

**Lake County Ohio Port & Economic Development Authority (LCOPEDA)**  
**Board of Directors Meeting Minutes**  
**December 20, 2017**

**Present:** Art Lindrose, John Konrad, Mark Freeman, Nathan Hicks, John Rampe, and John Uhan

**Others present:** Mark Rantala (LCOPEDA Executive Director), Tim Cahill (LCOPEDA Director of Public Finance), Peter Zahirsky (LCOPEDA Director of Coastal Development), Ray Headen (LCOPEDA Legal Counsel), Patty Fulop (Lost Nation Airport Manager), Faith Andrews (LCOPEDA Recording Secretary), Donald Hart (LCOPEDA Financial Services Advisor), Brian Massie (Resident of Concord Township), John Muzik (Resident of Painesville Township), Glen Miller (Gazette Newspapers), and Andrew Cass (News Herald)

Chairman Lindrose called the board meeting to order at 1:30 PM.

**Public Comment:** Mr. Massie introduced himself noting that he is part of a group that attends a lot of public meetings in Lake County. He stated that the group has a lot of concerns, but primarily the main concern is regarding property taxes in Lake County, which he believes are not sustainable for the tax payer. He noted that perhaps the LCOPEDA does not deal directly with property tax issues but that he is simply trying to make everyone aware of the situation. Mr. Massie stated that he is in the process of learning more about the LCOPEDA. Mr. Massie stated that his own research has indicated that Lake County is in trouble due to an aging population and lack of a workforce. He asked the Board to provide comment regarding their position on immigration as a means to fill the workforce gap.

Mr. Muzik introduced himself and stated that he is trying to educate himself and learn about the workings of government at all levels noting that he travels to Washington, D.C. once a year to give testimony on bills and meet with federal representatives and Columbus, Ohio several times a year to meet with state representatives. He stated that he attends Painesville Township Trustee Meetings, Lake County Commissioners' Meetings, and he has been attending meetings of each entity that receives tax dollars. Mr. Muzik noted that he believes there is some duplication within the county. He noted that the population of Lake County is decreasing and that Ohio is No. 5 for states with high percentages of folks leaving the state.

**Election of Officers:** Election of LCOPEDA officers was conducted by secret ballot. The following Officers were elected: Chairman, Art Lindrose; Vice Chairman, John Uhan; and Secretary, John Rampe.

**Video Presentations:** A video for the Livin' Lake initiative was shown to the Board. Mr. Rantala stated that the video was targeted to millennials to be used to show them all the wonderful things Lake County has to offer that make it a great place to live. He noted that the video was created by students of the Auburn Career Center's Interactive Media Class and was a project-based learning opportunity noting that the only cost to the port was the cost of refreshments for the video premier. Mr. Konrad asked if the LCOPEDA had thought about offering it to other government entities within the County, especially those with television channels. Mr. Rantala stated that the video has been shared with the Visitors Bureau noting that Mr. Konrad's comment is well taken and that the LCOPEDA will be sharing the video widely throughout the County.

The video produced by funds from the CMAG Grant for the Living Shoreline Coastal Study relative to proposed development of a Lakefront Trail was shown to the Board. Mr. Rantala stated that the study proposes 2.5 miles of lakefront trail across Fairport Harbor, property owned by Lake Metroparks, a couple of private land pieces owned by First Energy, and then the trail would reconnect to Lake Metroparks property in Painesville Township. He noted that the idea was to show people a vision of what could be possible. Mr. Rantala stated that funds for the proposed project are needed.

**Approval of Minutes:** The minutes of the November 15, 2017 Regular Meeting were provided to the Board for review prior to the meeting. Mr. Rampe moved for approval and Mr. Konrad seconded the motion to approve the

minutes of the November 15, 2017 Regular Board Meeting. The Minutes of the November 15, 2017 Regular Board Meeting were approved with a 6-0 vote.

**Chairman's Report:** Mr. Lindrose reported that Mr. Martin was reappointed to the LCOPEDA Board and his term expires December 2021. Relative to the Better Flip Initiative, Mr. Lindrose reported that on Tuesday, December 19, he met with Mr. Cahill, Mr. Zahirsky and the Mayor of Willowick at the proposed flip house. He noted that the group walked through the house, and he believes it will be an interesting project for the port. Mr. Lindrose stated that he and Mr. Martin would collaborate on the project to put together a budget, i.e. what it would take to bring the house to the point of resale to a millennial, should the Board choose to take the project on. He noted that it is important that the Board understands everything up front before the LCOPEDA receives the home from the Lake County Land Bank.

**Director's Report:** Mr. Rantala reported that there is a resolution being presented for consideration today that would allow the LCOPEDA to accept a house from the Lake County Land Bank. He noted that there would be no cost to the port to acquire the home. Mr. Rantala described the proposed project noting that he intends to enlist the help of Auburn Career Center to assist with this initiative, to include a complete series of videos to document the entire process. He stated that at the end of the project, three (3) months of Open House showings for people in the community to tour the home would occur. Mr. Rantala noted that there are 15,000 bungalows and ranches built between 1948 and 1955 in Wickliffe, Willowick, Eastlake and Willoughby noting that the idea of the Better Flip Initiative is to show how these homes can be renovated to be more attractive for young families. Mr. Rantala stated that he hopes to get some television coverage, and there will be an auction at the end of the project that would cover the costs to fix up the house. He stated that with the professional experience and knowledge of Board Members Lindrose and Martin, the port has very good guidance on how to drive this project. Mr. Rantala stated that the preliminary numbers look good and hopes that construction can begin the first part of April 2018.

**Director of Public Finance's Report:**

Mr. Cahill reported that last Thursday, December 14 was the closing of the De Nora Tech bond financing (\$17M) and construction has already begun. He noted that this project will bring 130 jobs to Lake County from Geauga County and then add 15 more new jobs over the next few years. Mr. Cahill provided a summary of the bond deals that closed in 2017, i.e. YMCA for \$8M in May, Tapestry for \$49M in October, and De Nora Tech for \$17M in December. He reminded the Board that the ribbon cutting for the Lake Health Wellness bond deal that was financed in 2016 is being held directly after the meeting and encouraged the Board to attend. Mr. Cahill stated that the Lake Health Wellness facility will open January 2 and will bring 150 jobs to Lake County (75 from other locations and 75 new jobs). He noted that he does not have potential bond deals in the pipeline for 2018 at this time. Mr. Cahill briefly reviewed the finance resolutions being presented to the board for consideration today.

**Economic Development:**

Bank Street – Mr. Rantala reported that asbestos removal is in process and should be complete by mid- to late-January 2018, at which time the demolition of office building will proceed. He anticipates completion of demolition of the office building will occur sometime in March 2018. Mr. Rantala reported that there have been some additional showings of the available space at Bank Street but nothing has materialized.

Lost Nation – Mrs. Fulop reported that all 2018 grants for FAA and ODOT have been submitted. She reported that she is still working to obtain EPA Clean Vehicle funding noting that there have been some issues with the alternator in the yellow truck. Mrs. Fulop stated that the yellow truck would be the next piece of equipment to try to get replaced for next season. She noted that she is very pleased with the new snow removal equipment. Mrs. Fulop reported that cameras were installed at the airport and is working with BWC to possibly procure more grant funds for safety features at the airport. She reported that she is still working with the FAA to get the 10-acre parcel released for sale. Mrs. Fulop reported that she had a very productive meeting with The Kennedy Group about extending Kennedy Parkway so entrance to the airport from the north might be possible. She reported that Lost Nation Airport hosted five (5) career days this year, all went very well, and they were very well attended. Mrs. Fulop reported that the culling contract for January-March has been signed, and discussions regarding fencing are ongoing with the City of Mentor.

Coastal Plan – Mr. Zahirsky reported that letters were sent on Friday of last week to different communities informing them that the LCOPEDA is now accepting applications for lakeshore improvements noting that applications must be received back by the end of January. He reported that electronic forms were sent out today, and that several electronic responses have been received already. Mr. Zahirsky reported that the Eastlake lot split matter is still in process but nearing resolution. Relative to Stanton Park, Mr. Zahirsky reported that ODOT and SME have begun evaluations of the groundwater, SME anticipates having enough data to begin working on slope designs by the first half of January, and CT Consultants confirms that construction should begin in July. Mr. Zahirsky reported that he recirculated the proposed Cost Sharing Agreement relative to the Mentor Harbor Channel project, and he has received feedback from the Yacht Club. He reported that he is still waiting to hear back from the City of Mentor and will be following up with them soon. Mr. Zahirsky reported that he, Mr. Lindrose and Mr. Cahill met with First Energy on December 19 regarding some of their lakefront properties to begin a dialog as the communities in Lake County begin to focus on future coastal projects.

**Business Retention/Expansion:** Mr. Cahill reported that he is wrapping up annual site visits to the LCOPEDA economic development loan customers noting that he is addressing BRE initiatives during those visits. He reported that he is working on a BRE calling strategy which will be implemented the first quarter of 2018. Mr. Cahill stated that bi-monthly roundtable meetings for BRE initiatives throughout the county will continue in 2018.

**West End Update** – Mr. Rantala reported that the LCOPEDA is working with Mayor Regovich (City of Willowick) on The Better Flip initiative. He reported that he met with Mayor Morley (City of Eastlake) this week regarding a couple of projects that are moving along on Vine Street. Mr. Rantala reported that the Mayors of Willowick, Eastlake, and Willoughby have joined together to develop a plan for the Vine Street Corridor which runs from downtown Willoughby to Lake Erie. He noted Wickliffe, Willowick and Eastlake have merchant groups working on strategies for Vine Street and Euclid Avenue.

**Other Economic Development Items** – Nothing further to report.

#### **Resolutions:**

**2017-41:** Resolution of the Board of Directors of the Lake County Ohio Port & Economic Development Authority (LCOPEDA) Further Amending and Finalizing Its 2017 Budget. Mr. Konrad moved for approval. Mr. Rampe seconded the motion. The motion carried with a 6-0 vote.

**2017-42:** Resolution of the Board of Directors of the Lake County Ohio Port & Economic Development Authority (LCOPEDA) Further Amending and Finalizing the 2017 Airport Budget, Appropriations and Financials for Fiscal Year 2017. Mr. Konrad moved for approval. Mr. Uhran seconded the motion. The motion carried with a 6-0 vote.

**2017-43:** Resolution of the Board of Directors of the Lake County Ohio Port & Economic Development Authority (LCOPEDA) Authorizing and Approving a 2018 Budget for the Port Authority and in Accordance With Such Budget Appropriating Funds for 2018 Port Authority Purposes. Mr. Rampe moved for approval. Mr. Freeman seconded the motion. The motion carried with a 6-0 vote.

**2017-44:** Resolution of the Board of Directors of the Lake County Ohio Port & Economic Development Authority (LCOPEDA) Authorizing the 2018 Airport Budget and 2018 Airport Appropriations. Mr. Uhran moved for approval. Mr. Hicks seconded the motion. The motion carried with a 6-0 vote.

**2017-45:** Resolution of the Board of Directors of the Lake County Ohio Port & Economic Development Authority (LCOPEDA) Authorizing the Payment of Legal Fees to Headen & Co., LLC for Port General Counsel Legal Services Rendered to the LCOPEDA for the 2018 Fiscal Year to an Amount Not to Exceed \$40,000. Mr. Konrad moved for approval. Mr. Rampe seconded the motion. The motion carried with a 6-0 vote.

**2017-46:** Resolution of the Board of Directors of the Lake County Ohio Port & Economic Development Authority (LCOPEDA) Authorizing the LCOPEDA to Accept Real Estate From the Lake County Land Reutilization Corporation in

Furtherance of the LCOPEDA “Better Flip” Demonstration Project. Mr. Konrad moved for approval. Mr. Hicks seconded the motion. The motion carried with a 6-0 vote.

**Old Business – Strategic Plan Discussion:** The Board briefly discussed the priorities to be undertaken in the first two (2) years.

Mr. Konrad asked how goals for the Executive Director should align with the strategic plan. He stated that his overall perspective is that there is an awful lot to accomplish with the resources the port has.

Mr. Rantala stated that there is no question that the LCOPEDA staff is extended noting that the ability to tackle each one of the items with the same level of depth would be difficult. He briefly described how he and the staff prioritized the items noting that those items listed in the second and third columns could likely be pushed out to 2019 and beyond. Mr. Rantala stated that he also believes in what he calls “reach goals,” i.e. goals that might be difficult to achieve; but when achieved are really significant. He stated that all the staff is looking for today is that the Board concurs with what they have done in the way of prioritization for the execution of the Strategic Plan items for the first two years. Mr. Rantala stated that if there is an item that has not been included and the Board thinks it should be, it needs to be added.

Mr. Konrad stated that he believes Silverlode did not size the Strategic Plan to resource capability.

Mr. Lindrose stated that the Strategic Plan is a long-term, working document or blueprint for the LCOPEDA and it is his intention to make it a monthly agenda items for the foreseeable future. He noted that he likes tackling the Strategic Plan a couple of pages at a time noting that it is overwhelming in its entirety.

Mr. Rampe stated that the Strategic Plan serves many purposes noting that some things speak to the vision of the port, others serve to streamline operations so the port can be more effective, and the third element he sees is that there might be some other organizations in Lake County that the port can delegate some tasks to.

Mr. Uhran noted that the team has been very creative already utilizing students and teachers at Auburn Career Center to produce several sets of videos.

Mr. Rantala noted that the video series probably took five (5) hours of his time over a period of 6-8 weeks, and then the port paid for refreshments at the premier.

Mr. Uhran noted that he agrees with the notation about pushing some responsibilities and tasks to the Visitors Bureau, as long as they understand they need to do it and agree to it.

Mr. Lindrose noted that he believes the Commissioners are having discussions with the Visitors Bureau in this regard. He asked about the rating system, i.e. would the “AAA” rating be higher priority.

Mr. Rantala confirmed this was the case, i.e. the most important things on the list.

Mr. Freeman stated that Silverlode really emphasize that it is really all about business retention, i.e. taking care of what we already have in Lake County instead of chasing the next Amazon. He noted that he believes the Board needs to look at ROI as the Lakeshore Improvement Project applications come in. Mr. Freeman stated that coordination with the various communities that have economic development staff would be prudent. He believes that where the port should put money and time are on projects that create jobs and those that might generate revenue for the port to be sustainable. Mr. Freeman stated that at the end of the day the port may have some hard decisions to make in terms of how it spends its resources in the way of time and money.

Mr. Hicks stated he agrees with the priorities listed. He asked if there is an organized way that the communities in Lake County bring to the LCOPEDA their priorities and what they want to see happen in their community.

Mr. Rantala stated that Tim Cahill leads that effort with the bi-monthly BRE initiative working group with township administrators, economic development folks, village administrators, etc. He noted that the port also has quarterly lunches where all mayors, city councils, township trustees, and economic development folks are invited. Mr. Rantala stated that the last quarterly luncheon was held in December noting that the program was about NextWork, a potentially game-changing workforce development initiative for all of Northeast Ohio.

Mr. Cahill stated that through the BRE activities the port has been asked for direction and guidance more often.

Mr. Hicks stated that he does not believe that the communities in the eastern end of the county have a strong direction of where they want to go, and there is a lot of confusion and misdirection.

Mr. Rantala stated the port has tried to help particularly with sewer issues.

Mr. Cahill noted that Lake County Soil and Water and LCDC did several research studies and questionnaires over the last few years. He noted that all of the information was presented to the Lake County Commissioners. Mr. Cahill stated that they are continuing work with the leadership in eastern Lake County, as well as the Commissioners, to focus more on those issues.

Mr. Rantala stated that on east end of the county succession planning is an obstacle, and he noted that discussions regarding this issue are ongoing. He stated that the port has a role of connecting people with each other to help them get where they need to go without the port being in the middle of it.

Mr. Cahill stated the port is a clearing house for connecting resources.

Mr. Lindrose noted there is a lot of property for sale in eastern Lake County.

Mr. Hicks confirmed this is the case. He noted that perhaps some of this could be due to the fact that the communities have not defined a clear path for the future. Mr. Hicks stated that it seems that projects have a tough time getting off the ground due to opposition because there is confusion and lack of a clear path.

Mr. Rantala stated that when attempting to do a deal in Perry Township three or four years ago, it was discovered that communities had not prepared themselves relative to having the needed infrastructure in place, i.e. sewers, gas lines, water lines, power, etc. He noted that more attention is being paid to getting the infrastructure in place for growth, and improvement has occurred. Mr. Rantala stated that much of what economic development is all about is getting ready for the future.

Mr. Rampe asked about master databases.

Mr. Rantala stated that Mrs. Andrews maintains the databases at the present time. He noted that research is being conducted regarding a CRM system. Mr. Rantala asked the board to help contribute to compiling a list of influencers within the county. Each board member represents such a diverse part of Lake County, and the Board's eyes and ears are valuable in helping us to identify who to include on various lists.

**New Business:** N/A

**Board Remarks:** N/A

Mr. Uhran asked about the procedure for filling the open Board seat, and Mr. Rantala reviewed the process with the Board noting that the Commissioners have the responsibility for appointing said Board seat. Mr. Rantala noted that election of officers and adoption of the 2018 budget will be on the agenda for the next meeting.

Mr. Konrad moved for adjournment. Mr. Rampe seconded the motion. The motion carried and the Board adjourned by consensus at 3:17 PM.