

Lorain Port and Finance Authority
Board of Directors
Regular Meeting
Port Office
Tuesday, November 9, 2021, at 7:00 p.m.

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

Staff: Tom Brown, Executive Director (via Microsoft Teams)
Tiffany McClelland, Assistant Director (via Microsoft Teams)
Kelsey Leyva-Smith, Office Manager
Michael Brosky, Esq., Attorney

Guests: Rick Payerchin, The Morning Journal

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. May 11, 2021, Regular Board Meeting: Mr. Mullins asked if there were any questions, comments or corrections? Ms. Leyva-Smith said yes. The name of a guest was added on page one. Mr. Brodsky's name was removed from page one. Mr. Zellers' name was added on page four. Details were also added to the "advancement of funds" section and the "marketing committee" section. Mr. Sommers moved to approve the meeting minutes as corrected. Mr. Veard seconded. Motion carried.

B. October 12, 2021, Regular Board Meeting: Mrs. Leyva-Smith said she added Mr. Veard's name to page one. Mr. Kuzsnir moved to approve the minutes as corrected. Second by Mr. Zellers. Motion carried.

IV. Report of Officers

A. Chairman

1. Correspondence received:

a. Mr. Brown said he received nothing substantial this month.

B. Executive Director

1. Marine Patrol Grant Report: Mr. Brown said we just submitted our year-end analysis for the 2021 Marine Patrol Program. We're currently negotiating with the Lorain Police Department. They have expressed interest and we are anticipating them to take over the grant. This transition should save us around \$12,500 annually. Mr. Brown said if there appears to be any jeopardy to receiving the grant, we'll revisit and reconsider applying ourselves. Mr. Mullins asked when we would see the savings? Mr. Brown said next year, in 2022.
2. 2021 OEDA Summit: Mr. Brown said he and Ms. McClelland recently attended the Ohio Economic Development Agency Summit in Dublin, OH. It's a one-day event and Mr. Brown believes they made good connections. They met with the CSX real-estate officer and are hoping to see results of the networking connections down the road. Mr. Brown thanked the board for their continued support in staff attending those type of events.
3. Mile-Marker 00 Bike Station: Mr. Brown said on Lakeside Avenue where it connects to Colorado Avenue, you can see the lake. The Lorain County Metro Parks has started clearing of the brush. Before the bike trail we used to have trees and brush behind our flagpoles. Now that's a clear view of Lake Erie. It's a dramatic difference in appearance. The new Bike Station should be open by Memorial Day 2022 if everything goes according to plan, and Mr. Brown expects it will. Mr. Mullins asked about a grand opening? Mr. Brown said yes, we will likely plan a ribbon cutting with the Metro Parks. He challenged the board members to take a ride on the bike trail.

C. Assistant Director

1. Brownfield Assessment Grant: Ms. McClelland said we tried to obtain grant funding in the last two cycles and were unfortunately unsuccessful. She said we missed by a small margin and were encouraged to apply again. We could receive up to \$500,000 in assessment dollars for the City of Lorain. The focus would be on industrial properties.

Mr. Mullins presented:

A RESOLUTION AUTHORIZING THE FILING OF AN APPLICATION WITH THE

UNITED STATES ENVIRONMENTAL PROTECTION AGENCY (U.S. EPA) FOR THE BROWNFIELDS ASSESSMENT GRANT.

Mr. Sommers moved to approve Resolution No. 2021-29. Second by Ms. Bonilla. Roll call vote as follows:

Ayes: 8 Nays: 0 Abstain: 0 Resolution Passed

2. Kelley's Island Ferry Boat Line Project Update: Ms. McClelland said the vessel is in the water. She and Mr. Brown are in Louisiana and will be touring the boat tomorrow. The shipyard is completing the finishing touches and there is about seven (7) weeks of work left. We're in a good place right now, said Ms. McClelland. Mr. Veard asked how long it would take the boat to get to Lorain once it's ready? Ms. McClelland said it's expected to take 30 days of travel on the water. Mr. Nielsen asked if that would be in spring 2022? Ms. McClelland said the vessel likely won't leave the yard this year. Some think it might be possible, but the tricky part is when the Great Lakes freeze.

V. Report of Committees

A. Contract Management Committee

1. LoCo 'Yaks Sublease: Mr. Zellers turned the floor over to Mr. Brown. Mr. Brown said we did a one-year lease this year with the LoCo 'Yaks for the building at Riverside Park. This was the first season with the new floating EZ Dock launch. We went back and forth and in conversations with the LoCo 'Yaks, they predicted having at least 1,000 launches and potentially having as many as 2,000. According to the report they submitted, the LoCo 'Yaks had a slow season with only 561 launches. Mr. Brown wants to send this item to committee to discuss the various options, such as a request for proposals or maybe a one-year extension. Mr. Brown said he was a little disappointed. With there being 1,000 launches at the Black River Wharf last year, we thought that was our baseline and expected more this year with the new launch. The meeting would be prior to the December regular meeting. Mr. Zellers moved to take the LoCo 'Yaks issue to the next contract management committee meeting. Second by Mr. Sommers. Motion carried.

2. Architect Work Session: Mr. Brown said late last month there was a healthy work session with stage architects. Board members were able to offer some input in a questions and answers-type session with the architect team. They gave quick introductions and they're now hard at work. Mr. Brown is excited for the next presentation. After that we should have a good idea of the scope and budget. Fundraising is on the horizon, as well as exciting times to come. Mr. Zellers asked if the next meeting was scheduled? Mr. Brown said it's to be determined. The architects are digesting the information and formulating a design now. He hopes to have the meeting close the end of the year.
3. Employee Health Insurance Agreement Renewal: Mr. Brown said a number of years ago we joined the Lorain County health plan. They were gracious to offer us another three-year term. The rates are the same and the plans are the same. We can't beat the price they get. Mr. Brown recommended board support.

Mr. Mullins presented:

A RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR TO RENEW THE AGREEMENT WITH THE COUNTY OF LORAIN FOR HEALTH INSURANCE FOR LORAIN PORT AUTHORITY EMPLOYEES AND TO PROVIDE ALL NECESSARY ASSURANCES.

Mr. Scott moved to approve Resolution No. 2021-30. Second by Mr. Nielsen. Roll call vote as follows:

Ayes: 8 Nays: 0 Abstain: 0 Resolution Passed

B. Strategic Development Plan Committee

1. Mr. Kuszniir said he had no report.

C. Marketing and Public Affairs Committee

1. 2021 Shuttle Boat Operations: Mr. Nielsen turned the floor over to Mrs. Leyva-Smith. She said the board packet included a one-pager about the number of tours, passengers, etc. There were 162 trips scheduled and 145 of those trips were able to run. Only two public trips were canceled due to no captain being available, however, a private tour was taking place at that same

time. We had great success with our team of six captains. History Excursions did very well again and only three seats were left unsold. We unfortunately didn't see a profit in 2020 or 2021, but 2020 was far from a normal year. The Water Taxi ran 19 times in 2021 and captured 486 passengers. Most of the passengers picked up from The Shipyards (223) or the Black River Landing (200) docks. Mr. Mullins asked if not charging the water Taxi passengers contributed to our loss this year. Mrs. Leyva-Smith said yes. Mr. Brown said without the Water Taxi we probably break even. Mr. Mullins said he think the taxi started off slow but was well-received. He recommended asking the restaurants at the docks we visit to contribute or donate so at least the cost of the captain is covered. Mr. Scott asked if the Water Taxi cost us around \$13,000 to run? Mr. Brown said yes. The report is a full picture of the boat costs, including captain hours, insurance, fuel, storage, etc. It cost us around \$70 per hour or \$275 per trip to run the boat this year. The captain's rate is \$25 per hour. Ms. McClelland said it was probably a little more than \$10,000 to run the Water Taxi this year and we made no profit on it. She estimated 25 trips would cost around \$15,000. A majority of the loss was the Water Taxi. Mr. Nielsen said he would like to take the Water Taxi to committee and come back to the board in January or February. Mr. Brown agreed and said it would be good to determine who would be a financial supporter. Mr. Nielsen thanked Mrs. Leyva-Smith for the information. Mr. Mullins said most businesses set a budget early in the year, so now is the time to talk to them. If we wait until May, budgets might already be set. Mr. Nielsen said he wants this to be wrapped up by February. Mr. Sommers asked if any businesses benefited from the Water Taxi. Mr. Nielsen said the data leads him to believe The Shipyards is benefiting from the taxi. Mr. Scott said he understands the Water Taxi, but what about a trolley going to restaurants on Broadway and then going down to Black River Landing? Mr. Mullins said The Shipyards has one, but he thinks the boat ride is to get people to the downtown area. The restaurant owners sounded interested in supporting the Water Taxi, but we didn't make a specific ask. We wanted to see if the concept would work. Mr.

Nielsen said it was a learning curve. We now have the data to run it better. Signage is one area for improvement. There are now dedicated slips at each location to help avoid Mr. Mullins thinks it's good, but we shouldn't shoulder the entire financial burden. Mr. Scott asked how long the trip was? Mrs. Leyva-Smith said it was about 50-minutes round trip, or 10-15 minutes between each. Mr. Nielsen moved to take the Water Taxi to the Marketing Committee. Second by Mr. Sommers. Motion carried.

D. Financial Planning and Audit Committee

1. Set meeting date for 2022 budget discussion: Mr. Kuszniir said we need a budget meeting. He plans to coordinate schedules with Mrs. Smith and set a meeting date. Expect an email.

E. Bylaws and Personnel Committee

1. Set meeting date prior to December Board Meeting: Mr. Sommers said he had no report. Employee projections. Joint meeting maybe.

VI. Other Business

- A. None.

VII. Public Comment

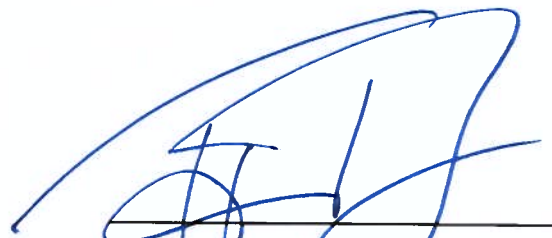
- A. None.

VIII. Adjournment

- A. There being no further business to come before the board, Mr. Veard moved to adjourn. Mr. Kuszniir seconded. Meeting adjourned at 7:37 p.m.



Brad Mullins, Chairman



Tom Brown, Executive Director