

**Lorain Port Authority**  
**Board of Directors**  
**Regular Meeting**  
**Tuesday, March 10, 2020, at 7:00 p.m.**

**Board of Directors:** Messrs. Bansek, Davila, Kuszniir, Mullins, Nielsen, Sommers,  
Zellers and Zgonc (Mrs. Cook absent)

**Staff:** Tom Brown, Executive Director  
Yvonne Smith, Accountant  
Kelsey Leyva, Office Manager  
Mike Brosky, Attorney  
Lil, Goose Dog

**Guests:** Greg Little, Lorain resident  
Rick Payerchin, Morning Journal  
City of Lorain

**I. Roll Call**

A. The meeting was called to order at 7:00 p.m. by Chairman Brad Mullins with roll call indicating a quorum present.

**II. Pledge of Allegiance**

**III. Disposition of Meeting Minutes**

A. February 11, 2020, Regular Board Meeting: Ms. Leyva said there were two typo corrections, one on page two (Mach to March) and one on page six (net to next). Mr. Zgonc moved to approve the minutes as corrected. Second by Mr. Davila. Motion carried.

**IV. Report of Officers**

**A. Chairman**

**1. Correspondence received:**

a. BrewFest Waterfront District 2020 Sponsorship Request: Mr. Brown said the request is a formality. The board previously decided the Port would be a perpetual co-sponsor moving forward. The letter was included as a courtesy.

b. Property Request: Mr. Brown said he received this request late but was able to talk briefly with Mr. Mullins. Lorain resident Mr. John

Piskura lives at 420 Lakeside Avenue and also owns 107 and 113 California Avenue. Two of his three lots create an L shape. Mr. Piskura plans to go to the zoning commission to request a change to the lot split. He wants to be able to build a garage. We own the adjacent property so we would have the ability to object. It doesn't really affect the Port, Mr. Brown said. Mr. Piskura and Mr. Brown have spoken briefly, but Mr. Brown wanted to present it to the board to see if there was any objection. One lot would face lakeside instead of California. He's changing the depth of one lot to the depth of the other. No concerns were voiced. The board has no objections. Mr. Brown will handle any future correspondence.

**B. Executive Director**

1. Shuttle Boat Captain Agreement Update: Mr. Brown said we met with captains. One feature we've been talking about internally this year is a water taxi to service the Oasis Marinas dock, our Black River Landing dock and the Shipyards dock. It appears we are down to four (4) captains. We are getting priced out of the market. This year we already agreed to go up to \$22 an hour for all captains. Mr. Brown said he thinks we're going to need to go up to about \$25 per hour and seek new captains. He wanted to make sure there were no objections and will bring the updated contract back in April. Captains asked for as much as \$30 but Mr. Brown said he doesn't think the market calls for that high of a rate, \$25 is competitive. He's also talking to Nate from Oasis who is networking the different marinas on Lake Erie to try to find captains for us. In order to be competitive our rate will have to be closer to standard. Mr. Zellers asked about the ideal number of captains. Mr. Brown said six to eight at least. He wants to offer two (2) or three (3) captains more hours for a greater level of stability. If we can find a few good captains that want 25 hours a week, that would be better for us. Mr. Zellers asked if we guarantee payment even if shuttle doesn't run. Mr. Brown said yes, we have always paid for all hours worked. That was a glitch noticed in the current agreement

language that we intend to fix. We have never not paid. Mr. Zellers asked about cancelling due to ridership. Ms. Leyva confirmed trips are only cancelled for bad weather. Mr. Brown said captains can do maintenance on the boats to earn hours that way. We've been generous in guaranteeing three (3) or four (4) hours every time a captain comes to work. If there's bad weather and the captain wants to leave, they can but they're always entitled to stay. Mr. Mullins said unique ideas call for more captains. Mr. Bansek asked if \$25 was enough. Mr. Brown said he believed so. We're generous with time to clean the boat and close up. We don't ask them to clock in and out. Mr. Davila asked if we retain captains. Mr. Brown said it's a mix. We've had some longevity, but some are from Cleveland so it's closer for them to work out there. One captain was traveling from Put-In-Bay and realized the commute was too much. Another was in a terrible tree accident last spring, so he didn't come back. It's more of a part time job for people. Ideally, we like to find retirees or teachers looking for work. And they need a 25-ton license. We like to try to retain captains when we can but it's not always easy. Mr. Mullins asked if we looked at different clubs. Mr. Brown said he plans to work with Nate from Oasis to do that and we're planning to post on job sites. Mr. Kuszniir suggested a pay range. If a captain gets 25 hours, then they could be compensated accordingly. Would you like flexibility? Mr. Brown said he would consider it. Mr. Bansek said \$25 doesn't sound like enough. Mr. Brown said people in the industry said \$30 is a US average. That's high level and larger vessels. In Annapolis it's \$26-28 per hour. He wants to test the water at \$25. Mr. Bansek said to use his judgement. Mr. Brown said if we do the water taxi it would be 6 to 8 hours a day. We want to try a couple days a week. If it's popular, keep it. If not, reconsider. Mr. Mullis said the locations would be BRL, Oasis and The Shipyards. Business owners are willing to invest personally to get it up and running. He thinks this would help with consistency with captains. It will be an advantage for everyone. It's become a staple in other places. Mr. Brown said we want to

set the bar and the example. Cleveland has a water taxi and it's free and offered during certain hours. Each harbor is a bit different. We'll adjust hours as needed. We looked at two days a week for eight (8) hours a day. We will still offer other tours. Mr. Zgonc confirmed we're using the same shuttle boats. Mr. Brown said one boat would be used for the taxi and the other would be for torus. The free taxi may take customers away from the river tours. We may change operations and move to a water taxi with sponsorships every year and change the model entirely. Time will tell.

2. Rockin' on the River Press Conference: Mr. Brown said it will be March 16, 2020, at 11:30 a.m. Lunch will be offered. Mr. Bob Earley will be unveiling the 2020 lineup. It's a great calendar from what he hears. It's a fun event. Everyone is encouraged to attend. Video to be shown as well.
3. Creation of Permanent Stage Top Design Team: Mr. Brown said he has reached out to a few in the industry to start preparing thoughts, renderings and a cost analysis to replace the stage top. He wants to have a few board members join a search team to vet the three proposals. Maybe get additional proposals. Then present to the appropriate committee. Keeping it out of committee for now for confidentiality. Mr. Nielsen confirmed Mr. Brown reached out to a specific architecture firm. He wants nice renditions and a budget to then seek sponsorship opportunities. Mr. Mullins asked about how the project would be funded. Mr. Brown said he thinks it will be a combination of naming rights, possibly the state capital budget (2021-2022), investment and amortize some of it. We're already paying so much per year to put up the stage top, clean it, remove it and store it. We can put that amount into a schedule. Mr. Mullins asked about the cost to replace what we have. Mr. Brown said he believed it was around \$60,000. If we do it right, we won't have companies rigging lights every week and driving all over the site. There's an opportunity for a green room on the stage. We have the footprint; it's just figuring out how to do it. Mr. Brown also wants it to be secured. It would be a lot less wear and tear on the site. Mr. Sommers asked about how often the search team would meet.

Mr. Brown said it would be similar to the marina process, but meetings would be set based on availability. Board members can see Brad and Tom if interested in joining the team.

**C. Economic Development Director**

1. No report this meeting.

**V. Report of Committees**

**A. Contract Management Committee**

1. Mr. Zellers said he had no report.

**B. Strategic Development Plan Committee**

1. Mr. Kuszniir said he had no report.

**C. Marketing and Public Affairs Committee**

1. Mr. Bansek said he had no report.

**D. Grounds Maintenance and Capital Improvements Committee**

1. Shipping Container Storage: Mr. Nielsen said he has talked with Mr. Brown about a couple of issues. One is the need for permanent temporary storage. Mr. Bob Earley needs some storage in the summer. We need help with the Train Station as it's overcrowded. We store buoys outside the building as there is no other place for them. One idea is to purchase a shipping container and put it close to the fence on the side of the Ferry Terminal Building. The bridge has had a 20-foot shipping container next to where some visitors park. Mr. Nielsen believes we could get 40-foot container, paint it, landscape it and it would look presentable. Prices are pretty reasonable. Depending on the condition, the cost is anywhere from \$2,500-5,500 for new. There is a company who would paint it for us. Mr. Zellers asked about the possibility of it working. Mr. Brown said he will look into it, but he doesn't want to commit to something that may need replaced. It could fill up fast. He wants to compare the cost of a two-car garage. Mr. Nielsen said for the cost difference between a 20-foot and 40-foot container, you might as well get the larger one. Mr. Mullins agreed. Mr. Zellers asked if the city would mind. Mr. Brown said he didn't believe any code would prohibit it, but he would check. Mr. Nielsen said no

concrete foundation would be needed. Mr. Sommers said it could rust if on the ground.

2. Concrete Pad in Front of Stage: Mr. Nielsen said we need more concrete in front of stage. People rush the stage during Rockin' on the River Concerts. Add a little water out there and it's a big mud pit. The idea is to extend the current concrete pad. Mr. Brown said he has one quote so far. It will be in excess of \$10,000. He will bring it in April. It would be 20-feet long and almost 80-foot wide. It would be 6 inches thick and would be about \$13,000. Mr. Zellers asked about the timeline, thinking about the stage top, concrete and storage and when each would take place. Mr. Brown said probably 2022 for the stage. Mr. Brown said the concrete will last. Mr. Zellers worries about changing the stage before we hear back from architects on the new design. Mr. Browns said from who he's talked with the foundation is good. Adding concrete shouldn't affect any designs. Mr. Mullins asked if we had pavers. Mr. Brown said we donated them to the streetscape. The pavers would have been more expensive than concrete.

#### **E. Financial Planning and Audit Committee**

1. November 2019 Financial Statement: Mr. Kuszniir said he met with Mrs. Smith to review the November, January and February financial statements. He pulled a few random payments, and everything balanced and checked out. He recommended approving them all. Mr. Bansek moved to approve November. Mr. Zellers seconded. Motion carried.
2. 2019 Annual Financial Report: Mr. Kuszniir moved to approve. Second by Mr. Sommers. Motion carried.
3. January 2020 Financial Statement: Mr. Zellers moved to approve. Second by Mr. Bansek. Motion carried.
4. February 2020 Financial Statement: Mr. Sommers moved to approve. Second by Mr. Kuszniir. Motion carried.

#### **F. Bylaws and Personnel Committee**

1. Mrs. Cook was not able to attend. No report.

**VI. Other Business**

- A. Intention to run for office:** Mr. Mullins said he wants to be chairman for one more term. Mr. Nielsen said he would like to be vice chair another year. Mr. Zellers said he thought nominations would be now and vote in April. Mr. Brown said we would have needed to change the bylaws so we thought March would be the month to announce. We have nominations now and the vote in April. This gives everyone 30 days to talk amongst each other. We just didn't change the bylaws but are achieving the same thing. Mr. Brown will be out of town in April but will run for secretary. He will be on vacation. A decision will be made on whether to change the meeting date or not.
- B. Property Disposal:** Mr. Brown said the staff cleaned out the ticket office. There is lots of old computer equipment that has been collected over the years. Mrs. Smith took an inventory of the obsolete or nonworking items for disposal. It will go to the county disposal site for old equipment. We supplied a list.

Mr. Mullins presented:

**A RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR TO DISPOSE OF ALL EXCESS, OBSOLETE, AND/OR WORTHLESS EQUIPMENT NOT NEEDED BY THE LORAIN PORT AUTHORITY.**

Mr. Bansek moved to approve Resolution No. 2020-10. Second by Mr. Sommers. Roll call vote as follows:

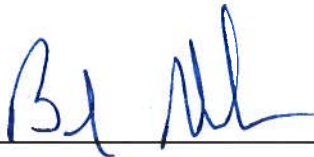
**Ayes: 8                      Nays: 0                      Abstain: 0                      Resolution Passed**

**VII. Public Comment**

- A. None.**

**VIII. Adjournment**

A. There being no further business to come before the board, Mr. Davila moved to adjourn. Second by Mr. Zellers. Meeting adjourned at 7:35 p.m.



Brad Mullins, Chairman



Tom Brown, Executive Director