

**Lorain Port and Finance Authority**  
**Board of Directors**  
**Contract Management Committee Meeting**  
**Port Office**  
**Tuesday, September 10, 2024, at 5:00 p.m.**

**Committee Members:** Mrs. Kiraly; Messrs. Veard and Zgonc (3)

**Board of Directors:** Mr. Scott (5:16p), Mr. Mullins (5:17p)

**Staff:** Tom Brown, Executive Director  
Tiffany McClelland, Assistant Director  
Yvonne Smith, Accountant  
Kelsey Leyva Smith, Office Manager

**Guests:** None

**I. Roll Call**

**A.** The meeting was called to order at 5:00 p.m. by Contract Management Committee Vice Chairman Al Zgonc with roll call indicating a quorum present.

**II. Report of Chairman**

**A. Phone and internet services:** Mr. Zgonc turned the floor over to Mrs. Smith. Mrs. Smith said at the last board meeting the board requested she reach out to Lumen, our current provider, for a quote. She reached out to them the next day and they said to give them two business days. She has tried emailing several times and finally Wednesday last week she called and emailed letting them know she needed the quote by last Friday, Sept. 6 in order to go out in the board packet. Still to this day, Lumen has provided no quote. The only quote we have is from Brightspeed. They bought sections of Lumen and are in this area. We have limited options with our location. The chart she created shows the monthly reoccurring charges and one-time charges. If we stay with Lumen, we will be month to month for whatever rate they set. Everyone is anticipating the rate to go up because they will be leasing from Brightspeed. We currently pay \$728 monthly for phone and internet. Brightspeed would be \$765 monthly, which is a \$37 increase. However, we would no longer need Zoom, which would save us \$16 monthly, making the actual increase \$21 per month. This is a 36-month

agreement. The service is cloud based and we're moving up to 100mbps internet to accommodate our future needs related to Rockin' on the River. Mr. Brown said in the last two to three years, Lumen has been incredibly difficult to work with. We can't get a quotes, which shows you their customer service level. He said when we needed a technical solution to power our camera, we got nowhere with Lumen for 3-4 weeks. Brightspeed took a look and found a solution. As much as we would like to cost shop, it would likely be \$250,000 to bring Spectrum down here. Mr. Veard said some of his apartments are switching to Brightspeed. Mrs. Kiraly said Brightspeed new monthly cost is \$765 per month, which is higher than current Lumen cost, but that doesn't include 100mbps internet service or Zoom. Mrs. Smith said yes, currently Lumen is providing us 50mbps internet, but she doesn't have a quote to compare 100mbps. Mr. Veard confirmed the Lumen price is subject to change anytime. Mrs. Smith said yes. Mr. Veard moved to recommend to the full board accepting the Brightspeed proposal for phone and internet services. Second by Mrs. Kiraly. Motion carried.

- B. Gas and electric rates:** Mr. Zgonc said we have the listing of current rates. These have been revised over the last several weeks to get the best rates available, even as late as today. Mrs. Smith said this has been hard to nail down. She got the new rates as of today for both electric and gas. We're looking at 24 and 36 months. The first part comes from the Public Utilities Commission of Ohio (PUCO) where they do an apples to apples comparison. Our current rate is .0679. Some do have an early termination fee, and some say they are a fixed rate, but it isn't the same for each company. If you go above a capacity load, they can still charge you more. The broker from Integrity said most companies do that. Mr. Brown asked Mrs. Smith to check with NOPEC. Their rate is lower, and it is a fixed rate for 24 months. They did not have one listed on their website for 36 months. Mr. Brown said they have a very competitive rate. We've done \$4-5 million in PACE financing with NOPEC as a partner, so in the economic development realm he has always felt odd about our not using NOPEC as an agency. Mrs. McCelland said PACE could be a portion of the stage funding, and they encourage being a NOPEC customer if they're financing a project. With it

being the best rate and because of those relationships, she highly recommends going with them. Mr. Veard wondered if it's lower for 36 months? Mrs. Smith said it depends, sometimes it's higher. Mr. Brown said at the OEDA conference, people are worried about an energy shortage, so he worries rates might start creeping up. Mrs. McClelland said there is already evidence of that in the provided rates. Mr. Zgonc wants separate motions for gas rates and electric rates. The committee is good with 24 months versus 36 months. Mr. Veard moved to recommend to the board going with NOPEC for gas rates. Mrs. Kiraly seconded. Motion carried. Mr. Veard moved to recommend to the full board going with NOPEC for electric rates. Second by Mrs. Kiraly. Motion carried.

### **III. Other Business**

**A.** Mr. Brown said with the acquisition of ROTR, we'll have to make some bylaws changes or additions to be able to have flexibility and confidentiality. He said Mr. Mullins asked him to start working it up based on what our 2018 strategic plan suggested. Mr. Brown sent the language to Mrs. Silva Arredondo for the Bylaws and Personnel Committee, but it has to do with contracts so he wanted to present it to this committee as well. He passed out copies to all committee members. It talks about raising the spending threshold to \$75,000, which was suggested in the strategic plan. No motions are needed now, he just wants to give plenty of time to review. Mr. Brown is worried about being able to book bands/acts and keep it private before we're ready to announce. He said Mrs. Silva Arredondo will bring this up under bylaws.

### **IV. Adjournment**

**A.** There being no further business to come before the committee, Mrs. Kiraly moved to adjourn. Mr. Veard seconded. Meeting adjourned at 5:18 p.m.

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Al Zgonc, Vice Chairman

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Tom Brown, Executive Director