

Lorain Port and Finance Authority
Board of Directors
Contract Management Committee Meeting
Thursday, September 2, 2021, at 5:00 p.m.
Port Offices

Committee Members: Messrs. Nielsen, Zellers and Zgonc (3)

Board of Directors: Messrs. Bonilla, Mullins, Scott (left @ 6:14PM) and Sommers

Staff: Tom Brown, Executive Director
Tiffany McClelland, Economic Development Director
Yvonne Smith, Accountant
Kelsey Leyva-Smith, Office Manager

Guests: Ron Cocco, Clark and Post
Chris Tilton, About the Stage
Jonathan Kurtz, J Kurtz

I. Roll Call

A. The meeting was called to order at 5:02 p.m. by Chairman Jeff Zellers with roll call indicating a quorum present.

II. Disposition of Meeting Minutes

A. February 11, 2020, Contract Management Committee Meeting: Mr. Zgonc moved to approve. Second by Mr. Nelsen. Motion carried.

B. December 08, 2020, Contract Management Committee Meeting: Mr. Nielsen moved to approve. Second by Mr. Zgonc. Motion carried.

C. February 2, 2021, Contract Management Committee Meeting: Mr. Zgonc moved to approve. Second by Mr. Nielsen. Motion carried.

III. Report of Chairman

A. Chairman

1. Stage Project Presentation by Clark and Post: Mr. Zellers said we're here for Clark and Post's presentation tonight. He turned the floor over to Mr. Ron Cocco. Mr. Cocco thanked board for the opportunity. Members of the design team are in attendance. Mr. Jonathan Kurtz is principal with J Kurtz and Associates. He is the 2012 recipient of emerging artist with Cleveland

Arts and an instructor with Kent State and the Cleveland Design Institute. Mr. Chris Tilton is also here. His firm, About the Stage, does sound and lighting consulting and brings a wealth of knowledge to the project. Mr. Kurtz said he's worked in performing arts at Oberlin and other places for a number of years. What he thought was important is a creative way to capture the potential of this place. They want to make it work for existing uses and new ones, too. Planning is a bit premature, but they want to share their preliminary ideas. Mr. Kurtz said Clark and Post would be the main, and then the other two firms would be design. Mr. Cocco is key point of contact, but they'd be there every step of the way. They were involved with an archway project in Slavic Village and recently opened a 5-acre park in Boston. Mr. Kurtz said they're always looking for creative ways to tell the history of the specific place. Mr. Tilton said he renovated a historic theatre, which led indirectly to what he does today in theatre planning and design. He can bring experience into what he does today. Mr. Kurtz said this is your list of must haves with a target budget of \$3 million. He believes they can help us right-size the project. Mr. Tilton said they start with the want list and then they drill down to the details of each option. They'll assess components such as audience needs and site capacity. Mr. Cocco said there are two sides to this project: the budget and what we want the venue to become. He thinks they need to understand operational goals. It may change from what it is now. Mr. Kurtz said they talked about setup, take down, crew members, and what barriers there are for different acts. He said they looked at what might cost more over time. What can we do to improve on what we offer? (Seasonal use.) Mr. Kurtz said he can see how the pandemic impacted industry. They bought a model as a visual tool. Mr. Tilton said the stage is angled in a way that the whole area isn't engaged. Along the water is a great location. Mr. Tilton said two shortcomings currently are no rigging and it's not a permanent top. He thinks overheads are a major need. Mr. Kurtz said the existing stage is a good size for the greenroom. There is not as much wing

space as regional shows need currently. Production won't care if it's raining, but they don't want to move everything to the center of the stage, so it doesn't get wet. The group wants to make sure they understand our thought process. Mr. Cocco said they're trying to diversify. They're focused on budget but can give us expertise. Not just local, but regional. They're a good team to work with. He opened to questions. Mr. Mullins said we want to make this a destination. He wants people to drive over the bridge and ask, "what's that?" Concerts have been successful. We could possibly relocate the VIP section. Mr. Tilton said in Dayton, there is more than one VIP area. What can they do so our venue is attractive from a cost perspective, too? They want "huh" then "wow" and not "wow" then "huh." Mr. Scott asked if the mentioned material could withstand the elements here? They said yes, it's sustainably harvested and durable. Mr. Scott asked if any other changes were needed on the site? Mr. Kurtz said they've talked about a number of different improvements. Mr. Tilton said there are items they would love to explore, but with \$3 million they'll likely use all of it. Mr. Nielsen said when the sun goes down, everyone looking at the stage will be squinting. He also mentioned the construction timeline and that we do not want to cut off Mr. Bob Earley's schedule. Site work could start at the end of the 2022 season. You could potentially have all materials ordered, and then you can start immediately. Mr. Nielsen said we have a limited budget, but we need to look at the big picture. Mr. Tilton said the stage elevation is a little low. Reshaping and using the existing area as a second stage is a possibility. Mr. Cocco said it gives you flexibility, or two venues in one. Mr. Mullins said he likes the approach. On track with working with what we have. He's looking for the "wow-factor." It's got to be in the budget. Mr. Tilton said he'll focus on theater systems. Power distribution, lighting, sound, rigging anchors. Mr. Cocco said J Kurtz will be heavily involved in the beginning. Clark and Post will have oversight of project. Nothing is "handed off." They work together the whole time. Mr. Zellers asked how they saw this from a constructability standpoint:

What type of contract should we look at? We'll need cost control at various intervals. Mr. Tilton said cost control can happen through square footage. Mr. Zellers said what cost associated with current project? Chris said about \$9.5 million, plus design fees. Mr. Zellers asked for examples in our price range. Mr. Zellers asked if they had a price range for our project? They said no, there are too many variables. We need to drill down to determine must-haves and then choose products accordingly. Naming rights is also a possibility. Mr. Zellers asked how Mr. Cocco would help us fundraise? He said he can make introductions, promote and make pitches alongside us. Mr. Zgonc asked about the different power needed for different performances? They said this would be explored in the design phase.

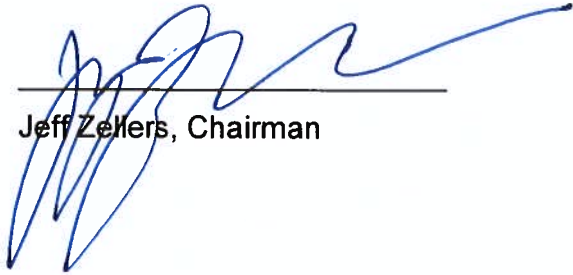
2. Discussion: Mr. Zellers said it might be good to have a committee meeting before the board meeting and then maybe make a recommendation. He thinks they should be looking at a scoring matrix. Is that possible? Mr. Brown said yes, we can alter the Oasis Marinas one and use it. Mr. Zellers said he thinks they can do the work. He worries we may be overpaying for design. He liked the approach, but we have no idea what that would cost. He was hoping they'd have examples. He hopes the design team has a better understanding of staying on that budget. Methodology was a little weak. He also thinks Mr. Cocco could have jumped on fundraising. Mr. Mullins said price is important. Mr. Brown said he's disappointed because they had an additional two weeks. He hoped they would give us a number tonight. They missed the mark on that a bit. He's also a little surprised in some of what was said. Mr. Cocco is local, who has been at concerts, and they suggested people come by boat. People already attend by boat. Mr. Mullins said they were poor presenters. He doesn't think they were very creative. Mr. Brown said what we've seen is two firms came in, one didn't, and then they changed their approach. We're trying to keep this close to the vest. How long will a meeting need to be, Mr. Zellers asked? Mr. Brown will send out a matrix. Committee will be at 6 p.m.

IV. Other Business

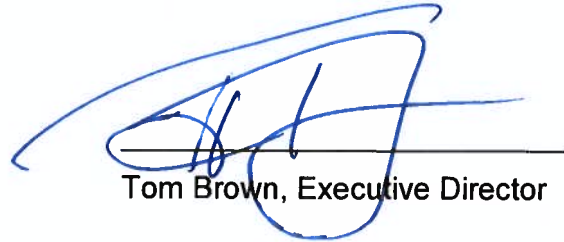
A. None.

V. Adjournment

A. There being no further business to come before the board, Mr. Nielsen moved to adjourn. Second by Mr. Zgonc. Meeting adjourned at 6:39 p.m.



Jeff Zellers, Chairman



Tom Brown, Executive Director