

Lorain Port and Finance Authority
Board of Directors
Contract Management Committee Meeting
Tuesday, September 14, 2021, at 6:00 p.m.
Port Offices

Committee Members: Messrs. Nielsen, Veard, Zellers and Zgonc (4)

Board of Directors: Messrs. Mullins, Scott and Sommers

Staff: Tom Brown, Executive Director
Tiffany McClelland, Economic Development Director
Yvonne Smith, Accountant

Guests: Rick Payerchin, The Morning Journal (6:02 p.m.)

I. Roll Call

- A. The meeting was called to order at 6:00 p.m. by Chairman Jeff Zellers with roll call indicating a quorum present.

II. Report of Chairman

- A. Review and Discussion of Updated Stage Proposals: Mr. Zellers said the committee first needs to decide if it heard enough from the three architecture firms. The goal is to have this project complete for the 2023 season. He started the discussion by saying the board was fortunate to find three good companies with partners associated with them. He would like this to go to a Lorain business, but with Gary Fischer and Ron Cocco, they have seemed to turn the design over to other firms outside of the Lorain community. He wonders how much they (Mr. Fischer or Mr. Cocco) would be engaged day-to-day. Fischer Architects is at \$43,000 and Clark and Post is at \$42,500. Mr. Robert Maschke is at \$28,500. Mr. Zellers thinks the wide price difference is due to both Mr. Fischer and Mr. Cocco having their partner do the heavy lifting with the design. Mr. Maschke would be completing his own design. Mr. Zellers believes Mr. Maschke has been interested in this project for two or three years. He's persistent and has stepped up. Lorain Mayor Jack Bradley offered to contribute monetarily. Mr. Zellers likes that the wow-factor is coming directly from Mr. Maschke. Mr. Maschke's partner Bialosky won't be

involved until after the design is complete. Mr. Zellers said his scoring also leads him to choose Mr. Robert Maschke. Mr. Brown said when it comes to the scoring sheet, Mr. Scott, Mr. Nielsen and Mr. Mullins have not submitted theirs yet. Mr. Scott said his was submitted in an email. Mr. Brown said Mr. Sommers only submitted scores for Clark & Post and Fischer Architects because he didn't see all presentations by Mr. Robert Maschke. Overwhelmingly, the scoring favored Mr. Maschke. Mr. Scott said his scores reflected the same. Mr. Mullins said his biggest concern is pushback for not using a Lorain company, but in this case the playing field is leveled due to the Lorain businesses partnering with other companies. The overhead makes it more expensive for us. He thinks Mr. Maschke outperformed the competition. Mrs. Smith said we have an obligation to the taxpayers to spend money wisely. Mr. Nielsen said he thinks Mr. Maschke can be very creative and flexible. He likes that we were asked what we want verses being told what we should get. Mr. Zellers said he would like to make a recommendation to the board tonight to move forward with an architecture firm. The next steps would be, how are we going to actually construct this. Mr. Veard said the first time around Mr. Fischer didn't have as much time to prepare. He said Mr. Maschke was the only one who was prepared, played it straight and didn't change directions after seeing another firm present. Mr. Zellers asked what Mr. Veard thought as far as hiring a construction manager or general contractor? Mr. Veard said we need the picture first. Then we go out and find who will be the general contractor for us. Mr. Maschke might have ideas on a potential firm. Mr. Zellers said he did, but those were Cleveland firms. He really wants to interview Lorain firms, too. Mr. Zgonc said he thought Mr. Maschke seemed creative from the start, was honest and appears hungry for this job. Mr. Mullins said he liked that Mr. Maschke embraces tight budgets and finds ways to use different materials and products. That ties into what we're about. Mr. Brown said \$3 million is the ceiling. He'd be happy to come in at \$2 million. We want the best, but we have to figure out what's going to work for our organization and stick to our strategic plan. We don't want to limit

the expectation, but also realistic. Mr. Zgonc asked if the staff determined the \$3 million budget? Mr. Brown said yes. If we get a grant or a sponsorship, it could change. But looking at our budget, \$3 million is what we were comfortable with. We can't build something we can't afford to maintain. He said Edgewater Beach was around \$4.1 million, and that project called for a lot more infrastructure. Mr. Zellers said \$3 million isn't necessarily the number. It depends on how fundraising goes. Will a committee handle that? Mr. Brown said he sees fundraising being driven by the staff and the board is going to be instrumental in that, too. He doesn't want to set up a committee and then struggle to get a quorum. Mr. Mullins said we can always add on to the stage later, too, and do additional fundraising in phases. Mr. Zgonc thinks the money will follow a strong design. Mr. Nielsen said he hopes the firm we choose can help us envision where our site will be in the next 10 years. We have to lay that into our first reworking. Mr. Brown said we have a pretty clear picture of what this site can hold, how to secure the site, the acts that work and the dollar point. When Mr. Bob Earley has lower ticket prices, he has a full house. If we go too many Saturdays, it becomes emptier. This site is much more open and public than Blossom. Promoters don't want people watching the show for free. Mr. Brown thinks we've found our wheelhouse and can improve upon that, but he doesn't see us becoming like Blossom. Mr. Scott said he likes that Mr. Maschke was thinking outside the box. What do we tell the public if Mr. Early no longer hosts concerts? Mr. Brown said we're locked in with Rockin' on the River through 2024. Mr. Scott said he wants to plan for the worst-case scenario. Mr. Brown said we work hand-in-hand with Mr. Earley. If there were ever a time that Mr. Earley was stepping down, we would employ him as the promoter and follow the business model. Mr. Scott said he just wants something in place to be prepared. Mr. Mullins said we have had conversations with Mr. Earley. We hosted concerts before Mr. Earley came along. He thinks this facility is severely underutilized and we rely on Mr. Earley, but there are other things we could be doing. He can see us connecting with other promoters in the future. Mr. Zgonc asked if the scores

were public record? Ms. McClelland said yes. Mr. Veard moved to recommend to the full board entering a contract with Mr. Robert Maschke. Second by Mr. Zgonc. Motion carried.

III. Other Business

A. None

IV. Adjournment

A. There being no further business to come before the board, Mr. Zgonc moved to adjourn. Second by Mr. Nielsen. Meeting adjourned at 6:33 p.m.



Jeff Zellers, Chairman



Tom Brown, Executive Director