temporary signs posted and the steel signs were put up on our dock today. The temporary signs were being ignored. Mr. Brown said we additionally subcontracted with Oasis Marinas for a dock master during events. The worker is trained in safety on vessels and maintains order. It's cleaned up our dock a bit and made it safe for everyone. Mr. Brown continued saying Rockin' on the River is having a phenomenal season. Memorial Day Weekend was a wash out and they lost three tents, but it was a quick recovery, and they were ready to start the season the following week. Attendance has been really strong. The site is seeing its normal wear and tear, but there are a few rough spots. Mr. Brown explained BRL wasn't built with weekly concerts in mind, so we're trying to transitionally create things in the meantime while we wait for the new stage setup. An example is the extension of the concrete pad in front of the stage. It's been a wonderful, welcome improvement. The T-shirt giveaway has been well received. We're seeing more and more people wearing them at the

concerts and around Lorain. If you're at BRL in between the first and second act, board members are welcome to help throw shirts. In 2019 we extended the ROTR contract to 2024. There have been conversations about extending it to 2025 since 2020 was a lost year. Mr. Brown said he supports the idea and thinks we have a winner with the concert series. Even on short notice on a weeknight, Vaxin' on the River had a successful night. Mr. Mullins said no one left when it rained during the Journey tribute. He was amazed. Mr. Brown transitioned to The Summer Market. Covid made 2020 an odd year and limited their event last July. This year was highly successful. They had record vendor proceeds, record charity proceeds and record attendance. Vendors from as far as South Carolina, Georgia and Michigan participated. Mr. Brown said he initially doubted the 3 p.m. start on Friday, but the interior lot was already full at 3:30 p.m. at \$20 a spot for charity. Some vendors tripled sales this year. They contracted with Heidelberg and sold out on night number one. Saturday started with rain in the area, but that day was widely attended as well. Mr. Bob Earley doesn't want to lose too many Fridays, so we're trying to keep everyone happy with dates for full-site rentals. Business owners on Broadway were happy, too. Lots of out-of-town visitors exploring the city. A different event this year in late May was the JVS graduation ceremony. They set up 2,500 chairs. Staff and speakers set up on the stage. Parking was an issue for area businesses. An announcement was made to get people to move. We plan to send an email in advance in the future. The Independence Day Fireworks was a really good show this year. In the past we've not had too many people at BRL, but this year there were a couple hundred people. Next year we plan to have the restrooms open. People tend to come early. Lakeside Landing was less packed than in years past. BrewFest is this Saturday, August 14. We've accommodated a few small asks and will coordinate with them as Rockin' on the River is the Friday before. The Journal Jog was on August 7. They coordinated with ROTR, too. The CLE Shakespeare Festival was here on July 31 as Veterans Park was double booked. About 100 people attended. They used the concrete pad instead of

the stage. Mr. Brown said it was a neat event and a different type of entertainment on the site. The Titan Up event was on Sunday, August 1. There was an army of people setting up and the event had great attendance. Roads, Rails and Sales will be on September 25. The Caboose Committee puts it together. They're sandblasting and priming it the caboose and will then need to paint it rapidly. It will be blue with a yellow decal. Once it's painted, we'll move it closer to the Train Station and put a fence around it. The group recently got solar, security motion lights. Juveniles were breaking in and/or breaking things. We're working with them on that. Mr. Brown said he, Ms. McClelland, Mr. Mullins and Mr. Nielsen met with Mr. Nate Moyer, Alex and Eric for an Oasis Marinas Site Tour. Erie Shores Rentals and Detailing is leasing from Oasis. They did a great job revamping their building. Oasis was initially catching up on electrical and safety items. They now plan to paint and do more upkeep on the exterior of the building. They've made tons of improvements to the docks. Slip bookings are up even more this year, including large vessels. The gangways were a huge improvement. Safety features and the boaters lounge have been greatly improved. Decking needs redone, as well as the upstairs deck. Oasis is trying to handle that with their sublessees. Mr. Mullins said a concession stand is now open to the public. He loves that people are using the swings. The marina is also hosting yoga classes and music performances. They're going to keep trying to have social events. Mr. Mullins said they talked about weekly family events being initiated soon. He agreed it's not really sexy, but the electrical, the chains holding the docks in place, the plumbing, etc. are all much improved. We asked if they were making money and they said yes. The plan is to do a site walkthrough once monthly. Mr. Brown said Oasis has good reviews on Snag-a-Slip, and they're attracting transient boaters. Moving on, Mr. Brown said we try hard to avoid back-to-back events but sometimes life happens, and we have to make special exceptions. Sometimes it's easier than others, but it can be challenging. We get a bit of a break come September and then we'll get caught up. There will likely be more grounds maintenance reports next month.

Mr. Mullins thanked the staff for the extra work put in. It's making a difference in the city. Mr. Brown said it's a team effort.

4. 2020 Pacesetter award: Mr. Brown said we received our award in the mail.

The director of the Seaway will be sending a video presentation to the board about our Pacesetter Award.

V. Report of Committees

A. Contract Management Committee

1. Mr. Zgonc said he had no report.

B. Strategic Development Plan Committee

1. Mr. Kuszniir said he had no report.

C. Marketing and Public Affairs Committee

1. Mr. Nielsen said the t-shirts seem to be doing well. We need to do a post-season wrap-up to see what we want to do moving forward.
2. Mr. Brown said we are still in negotiations with the Jet Express. We will have two or three Cleveland Browns trips, probably the October games. We're hoping for two other dates. He said the Jet got a late start this year. We're going to be talking long term as to what we want in the future. We're behind schedule to check amendments. They will be in town before the end of the season. Mr. Mullins asked when the contract ended? Mr. Brown said there are 7 more years.
3. Mr. Sommers asked about the KIFBL project? Ms. McClelland said we're still waiting on parts. We're doing all we can. If we stick to the current schedule, we may see it before the end of the year. If not, it may be 2022. Mr. Brown said supply chain issues are affecting everyone. A major component to the engine is what the shipyard is waiting to receive.

D. Financial Planning and Audit Committee

1. Budget Amendment: Mrs. Smith said the budget amendment is for the \$30,000 in and \$30,000 out for the Bonaminio event.

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. Nielsen moved to approve Resolution No. 2021-24. Second by Mr. Sommers. Roll call vote as follows:

Ayes: 8 Nays: 0 Abstain: 0 Resolution Passed

E. Bylaws and Personnel Committee

1. Mr. Sommers said he had no report.

VI. Other Business

- A.** Mr. Nielsen asked about the ROTR contract being on next month's agenda? Mr. Brown said he'll talk with Mr. Brosky and Mr. Earley. Mr. Scott asked about negotiating the price and maybe hiring additional staff to run the events? Mr. Brown said that is something we can look into. Mr. Scott said a 5-10 percent increase per year is normal business. Mr. Mullins said we've tried to broach the subject before, but we don't want to rock the boat too much. He's doing well and he's happy. Mr. Scott said that's why we should bring it up now. Mr. Mullins said we can absolutely talk about it.

VII. Public Comment

- A.** Mr. Bradley said the board should think about succession planning with Rockin' on the River. He suggested having someone under Mr. Earley's wing to know what to do and who to book. Mr. Brown said we have constant dialogue and we're keeping a constant pulse on the future. For long-term planning, we want to make the setup easier for them each week and streamline the process.
- B.** Secondly, Mr. Bradley said the port shouldn't be afraid to ask the city for money through the American Rescue Plan. It needs to be appropriated by December 31, 2024 and spent by December 31, 2026. He encouraged creating a proposal and submitting that to the City of Lorain, as well as University Hospitals, Carvana, etc. He said don't be afraid to ask. Mr. Zgonc said he was glad the mayor mentioned that because he doesn't want the stage top cap to be \$3 million. He wants to put Lorain on the map. Mr. Bradley said people come from all over for ROTR.

C. Mr. Bradley also mentioned the Solid waste facility on East 28th Street. It may be coming available if we know anyone who may be interested in it.

VIII. Executive Session: Property Disposition


Motion by Mr. Zgonc to enter executive session. Second by Mr. Veard. Roll call vote as follows:

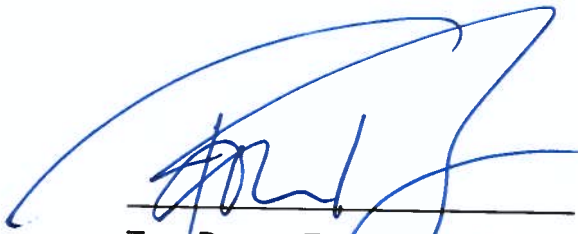
Ayes: 8 Nays: 0 Abstain: 0 Motion Carried

Mr. Scott moved to exit executive session. Second by Mr. Veard. Motion carried.

IX. Adjournment

A. There being no further business to come before the board, Mr. Scott moved to adjourn. Mr. Kuszniir seconded. Meeting adjourned at 8:12 p.m.



Brad Mullins, Chairman

Tom Brown, Executive Director