

Lorain Port and Finance Authority
Board of Directors
Regular Meeting
Port Office
Tuesday, April 11, 2023, at 7:00 p.m.

Board of Directors: Ms. Kiraly; Mrs. Silva Arredondo; Messrs. Mullins, Nielsen,
Scott, Veard, Zellers and Zgonc (8)

Staff: Tom Brown, Executive Director
Tiffany McClelland, Assistant Director
Yvonne Smith, Accountant
Kelsey Leyva-Smith, Office Manager
Mike Brosky, Esq., Port Attorney

Guests: None

I. Roll Call

A. The meeting was called to order at 7:07 p.m. by Chairman Brad Mullins with roll call indicating a quorum present.

II. Pledge of Allegiance

III. Disposition of Meeting Minutes

A. March 14, 2023, Regular Board Meeting: Mrs. Leyva-Smith said there were no corrections. Mr. Nielsen moved to approve the meeting minutes. Second by Mr. Veard. Motion carried.

IV. Report of Officers

A. Chairman

1. Board Elections: Mr. Brown said he is the secretary as defined in the bylaws. He opened the floor to nominations for vice chair. Mr. Mullins nominated Mr. Nilsen. Second by Mr. Zgonc. With no other nominations, Mr. Nielsen was unanimously reappointed as vice chair. Mr. Brown opened nominations for Chairman. Mr. Nielsen nominated Mr. Mullins. Mr. Veard seconded. With no other nominations, Mr. Mullins was unanimously reappointed to chairman.

2. Correspondence received:

a. Mr. Brown said every county has an economic development department that is a separate non-profit entity to work with Team NEO except Lorain.

We don't have one, and the last time we did it was Team Lorain County. It was run by the county commissioners and administration and the board was made up of elected officials. The Lorain County Chamber of Commerce hired an outside firm and has been doing research. We've been involved. Team NEO is behind this and Jobs Ohio is behind it. Lorain County absolutely needs this type of organization. They are trying to create this group, and in order to have an executive director and staff, they need funders. Most every city in the county is on board with commitments of \$10,000 a year for a three-year term. The college is on board, and some businesses, too. Ms. McClelland said the goal is one third public funding, one third businesses and one third non-profits. The first-year budget is projected at \$500,000. Mr. Brown said it's within his threshold to sign the \$10,000 contract, but he wanted board support. He sees great value in this and thinks we should be a part of this. It would include an economic development advisory board, and he and Ms. McClelland would have a seat at that table. They are starting to appoint board members now. They initially asked for \$10,000, but Mr. Brown said he didn't think our budget could be evenly compared to a city. He wants to commit to at least a year and then revisit annually. He thinks they have a good blueprint and offered to bring in representatives for a presentation if wanted. Mr. Brown said he and Ms. McClelland have been involved for 18 months. Mr. Mullins asked if it was \$5,000 or \$15,000? Mr. Brown said it would be \$5,000 a year for three years, but we would approve it annually. Mr. Mullins asked if they're trying to bring businesses to the area or raise finances for businesses? Mr. Mullins asked if the county port was involved? Mr. Brown said he wasn't sure if the county was involved. Ms. McClelland said the state created Jobs Ohio to have a separate agency to go at the speed of business and have money separate from government dollars. Then they formed regional agencies, ours is Team NEO. From there they helped people form county agencies about 12 years ago, which is when Team Lorain County was formed. Lorain County messed it up and

we've been without one ever since. Every other county has one, and the state has developed best practices over the years. The key is they're separate to move at the speed of business. This new organization would work to get businesses, retain businesses, give incentives, at the county level. The biggest downside to not having this agency is Team Neo and Jobs Ohio cannot give us access to certain resources because we're local government and subject to public records requests. They will talk and meet with us, but we don't have access to a lot of resources. Mr. Brown said Team NEO serves 18 counties, and of those 17 have county agencies. Mrs. Silva Arredondo asked if the city put in? Mr. Brown said yes, \$10,000 per year for three years. Ms. McClelland said every city but Sheffield made that commitment. Mr. Brown said we have a good relationship with Team NEO, but they're waiting on Lorain to create an agency. Mr. Zgonc asked the benefit to us? Mr. Mullins said we'd be operating the way we should and open us to more opportunity. Ms. McClelland said the biggest benefit is we focus predominately in Lorain. The county would have a better touch on what's actually happening with economic development countywide. Mr. Mullins asked if there would be a staff? Ms. McClelland said yes, they will be hiring an executive director and from there they hope to hire a staff member. We don't have anyone to sit at the table with Team NEO and advocate for us. Government agencies aren't allowed. This organization will be created whether we're a part of it or not. It brings more info, more help, more pipeline projects. Mr. Scott asked why our amount would be \$5,000 instead of \$10,000? Mr. Brown said we're a smaller organization with a different funding level. Ms. McClelland said if we're not a part of this, we're going to miss out. Mr. Brown said we need to make more deals. Mr. Scott moved to give the blessing to move forward with three years at \$5,000. Mr. Mullins wants it tracked. Ms. McClelland said we have no opportunity right now due to a bad system. Mr. Scott amended his motion to include reporting. Second by Mr. Zellers. Motion carried with Mr. Zgonc voting no.

B. Executive Director

- 1. LPD, Port & Oasis Marinas Mile-Long Pier Security Plan:** Mr. Brown said we've got an asset at the Mile-Long Pier. Because it's a 24-hour asset, we have issues there late at night. When it is warm, people drag race. Oasis has hired security, but it doesn't work. The people run when they see the police coming. We've unfortunately lost boaters as a result. We along with Oasis and LPF, we've come up with a two-prong plan. There will be a flock camera installed at the top of the hill. It reads license plates, car color and make. That information goes in a database. There will also be a camera on a pole at the end of the pier. It needs to be signed correctly, too, so people know it's monitored by police. They now know who are problem vehicles are, so when that license plate pings, they can use the camera to zoom in on the car and silently dispatch officers. Mr. Brown said it must be two pronged – signed correctly and then using the technology. Tickets were handed out recently because police happened to be in the area, but we want to be proactive. Some of the problem lies with Lorain County 911 because people still think it's private property, but that isn't entirely true. It's tough to enforce traffic laws because it's a parking lot, but if people are reckless or selling/using drugs or parties, there are other ticket able offenses. We're using technology as a deterrent. Oasis is discussing the flock camera internally. Mr. Brown said he wants at least 50% from them and possibly they pay yearly for the flock camera. It's \$350 to install and \$3,000 for two years. The city is installing 40 throughout Lorain. We would just be adding to that network. The camera system is about a \$15,000 one-time investment. It would function via Wi-Fi. Mr. Brown said he thinks it's worth the investment. Mr. Zgonc asked about property damage? Mr. Brown said there is some periodically with boat break-ins or people driving on the pier. Mr. Zgonc asked how significant is the boater loss? Mr. Brown said maybe 10-15. Mr. Mullins asked about an entry gate? Mr. Brown said Oasis had explored that as an option. He thought that would be cumbersome, and that's when he reached out to LPD. Mr. Mullins said his fear is that our parking lot wouldn't be a priority and there would be

no response despite the cameras. Mr. Nielsen said he thinks we're better off with cameras. Mr. Zellers asked about the pole for the camera? Mr. Brown said it is existing. Mr. Nielsen said we can't really have one without the other. Mr. Brown said the license plate reader is a deterrent if signed properly. Mr. Mullins asked if we would need to develop our own signs? Mr. Brown said he believed there were options available, but a lot of times they're unmarked to avoid vandalism. Mr. Zellers moved to give Mr. Brown the authority to negotiate with Oasis, to install a camera and frock reader and appropriate signage. Second by Mr. Veard. Motion carried. Mr. Scott thinks this is critical.

2. Survey authorization with McSteen Surveying: Mr. Brown said we've had small surveys done. This is the company working on the schematic design for the stage. He needs authorization for up to \$25,000 to complete the survey work for the stage project. They have good rates and are doing quality work. The architect is very happy. Mr. Mullins confirmed that would come from the stage fund. Mr. Zgonc moved to give Mr. Brown authorization up to \$25,000. Second by Ms. Kiraly. Motion carried.
3. Mile Marker 00 Update: Mr. Brown said the mile market that we received a grant for has some serious supply chain issues. The curve/corner of Lakeside and Colorado Avenues is all carved out and looking great. The engineer is happy and impressed with the design. ODNR is excited for us to get this done. It's all set and leveled. We have all of the fixtures, which includes 3 swings, 3 benches, a kiosk, a bike repair station and trash cans ready to go. There will be paver art and textures of concrete. It will be a quality complement to the bike trail. It'll show the trail maps and have landscaping, too. We want to do a ribbon cutting before Labor Day.
4. Delayed control burn due to dredging: Mr. Brown said we now want to wait until fall due to the birders. Dredging was completed pretty quickly.

C. Assistant Director

1. TIF Agreement: Ms. McClelland said we've been approached by the city to enter into an agreement with them again. We used to manage it for them, but with the change in administration in 2019, they hired a professional service.

They hope to have the proposed agreement on city council's agenda for review on Monday. This is different than in the past because before it was approved by the board of control and there weren't any safety mechanisms in place to prevent it being taken from us. We're hoping to better structure it. It will generate revenue for us. It will be 4%, which what we did before. It might be altered slightly, but the agreement will be very similar to the old one. We're working through logistics. The administration approached us about this. Mr. Zgonc asked if we knew what the city paid the firm? Ms. McClelland said no. Mr. Zgonc suggested a higher fee. Ms. McClelland said they have discussed an adjusted fee for the work on the front end that will need to be done since we haven't managed the program in about four years. Mr. Mullins asked about the extra work on her? Ms. McClelland said it won't be much once it's up and running because she already talks about TIF but just doesn't provide projections. She's done that in the past. The biggest lift is going to be seeing it for the first time in three years.

2. RFP Update: Ms. McClelland said this was released at the end of March. We got really great press on this. We were in Crain's Cleveland Business and on News Channel 5. We have been in front of a lot of developers and had an informational meeting. About a dozen attended. She's heard from about a dozen different development groups interested in all three sites. There is a lot of interest. Proposals are due May 17. If anyone needs the RFP, she can send it or it's on our website. We're hoping to receive a lot of submittals. Hoping to have serious conversations come June. Mr. Mullins asked if there are any extension opportunities? Ms. McClelland said we want to hold to our deadline, but we can discuss that as the requests come in. We thought we gave a lot of time, but people are just seeing it for the first time. Mr. Zellers asked how the review will go? Ms. McClelland said the whole committee with the city and Team Neo and Jobs Ohio will review the submissions. Anything on port property will go to the Strategic Development Plan Committee. Then we decide who to engage. Ultimately, the city will determine what they want to do with their properties.

V. Report of Committees

A. Contract Management Committee

1. Mr. Zellers said they have been working with Whiting-Turner and have received their draft of the construction manager at risk contract. Mr. Brosky is reviewing it. They're trying to get together sometime next week. First cost for preconstruction was \$30,000. He thinks that's reasonable. We might need a special call to approve it.

B. Strategic Development Plan Committee

1. Mr. Zgonc said he had no report.

C. Marketing and Public Affairs Committee

1. Bockin' on the River – Octoberfest Event: Mr. Nielsen said this would be an event at the end of September. The committee met before the full board and tossed around a few ideas. Mr. Brown will be getting numbers for the May meeting. Feedback from the committee was positive for this type of event.
2. 4/08/2024 Solar Eclipse Event (Black Out): Mr. Nielsen said this is similar, we want to have a Black Out Party for the total eclipse, and we're a little behind, but we'll have numbers in May to move forward. Mr. Brown said ground zero is Avon Lake. The pier will be a good spot, the hotel is doing a rooftop event.
3. ROTR marketing plans for this season: Mr. Nielsen said we'll be having the Port tent again during concerts. Mr. Brown said we'll make some t-shirts and launch t-shirts during intermission.
4. 2023 Rental Calendar and future rates: Mr. Brown said there will be an updated policy in the future, but rentals will be handled internally.

D. Financial Planning and Audit Committee

1. March 2023 Financial Statement: Mrs. Smith said she went over everything with Ms. Bonilla and completed a mini audit. The financials were held until next month.
2. Mrs. Smith pointed out that at the end of the year, the levy funds were down. A few larger taxpayers missed the deadline. Over the past five years, the average delinquent was \$42,000. This year was \$81,000. Those came in.

3. Mr. Scott asked about Money Market accounts. Mrs. Smith said she's still looking into it and exploring options. She doesn't want to end up paying more in fees than we make in interest.

E. Bylaws and Personnel Committee

1. Mrs. Silva Arredondo said she had no report.

VI. Other Business

- A. Mr. Zgonc asked about the levy? Mr. Nielsen said the earliest would be May 2024. We have to talk about that separately.
- B. Mrs. Silva Arredondo asked about the \$1 million from the city for the stage project. Mr. Brown said they approved \$995,000.
- C. Mr. Mullins asked about ROTR? Mr. Brown said Mr. Early will be running the concerts through 2024. We're working on the transition plan. Mr. Scott wants something in writing. Mr. Brown said he doesn't want to sell ourselves short either. Mr. Scott said he just wants the option of first refusal before Mr. Early does anything with anyone else. Mr. Brosky said the one disadvantage is you're putting in his mind the ability to sell to anyone else.

VII. Public Comment

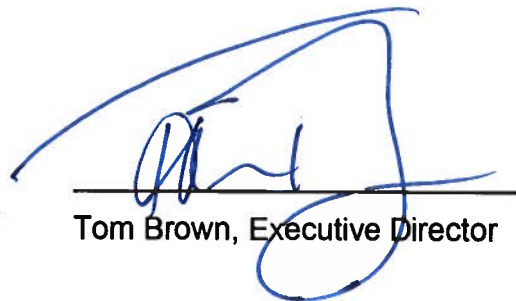
- A. None.

VIII. Adjournment

- A. There being no further business to come before the board, Mr. Scott moved to adjourn. Mr. Veard. seconded. The meeting adjourned at 8:15 p.m.



Brad Mullins, Chairman



Tom Brown, Executive Director