

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

Committee Members: Messrs. Kusznr, 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
Kelsey Leyva-Smith, Office Manager
Lil, Goose Dog

Guests: Rob Koscho, LoCo 'Yaks
Stephanee Moore-Koscho, LoCo 'Yaks
Alex Amata, Oasis Marinas at Port Lorain (6:42 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. Disposition of Meeting Minutes

A. September 1, 2020, Joint Contract Management & Strategic Development Plan Committee Meeting Minutes: Mr. Veard moved to approve the meeting minutes. Second by Mr. Kusznr. Motion carried.

B. February 9, 2021, Contract Management Committee Meeting Minutes: Mr. Kusznr moved to approve the meeting minutes. Second by Mr. Veard. Motion carried.

C. September 14, 2021, Contract Management Committee Meeting Minutes: Mr. Zgonc moved to approve the meeting minutes. Second by Mr. Kusznr. Motion carried.

III. Report of Chairman

A. LoCo 'Yaks Sublease Agreement: Mr. Zellers said Mr. Rob Koscho and Mrs. Stephanee Moore-Koscho are here. He turned the floor over to them. Mrs. Moore-Koscho said 2021 wasn't as good as last year. The launch broke away

and was stuck for three weeks. This caused a slight delay to the start of the season. In 2021, they got a shipping container for storage, more kayaks, they painted the container and planted a pollinator garden. Last year their lease was \$50 per month during the off season and \$1 per launch. She wants to change that to \$1 per launch in June, July and August. Then September would be whatever is greater: \$50 or \$1 per launch. Mr. Zellers asked how many kayak rentals there were this year? Mrs. Moore-Koscho said 561. He said year before was 878. We hoped the new location would increase the number of launches. Mrs. Moore-Koscho said they were hopeful of that, too. The kayak-specific launch was great. People liked the new location. She thinks it had to do with the changes in the pandemic. There were more options of things to do than in 2020. Mr. Koscho said June was better than July and August. And unfortunately, June they weren't able to open until the 22nd. Mr. Sommers asked how many kayaks they have? Mr. Koscho said 30, including adaptive boats. They don't really use those in the regular fleet. Mr. Zellers said in February 2021 there were issues with the container. How did that work out? Mrs. Moore-Koscho said it was approved by the city. Mr. Zellers asked Mrs. Moore-Koscho to repeat their proposal. Mrs. Koscho said it would be \$50 per month in the off season. They open in May, Memorial Day weekend. June, July, August would be \$1 per launch. In September, they propose to either pay \$50 or \$1 per boat, whatever is higher. Mr. Zellers asked where they would go if they weren't at Riverside Park? Mrs. Koscho said they would sell the business. Mr. Zellers asked about the ramp? Mr. Brown said when it was engineered, he doesn't think they considered the wave action. They fixed it once after the first breakaway. The second break opened their eyes to the wave action. We as an organization are going to have to schedule and pay to have it installed and taken out each year. Mr. Zellers asked if we could move the launch? Mr. Brown said we'd have to ask the grant organization, the Ohio Departments of Natural Resources. Mrs. Koscho said she's open to moving it and thinks the state will be okay with moving it, as long as they have the same amenities as they do now. Mr.

Brown thinks you'll need a machine each time you place it in and take it out of the river. Mr. Zellers asked if Oasis Marinas had interest in Riverside Park Building? Mr. Brown said he's not had the dialogue. Mr. Zellers said he's trying to find a way to support LoCo 'Yaks and wonders what a better location might be. Mr. Koscho said so many people liked the launch this year. People from Akron visited to use it. Word about it spread pretty quickly. Riverside Park was nice for those who wanted to go on the lake, and for beginners who might get tired more easily. The Black River Wharf was nice in 2020 because there was less boat traffic. Mrs. Koscho said they can also operate on windy days at Black River Wharf. Near the mouth of the river, it's less likely to be able to launch on a windy day. Mr. Scott asked what are the rental costs? Mrs. Koscho said two hours is \$30 for a single kayak. Tandem is \$50 and stand-up paddle board is \$40. She said most people do two hours. It's \$10 for each additional hour. Mr. Mullins asked if they sold anything? Mrs. Koscho said they sell used kayaks at the end of the season. Mr. Mullins said he thought they wanted a retail store? Mr. Koscho said they wanted to but lost focus when the launch broke free. Mr. Mullins asked what days they are open during the week? Mrs. Koscho said they are open Wednesday through Sunday. They also do Monday Paddle Nights. Mr. Mullins said it sounds like Black River Wharf was better. Mrs. Koscho said yes, but they don't want to leave the launch. If they move, they want the launch and shipping container to move, too. Mr. Zellers asked about the marina? Mr. Koscho said it's not as ideal of a location. It'd be hard to get up the river in on hour on a windy day. Mr. Zellers asked about the Shipyards? Mr. Mullins said it's too congested. Mr. Zellers asked what LoCo 'Yaks thought about a month-to-month lease to give us and them an opportunity to look at alternatives? Mrs. Koscho said they could consider this for a couple of months, but they have to start planning for their season after that, especially if there need to be changes in advertising. Rentals open Memorial Day Weekend (May 27). If the weather is appropriate, they're hoping to open the launch sooner. The building is just the office in the off-season. It's used mostly by appointment. Mr. Zellers said

month-to-month would be January to March. That gives us a little time to get a better understanding of any other interest. Mr. Brown said it also gives us time to get a cost to install and remove the launch each year. We should have that by Friday. Mrs. Koscho said a concern she has is being able to use the launch regardless of where they are. She wants to work with the port to find somewhere to be with the launch because their business relies on it. Mr. Brown said when we get a storm, all the debris gets caught in the launch. It seems like a good position, but bad weather creates a lot of wave action. Mr. Zellers asked if the cost to repair and install the ramp is on the port? Mr. Brown said yes. Initially, we did a \$1 lease with the LoCo 'Yaks for four years to foster the business. A new lease was implemented following the launch installation to help recapture some of our costs, which are close to \$10,000. The current lease will expire December 31. He agrees with Mr. Zellers month-to-month suggestion. Mr. Zellers moved to carry-on month-to-month through the end of March. At that time, we need to let LoCo 'Yaks know what our plans are. Second by Mr. Zgonc. Mr. Kuszniir suggested pushing this up to January. Ms. McClelland said that's too quick. Motion carried.

- B. 2022 Independence Day Fireworks Display:** Mr. Brown said we went out for proposals for the fireworks display. American Fireworks submitted on time. Rozzi Fireworks, who did the Bonaminio event in September, submitted a day late. Will we accept and review it? Mr. Mullins asked if Mr. Jim Bonaminio was interested in donating? Mr. Brown said he recommends contracting with American and then reaching out to Mr. Bonaminio about Rozzi. Mr. Mullins said it could be two separate events. In the interest of fairness, American Fireworks was on time. They do a great job. Mr. Zgonc said he doesn't like Rozzi's rain date policy. Mrs. Leyva-Smith agreed. Mr. Brown said he was impressed with Rozzi, but it was a smaller shell size. Mr. Zellers said the conversation with Mr. Bonaminio can be separate. Mr. Veard moved to go with American Fireworks for one year. Second by Mr. Zgonc. Motion carried.
- C. Jet Express Agreement:** Mr. Brown said he's very happy with what he and Ms. McClelland were able to negotiate. We attempted daily service initially

and it didn't work. At that time, we made amendments to the agreement to pay the Jet to come to Lorain. We would put a placeholder in our budget and try to make revenue. That also ended up not working. Mr. Brown said that amendment expired. Our grant agreement is through 2028. Mr. Kelly Freimark is the Jet Express's new captain. We reached out to him and asked for the Jet to come to Lorain a minimum of 5-10 times a year. We're not going to pay them to come here or sell tickets. They're going to set some events, if this is approved, and the dates will be on their calendar. We get a small surcharge and fee on each ticket sold out of Lorain. They still want to come to Lorain after the grant expires. Mr. Freimark is interested in finding creative ways to come to Lorain. (Mr. Alex Amata, 6:42 p.m.) Mr. Zellers said this is a good idea, but noted there is a big difference in five to ten times per year. Can that be nailed down, or mutually decided? Mr. Brown said they want to set schedule by January and include us in their publication. Mr. Mullins said his concern is they'll find an excuse to not come to Lorain. He wants the dates to be scheduled. Mr. Brown said a simple amendment to that affect could solve that concern. The Put-In-Bay Wine Festival was an idea. Mr. Freimark is being extremely cooperative. He's asked what we want and what works well out of our harbor. Mr. Mullins wants some reassurance. Mr. Zellers suggested a minimum of eight events. Mr. Mullins asked if the boat was left here, could we hire a captain to drive it? Mr. Brown said not currently. Mrs. Smith said we'd also need insurance to do that. Mr. Zellers moved to recommend to the full board the signing of an amendment where the Jet Express comes to Lorain at least eight times per season. Mr. Veard seconded. Motion carried.

- D. 2022 Lighthouse Tour Agreement: Mr. Brown said there are no changes to this agreement. Mr. Zellers asked how their season went? Mr. Brown said it was great. If anything, they need more volunteers. Mr. Kuszniir moved to recommend to the full board approval of the agreement. Second by Mr. Zgonc. Motion carried.
- E. 2022 Litter Control Agreement: Mr. Brown said we increased service due to COVID-19 and more walking traffic. Service used to only be once a month

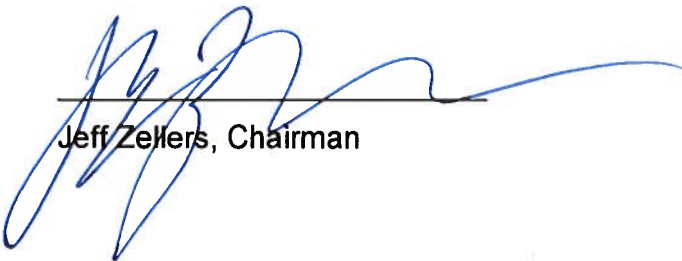
during our off season. Overall, it's a \$1,600 increase compared to last year. Litter control service would be biweekly throughout the winter. Mr. Zgonc moved to recommend to the full board accepting the 2022 Litter Control Contract with Murray Ridge. Second by Mr. Veard. Motion carried.

IV. Other Business

A. Mr. Kuszniir asked if the LoCo 'Yaks conversation was predicated on the issues they're having? Mr. Zellers said the location is an issue, and asked is it something we can have a better use of? Mr. Mullins said others are interested in the Riverside Park Building and they are willing to pay top dollar. Mr. Brown said the LoCo 'Yaks were expected to contact us, and he ended up having to reach out to them. Mr. Zellers said he thought it was telling that the Lighthouse Tours did well, but kayaking didn't. Mr. Mullins said it's not the best river to kayak on.

V. Adjournment

A. There being no further business to come before the board, Mr. Kuszniir moved to adjourn. Second by Mr. Veard. Meeting adjourned at 6:59 p.m.



Jeff Zellers, Chairman



Tom Brown, Executive Director