

Lorain Port and Finance Authority
Board of Directors
Joint Committee Meeting
Marketing and Public Affairs & Strategic Development Plan
Port Office
Tuesday, May 11, 2021, at 5:00 p.m.

Committee Members: Messrs. Kuszniir, Nielsen and Zgonc (Marketing)
Messrs. Kuszniir and Mullins (Strategic – No quorum)

Board of Directors: Messrs. Scott, Sommers, Veard Jr., Zellers

Staff: Tom Brown, Executive Director
Tiffany McClelland, Assistant Director
Yvonne Smith, Accountant
Kelsey Leyva-Smith, Office Manager
Lil, Goose Dog

Guests: Rick Payerchin, Morning Journal
Ron Cocco, Clark & Post Architects
Tari Rivera, Regency Construction Services

I. Roll Call

A. The Marketing & Public Affairs Committee Meeting was called to order at 5:00 p.m. by Chairman Carl Nielsen. Roll call indicated a quorum present. There were not enough Strategic Development Plan Committee members in attendance to have a joint meeting.

II. Report of Chairman

A. Presentations for Stage Top Project: Mr. Brown said this is a vision session. They have gathered thoughts and want to make a presentation. Today begins the process of the permanent stage top. Working to locate a third group.

1. Presentation 1: Mr. Ron Cocco said Clark and Post is a local Lorain firm. He is a principle and president of the business. They are here to discuss proposed improvements being considered for the Black River Stage. Osborn Engineering would be the structural engineers. He's worked with them over 25 years. Karpinski Engineering out of Cleveland, Mechanical Engineers, who he has worked with over 45 years, and Regency Construction would also be involved. Mrs. Tari Rivera is here today from Regency Construction. They put

together pricing for a preliminary design. Mrs. Rivera will touch on project delivery. With every project, they like to know the group they're working with and their mission. They want to maximize what we have and encourage waterfront activity. They think we have a good foundation. Mr. Cocco said the Lorain Port and Finance Authority is the key economic development driver in the region. In approximately August 2019, he met on the site with Mr. Brown to discuss potential ideas. Notes from that day included the aging fabric stage cover, operation and maintenance costs, the current need for rental of event equipment, an office for promotion, storage space and a green room. A manageable assigned capital budget would need to be in place. The budget is a key element of the project. A program of requirements is needed for improvements. There will need to be enhanced stage space which will enhance the performance and give space for permanent year-round storage, a green room, restrooms for performers, and a closable, secure storage area for permanent lighting and sound equipment. Mr. Cocco said they look to utilize the infrastructure already existing here. They want to create a distinct design essence, a community vision, and an event stage to elevate Back River Landing as a premier destination for outdoor live events. Black River Landing is strategically located. There are alternative ways of building. Approximately 15-19 years ago, different methods of building were utilized. Recently state laws and requirements have changed. Mrs. Rivera is the president of Regency Construction Services, which she founded 27 years ago in Brook Park, Ohio. Regency worked with Mr. Cocco on a service building in Lorain and several other projects. Mrs. Rivera said Design, Bid, Build is a common practice or building method. The first alternative is Design Build (DB). In this scenario, the contractor and designer are hired as a team. She said it's the best of both worlds. Designing, crunching numbers, scheduling, etc. are done by the team to provide a recommendation about contingency and is an open book process. Contingency goes back to the owner, which would include the Guaranteed Maximum Price (GMP). Mrs. Rivera said the other approach is Construction Manager at Risk, which is a three-entity team

putting the project together. Mrs. Rivera recommended the Design Build (DB) process. Mr. Cocco said the site has numerous attributes that make it attractive. One is a focus on functionality. Second is a focus on form – the idea of movement, dance and music. Mr. Cocco provided a rendition with the gray area representing the current stage and the pink representing the expansion. He proposed hanger doors to close during the winter months. The right wing would be a green room with restroom and office space, too. The existing stage is about 2,200 square feet. They propose about 150% increase in size. Mr. Cocco said he has a very collaborative firm. It's a volatile time with pricing, so they think alternative methods of approach works well. Why chose their team? Mr. Cocco said number one he's local and has pretty good knowledge of the area. He said they are committed to projects and clients and have a proven design approach. He described his team as very interdisciplinary, inclusive and collaborative, and committed to design excellence. Principal involvement would be from start to finish. He said they listen, care and pay a lot of respect and attention to their clients. Mr. Brown said he thinks the team did a great job going over a quick wish list. Today is about the board members' questions. Mr. Cocco sees this as a catalytic project. Mr. Bob Earley had the insight to see the potential this space had. Between Cleveland and Sandusky, Black River Landing is what is available. The potential here is just waiting to happen, and not just as a music venue. Mr. Cocco said a bid package would be created toward the end of this year and he indicated the project would not start until September or October 2022 and be completed by 2023. Mr. Brown suggested the board members could make a trip to Mentor, Ohio to view their facility.

2. Presentation 2: Mr. Brown said Mr. Robert Maschke is the second firm proposing a design concept. Mr. Maschke said his presentation will be much different than the last. He doesn't want to presume anything. He wants to discuss ideas and establish budgets, then work from there. He approaches each project in a unique way. He thinks this is about making it an iconic stage. His offices are about 20 minutes from Lorain. Robert Maschke

Architects is an award-winning firm, earning hundreds of design awards. The firm built a home that jumpstarted a neighborhood, and a multi-arts room at Cuyahoga County Community College. Mr. Maschke said he works well with clients and in a creative way. He does not do his best work without guidance from the client. Mr. Mullins said a goal of our project is to make Lorain a destination. He is excited to see the design they came up with. Mr. Brown said a goal should be people taking pictures even when events are not happening. Mr. Nielsen said to him the roof sets the tone for the uniqueness of the project. Mr. Maschke agreed. Mr. Nielsen said the whole site changes when the stage top comes down. He said he would love to see something that blows him away as far as the roofline is concerned. Mr. Maschke said the scope needs to be refined. He does not think \$1 million will get us to where we want to be. Mr. Nielsen said a big challenge is not wanting to close during the summer season from Memorial Day to Labor Day. Mr. Maschke thinks we can accomplish the project during the offseason. Mr. Nielsen wants to start from scratch. He thinks what we have has worked well so far, but he does not want to limit the new design. Mr. Brown said one of the challenges is the setup and teardown for lighting and sound. He wants that to be permanent. People sometimes think we have it and we do not. Raising rates is also a consideration. Mr. Mullins said we could add larger acts, too. Mr. Maschke said the sky's the limit. It depends on what we want and what the estimations come back at. He indicated he has a pulse on prices for materials and subcontractors. Mr. Zellers asked what Mr. Maschke recommendation as an approach? Mr. Maschke recommended Design, Bid, Build. Mr. Maschke stated he only does three (3) projects a year. Mr. Zellers said it is then a more traditional approach. Mr. Brown asked about keeping skateboards and bicycles off the stage. Mr. Maschke indicated that is a hard condition to deter. Mr. Maschke said initial conceptual design sets the budget, which is what we really want. Mr. Zellers asked for an idea of the time frame – could we start after Labor Day in September? Mr. Zgonc asked about Mr. Maschke's previous stage projects. Mr. Maschke said he had some experience with

stages, but nothing outside like this. The biggest challenge would be geotechnical and wind threshold, but nothing is insurmountable. Mr. Zellers asked what about this project interests him? Mr. Maschke said it's an iconic structure and a unique opportunity. It's visible from many angles. These opportunities don't come around often. Mr. Mullins asked if the stage would move locations? Mr. Maschke said he would not take anything off the table right now.

III. Other Business

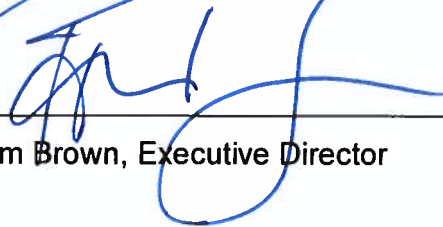
A. None

IV. Adjournment

A. There being no further business to come before the Marketing and Public Affairs Committee, Mr. Zgonc moved to adjourn the meeting. Second by Mr. Kuszniir. The motion carried, and the meeting adjourned at 6:44 p.m.



Carl Nielsen, Vice Chair (Marketing)



Tom Brown, Executive Director