

VILLAGE OF BRATENAHL  
10300 BRIGHTON ROAD  
BRATENAHL, OHIO 44108  
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VILLAGE SPECIAL COUNCIL MEETING

TUESDAY, FEBRUARY 10, 2026

5:30 p.m.

DAVID DEWS, PRESIDENT PRO TEM

JOYCE BURKE-JONES

TRACY HOEFLING

GINA HUFFMAN

DAVID KOZINSKI

JIM PUFFENBERGER

DAVID J. MATTY, ESQ.

NANCY L. MOLNAR, RPR, CLR

3

1 What I'm going to do is do some  
2 housekeeping rules. The questions that are going  
3 to be asked of -- thank you for being here. The  
4 questions that are going to be asked are going to  
5 be directed from Council and our Review  
6 Committee, Proposal Review Committee. They're  
7 going to be the ones to be fielding questions.  
8 We did at the end of all the candidates,  
9 basically we have some public comment, room for  
10 public comment towards the end.  
11 Getting this started, I'm going to turn  
12 the floor over to Don to explain the process and  
13 the RFQ process and I'll turn the floor over to  
14 you, Don.  
15 MR. BIERUT: Thank you. I'm preaching  
16 to the choir here, because you know the process.  
17 We put an RFQ out at the first of the year. We  
18 had, I think, six responses to the RFQ and  
19 whittled it down to three for various reasons and  
20 the three are here tonight. In Exhibit 1 in the  
21 RFQ, there's a matrix sense scoring. One of the  
22 boxes is the interview, so that's why we're here  
23 today. And we've gone through the written  
24 portion and I'm sure we'll go through it again  
25 after the interview process, but I think that's

2

1 PRESIDENT PRO TEM DEWS: Council, it's  
2 5:30. I'd like to call this meeting to order for  
3 the special meeting for Council.  
4 Fiscal Officer, could you do the roll  
5 call, please.  
6 MS. COOKS: Good afternoon. Ms.  
7 Burke-Jones?  
8 MS. BURKE-JONES: Here.  
9 MS. COOKS: Mr. Dewes?  
10 PRESIDENT PRO TEM DEWS: Here.  
11 MS. COOKS: Ms. Hoefling?  
12 MS. HOEFLING: Here.  
13 MS. COOKS: Ms. Huffman?  
14 MS. HUFFMAN: Here.  
15 MS. COOKS: Mr. Kozinski?  
16 MR. KOZINSKI: Here.  
17 MS. COOKS: Mr. Puffenberger?  
18 MR. PUFFENBERGER: Here.  
19 PRESIDENT PRO TEM DEWS: First I'd like  
20 to thank the general public that's here. Sorry  
21 about the short notice on this, but we are moving  
22 forward based off of our December approval of our  
23 RFQ as far as legislation in December. And this  
24 is one of the milestones of this RFQ is the  
25 interviews.

4

1 what we're looking for. A half hour set aside  
2 for 15 minutes or 20 minutes, whatever you'd like  
3 to do to tell us about your firm and your  
4 thoughts. And then after that we'll have the  
5 general questions and then I think Mr. Matty  
6 mentioned that next week will be considered.  
7 MS. BURKE-JONES: I have a quick  
8 question. You mentioned that six submitted. I  
9 wondered what was the criteria that made it so we  
10 only see three of them?  
11 MR. BIERUT: I apologize, it's five, but  
12 two were deemed nonresponsive because they left  
13 some things out of their response.  
14 MS. BURKE-JONES: Okay.  
15 MR. BIERUT: And they were notified.  
16 MS. BURKE-JONES: And what egregious  
17 things had they left out?  
18 MR. BIERUT: I didn't say they were  
19 egregious, but one of them was supposed to be an  
20 electronic copy forwarded to me, which we never  
21 got. The other one was an electronic copy with a  
22 written copy and we didn't get those. So I  
23 contacted both firms and explained it to them.  
24 We worked through the Solicitor and decided they  
25 were nonresponsive.

1 MS. BURKE-JONES: Because I noticed  
2 there's issues in a number of these things that  
3 we actually had to see that didn't comply  
4 necessarily with the full RFQ. So I just wanted  
17:33:28 5 to know what it was that made, you know, because  
6 we could go through some other issues with  
7 existing RFQ responses.

8 PRESIDENT PRO TEM DEWS: Okay. And  
9 we'll address that basically in the session when  
17:33:44 10 we review basically on the 18th at our Council  
11 meeting.

12 MS. BURKE-JONES: I just was wondering  
13 why we couldn't see them all. That's all I was  
14 asking.

17:33:55 15 PRESIDENT PRO TEM DEWS: Anything from  
16 legal?

17 MR. MATTY: Well, from legal, as a  
18 member of the Proposal Review Committee, the  
19 committee did meet last week, I believe it was on  
17:34:04 20 Thursday. And so the committee went and met and  
21 went through our process. And that process ended  
22 up with the three that are here and the two that  
23 are not. So the three that are here are deemed  
24 to be qualified to be interviewed by the Review  
17:34:23 25 Committee.

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1 And the Review Committee, being the four  
2 of us here tonight, will be scoring the three  
3 firms so that when we have Council next week,  
4 Council will have three pieces of legislation.  
17:34:38 5 One for each firm, because we don't know who  
6 you're going to take, but you'll have a  
7 recommendation through Don's office from our  
8 committee as to the ranking. And the legislation  
9 that's being drafted will have a choice that you  
17:34:52 10 make and an acceptance of our ranking.

11 The ranking is there because if we're  
12 unable to negotiate a contract in the next month  
13 with the number one qualified firm as deemed by  
14 the Proposal Review Committee, we will then have  
17:35:08 15 to go the next month to number two. So you'll  
16 have three pieces of legislation on the 18th, one  
17 to pass and two to reject and we'll go forward  
18 from there.

19 And just because you reject the two  
17:35:18 20 doesn't mean that they're out of contention,  
21 because if we can't make an agreement with number  
22 one, we're going to go to number two in the next  
23 month. Timing is important. And, unfortunately,  
24 that's why I've been directed to get this through  
17:35:33 25 to Council by next Wednesday by both the Mayor

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1 and Mr. Dews, and that's what we're attempting to  
2 do. That's all I have so we can start.

3 PRESIDENT PRO TEM DEWS: Okay. TDA  
4 we're going to turn the floor over to you. Thank  
17:35:46 5 you for being here. We really appreciate it.

6 MR. BIERUT: Just as a heads up, I'm in  
7 charge of time, so consider yourself warned.  
8 (Laughter.)

9 MR. CASWELL: We have a few packets of  
17:35:59 10 information that we can speak off of that we're  
11 going to hand out real quick.

12 MR. MATTY: And I'm sure you will, but  
13 because of the way we're ranking, if you could  
14 please introduce your project manager and your  
17:36:25 15 key staff, that would be important, at least as  
16 far as our ranking, two of the items that we need  
17 to rank this evening.

18 MR. FIALA: So I'm going to kickoff. My  
19 name is Bob Fiala. I'm the founding principal of  
17:36:36 20 TDA. I'm going to pass it off pretty quickly to  
21 our team, because you're going to be seeing them.  
22 I'm a behind-the-scenes kind of guy, make sure  
23 they're doing their job. My specific role is I  
24 bring 45 years of experience in public  
17:36:52 25 architecture, both K-12 education and public

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1 facilities.

2 I'm currently an elected official. I  
3 have been for 28 years as the Mayor of the City  
4 of Willoughby currently. So I've been on your  
17:37:04 5 side of the table actually managing projects as  
6 well as this side of the table designing them.  
7 So I think I can bring to you some thoughts and  
8 comments and ideas about public communication,  
9 community engagement and funding, so that's my  
17:37:17 10 role. I'm an overseer. I'm more of a strategic  
11 level. I'm going to let our team members  
12 introduce themselves.

13 MR. GELLERT: Good evening. I'm Brad  
14 Gellert, an Architect. I'll be the Project  
17:37:28 15 Manager and point of contact. I'll be working  
16 closely with the other team members. We've all  
17 worked together before. And we've actually  
18 worked with Mr. Matty on several projects,  
19 including the Garfield Heights project, which is  
17:37:44 20 a very similar study we'll talk about.

21 MS. FISHER: Good evening. My name is  
22 Cheryl Fisher. I am an Architectural Master  
23 Planner. I have about 26 years now of experience  
24 heavily focused in master planning, development  
17:37:58 25 of POR programming, really all the front end

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1 planning stuff that make a project successful.  
 2 MS. YELLEN: My name is Heather Yellen.  
 3 I'm a Registered Architect in the State of Ohio.  
 4 I have a civic work background and educational  
 5 experience. And I'm very excited to work with  
 6 you. Thank you.

17:38:15

7 MR. CASWELL: Hello, everyone. My name  
 8 is Ryan Caswell. And I'll be the communications  
 9 lead for this project. So on our planning team  
 10 in our office, we always have a team that's  
 11 dedicated to helping communicate out the findings  
 12 of a plan. I've worked with Bob and this team  
 13 very closely on a variety of different public  
 14 projects as well.

17:38:27

15 I've been doing this for about 20 years,  
 16 so I started my career in architecture before I  
 17 kind of took a right-hand turn and went into  
 18 documentary film making and TV production. So I  
 19 really love connecting not only with communities,  
 20 but with the technical staff as well to help  
 21 translate some of the decisions that are made in  
 22 the findings down to those communication efforts  
 23 on the ground.

17:38:39

17:38:52

24 So I know Bob was going to take us  
 25 through a little about TDA.

17:39:01

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1 MR. FIALA: So a little bit about our  
 2 firm. We are a successor firm to a firm founded  
 3 in 1951, renamed in 1989. We are now about 50  
 4 staff members. And it's important, I think,  
 5 because we are not too small to do this project  
 6 nor are we too large. We're kind of the right  
 7 size firm. We have a staff of licensed  
 8 professionals. We have engineers inhouse. We  
 9 think we bring the expertise in the years of  
 10 experience in public sector and architecture to  
 11 execute.

17:39:22

17:39:34

12 Some of the handouts we've given you,  
 13 you'll see some of the projects we've worked on.  
 14 We've worked in the City of Cleveland. We've  
 15 done almost every rec center and senior center in  
 16 Lake County with the exception of Mentor's.  
 17 We've done design planning for Brunswick. They  
 18 were going to do 15 or years ago a rather large  
 19 safety center and we did all the master planning  
 20 associated with that. And you'll see some of the  
 21 other projects that we've worked on as well.

17:39:45

17:39:58

22 I personally worked on our own city hall  
 23 at Willoughby, City of Willoughby, before I was  
 24 an elected official. So we've got a broad range  
 25 of civic and municipal experience.

17:40:14

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1 I also want to just make a note that  
 2 we've been recognized at multiple levels in terms  
 3 of some of the awards that we've won over the  
 4 years. For example, NorthCoast 99, Weatherhead  
 5 100, we don't do this to thump our chest. We do  
 6 this to show you we're recognized not only in our  
 7 small community of architects, but in the broader  
 8 community regionally among our peers in the  
 9 business world.

17:40:28

17:40:40

10 So that's kind of the 60-second version  
 11 of TDA. I'm going to turn it over to some of our  
 12 professionals.

13 MR. GELLERT: So we understand your  
 14 scope. First, you've had numerous studies.  
 15 We've read through your studies. We'll build on  
 16 the studies and the knowledge that you've  
 17 obtained from those studies. And then we'll  
 18 engage with all the players, the administration,  
 19 the police, recreation departments, community  
 20 members.

17:41:05

17:41:19

21 And the first thing Cheryl will do, and  
 22 she'll talk about that, is develop the program  
 23 that you're looking for today. She's going to  
 24 update the master plan. And then Ryan will start  
 25 communicating some of those visions to you. And

17:41:33

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1 we'll go into the timeline a little later, a  
 2 little more specifics.

3 MS. FISHER: I'll go next. That's my  
 4 slide.

17:41:49

5 MR. GELLERT: Yeah, this is your slide.  
 6 So I'm going to turn this over to Cheryl to go  
 7 into the first steps.

8 MR. CASWELL: We'll just note the  
 9 timeline that we're explaining today is the back  
 10 page of this brochure so you can flip through it  
 11 to follow along.

17:41:57

12 MS. FISHER: I think that will helpful.  
 13 There we go. Actually, we're going to tag team  
 14 this. So if everybody has that pulled out, we  
 15 took a stab at kind of just laying out those  
 16 milestone dates that are necessary in order to  
 17 meet what we understand is a target for the  
 18 November 2026 bond issue for this project.  
 19 There's a lot of -- I'm sorry.

17:42:13

20 MS. BURKE-JONES: No.

17:42:24

21 MS. FISHER: So there's a lot of things  
 22 that we need to do, you need to do, communication  
 23 with the community and so forth to inform them on  
 24 this project. So that's what this timeline is  
 25 briefly showing. The first three steps are the

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1 major milestone dates in terms of planning.  
 2 Myself will be heavily involved, but us as a team  
 3 obviously are working together as a big joint  
 4 effort.  
 5 So project kickoff we have here, we're  
 6 hoping knowing that February 18th you're going to  
 7 make a decision. February 19th, according to the  
 8 RFQ, is going to be the negotiation and the  
 9 contractor award in March. It would be wonderful  
 10 to this project schedule if we could get, upon a  
 11 successful fee negotiation on the 19th, a notice  
 12 to proceed.  
 13 So we can pull the trigger on some  
 14 really important steps that will really help set  
 15 the stage and foundation for us to meet the other  
 16 dates. If we can't, it's okay, we'll pivot. We  
 17 will make it work. We have done it before.  
 18 Ideally, we could take advantage of March to do  
 19 all of that research going through all of the  
 20 work that you've already done, meeting with your  
 21 department heads, updating the POR, looking to  
 22 see if we can find the synergies between these  
 23 different departments, city hall, recreation  
 24 center, police, and seeing how we can identify  
 25 this holistic long-term master plan as well as  
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1 visioning and town hall sessions could look like.  
 2 We tailor them unique to each community, township  
 3 and municipality. There's a variety of ways that  
 4 we could run those and facilitate those.  
 5 MR. CASWELL: And I think some really  
 6 interesting components as you look at like  
 7 examining that program of requirements and then  
 8 starting to engage with the broader community is  
 9 that there are all sorts of opportunities to then  
 10 find ways to communicate the progress out and  
 11 really continue to build some of the momentum  
 12 that probably started even as you look back in  
 13 2022, and continuing that forward throughout the  
 14 rest of the year.  
 15 MR. GELLERT: So at the end of March, we  
 16 get into April for those two town meetings. So  
 17 we start to take the data that Cheryl's collected  
 18 and Heather and I work together to start  
 19 developing concept plans with alternates.  
 20 We understand that funding is an issue,  
 21 so we look at alternates that cost different  
 22 amounts of money. For instance, on the Garfield  
 23 Heights project that we worked on, first we  
 24 started with the ideal plan, the full build out,  
 25 taking the entire POR, seeing what it would cost  
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1 updating the cost. That is what we're proposing.  
 2 MR. OREL: What is POR?  
 3 MR. MATTY: Excuse me, no questions.  
 4 MR. PUFFENBERGER: No, you can't do  
 5 this.  
 6 MS. FISHER: So we'll update that  
 7 program of requirement outlining the spaces and  
 8 then that will set us the stage for the next  
 9 steps in April to have those town hall workshop  
 10 sessions with the remaining -- the larger group  
 11 stakeholders within the community, not just the  
 12 individual department heads and people here in  
 13 the room, so that we can get more collaboration  
 14 in the project, more ideas, more input to help  
 15 refine and define that master plan project prior  
 16 to it going to city council.  
 17 MR. MATTY: Cheryl, on those town hall  
 18 meetings, that's why this evening dialogue is  
 19 just between your firm and the Council. The  
 20 residents will have dialogue, if you're chosen,  
 21 at those two town hall meetings, but we need to  
 22 do this expeditiously with Council this evening.  
 23 That's why your focus should be here.  
 24 MS. FISHER: Absolutely. There's more  
 25 information in your packets on what those  
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1 to do everything you want.  
 2 Then we looked at the cost of that  
 3 steam. We look at a new building based on the  
 4 size they wanted was unrealistic for the funding  
 5 that they could raise. We looked at three  
 6 different properties, two that they owned and the  
 7 one that they're actually in negotiations for  
 8 purchase now.  
 9 And did a fit plan for that building and  
 10 actually found that that was the least expensive  
 11 option and it gave them a lot of space, a lot of  
 12 programming space, expansion space. And we also  
 13 had to do two things that impact you as a police  
 14 station, the category four building and storm  
 15 shelter. So when we're looking at those two key  
 16 components, we have to have a structure that will  
 17 support those requirements, so that's very  
 18 important.  
 19 So we present those first to the first  
 20 presentation, then we hopefully can through the  
 21 iterative process, whittle it down to some more  
 22 schemes, fewer schemes in the second Council  
 23 meeting and, you know, with your feedback. And  
 24 then the important part is getting to the bond.  
 25 MS. FISHER: Well, and the execution,  
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17:47:17

1 which are the last three steps in your timeline  
 2 that are identified in black coloring July  
 3 through November. So this is more in the first  
 4 two steps are really items that we will assist  
 17:47:30 5 you with, because you as a municipality willing  
 6 to have two Board resolutions, one for necessity  
 7 to put the project on the ballot, the other to  
 8 have the amount certified by the county auditor.  
 9 And then by the first week of August is actually  
 17:47:45 10 90 days from the ballot date in November you have  
 11 to file with the county Board of Elections.  
 12 Again, we will set the stage so you have  
 13 all the information. Matt will have all the  
 14 information to put together the documentation  
 17:47:58 15 necessary. And there's more information in House  
 16 Bill 140 that was passed regarding that. And  
 17 then you have the bond issue at that time. And  
 18 depending on if you have an independent committee  
 19 that runs that, that's a whole other layer of  
 17:48:13 20 services that we could provide to that committee.  
 21 MR. GELLERT: Then just describing some  
 22 of our past experience, this team has worked on  
 23 the Geauga County office building, which included  
 24 a lot of the same functions that you have as a  
 17:48:34 25 government. And one of the things we looked for  
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1 there was shared spaces. So that when you looked  
 2 at meeting rooms, they're not used by the same  
 3 group all day, every day. So by having shared  
 4 rooms that you can book, you cannot duplicate,  
 17:48:56 5 not every department may have the same room.  
 6 It's better, it's more economical to share spare  
 7 spaces.  
 8 And we just finished a courthouse  
 9 addition to the Georgia County Courthouse that  
 17:49:10 10 incorporated a sallyport secure elevators. Up  
 11 until now, they just brought prisoners right  
 12 through the main lobby. There was no other way  
 13 to bring them in. Now they can bring them in  
 14 through the sallyport, a whole separate entrance.  
 17:49:27 15 So that's obviously very important to how a  
 16 police station functions. So we've had that  
 17 experience. And as I mentioned, the Garfield  
 18 Heights is a very relevant experience, ongoing  
 19 experience just like your project.  
 17:49:43 20 How are we doing on time?  
 21 MR. BIERUT: You're fine.  
 22 MR. CASWELL: So just to speak to the  
 23 communication side of it a little bit. We know  
 24 that the architects are going to be running and  
 17:49:58 25 working with all of the different departments to  
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1 not only evaluate their needs during kind of the  
 2 sessions that were outlined in the schedules we  
 3 look at March and April, but I think if we think  
 4 of the broader community and how we can help tie  
 17:50:12 5 in to kind of build -- not necessarily build  
 6 public support, but continue to build momentum to  
 7 show transparency and put that communication out  
 8 there in the world.  
 9 Our team has worked very closely with  
 17:50:24 10 our planners before. And so we can help really  
 11 define what is like that strategic communications  
 12 plan that can be created and then rolled out over  
 13 the course of the next year.  
 14 Obviously, as a municipality, we are not  
 17:50:35 15 here to advocate for any given issue, but we can  
 16 educate. We want to release that factual  
 17 information and make sure that we are running a  
 18 transparent process that people can look at and  
 19 understand how these decisions were arrived at.  
 17:50:50 20 It's one thing if you can just pick up a finished  
 21 report and you scan through it, but it's really  
 22 something else if we can go along and almost in  
 23 the saddle alongside of the planners create this  
 24 trail that shows all of the different  
 17:51:03 25 engagements.  
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1 You know, we often go to meetings like  
 2 this and provide some photography services so you  
 3 can see the people who are involved and also do  
 4 write-ups and things that can sit on the website.  
 17:51:15 5 Looking at Bratenahl, the website now, you can  
 6 see kind of the past record of what was there in  
 7 2022, and then some of the presentations earlier,  
 8 but I think we can help supplement some of that  
 9 and really work as a team to support not only the  
 10 planners as we decide what that messaging is, but  
 11 then also help the community as well understand  
 12 what's going on.  
 13 So back at our office, there's four  
 14 other people that work with me. We've done video  
 17:51:41 15 projects, large scale video projects, photography  
 16 web design, we run the gamut, as well as assist  
 17 with architectural renderings. We're trying to  
 18 help visualize some of the things we're talking  
 19 about and then format that really in a process or  
 17:51:57 20 integrated into those communications so that  
 21 people can see it in a timely manner and, again,  
 22 build that support.  
 23 So that's something that we absolutely  
 24 love helping municipalities and other public  
 17:52:07 25 sectors with as we're really getting that  
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1 transparent information out there. So we see  
2 ourselves as being able to work alongside hitting  
3 the ground running with this team as soon as is  
4 selected to help determine some of those plans.

17:52:21 5 So I know it's something that we've  
6 really enjoyed doing in the past. And it can  
7 feel invasive sometimes, but, again, it's part of  
8 that transparency.

17:52:34 9 MR. GELLERT: Heather, why don't you  
10 describe our working process that we've worked  
11 together on developing these plans. And how you  
12 -- Heather is extremely detail oriented, so quite  
13 often by presenting something, she'll be  
14 listening to what you're saying. She takes great  
17:52:49 15 notes and reminds me of something that I may have  
16 missed.

17 MS. Yellen: Thank you, Brad. That  
18 sounds pretty good. Yes, Brad and I have a good  
19 working relationship and our good team. And I  
17:53:02 20 think that once Cheryl does her magic with POR  
21 and we understand all the space requirements that  
22 you need, I take that and put pen to paper and we  
23 start getting graphics together to review. And I  
24 get the fun part of working with you directly and  
17:53:15 25 seeing what works and what doesn't. And we  
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1 usually come up with multiple schemes and try to  
2 flesh things out to get practical, the perfect  
3 solution for you.

17:53:30 4 MR. BIERUT: We have about 13 minutes  
5 left. And just so everybody knows, they started  
6 a half hour when we started, not at 5:30.

7 MR. FIALA: So I can just add maybe one  
8 closing remark. I hope we expressed to you our  
9 breadth of experience. There's architecture, of  
17:53:45 10 course, but you do a municipal buildings and  
11 there's eight other things that run along with  
12 it. Community engagement, how do you finance it?  
13 How do you manage the financing once it's there?  
14 How do you manage operational cost after the  
17:53:56 15 building is built?

16 We hope that we're showing you that we  
17 have this kind of broad breadth of experience on  
18 not only just how do we design and build it, but  
19 what do we do afterwards.

17:54:07 20 And I can share with you that we  
21 recently -- I was recently involved with a bond  
22 issue campaign in our city. ThenDesign was not  
23 there, but I managed the campaign myself. And I  
24 got a lot of free services from TDA in the  
17:54:21 25 process, but we successfully sold a safety levy  
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1 permit, a continuous levy with 75 percent voter  
2 approval in a very, very difficult voter market.  
3 We all know what we're facing right now with the  
4 property tax issues, income tax issues. These  
17:54:38 5 are not easy things to sell.

6 And to Ryan's point, and we are going to  
7 find people that are going to challenge us, and  
8 we should be challenged. Our job is to answer  
9 the hard questions, all of our jobs. So we're  
17:54:50 10 here to help you with those hard questions. And  
11 Ryan said it best, it's transparency, it's stick  
12 to the facts. And at the end of the day, you're  
13 never going to get 100 percent, but if you win,  
14 you win. And so I think most communities will  
17:55:06 15 listen to reason and understand even when there's  
16 a painful decision to make.

17 So thank you for having us, too.  
18 PRESIDENT PRO TEM DEWS: I'm going to  
19 open up the floor for questions for Council and  
17:55:19 20 the Proposal Review Committee at this time.

21 MS. BURKE-JONES: Yes, I have a  
22 question. I noticed obviously we mentioned at  
23 the beginning of our Request For Qualifications  
24 that it was a schematic design that we were  
17:55:34 25 doing, but noticed that you mentioned in your  
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1 response, schematics design report. It sounds  
2 like you were implying a schematic design phase  
3 and the completion of the design, connect design  
4 phase, which was not our intent.

17:55:53 5 And we're hoping that you weren't  
6 thinking it was that intent. And I was assuming  
7 that you're not, you don't do that document, that  
8 much documentation with all your school levies  
9 that you work on.

17:56:07 10 MR. GELLERT: That's correct. We were  
11 using schematic more in the generic sense than  
12 the architecture.

13 MS. BURKE-JONES: I just wanted to  
14 check, that's all.

17:56:15 15 MR. GELLERT: Concept plans that were  
16 schematic, but not SD as in architectural.

17 MS. BURKE-JONES: Good. That's what  
18 we're asking. Thank you.

17:56:28 19 MS. HOEFLING: So you probably did your  
20 due diligence and saw that we did have a ballot  
21 initiative not that long ago that was voted down  
22 by the residents. So be very curious to know how  
23 you feel about the presentation. And I'd like  
24 your comments about the communication, because  
17:56:43 25 that transparency is going to be super important.  
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1 And the specificity of it, the specifics  
 2 of the project are going to be really, really  
 3 important as well. Cost, value, also the  
 4 architecture, maintaining kind of the historical  
 17:57:02 5 look and feel of the Village. We're not a modern  
 6 structure. We're a brick-and-mortar community.  
 7 So keeping that in mind, you know, keeping that  
 8 kind of historical brick into your thought  
 9 processes would be important. And I'm sure the  
 17:57:20 10 residents will speak to that as well.

11 MR. GELLERT: Two things on that. I'll  
 12 let Cheryl talk about the bonding. She's gone  
 13 through many bond campaigns. To the historical  
 14 aspect, the Geauga County Courthouse, an addition  
 17:57:33 15 to an 1867 courthouse, we used stone from the  
 16 original quarry, brick. I actually took molds of  
 17 the corners to match the corners, so it's very  
 18 sympathetic to the architecture.

19 We didn't impose glass structure or  
 17:57:47 20 something that was totally foreign. So we're  
 21 very -- and actually, I was the architect of the  
 22 Shoreby Club years ago, so, you know, working on  
 23 the historic mansions and historic preservation  
 24 projects, so I'm sympathetic to your goals.

17:58:06 25 MS. FISHER: I think it really goes back  
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1 to the word that we keep talking about,  
 2 transparency, but also ownership. So I think  
 3 what is key is to have buy in that the people of  
 4 your community are invested and feel the  
 17:58:21 5 importance and participate in the planning of it,  
 6 so that they have that ownership and buy in for  
 7 it.

8 So whether it's a municipality, senior  
 9 center, a school district, it's always, in my  
 17:58:34 10 opinion, been that involvement in ownership, that  
 11 buy in. The worse -- I don't want to say worse.  
 12 That wasn't the right choice of words. You can  
 13 strike that.

14 The most challenging, in my opinion,  
 17:58:46 15 demographic has been seniors, seniors citizens,  
 16 they're on fixed income. A lot of times they  
 17 don't feel there's nothing in it for them. So  
 18 with the City of Willoughby, when we had the  
 19 senior center as the municipal portion of the  
 17:59:01 20 project, we were there. They also participated  
 21 in visioning sessions.

22 They started off in major protests and  
 23 angry. We fed them, that helped. But they ended  
 24 up -- I'm not exaggerating, they ended up having  
 17:59:18 25 so much buy in and investment in the project and  
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1 were thankful that we involved them. They made  
 2 me join and come to their cornhole tournaments,  
 3 because they trusted us. And we built that  
 4 relationship in trust. And they have a great  
 17:59:34 5 facility now because of it.

6 MR. MATTY: Mayor, if I may for you and  
 7 your staff, especially for you, Mayor, so you  
 8 understand, this government of Bratenahl is very  
 9 poor. We have very, very wealthy residents, but  
 17:59:48 10 the Village itself is very, very poor. So when  
 11 you do your work and you do your communications,  
 12 understand that. And you will see, and I'm glad  
 13 to hear the 19th would be the day we start, I  
 14 appreciate that, because as you know, those  
 18:00:04 15 negotiations may take a little bit of time, but  
 16 keep that in mind for the architects, too. Keep  
 17 that in mind. We have history here. And I think  
 18 Council is expecting you to duplicate that  
 19 history, but we have a very poor government to  
 18:00:21 20 work with and just understand that.

21 Mayor, you can go online and see that  
 22 part of it, but you'll see what I'm talking about  
 23 when I relay that to you and I relay that to the  
 24 other two firms.

18:00:35 25 MR. FIALA: And I appreciate Village  
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1 government is challenging, right? Especially  
 2 with the climate we're in right now with the  
 3 property tax issue. It's exactly flipped from  
 4 municipal city government, right, 75 percent  
 18:00:45 5 property based revenue versus 75 percent income  
 6 based revenue. So we're sensitive to that issue  
 7 and we're sensitive to how your residents feel  
 8 about that issue as well.

9 MR. MATTY: Thank you.

18:00:57 10 MR. CASWELL: I think, too, from a  
 11 transparency standpoint, we find many communities  
 12 are all very different. So we design Fairport  
 13 Harbor's pre K through 12, very small community.  
 14 Not many people were online and getting  
 18:01:10 15 information that way, so we had to change tactics  
 16 and do hard copy flyers. It's like looking at  
 17 finding placing those in public buildings where  
 18 people were receiving information. That was just  
 19 one way that we reached some populations that we  
 18:01:24 20 couldn't before, so you do have to be flexible  
 21 with that in the smaller community.

22 MR. BIERUT: We have five minutes left.

23 MR. PUFFENBERGER: We have very  
 24 painfully gone through study after study after  
 18:01:33 25 study over a decade and a half or more. We've  
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1 accomplished the studies, but we didn't  
 2 accomplish the end goal. You mentioned that you  
 3 reviewed these studies. This may be a difficult  
 4 question. Having reviewed those, what was  
 5 missing?  
 6 MS. FISHER: An execution plan.  
 7 MR. GELLERT: The timeline that we  
 8 presented to you, at least to show you how you  
 9 get to your bond campaign. The bond campaign is  
 10 a critical part of this. And after that, once  
 11 you raise the money, then it's much easier to  
 12 implement what will lay the groundwork. Getting  
 13 to the bond campaign is the critical part for  
 14 implementation.  
 15 MR. PUFFENBERGER: Is there anything  
 16 missing from the planning stage from the  
 17 architectural planning, anything of that nature  
 18 that you might have gleaned from any of these old  
 19 reports?  
 20 MR. GELLERT: There's a lot of  
 21 information there. I think we have to, you know,  
 22 you have to determine what your budget is and  
 23 what you think you can realistically raise for a  
 24 bond campaign. We have to tailor the solution to  
 25 the bond campaign so that we're not presenting  
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1 something that's unrealistic and bound to fail.  
 2 We have to present a scheme that meets all your  
 3 aesthetic goals, but also meets your financial  
 4 difficulties.  
 5 MS. FISHER: Sometimes that means a  
 6 change in scope. Sometimes it means a change in  
 7 the execution, whether is phased or not. It's  
 8 really identifying what those priorities are and  
 9 the must haves verse the wants, where we can find  
 10 synergies between spaces in the police department  
 11 and the Village Hall. So that's hard to tell  
 12 from a paper copy that was dove into, but while  
 13 we while have those meetings with department  
 14 heads and everything, that's when we'll start to  
 15 see more if that information was gleaned and  
 16 accounted for or not.  
 17 PRESIDENT PRO TEM DEWS: In your  
 18 experience, other than the bonding, what are the  
 19 financing tools that other municipalities have  
 20 used to bring this along.  
 21 MR. FIALA: Well, at the school  
 22 districts, I'm not sure if that's available to  
 23 you. They actually mortgaged their assets, a  
 24 second mortgage, if you will. You know more  
 25 about that, than I do.  
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1 MS. FISHER: Somewhat. It's a little  
 2 bit complicated. I know we need to have some  
 3 type of collateral, land, or building that you  
 4 put up like a second, it is like a second  
 5 mortgage.  
 6 MR. FIALA: Another option that I don't  
 7 think exists here for you is inside millage. My  
 8 guess is you're skinny with inside millage. You  
 9 don't have the capacity to do that. The other  
 10 option might be as well, and we looked at this in  
 11 Willoughby for our police station, we elected not  
 12 to do for a number of reasons, is to do a public  
 13 private partnership where you'll bring a  
 14 developer in and they will finance it. And then  
 15 you will lease the building for some period of  
 16 time, perhaps 30 years, and at the end of that 30  
 17 years, then you own the building. There's a  
 18 little bit of a premium you pay with that, but  
 19 it's a way to get the building with lessor up  
 20 front costs.  
 21 MR. GELLERT: That's what Cuyahoga  
 22 County did when I worked on their County  
 23 Administration Building downtown. They had a  
 24 developer build it, leased it to them for 10  
 25 years. At the end of ten years, they decided not  
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1 to buy it, which surprised me. They continued  
 2 leasing it. That was the best option because of  
 3 their limited bonding capacity.  
 4 MR. FIALA: There are a few. There's  
 5 not many of the folks that do public sector,  
 6 public/private partnership, but they're out there  
 7 and they can get the job done.  
 8 MS. HUFFMAN: What do you all find is  
 9 trending in terms of typical space needs for  
 10 communities who are looking at projects they want  
 11 to do? Is it different, way different than it  
 12 used to be? Is there a shift, something  
 13 happening?  
 14 MR. FIALA: I think there's a shift  
 15 towards economy. And a large part of it in the  
 16 police department, I'm assuming, Chief, you don't  
 17 have dispatch here?  
 18 SERGEANT O'HAIRE: Correct.  
 19 MR. FIALA: I'm sorry, Chief.  
 20 (Laughter.) So for police, especially, Chief,  
 21 you know this, dispatch, jail, if you have those  
 22 out of play, then you're dealing with things that  
 23 are not very expensive. So we're seeing a shift  
 24 now where smaller entities are not doing  
 25 dispatch. They're doing Chagrin Valley or using  
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1 some county somewhere else.  
 2 MS. FISHER: And fire ranges.  
 3 MR. FIALA: Same thing with ranges and  
 4 training, some of that stuff you can find. I  
 5 know Cuyahoga County's trying to get a lot of  
 6 people involved with their training and range  
 7 work. So there's some shared use facilities,  
 8 other than those you own, that could be  
 9 outsourced. And that's going to reduce your cost  
 10 if the Chief and his force, his police force, can  
 11 live with that, if it's a good solution.  
 12 MS. HUFFMAN: What's the toughest  
 13 project that you've all done in the last three  
 14 years and name one reason why.  
 15 MR. BIERUT: And then we're going to be  
 16 done.  
 17 MR. FIALA: I'm sorry?  
 18 MS. HUFFMAN: The toughest project that  
 19 you've done in the last three years and name one  
 20 reason why.  
 21 MR. GELLERT: I'll talk about the Geauga  
 22 County Courthouse, because during that period  
 23 there were three different county administrators  
 24 and change in maintenance personnel and lots of  
 25 staff changes. So all the people we worked with  
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1 to begin with disappeared. So we kept having to  
 2 adjust and mediate. We got the project done,  
 3 it's on time, and people are in the building, but  
 4 that continuing change of personality, people  
 5 don't understand why this decision was made, why  
 6 did that group make it, so that makes it tough.  
 7 MR. BIERUT: Thank you.  
 8 PRESIDENT PRO TEM DEWS: We're going to  
 9 have to close this segment off here. Thank you  
 10 again. Appreciate it.  
 11 ~ ~ ~ ~ ~  
 12 MR. DEUTSCH: Good evening. Thank you  
 13 for inviting us. And we appreciate your review  
 14 of our qualifications and the fact that you  
 15 thought enough to invite us here tonight. I'm  
 16 Paul Deutsch, principal and co-CEO of Bialosky.  
 17 This is my associate, John Guzik.  
 18 MR. GUZIK: I'm a project manager in  
 19 this case, senior associate, and director of the  
 20 sustainability for Bialosky.  
 21 MR. DEUTSCH: So John and I will be the  
 22 two leads on the project. Ethan Rothermel, who  
 23 is the project architect, couldn't be with us  
 24 here tonight. And also, as you'll see, I'm not  
 25 going to go back through our whole proposal. I  
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1 assume you've all see that. So with the short  
 2 amount of time we have, we're going to not spend  
 3 too much time on that.  
 4 I've been with Bialosky for over 30  
 5 years. And the way that our firm works is  
 6 myself, as the principal in charge of the  
 7 project, I'm involved in the project day one to  
 8 the last day whenever that may be. And John, our  
 9 project manager, he and I have worked together on  
 10 other municipal projects. So John and I have  
 11 most recently worked together on a budget project  
 12 for the City of Pepper Pike. We've worked  
 13 together in Macedonia on a few projects.  
 14 And I finished recently a master plan  
 15 for Orange Village, which helped them decide what  
 16 they were going to do, frankly, with the redo of  
 17 their city hall, fire station, police station,  
 18 which they have all under one roof right now,  
 19 leading to them being able to go to a bond issue  
 20 to fund the project, which is I understand is the  
 21 main goal of this process down the road once  
 22 these decisions are made.  
 23 So when Bialosky got hired by Pepper  
 24 Pike, it was in a very similar situation to this  
 25 in which you had a deep dive assessment of your  
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1 facilities and a master plan at the time. That  
 2 was done through them by another architect in --  
 3 I think it was 2012. At the time, it recommended  
 4 them spending about \$12 million to replace most  
 5 of their buildings. And it was just like this  
 6 town, no city just has that sitting in the bank  
 7 and can do a project like that off the bat.  
 8 So I was invited by Mayor Bain to come  
 9 take a look at that master plan and look at the  
 10 facilities. And we just looked at that and  
 11 thought this is just way, frankly, overblown.  
 12 It's not necessary to do all of this. The bones  
 13 of all of their buildings were good. And so  
 14 we've been solving their problems one at a time  
 15 from their Service Department, which the master  
 16 plan recommended that they replace the entire  
 17 building. And we found a way to put an addition  
 18 on the building for a million eight, and that  
 19 building will serve them for the next 30 years.  
 20 It also recommended that they build a  
 21 brand-new police station, which a town like  
 22 Pepper Pike, in our opinion, and the new Mayor's,  
 23 agreed that that was overblown and it wasn't  
 24 necessary. So we were able to -- and I'll get  
 25 into the drawings for this a little bit, what our  
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1 approach was. We were able to remodel the left,  
 2 the left or east end of the city hall to create a  
 3 new police station within the building, expanded  
 4 it with some new space. And now we're about to  
 5 get started on the other half of the building to  
 6 redo their administrative offices and double  
 7 their Council chamber, because their Council  
 8 chamber only seats like 30 people and they have  
 9 people bursting at the seams at some of the  
 10 meetings, which is great because it shows it's an  
 11 engaged community.  
 12 Mayor Bain, I would encourage you, if  
 13 you want to know what it's like to work with me  
 14 and work with John, if you haven't already, reach  
 15 out to him and also Police Chief Deitz, working  
 16 with him on his police station.  
 17 So our approach is always trying to make  
 18 the most of what's there. Sure, frankly, it  
 19 would have been better for us if they built new  
 20 buildings, because obviously more project, more  
 21 fee, right? But the way that we always approach  
 22 all of our clients needs and what's really kept  
 23 Bialosky successful for the 75 years we've been  
 24 around is our philosophy is always what's best  
 25 for the client is what's best for us. That has

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1 facility service in. We came on board and  
 2 evaluated that with every intent of making use of  
 3 that building and ultimately after studying and  
 4 serious review, had to recommend against it. And  
 5 ultimately they did demolish that building and  
 6 had to start fresh.  
 7 So it's not that we would put a blind  
 8 eye towards the demolition or removal or not  
 9 using an existing building if it wasn't  
 10 appropriate. And in that case for various and  
 11 serious reasons, it could not be beneficially  
 12 used, but it was a study that has to be done that  
 13 really, you know, in serious interest of the  
 14 value to, in this case, your existing buildings,  
 15 either this community center or the current  
 16 Village Hall, we would look at very detailed.  
 17 MR. DEUTSCH: Historical value, too,  
 18 beyond their monetary value. There's a lot of  
 19 sentimental attachment that even Pepper Pike who  
 20 has a city hall that was built in the 1950s, it's  
 21 a very specific Georgian design building. It is  
 22 the look of Pepper Pike and it was something that  
 23 was really important to them. And I don't think  
 24 they realized how important it was until they  
 25 realized the recommendation was to take it down.

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1 served us well all these years and still does.  
 2 MR. GUZIK: I wanted to mention briefly,  
 3 you have resources in existing buildings that  
 4 whether your intent or ultimate decision is to  
 5 build new, these buildings still have, one,  
 6 existence and, two, value. I know that Bratenahl  
 7 is a high property value location. Disposing of  
 8 something that still has value wouldn't be  
 9 necessarily in the Village's best interest. And  
 10 just constructing a new building doesn't  
 11 alleviate the potential ongoing maintenance  
 12 burden of the existing facilities.  
 13 So taking all of that into account,  
 14 which is something that in review of the former  
 15 study seemed perhaps to be glossed over. There  
 16 wasn't a lot of study involved in what would  
 17 happen to the existing facilities if new  
 18 facilities were built. That would be something  
 19 that we would look very, very seriously at.  
 20 And that was a consideration both at  
 21 Pepper Pike and at Macedonia, where in that  
 22 instance, for a facility, maintenance facility  
 23 for them, they had just acquired a building, it  
 24 was actually an industrial use, that they had  
 25 acquired with the intent of putting a new

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1 And in your case, we reviewed in detail  
 2 the report that your previous architect, which I  
 3 thought was excellent, frankly, while some of the  
 4 conclusions or recommendations were more than you  
 5 have the appetite for, there's a lot of good  
 6 thinking in there, but at the same time, you  
 7 know, when we see reports like that, we try to  
 8 take it for what it's worth, but also enter  
 9 projects and a process like this without any  
 10 preconceived notions, because we need to start  
 11 fresh. We need to think of all the possibilities  
 12 and help you figure out what is best for you.  
 13 It's not about what's best for us.  
 14 So with the case for Pepper Pike, I'll  
 15 show you real quick.  
 16 MR. GUZIK: What Paul didn't think about  
 17 when he brought the easel is he was going to have  
 18 a guy here. (Laughter.)  
 19 MR. DEUTSCH: Thank you. So in the  
 20 Pepper Pike police station, this entire area was  
 21 their current police station. It was completely  
 22 cramped and they were just bursting at the seams.  
 23 Their lockers rooms were old. They didn't have  
 24 facilities for women and they do have two female  
 25 officers.

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1 And they had in the basement of the  
 2 building a workout facility that they used, the  
 3 fire department used. And it was not in the  
 4 right place. The fire department agreed to put  
 5 that in their building. And they also had a jail  
 6 that they weren't using anymore, which was just  
 7 sitting there. Basically the records were being  
 8 held prisoner is basically what was happening  
 9 there.

10 So when we went through their  
 11 programming analysis and we compared to the area,  
 12 we said this is all going to fit. We can make  
 13 this work. So we were able to restack the entire  
 14 building, give them a full size break room that  
 15 also has enough room for training. So it's a  
 16 flexible room that can be used for having lunch,  
 17 for having seminars, and then the furniture gets  
 18 put into the closets and then they put mats in  
 19 the room and they can do their tactical training  
 20 in there.

21 We were also able to create a separate  
 22 safe room for interviews at the front of the  
 23 building, to not have to bring prisoners or  
 24 witnesses into the building deep into place. And  
 25 then on the lower level, Vanna, (laughter), we

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1 were able to --  
 2 MR. GUZIK: Not quite so fast.  
 3 MR. DEUTSCH: This is where we were able  
 4 to take the jail and turn it into the armory and  
 5 the evidence room. It also happens to be  
 6 connected to the garage where they have three  
 7 police cars. So it works great for them. They  
 8 can come in in the morning, go down there and go  
 9 to the armory, get what they need for the day and  
 10 get back to the cars. When they come back with  
 11 evidence, they can come in there, not bring it  
 12 through the police station, it's in a very secure  
 13 way. And there's also a way to get to there from  
 14 the rest of the station.

15 Downstairs, this was where they had the  
 16 fitness room. And what we did is created locker  
 17 rooms that had separate bathroom and shower  
 18 facilities so that it's much more flexible. So  
 19 there's now a women's locker room that has room  
 20 for five female officers and men's locker room  
 21 and then there are individual showers and  
 22 bathrooms for officers to change. And that way  
 23 you don't have the old school kind of gang  
 24 showers. It's just a much more comfortable and  
 25 private way to approach it.

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1 And so in the original master plan for  
 2 this it had, in today's dollars, probably about  
 3 \$8 million to build a new police station. And  
 4 this was completed two years ago for a million  
 5 and a half dollars. So again, for us, it was all  
 6 about how do we make the most of what they have,  
 7 which I know is something that's important to  
 8 you.

9 And then now with the other part of city  
 10 hall, which we're just now getting reengaged with  
 11 a new Council in hand, we're putting an addition  
 12 on the front of the building in order to expand  
 13 the Council chamber, but they also don't have ADA  
 14 access, the entrance sequence is really, really  
 15 inadequate, so we're adding a new vestibule in  
 16 front and back opening to elevators in front.

17 And as a byproduct, we're also getting a  
 18 community room underneath this space that they  
 19 don't have now, because the grade happens to be  
 20 so low that we're already digging almost deep  
 21 enough for a basement anyway. So we're expanding  
 22 that to give them that. And this elevator will  
 23 also go up and put the third floor of the  
 24 building into service, which right now has one  
 25 stair and they can't use it because there's no

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1 ADA access.  
 2 So this project, in keeping the third  
 3 floor in service, adding the Council chamber, the  
 4 budget we put together for this a year and a half  
 5 ago was a million eight. Whereas, their master  
 6 plan in today's dollars would have been a \$10  
 7 million brand-new city hall building. So, again,  
 8 we're helping them say, look, you just don't need  
 9 to go that far. You can create a facility like  
 10 this that everybody is going to love. And it's  
 11 going to be -- it's going to serve them for the  
 12 next 20, 25 years. After that, who knows.

13 MR. GUZIK: And Paul and I were talking  
 14 about this and he had made the comment for a lot  
 15 of communities, there may be a rationale for a  
 16 new structure that accommodates potential future  
 17 growth. And that there will be needs that makes  
 18 sense to put so many eggs into the basket at this  
 19 point in time in anticipation of needing  
 20 something different in the future.

21 We understand that Bratenahl is largely  
 22 a build-out community. It's well established  
 23 with a fairly stable population. The likelihood  
 24 that the needs that you have now are going to be  
 25 dramatically different in a decade or more, while

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1 change is a constant, it's unlikely that there  
2 will be that kind of dramatic demographic change  
3 in a city like this.

18:24:00

4 So solving your problems now with as  
5 much foresight as possible, but not having to  
6 anticipate tremendous growth or change in the  
7 long-term may be the right approach for you,  
8 which is a value. There is benefit to being able  
9 to nail down or to design more finely, which I  
10 think the previous study that you've done and the  
11 work that we'd be able to do, interviewing and  
12 meeting with community and Council members to  
13 really understand your condition, will put you in  
14 a great position to use the resources that you  
15 currently have.

18:24:21

18:24:35

16 MR. DEUTSCH: That's the exact same  
17 situation in Pepper Pike. It's basically built  
18 out. There's not a lot of growth opportunity  
19 left there. That's why we were so sure that when  
20 we meet their needs now, and we're even looking a  
21 little bit into the future, that they're not  
22 going to change in our lifetime really.

18:24:46

23 So, again, we didn't have to spend extra  
24 money on some future that may never exist. 25,  
25 30 years from now if those needs change and an

18:25:01

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1 addition needs to put on the building, that's the  
2 next generation of leadership's responsibility to  
3 deal with that. We can only look forward so far  
4 even in communities where we know there's going  
5 to be a lot of growth.

18:25:16

6 MR. MATTY: I know your literature has  
7 it, but could you refresh Council just with the  
8 names of those that would be working with the  
9 project manager?

18:25:25

10 MR. DEUTSCH: Of course.

11 MR. MATTY: I know it was last minute as  
12 far as Don's email out Thursday, so we  
13 understand, but can you refresh them as to who's  
14 going to be on this project?

18:25:34

15 MR. DEUTSCH: Yes, sir. So Ethan  
16 Rothermel, who is a Project Architect, he's been  
17 with the firm five years will be the architect  
18 who's actually working with John and me on the  
19 programming, the master planning and the  
20 drawings. Our spec writer, who happens to live  
21 in Bratenahl, will help us write all of the  
22 scope, because we're going to need to put  
23 together a package in order to get a good viable  
24 number for it.

18:25:46

25 So we also have on our team a cost

18:25:58

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1 estimator, Fred Baker, who we work with on a lot  
2 of projects. Fred has done the estimating for  
3 all these projects. And every single project  
4 I've worked on with him comes on or under budget.  
5 So it's really important to have an estimator  
6 that you can trust, because those kind of  
7 surprises nobody can afford.

18:26:11

8 We also have Osborn Engineering on our  
9 team, which actually has a couple of our former  
10 employees. These are people we've been working  
11 with for years. And the reason we chose them is  
12 because they have every discipline we could need,  
13 so from structural, MEP, civil. So when we're  
14 looking at your building, your facilities, we can  
15 bring them in as we need as we find issues. We  
16 don't know what those are all, other than what we  
17 saw in the report, because obviously we haven't  
18 done our field work on the buildings as it is.

18:26:22

18:26:33

19 MR. GUZIK: I'll mention Ethan, who Paul  
20 referenced as the project architect that I'd be  
21 working with, I'm working with intimately on a  
22 project right now for the Euclid Public Library  
23 where he is also the project architect and I'm  
24 the project manager, senior associate in charge.

18:26:46

25 Boy, I've been working on that project since

18:27:04

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1 early facility study all the way through multiple  
2 studies of potential options, ultimately  
3 selection to renovate the existing building.

18:27:21

4 We had studied new. It's a building  
5 that has been added onto since the '50s, the  
6 sixth addition. We're not actually doing an  
7 addition. It's fully an interior renovation, a  
8 little bit of exterior site work, but that's a  
9 \$12.8 million project that is 90 percent, 85  
10 percent through construction right now with a  
11 grand opening scheduled in late April.

18:27:42

12 MR. MATTY: It's good to hear you have  
13 somebody from Bratenahl on your staff, but  
14 understand, and I'm sure he will understand, and  
15 I am telling all the applicants we are a very  
16 poor government. We have very wealthy residents,  
17 very well-respected residents, but we are a very  
18 poor government.

18:27:56

19 So when it comes times -- as you said,  
20 John, when it comes times to look at things,  
21 those dollars, every dollar spent is important to  
22 us and, of course, to our residents, but it's  
23 important to us because we're not a Pepper Pike  
24 where funds are available. Funds are available,  
25 but not in that kind of class so that you

18:28:09

18:28:25

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1 understand that.  
 2 MR. DEUTSCH: So we work for clients  
 3 across the spectrum of wherewithal for lack of a  
 4 better word. One of our big client basis happens  
 5 to be for not-for-profits, who we've done a lot  
 6 of offices and new buildings. They have  
 7 extremely tight budgets as well. Frankly, even  
 8 with Pepper Pike, while they maybe have more  
 9 resources available, they still are very  
 10 responsible.  
 11 Frankly, that was a big part of the  
 12 change in government was the previous Mayor tried  
 13 to convince the community that they needed to  
 14 spend 12, \$13 million 15 years ago to do all  
 15 these grand plans. Frankly, I think that's what  
 16 cost him his job. The new Mayor came in, who is  
 17 somebody that I knew, he brought us in and they  
 18 kept -- we've worked on now five projects in a  
 19 row for them. They've really grown to trust us  
 20 and know that we're going to work in their best  
 21 interest. So we're going to be good stewards of  
 22 their resources, whether it's the existing  
 23 buildings or the money they have to invest in  
 24 these buildings. And they look at it that way as  
 25 an investment.

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1 They want to create a solution that's  
 2 not only going to solve their problems for  
 3 decades to come, but also put these facilities in  
 4 a place where the maintenance costs, the ongoing  
 5 operating costs are at a minimum. Spend the  
 6 money now to get it right. They have brick  
 7 buildings. Once you get those brick buildings  
 8 tuck pointed and all that, you don't have to  
 9 paint them. You don't have to work, you know,  
 10 spend a lot of money maintaining them over time.  
 11 And that was a really important consideration and  
 12 something that John and I worked really hard to  
 13 come up with the right plan that was a long-term  
 14 plan both programming and operating costs.  
 15 MR. BIERUT: Council, we have about 10  
 16 minutes.  
 17 PRESIDENT PRO TEM DEWS: At this point  
 18 in time, we'll open the floor up to Council for  
 19 any questions and Review Committee. Whoever  
 20 wants to start first, Joyce, do you have a  
 21 question?  
 22 MS. BURKE-JONES: Yeah. I recognize, I  
 23 see here that you did -- you've kind of talked  
 24 about doing a schematic design. And I'm assuming  
 25 that you don't mean you're going to go through

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1 the whole design, schematic design phase. You're  
 2 just referring to a conceptual?  
 3 MR. DEUTSCH: Yes.  
 4 MR. GUZIC: Yes, as needed to get a  
 5 decent budget put together to understand what the  
 6 costs associated with that, yes.  
 7 MR. DEUTSCH: And with enough vision to  
 8 be able to have community engagement and get  
 9 people, you know, and help with the bond issue.  
 10 You have to have something that's got enough  
 11 sizzle that people are going to be excited about  
 12 it and willing to get behind funding it.  
 13 MS. BURKE-JONES: Exactly. And that's  
 14 what we were trying to imply, a whole phase, but  
 15 people wanted to know what it's going to look  
 16 like? What is going to be included in it? That  
 17 is a very big thing.  
 18 MR. DEUTSCH: The way we look at that is  
 19 it's not about solving all the problems, but it's  
 20 identifying all the problems and making sure  
 21 you're putting a budget together to be able to  
 22 solve them, understanding that you don't want to  
 23 go any further until you're sure that you have  
 24 the community support and the funding.

And we've been involved in a lot of  
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1 community meetings, a lot of those kinds of  
 2 things for all sorts of different projects,  
 3 whether it's from our libraries or public  
 4 projects like this or even not-for-profits and  
 5 making sure that their Boards are on board for  
 6 them. Ultimately, those Boards, Board members  
 7 are the ones that have to go and raise the funds.  
 8 MS. BURKE-JONES: Right. Part of this  
 9 also that you're talking about existing buildings  
 10 and especially the age of these buildings, we  
 11 have been told that the systems are obsolete and  
 12 they're not ADA compliant. Whenever you do  
 13 something, you suddenly have to add a bunch of  
 14 toilet rooms that was never part of, you know,  
 15 when they were building it.  
 16 How do you deal with this in your budget  
 17 and your cost estimate, because there's all  
 18 things you're going to discuss?  
 19 MR. GUZIK: As Paul mentioned, the  
 20 schematic or the conceptual level design that we  
 21 will go through will identify from a code review  
 22 standpoint, from a building evaluation  
 23 standpoint, all of those things that can be  
 24 known, but any time, any time that you're  
 25 constructing, but particularly when you're

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1 renovating or working with an existing structure,  
 2 there are limits. We're not going to tell you  
 3 that every potential is accounted for in the  
 4 design, but it will be accounted for in  
 18:33:02 5 contingencies, in set asides. That is what Fred  
 6 Baker with CSS, our estimator, will, in  
 7 coordination with yourselves, establish what is  
 8 right value for putting those kinds of options --  
 9 MS. BURKE-JONES: It will have them in  
 18:33:19 10 the bond number?  
 11 MR. GUZIK: Exactly.  
 12 MR. DEUTSCH: Contingency is the most  
 13 important word he just said. What we find in the  
 14 life of the project is in conceptual design, the  
 18:33:29 15 contingency is always a lot more healthy than it  
 16 is -- by the time we're done with design  
 17 development, that contingency comes down to those  
 18 dollars out of contingency start to populate the  
 19 scope of the things that we know as we dig deeper  
 18:33:43 20 into the project. Like I mentioned, we don't  
 21 keep doing this if we don't know how to meet  
 22 budgets.  
 23 MS. HOEFLING: So question for you for  
 24 the police department project. I understood that  
 18:33:54 25 there was still an operating police department at  
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1 the time you were doing the construction,  
 2 correct?  
 3 MR. DEUTSCH: Correct.  
 4 MR. GUZIK: Yes.  
 18:34:00 5 MS. HOEFLING: So if you were to decide  
 6 that that may be something that we could use the  
 7 existing building, expand upon it, make it  
 8 functional, how did you work -- how did the  
 9 police department work cohesively with your team?  
 18:34:14 10 MR. DEUTSCH: That's a good question.  
 11 I'm glad you asked it, because our original set  
 12 of construction documents anticipated a  
 13 four-phase project. And in order to renovate  
 14 this part of it so that we can stay in this part.  
 18:34:26 15 When we bid the project, we asked for -- and it  
 16 was a publicly bid project. We asked for the  
 17 bids to include a logistics plan for the project  
 18 and to try to identify what the costs were for  
 19 dealing with the phased-in project. And, of  
 18:34:40 20 course, a phased-in project is more expensive.  
 21 The police department decided that their  
 22 best bet to get this done quickly was they  
 23 actually had a couple of mobile trailers that  
 24 they used for their offices. They were able to  
 18:34:53 25 use the garage that they parked their cars in.  
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1 They kept the cars out of it and used it for  
 2 everything. And we were able to do the project  
 3 in about half the time it would have taken and it  
 4 saved the project about \$250,000, because they  
 18:35:04 5 were willing to just -- it's like the short-term  
 6 pain for the long-term gain and they were very  
 7 happy with that. As I mentioned before, if you  
 8 want to know about that, I don't know if you know  
 9 Chief Karl.  
 18:35:17 10 CHIEF LOBELLO: I know Karl.  
 11 MR. DEUTSCH: He'll tell you all about  
 12 it. He was really happy with how that went.  
 13 MS. HUFFMAN: You all worked on the  
 14 current Van Aken District.  
 18:35:28 15 MR. DEUTSCH: Yeah, I was the principal  
 16 in charge for that.  
 17 MS. HUFFMAN: Did it start like that or  
 18 how did it get to that?  
 19 MR. DEUTSCH: That's a long story.  
 18:35:36 20 MR. GUZIK: How much time do you have?  
 21 MR. DEUTSCH: I'm going to make it very  
 22 quick. We were originally hired by the City of  
 23 Shaker Heights to do a master plan for the whole  
 24 Van Aken District. Based on that master plan,  
 18:35:47 25 then they went out and solicited developers who  
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1 wanted to come in and do it. And it turned out  
 2 that the RMS, the Forest City family, they owned  
 3 the thing and they decided to come in and do the  
 4 project, so we stayed on. And pretty much every  
 18:36:01 5 building out there that see, we designed, except  
 6 for that new apartment tower.  
 7 And that master plan, there's a long way  
 8 to go. There's still -- where the existing  
 9 Shaker Plaza is, the corner of Warrensville and  
 10 Chagrin, so over time those things will come.  
 18:36:16 11 The most important word in that is flexibility.  
 12 So we designed a master plan that takes into  
 13 account that these last buildings aren't going to  
 14 happen for 10 years and who knows where the  
 18:36:30 15 market is going to be. And it was the same thing  
 16 I did for Crocker Park in Westlake, it was the  
 17 same thing. This master plan had a 20-year  
 18 life-span, so the flexibility was important  
 19 there.  
 18:36:42 20 MS. HUFFMAN: So the community  
 21 engagement started some place, but you were all  
 22 able to bring them along?  
 23 MR. DEUTSCH: Yes. And in that case, it  
 24 was something the community -- they were behind.  
 18:36:53 25 The city leadership was behind it. There was  
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1 plenty of opposition. And the people who opposed  
2 it the most are the ones who are going there for  
3 a glass of wine on Friday night. That's the way  
4 it always happens.

18:37:09 5 Everybody thinks that, you know,  
6 developer bad, developer bad, they're in it for  
7 themselves, but, again, we're about trying to  
8 create community. And working in communities  
9 like this, this is why I get up in the morning.

18:37:21 10 I love doing these kinds of projects and making  
11 everybody's communities a better place. That's  
12 why we do this.

13 MR. GUZIK: And community, but also  
14 synergy, where sometimes a project may be, you  
18:37:33 15 know, has one particular goal, but it feeds two  
16 or three other things. Looking at the  
17 LampLighter and some really fascinating stories  
18 going on, including one regarding this facility  
19 right now, halfway through and it's cliffhanger.

18:37:50 20 I'm waiting to hear the second half, but knowing  
21 the history of what's gone on and how there was  
22 opposition and how it ebbed and flowed.

23 I mean, it's the nature, you -- I'm not  
24 telling you anything you don't know. It's the  
18:38:03 25 nature of the beast. But understanding that  
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1 those kinds of things are a necessary part of the  
2 project and we're used to them, you're used to  
3 them, we'll work our way through it. And know  
4 that we have the experience to do that and won't  
18:38:17 5 get -- I think it references in my resume, cool  
6 under fire. I'm used to it.

7 I'm in screaming matches with  
8 contractors or arguments with owners, but it's  
9 all with the project's best interest at heart.

18:38:30 10 We all walk away, arm in arm, going to do it  
11 again tomorrow. Knowing that that is -- maybe  
12 there's a little heartburn along the way just  
13 like Paul was telling about the police station  
14 and having to go through the hard work, yes, it

18:38:46 15 will occasionally be hard work. We'll make it  
16 fun as well, but ultimately at the end of the  
17 day, you're going to look back and smile and be  
18 very happy with where things ended up, as will  
19 the rest of us.

18:38:57 20 MR. BIERUT: We have about a minute  
21 left.

22 PRESIDENT PRO TEM DEWS: Any quick  
23 questions from anyone on Council?

24 MR. PUFFENBERGER: This may be quick.  
18:39:04 25 You touched on this already. We're driving very  
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1 hard to sell a bond issue in November, of course.  
2 What would your involvement be in  
3 helping us sell it?

18:39:17 4 MR. DEUTSCH: We would be involved in,  
5 first of all, selling it before it even happens.

6 So I think the important thing is as we work  
7 through this master plan, to be able to have some  
8 public community meetings, get the community  
9 input. And so by the time the plan is done, the  
18:39:29 10 community feels like it was responsive to their  
11 needs. It's the old thing, well, if you want to  
12 get them to agree, make them think it was their  
13 idea.

14 And during the process, if there's any  
18:39:39 15 public meetings or campaigns, we're happy to --  
16 obviously we're going to create the materials,  
17 but we're happy to come to those meetings and  
18 help you sell the project, sell the idea and help  
19 you get people excited.

18:39:51 20 MR. GUZIK: As far as the materials, I  
21 believe the RFQ referenced renderings, certainly  
22 2D, 3D, full color, you know, we have all those  
23 capabilities, glad to provide examples.

24 MR. DEUTSCH: I'd like to leave -- if  
18:40:10 25 it's okay with you, I have some examples of some  
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1 different design documents on a couple of budgets  
2 so you can see what the work product looks like.

3 PRESIDENT PRO TEM DEWS: I think we're  
4 coming to our close right now. Thank you for  
18:40:24 5 your presentation. We really appreciate it. We  
6 know that we're interviewing you. You're also  
7 interviewing us. We appreciate it.

8 MR. GUZIK: Well, you're hired.  
9 (Laughter.) You don't have to wait until the  
18:40:42 10 18th. (Laughter.)

11 ~ ~ ~ ~ ~  
12 PRESIDENT PRO TEM DEWS: You can get  
13 started any time you would like.

14 MR. BIERUT: We have 30 minutes. I'll  
18:42:52 15 give you the heads up after 20 so Council can  
16 jump in and ask any questions, but tell us about  
17 the project and your team and we'll go from  
18 there.

19 MR. THORNTON: I'm going to keep it real  
18:43:04 20 simple. Inside of 30 minutes, you're going to  
21 have plenty of time for questions, let's just say  
22 that. You've already reviewed -- I'll stand up  
23 and walk around, because otherwise I get nervous.

24 You've kind of already reviewed our  
18:43:15 25 document there, our qualifications, so you're  
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1 relatively familiar with who we are. I'm just to  
 2 going to catch you up very briefly relative to  
 3 that. I'd love to talk more about your project.  
 4 And I don't have any -- I saw Paul had boards and  
 18:43:30 5 good stuff. I didn't prepare any of that.  
 6 My name is Patrick Thornton. I'm the  
 7 President of Sixmo Architecture. I'm also a  
 8 founding member of the Sixmo companies. We're a  
 9 group of architecture and engineering firms with  
 18:43:41 10 offices in Cleveland, Pittsburgh, Marietta,  
 11 Zanesville, Ohio.  
 12 My business partner and I started in  
 13 2012, so we've been at it about 13 years. One of  
 14 our first clients, maybe the second year, was an  
 18:44:00 15 analysis of this building right here for ADA  
 16 compliance. And I think you had some safety  
 17 issues in this building several years ago. It  
 18 didn't go anywhere, but I did get in and I worked  
 19 with Mayor Licastro at that time on what was  
 18:44:13 20 going on in this building. So when Don gave me a  
 21 call and mentioned this project, I was like  
 22 great. I enjoyed my time working with Bratenahl.  
 23 It was a long time ago.  
 24 We provide architecture services,  
 18:44:32 25 interior design services and then all of the  
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1 related building engineering services all in  
 2 house. So structural engineering, mechanical,  
 3 electrical, plumbing, HVAC, all those engineering  
 4 services, they all happen inside our building  
 18:44:48 5 down in Tremont with a little bit of help from  
 6 some of the other offices here and there when we  
 7 need some expertise.  
 8 We're about 30 people strong depending  
 9 on when Kent State is in session and we can get  
 18:45:00 10 more interns, so we're growing. We are logging a  
 11 lot of work for 2026, and beyond right now, so  
 12 that's really good news for us, good news for our  
 13 industry in general. We'd love to add you guys  
 14 to the backlog. Of course, we would prioritize  
 18:45:16 15 all of you, your project would be very important  
 16 to us.  
 17 You've seen a bit of our work history  
 18 relative to Sixmo in the package. The real  
 19 value, I think, of our staff and their experience  
 18:45:30 20 is addressed inside those resumes. So when you  
 21 get the Sixmo team, we have 12 years of history.  
 22 We don't have 30 or more, you know. Bialosky,  
 23 great firm. One of our clients actually. They  
 24 hire us periodically to do consulting services.  
 18:45:47 25 A great deal of history. Ours is a little  
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1 thinner because we just haven't been around  
 2 nearly as long. It doesn't mean we're any less  
 3 qualified.  
 4 The staff members, however, have been  
 18:45:57 5 working entire careers. So our staff has  
 6 additional experience that may be relevant to  
 7 your project. Personally, me, we just mentioned  
 8 the City of Bay Village as an example. I serve  
 9 as kind of de facto city architect there, but 20  
 18:46:19 10 years ago, two generations of my career ago, I  
 11 designed their police station, which had a  
 12 community center component. And to this day, I  
 13 assist them as a part of Sixmo with whatever they  
 14 need there, whether it's consulting on a new  
 18:46:36 15 building, helping them design a small project  
 16 here or there, restroom building or helping them  
 17 select other design professionals.  
 18 In your case, we have the development of  
 19 criteria documents for design of the project  
 18:46:55 20 effectively, which we have quite a bit of  
 21 experience at Sixmo and our individuals also have  
 22 quite a bit of experience with as well. That  
 23 process is really the beginning stages of  
 24 schematic design through the point or to a point  
 18:47:13 25 where you're able to make an intelligent decision  
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1 relative to the selection of the design build  
 2 team.  
 3 We don't have to take that thing to a  
 4 finite detail with the design. We just need to  
 18:47:24 5 help capture your objectives and place that  
 6 information into a document that is a useful tool  
 7 for that, for that selection, so that you can  
 8 make an intelligent selection, you can get the  
 9 right team members on board and you can get a  
 18:47:41 10 successful project built.  
 11 The thing I really love about that is we  
 12 don't have to necessarily -- we have to cross our  
 13 Ts, dot every I, I'm not going to use that  
 14 analogy, but we don't exactly have to get into  
 18:47:54 15 the nitty-gritty on every single detail. We can  
 16 kind of be a part of your community to understand  
 17 here's kind of what we want. Here's the essence  
 18 of what we want. We're here to help steer the  
 19 design team a little bit, but the reality is  
 18:48:08 20 their creativity takes over when we leave that  
 21 stage, taking with us your objectives as the core  
 22 piece of design of the project.  
 23 So our objective with your project will  
 24 be to capture your objectives, help you determine  
 18:48:32 25 what is necessary to the project, document that,  
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1 apply some -- along the path we're applying  
 2 figures, too. We're estimating the project. The  
 3 design professionals, Don certainly knows that  
 4 that's not the favorite word of our insurers, but  
 18:48:53 5 assisting you with building the budgets for the  
 6 project at that level and doing some early on  
 7 design, some preliminary or schematic level  
 8 design.  
 9 You have a unique architecture here in  
 18:49:06 10 town. I know it's not necessarily always  
 11 cohesive, but of all the neighborhoods in town,  
 12 probably the most recognized, if you were to pull  
 13 three buildings out of Bratenahl, I can tell you  
 14 where in Bratenahl. I live in Bay Village. If  
 18:49:22 15 you pull three buildings out the Bay Village, I  
 16 wouldn't be able to tell you if that was Bay  
 17 Village or Westlake or Shaker Heights.  
 18 You have some unique character here that  
 19 I think, in my opinion, on a design build project  
 18:49:35 20 you don't have to capture that in a criteria  
 21 document. You just have to design a criteria  
 22 document that helps you select the right firm  
 23 that knows how to capture the architecture in  
 24 town.  
 18:49:50 25 With this scope, we're really just at  
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1 the point where we're programming it for you.  
 2 We're learning what you need, how much space you  
 3 need, kind of how it needs to be arranged,  
 4 generally how that lays on the site, about what  
 18:50:03 5 size the building needs to be. Maybe we are  
 6 establishing some of the criteria for the design.  
 7 Like, we would like it to look like this, not  
 8 necessarily this shape, but we would like to have  
 9 these characteristics, capturing that in a  
 18:50:20 10 package that you can then go legally procure  
 11 using the design build process in a publicly bid  
 12 project or publicly procured project. That, to  
 13 me, is the success of the scope that you are  
 14 asking for. It is capturing what you want and  
 18:50:40 15 leaving enough on the table for the ultimate  
 16 designer selection and the design build team to  
 17 give them the room for success, rather than  
 18 dictating everything.  
 19 Sometimes what we've done design build  
 18:50:55 20 projects, and we've been guilty of it before, we  
 21 want to design every nut and bolt. I want to  
 22 know exactly where that door is. I want to know  
 23 exactly how this operates and how that operates.  
 24 Well, the project is done that way effectively,  
 18:51:07 25 minus some technical pieces.  
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1 I think with the unique character you  
 2 have here, giving that opportunity to the design  
 3 build team will lead to a more successful project  
 4 than dictating every nut, bolt and design in the  
 18:51:24 5 project. So that's kind of how I see the overall  
 6 overarching scheme of what would be successful  
 7 here. Where my only decision in a roomful of  
 8 people that have to make a decision, I want to  
 9 give them enough to let them be creative and let  
 18:51:42 10 us solve the technical issues up front relative  
 11 to the program, the validity of the documents  
 12 that we use to leverage this procurement, those  
 13 sorts of elements.  
 14 I don't think that you need me to design  
 18:52:01 15 -- it's not me, it's a roomful of guys that would  
 16 frankly, be a smarter architect than me on my  
 17 staff. A lot of us just give some guidance so  
 18 that that other team can come in and really turn  
 19 it into exactly what you want.  
 18:52:17 20 The schematic design phase, if we go  
 21 with a traditional design bid build project would  
 22 be the beginning stages of the design that starts  
 23 with collecting some information and extracting  
 24 that information and turning that into a design  
 18:52:31 25 that we slowly develop further until it is a  
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1 highly detailed set of technical documents.  
 2 I think in your case we need to create  
 3 an envelope for that design team to work in with  
 4 some constraints, some concepts, some baseline  
 18:52:52 5 and let them really begin the tail end of the  
 6 schematic design process and take it from there.  
 7 That's where our strengths come in, by the way,  
 8 is helping organize a group that may have  
 9 disparate thoughts to bring them together to help  
 18:53:09 10 them work together.  
 11 Also, we're well-versed in building  
 12 consensus in the community, to help with that  
 13 process. An example of that, about five or six  
 14 years ago, I got called off of vacation to come  
 18:53:29 15 back because the City of Lakewood needed to have  
 16 a very short lead time meeting to build consensus  
 17 for a pool project.  
 18 So we used our past experience with  
 19 those types of meetings to put together something  
 18:53:46 20 that allowed us to bring the concepts for a new  
 21 pool to a very passionate group of swimmers to  
 22 help them understand what the city's objectives  
 23 were, but also to listen and take ideas from  
 24 their wealth of swimming knowledge in some cases,  
 18:54:09 25 wants and needs or mixed kind of together, but  
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1 utilize that information where we would gather  
 2 from a large group of people to distill that down  
 3 into things that were most important to the city  
 4 for that project and assist with using that  
 5 butterfly net to catch the butterfly and let the  
 6 smaller bugs go through. And in a way, that was  
 7 met with positive response from the community.  
 8 Yes, I understand that I'm telling you I  
 9 need these 12 things. We help the community  
 10 understand that they really need three of those  
 11 12 things and, of course, we then were able to  
 12 express that to the committee that was making the  
 13 decision. And two of those three things were  
 14 important to them, so we were able to integrate  
 15 those two things into the project.  
 16 You have a few facilities here that you  
 17 need to combine. We need to figure out what  
 18 exactly you need, what are wants and what are  
 19 really nice to have. And we sweep that  
 20 butterfly net, which is really your budget, the  
 21 butterfly net is effectively that budget. What's  
 22 left at the tail end of that is what the budget  
 23 is able to hold. And, of course, that's before  
 24 we get creative and find ways to get more for  
 25 less, but that's closer to the procurement side  
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1 of things.  
 2 So we're we've been in rooms that are  
 3 community rooms for those consensus meetings that  
 4 were very friendly and we've been in the ones  
 5 that are very hostile. And in the end, with very  
 6 few exceptions, we come out with a bunch of  
 7 smiling faces. So we're able to kind of utilize  
 8 our communication skills to help sometimes make  
 9 those things go smoother for communities and  
 10 commissions like yourselves.  
 11 That was a room of 100 people. You  
 12 probably don't have a room of 100 people that  
 13 show up from the community to help make those  
 14 decisions, but we're capable of kind of managing  
 15 it either way. And at the same time, a piece of  
 16 that that we take home with us at night is we're  
 17 also here, I'm not going to say we're here to  
 18 take the blame for the decisions, but we're here  
 19 to represent what your interests are as the city  
 20 or Village and listening to what the community  
 21 has to say, but making sure we protect your  
 22 interest along the way.  
 23 So sometimes we go home with the bruises  
 24 that you might otherwise get. So I just told the  
 25 building -- because we do a lot of plans  
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1 examinations. I just told a building official  
 2 today that my job is either to keep you from  
 3 getting the phone call or you can blame me for  
 4 the problem you got the phone call for. Either  
 5 way, I don't care, I go home and eat dinner and I  
 6 watch a little bit of TV, but it doesn't matter  
 7 to me. We're here to serve in whatever capacity  
 8 you guys need us to do that. So we do take some  
 9 abuse, but we're used on that.  
 10 We show up and we're going to do our  
 11 job. My staff is kind of like me, they enjoy  
 12 talking to people and presenting to people and  
 13 learning things about communities and people in  
 14 communities. That is a little bit different than  
 15 appears somewhere and say this is what you're  
 16 going to get, this is the design, you know, don't  
 17 touch it because that's an award winner.  
 18 (Laughter.)  
 19 I'm 35 years into this, I know I look  
 20 like I'm 25, I don't have any awards. That's not  
 21 really on my bucket list. I have happy clients  
 22 and I have dollars in the bank. Those are the  
 23 two things that matter to me. The awards I can  
 24 do without.  
 25 MR. BIERUT: Council, you have about 14  
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1 minutes left. And, Dave, you told the other  
 2 presenters about finances just out of fairness.  
 3 MR. MATTY: One thing you should know is  
 4 we're blessed with very wealthy residents and  
 5 very prominent residents and a good community,  
 6 but we're a very poor government. And you might  
 7 have seen some of that when you worked with Mayor  
 8 Licastro. We're very poor as far as the  
 9 government. You wouldn't know that when you look  
 10 at the beautiful community, but that's what we  
 11 have.  
 12 So in your process, every dollar that  
 13 you can save is very important, maybe more so  
 14 than some of the bigger communities that have a  
 15 bigger bank account than we do. And I told the  
 16 other presenters, thanks, Don, for reminding me,  
 17 that is important to this community and to this  
 18 group of Council members and the Mayor and the  
 19 Fiscal Officer, because we try to stretch a  
 20 dollar when we can.  
 21 MR. THORNTON: Well, in that vein, the  
 22 fact that I just mentioned that we are a nuts and  
 23 bolts, very sensible design team, which I think  
 24 comes in very handy in the early stages of a  
 25 project, because you can always add the flourish  
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1 to the project later if the thing works. If you  
 2 have the budget for the flourish, you add the  
 3 flourish. If you do not, then you come up with a  
 4 sensible building that works great and will last  
 5 you a long time and will be a positive asset for  
 6 the community for as long as possible.  
 7 So we are not the high design firm,  
 8 again, that gets put in magazines. We're the  
 9 firm that designs the buildings that stand there  
 10 for 50 years and eventually somebody comes along  
 11 and says this is starting to look old, but  
 12 hopefully it doesn't look old until after 50 or  
 13 60 years.  
 14 I would love to design buildings like  
 15 this. We actually operate out of a building  
 16 that's like this. This is about early 1900s this  
 17 was built. Our building is 1927. We live in the  
 18 same floors and walls and plasters of materials  
 19 as you. We appreciate that stuff as it's been  
 20 around a long time. Our building isn't pretty,  
 21 but solid corner of Tremont. It's a recognizable  
 22 building, but it's not pretty. That's what we're  
 23 like. We're a solid, smart, strong foundation  
 24 type of firm. We're builders, so we kind of get  
 25 it. I have to put new locks on my doors at the  
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1 office because I have a new tenant code. I don't  
 2 want to spend \$20,000 on that. So I'm working  
 3 hard to find ways to get that done in a way that  
 4 works well for the owner, (indicating) that  
 5 doesn't break the bank so I can take the Delta of  
 6 that amount and apply that to something else to  
 7 make that building more efficient and working  
 8 better. We appreciate that. I know.  
 9 PRESIDENT PRO TEM DEWS: At this point  
 10 in time, we'll open it up for Council and  
 11 Proposal Review Committee for any questions that  
 12 you may have.  
 13 MS. BURKE-JONES: I noticed in your  
 14 discussion, which you didn't bring a proposal,  
 15 you're kind of seeing this as a design build,  
 16 eventually design build. And that your scope of  
 17 services on this is a little bit more than  
 18 criteria architect, AE, but pretty much that with  
 19 helping us identify work with community.  
 20 MR. THORNTON: I think I've kind of made  
 21 an assumption that it was design build, because  
 22 traditionally a criteria architect is creating a  
 23 package that's handed off to the next level. I  
 24 actually brought a sample. I'm not going to  
 25 bother pulling it out, but in the City of Avon  
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1 Lake two years ago we started as a criteria  
 2 architect for a design build project and because  
 3 of some procurement issues they had prior to  
 4 bringing us on, thankfully it wasn't us, we wound  
 5 up converting that criteria document for a design  
 6 build team into the criteria document for hiring  
 7 and selecting a new designer that had specific  
 8 needs.  
 9 So we're able to course correct very  
 10 quickly and more than happy if we get to that  
 11 point. If you were to bring Sixmo on and you  
 12 were able to come up with a great program on the  
 13 thing and you were like, you know, we would like  
 14 to kind of layer the process and look at hiring  
 15 other firms, we're on board to help with that.  
 16 We're on board to help you make decisions that  
 17 make the project happen.  
 18 Again, I'd love to have the thing start  
 19 to finish. I'd love to be the guy, because you  
 20 guys have a great community. I'd love be  
 21 building a building in your community, but just  
 22 being a part of the project would be great for  
 23 us.  
 24 MS. BURKE-JONES: I only mention that  
 25 because we did a service garage that we used a  
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1 criteria AE team and then design build, that's  
 2 all. We're familiar with that.  
 3 MR. THORNTON: That is a good delivery  
 4 method, modern delivery method. CM at risk is  
 5 another good one that's being used a lot in  
 6 traditional design bid build and we're  
 7 well-versed in all of them.  
 8 MR. PUFFENBERGER: You mentioned that  
 9 you have some experience in Bratenahl. It's been  
 10 a while. But you have some experience in  
 11 Bratenahl, so you understand the heritage, the  
 12 history --  
 13 MR. THORNTON: Yes.  
 14 MR. PUFFENBERGER: -- all those things,  
 15 how important they are. Would one of your  
 16 considerations potentially be maintaining some of  
 17 the existing buildings? We have a couple of  
 18 older buildings that we're -- there are some very  
 19 strong feelings on both sides of that in this  
 20 Village. I'm not going to say where I am right  
 21 now, but would that be a consideration?  
 22 MR. THORNTON: Certainly. You've got  
 23 several studies that kind of tell you what you  
 24 have relative to infrastructure here. And  
 25 certainly a building like this has a purpose and  
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1 capability. We're open to whatever. Whatever  
 2 the client tells us to do is the way we go. And  
 3 if the client says study this and let us know  
 4 what you think, then we look at that and we give  
 19:04:32 5 you an honest opinion.  
 6 An unbiased honest opinion sometimes  
 7 help kind of crack the code relative to what  
 8 really needs to be done, but we work with the  
 9 existing buildings of this age all the time. And  
 19:04:46 10 we know the challenges. We also know the desire  
 11 to maintain. Sometimes it's a matter of  
 12 repurposing things. Sometimes there's a purpose  
 13 that pops up halfway through a project that says  
 14 we've got this open space, why don't we apply  
 19:05:00 15 that over here. It's all a matter of how you  
 16 want to define the scope.  
 17 MR. PUFFENBERGER: Thank you.  
 18 MS. HUFFMAN: What's the toughest  
 19 project that you've all done in the last three  
 19:05:16 20 years and what's one thing that's made it tough?  
 21 MR. THORNTON: We go through about --  
 22 I'd say annually we have three to 400 little  
 23 different projects, because we have large things  
 24 and small things. I would say the most difficult  
 19:05:31 25 project that we've had in the last few years was  
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1 actually an emergency response to a building that  
 2 had exploded and caught fire.  
 3 It was in Downtown Cleveland. It was a  
 4 factory that had a fire that devastated the whole  
 19:05:49 5 project. And that client, he was a manufacturing  
 6 facility and needed to be back up and running  
 7 immediately or he was going to lose his business.  
 8 So we had to work very carefully with  
 9 them to make sure that they got rebuilt with what  
 19:06:03 10 they needed at the same time as those machines  
 11 back over there were still operating. Those  
 12 challenges are simple basic technical challenges  
 13 until you insert the City of Cleveland's Building  
 14 Department (laughter), OSHA, three or four  
 19:06:21 15 different insurance companies, some skilled  
 16 contractors and not so skilled contractors. And  
 17 we were hired to solve the problem.  
 18 So we had to help navigate the client's  
 19 relationship with what would be their financial  
 19:06:40 20 support, which is the insurance companies, there  
 21 was more than one for some reason. We had to  
 22 carefully work with the Building Department. As  
 23 a building official myself, I kind of go in and  
 24 speak that language to them, help them through  
 19:06:52 25 what they need, what they need to understand  
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1 about the project.  
 2 And we had some challenging contractors,  
 3 because a lot of emergency response contractors  
 4 are not necessarily -- they're generalists.  
 19:07:05 5 They're not necessarily experts in the type of  
 6 building that you're going into. So we kind of  
 7 had the super storm of all the things that could  
 8 potentially go wrong with the project. And when  
 9 things started to go bad on certain aspects of  
 19:07:20 10 the project, we were able to resolve those issues  
 11 through open communication amongst the whole  
 12 team.  
 13 And for us, it's most important to make  
 14 sure that when an issue comes up with the client,  
 19:07:29 15 with the contractor, with the authority head of  
 16 jurisdiction, whatever it is, openly and honestly  
 17 communicate with them what's going on. Work as a  
 18 team to develop a solution to the problem,  
 19 present that as an option for a solution. Then  
 19:07:44 20 at that point, we hope the solutions are  
 21 accepted, but everybody's position has its own  
 22 background as to why they would make the  
 23 decision.  
 24 So any challenge that we've ever had  
 19:07:57 25 with any project either was resolved through open  
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1 communication or the problem got bad, it should  
 2 have been early on in the project resolved with  
 3 open communication. Our project manager's  
 4 philosophy resolves totally around sometimes  
 19:08:11 5 over-communicating. We may tell you too many  
 6 times what we think the issue is, but I've always  
 7 felt that's better than not bringing it up when  
 8 it needs to be brought up.  
 9 That also goes, by the way, for our team  
 19:08:27 10 when the issue is owned by us. That does happen.  
 11 When the issues are owned by us, we're open about  
 12 it, we're clear about it, and we try to help  
 13 resolve the situation at whatever level it  
 14 achieves in a fair way.  
 19:08:44 15 So we have had -- I hate to say it, we  
 16 went 13 years without a single claim on our  
 17 insurance and this year we had a couple minor  
 18 ones. Even with those claims with those clients,  
 19 those clients are still clients. We don't lose  
 19:09:01 20 them, because we're honest and open with them.  
 21 Yes, we own up and make sure that we made up for  
 22 the issue or we help them through the process of  
 23 resolving the problem through whatever means we  
 24 had to do that.  
 19:09:16 25 We try to be the good guys. I think  
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1 everybody tries to be the good guys, but when I  
 2 go home and get dinner and sit down and watch TV  
 3 at night and think about the fact that we've  
 4 taken a beating, we take pride in being the good  
 5 guys.  
 6 MR. BIERUT: You have three minutes,  
 7 Council.  
 8 PRESIDENT PRO TEM DEWS: Any other  
 9 Council have any questions at this time?  
 10 MS. BURKE-JONES: How much experience --  
 11 how many times do you have to deal with  
 12 communicating with the community and selling  
 13 them, you know, selling a product. Not selling a  
 14 product. I should say working with the community  
 15 to come up with a project that they want to have  
 16 in their community and willing to --  
 17 MR. THORNTON: We do a lot of recreation  
 18 projects. We're experts in pools. So if you  
 19 want to put a pool in this thing, you have the  
 20 right guy. (Laughter.) Those projects are  
 21 almost 100 percent of the time, they're so  
 22 community driven that almost 100 percent of the  
 23 time we are engaging with the community to help  
 24 develop the design.  
 25 In a lot of cases it starts with clean  
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1 slate, a Whiteboard, some ideas, everyone gets a  
 2 little white dot or a little colored dot. And  
 3 everybody in the community gets to vote on  
 4 something. That's one of our methods we use.  
 5 That builds consensus so everybody feels they've  
 6 had an opportunity to be engaged in the design  
 7 process. Their thing may not be the one  
 8 selected, but they get to see why it wasn't.  
 9 This other thing was more important to everybody,  
 10 so that's what we're going with. That's one of  
 11 the methods that we use.  
 12 And then other times it's open house or  
 13 we like to do them live. I know there's some  
 14 modern systems that people use online, voting  
 15 things. I'd rather be in the room and have a  
 16 conversation with you about why you wanted the  
 17 bathroom to be on the left instead of the right,  
 18 you know, so we can talk about it and figure out  
 19 why and make you comfortable with wherever it  
 20 ends up. At least you got to have a  
 21 conversation.  
 22 So we just like to engage people. I  
 23 like talking to people. It's my only hobby.  
 24 It's not, but the hobbies that I do have, there's  
 25 a lot of communication.  
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1 PRESIDENT PRO TEM DEWS: Thank you.  
 2 Really appreciate you taking the time.  
 3 MR. THORNTON: Appreciate the time. And  
 4 if I don't get to talk to you guys again, good  
 5 luck with the project. I'll be paying close  
 6 attention, but hopefully I get to see you all  
 7 again together.  
 8 PRESIDENT PRO TEM DEWS: Appreciate it.  
 9 Council, I'd like to thank the public  
 10 for being here at short notice. Secondly, I'd  
 11 like to thank our Proposal Review Committee.  
 12 There's a lot of work that put this off and  
 13 thanks for the coordination. And also for  
 14 Council being able to show up at short notice so  
 15 we can keep these milestone dates in this RFQ.  
 16 At this time, I would open the floor up  
 17 for public comment, if any. Ms. Meade.  
 18 MS. MEADE: Yes. Good to see you up  
 19 there front and center. I did have a couple  
 20 questions. You mentioned this Review Committee a  
 21 couple of times. Who sits on it?  
 22 PRESIDENT PRO TEM DEWS: Don, do you  
 23 want to give this?  
 24 MR. BIERUT: Myself, Dave Maund, Dave  
 25 Matty, and Diana.  
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1 MS. MEADE: Based on the discussions and  
 2 reading the RFQ, which specifically says design  
 3 new municipal buildings, will this project  
 4 include the future of the community center as  
 5 part of the project?  
 6 PRESIDENT PRO TEM DEWS: Part of that  
 7 RFQ, if you read it, it's really not in that  
 8 scope of that particular -- this particular RFQ  
 9 document there.  
 10 MS. MEADE: So you're still focused on a  
 11 new campus and the future of the community center  
 12 is a separate project?  
 13 PRESIDENT PRO TEM DEWS: Yes.  
 14 MS. BURKE-JONES: The community center  
 15 is part of the scope.  
 16 PRESIDENT PRO TEM DEWS: The community  
 17 center in a new built or whatever is part of  
 18 that.  
 19 MS. MEADE: But this building is not.  
 20 MR. MATTY: No, it is not.  
 21 MR. BIERUT: That's correct.  
 22 PRESIDENT PRO TEM DEWS: Whatever  
 23 happens to that, and that has to be decided  
 24 what's the future of this particular building,  
 25 that's correct.  
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1 MS. MEADE: Okay. And then I do have to  
 2 ask this, so I apologize in advance. I heard one  
 3 of the three companies mention the Lamplighter.  
 4 Was that provided in the RFQ document?  
 19:14:30 5 PRESIDENT PRO TEM DEWS: No.  
 6 MR. BIERUT: No, it was not.  
 7 MS. MEADE: Thank you. And then since  
 8 this is a public meeting and some of them brought  
 9 documents that they passed out as public  
 19:14:39 10 documents, it should be a public record. So I  
 11 have to ask why I wasn't allowed to keep what I  
 12 was given as a public record.  
 13 PRESIDENT PRO TEM DEWS: We just want to  
 14 make sure everyone had one, but you can get one.  
 19:14:54 15 MS. COOKS: I'll give you mine.  
 16 PRESIDENT PRO TEM DEWS: I talked to  
 17 Diana you'll be able to get one.  
 18 MS. MEADE: The other thing, again, not  
 19 knowing how things -- what the scoring system is.  
 19:15:10 20 Will that be a public record as well at some  
 21 point?  
 22 PRESIDENT PRO TEM DEWS: Yes.  
 23 MS. MEADE: Because in the  
 24 presentations, it was not clear between the three  
 19:15:23 25 when it came to the funding mechanism, the bond  
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1 levy, you know, the buy-in, the consensus, what  
 2 they conveyed or didn't convey about what their  
 3 role was going to be and to what extent. So I  
 4 don't know depending on Council and the committee  
 19:15:41 5 how that's going to be evaluated, since it really  
 6 wasn't specifically addressed. Maybe it was in  
 7 the previous document.  
 8 MR. MATTY: As a member of the  
 9 committee, I may tell you that if it wasn't  
 19:15:53 10 addressed, it should have been addressed. And so  
 11 that's how some of the readings will show, I  
 12 believe, which is why I asked the one firm. I do  
 13 realize that Don did this last Thursday notifying  
 14 these firms. So I knew that we weren't going to  
 19:16:09 15 get five people for each firm, because they're  
 16 other places, but if they didn't address the bond  
 17 issue, that should be -- you should be able to  
 18 find that in the ratings. If they didn't address  
 19 their staff issue, even though we have their  
 19:16:27 20 information, Don had talked to them about tell us  
 21 something that's not here. And so you should be  
 22 able to see that at the appropriate time that you  
 23 request that.  
 24 MS. MEADE: Okay. That's it for now.  
 19:16:41 25 PRESIDENT PRO TEM DEWS: Yes, Mr. Orel.  
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1 MR. OREL: Just so you know, I mean,  
 2 using acronyms and not defining what they mean or  
 3 what they are, people don't understand. I didn't  
 4 know until he said it afterwards, so you are  
 19:16:58 5 ought to be mindful of that point.  
 6 PRESIDENT PRO TEM DEWS: Okay. Thank  
 7 you. Any other questions? Any other comments?  
 8 MS. MEADE: I thought this was well  
 9 done. I do. I didn't know this was happening so  
 19:17:14 10 fast. I liked it. It's moving. We need it. I  
 11 thought the way it was organized and managed and  
 12 handled, two thumbs up.  
 13 MR. BIERUT: Great. Thank you.  
 14 PRESIDENT PRO TEM DEWS: The team put it  
 19:17:29 15 together and they did a great job.  
 16 MR. MATTY: Our marching orders were to  
 17 do it, do it fast, but make sure it gets Council  
 18 information. That was the whole purpose.  
 19 MS. MEADE: It's a process. I liked it.  
 19:17:41 20 I thought it was very professional, very well  
 21 done.  
 22 PRESIDENT PRO TEM DEWS: Any comments  
 23 from Council? If not, a motion for adjournment.  
 24 MS. HOEFLING: So move.  
 19:17:55 25 MR. PUFFENBERGER: Second.  
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1 PRESIDENT PRO TEM DEWS: Roll call.  
 2 MS. COOKS: Ms. Burke-Jones?  
 3 MS. BURKE-JONES: Aye.  
 4 MS. COOKS: Mr. Dews?  
 5 MR. DEWS: Aye.  
 6 MS. COOKS: Ms. Hoefling?  
 7 MS. HOEFLING: Aye.  
 8 MS. COOKS: Ms. Huffman?  
 9 MS. HUFFMAN: Aye.  
 10 MS. COOKS: Mr. Kozinski?  
 11 MR. KOZINSKI: Aye.  
 12 MS. COOKS: Mr. Puffenberger?  
 13 MR. PUFFENBERGER: Aye.  
 14 MS. COOKS: Thank you.  
 19:18:13 15 (Meeting adjourned at 7:18 p.m.)  
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CERTIFICATE

I, Nancy L. Molnar, do hereby certify that as such Reporter I took down in Stenotypy all of the proceedings had in the foregoing transcript; that I have transcribed my said Stenotype notes into typewritten form as appears in the foregoing transcript; that said transcript is the complete form of the proceedings had in said cause and constitutes a true and correct transcript therein.

*Nancy L. Molnar*

Nancy L. Molnar, Notary Public

within and for the State of Ohio

My commission expires April 25, 2029.

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