MINUTES OF THE

BOARD OF PARK COMMISSIONERS

OF THE

CLEVELAND METROPOLITAN PARK DISTRICT

AUGUST 18, 2022

The Board of Park Commissioners met on this date, Thursday, August 18, 2022, 8:00 a.m., at the Board's office, 4101 Fulton Parkway, Cleveland, Ohio.

The roll call showed President Debra K. Berry, Vice President Dan T. Moore, and Vice President Bruce G. Rinker to be present. It was determined there was a quorum. Chief Executive Officer, Brian M. Zimmerman, Chief Financial Officer, Wade Steen, and Chief Legal and Ethics Officer, Rosalina M. Fini, were also in attendance.

APPROVAL OF MINUTES.

No. 22-08-112:

It was moved by Vice President Rinker, seconded by Vice President Moore and carried, to approve the minutes from the Regular Meeting of July 21, 2022, which were previously submitted to the members of the Board, and by them read.

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

FINANCIAL REPORT.

Chief Financial Officer, Wade Steen, presented a Comparative Summary of Revenues & Expenditures 2022 vs. 2021 Year-To-Date, and for the Month Ended July 31. Also provided is a Schedule of Accounts Receivable and Investments, which along with the Comparative Summary is found on pages <u>96693</u> to <u>96700</u>.

ACTION ITEMS.

(a) 2022 Budget Adjustment No. 8

(Originating Sources: Wade Steen, Chief Financial Officer/Brian M. Zimmerman, Chief Executive Officer)

The following amendments are requested for Board approval:

CLEVELAND METROPARKSAppropriation Summary - 2022

			Original Budget						
			- I gillar 2 a a got			Total Prior	Proposed		
Object		Baseline	Carry Over			Budget	Amendment #8		
•	Object Description		,		T-4-1	"			T l
Code	Object Description	Budget	Encumbrances		Total	Amendments	8/18/2022		Total
			OPER	ΔΤΙ	NG				
			OI EII	Α					
51	Salaries	\$ 59,806,913	\$ -	\$	59,806,913	\$ 140,098	\$ 9,000 A	\$	59,956,011
52	Employee Fringe Benefits	19,059,340	397,108	ľ	19,456,448	681,887	(350,723) B	ļ .	19,787,612
53	Contractual Services	15,366,699	5,491,290		20,857,989	(126,784)	37,834 C		20,769,039
54	Office Operations	25,134,495	3,531,243		28,665,738	277,875	348,679 D		29,292,292
	Operating Subtotal	119,367,447	9,419,641		128,787,088	973,076	44,790		129,804,954
	T	T	CAF	PITA	\L	I		_	
571	Capital Labor	800,000	_		800,000	_	_		800,000
572	Capital Construction Expenses	25,598,296	7,601,218		33,199,514	18,337,847	411,637 E		51,948,998
574	Capital Equipment	3,656,575	1,435,810		5,092,385	431,041	214,405 F		5,737,831
575	Zoo Animals	75,000			75,000	52,6.2	-		75,000
576	Land	2,078,500	39,800		2,118,300	_	_		2,118,300
	Capital Subtotal	32,208,371	9,076,828		41,285,199	18,768,888	626,042		60,680,129
	TOTALS								
	Grand totals \$ 151,575,818 \$ 18,496,469 \$ 170,072,287 \$ 19,741,964 \$ 670,832 \$ 190,485,083								
	5.5 (564)5	7 131,373,010	¥ 10,430,403	7	1.0,0,2,207	¥ 15,741,504	y 070,032	7	250,405,005

An explanation of adjustments, by category, can be found on pages <u>96701</u> to <u>96703</u>. The net effect of all adjustments is an increase of \$670,832 which is funded by increased revenue, donations, grants, or received but previously unappropriated funds.

No. 22-08-113:

It was moved by Vice President Rinker, seconded by Vice President Moore and carried, to approve the 2022 Budget Adjustment No. 8 for a total increase of \$670,832 as delineated on pages **96701** to **96703**.

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

ACTION ITEMS (cont.)

(b) Additional Revisions for Adoption: Cleveland Metroparks Codified Rules and Regulations – 2022

(Originating Sources: Brian M. Zimmerman, Chief Executive Officer/Rosalina M. Fini, Chief Legal & Ethics Officer/Kelly Stillman, Chief of Police/Marisa Marniella, Chief Prosecuting Attorney/Joseph V. Roszak, Chief Operating Officer/Ken Schabitzer, Captain/Charles Moore, Captain/Kelly Manderfield, Chief Marketing Officer/Sam Cario, Director of Special Events and Experiences/Aulbrie Kitson, Special Events & Experiences Manager)

Background

There is a need to further amend the Cleveland Metroparks Codified Rules and Regulations in 2022. The proposed new language is underlined below. The Resolution to Approve, Adopt and Enact Revised Rules and Regulations of the Cleveland Metropolitan Park District; and Authorizing the Required Publication, is found on page <u>96704</u>.

351.04 PARKING DIRECTIONS; HANDICAPPED LOCATIONS.

(a)(3) Not more than one motor vehicle shall be parked in a parking space at a time, and one motor vehicle shall not be parked in more than one parking space at a time regardless of the vehicle's size at the Lakefront Reservation unless otherwise approved in writing.

741.01 USE OF WALKS AND TRAILS.

(a) No person shall use any portion of the park for purposes of travel except roadways, walks and trails established for such purposes. No person shall operate any motor vehicle on trails established as bridle trails, foot trails or all-purpose trails except as specified in Section 371.11. No person shall ride on a trail designated as a mountain bike trail within the park between 9:00 pm and 6:00am. the time of one-half hour after sunset and one-half hour before sunrise.

747.05 PERMIT APPLICATIONS.

- (a) Filing an Application:
 - (1) Event, Special Event or Activity Permit.
 - A. Any person seeking the issuance of a permit for activities in Section 747.05(a)(1)A. shall apply for a permit by filing a written application for permit on a form and within no less than forty-five (45) calendar days before the event date as shall be prescribed by the Chief Executive Officer. Written applications for a permit involving any of the following activities shall be filed with the Special Events Manager Sales Manager in the Park District Marketing Department, or his designee:
 - 1. Any activity or event involving fifty (50) or more individuals;
 - 2. The sale or offering for sale any goods or services, including any monetary exchange between individuals for use of or for activities conducted on Park District property;
 - 3. Advertising or commercial activities;
 - 4. Any exhibit, music or dramatic performance, fair, concert, play, radio or television broadcast, other than a news transmission;

ACTION ITEMS (cont.)

- 5. Exhibiting, displaying, or filming any motion picture, documentary, television program, light or laser light display, or similar event;
- 6. Use, display, fire discharge, or set off any rocket, cracker, torpedo, or other fireworks (subject to Section 549.03), or any substance of any explosive or pyrotechnic nature within the Park District;
- 7. Event parking
- 8. Cross Country Meets
- 9. Religious ceremonies.
- 10. Athletics
- 11. Astronomy Permits Overnight
- 12. Land Navigation, ROTC and Search and Rescue drills;
- 13. <u>Commercial Photography and filming Advertising, Commercials,</u> Catalogs Photographs, Publications
- 14. Wedding Receptions
- 15. Bicycle demonstrations
- B. Any person seeking the issuance of a permit for activities in Section 747.05(a)(1)B. shall apply for a permit by filing an oral application or registering online where available for permit within no less than twenty (20) calendar days before the event date as shall be prescribed by the Chief Executive Officer. Oral applications for a permit involving any of the following activities shall be filed by calling the Special Events Manager Sales Manager in the Park District Marketing Department, or his designee:
 - 1. Reserving a shelter, facility or center;
 - 2. Religious ceremonies;
 - 3. Athletics;
 - 4. Camping Day and Overnight;
 - 5. Astronomy Permits Overnight;
 - 6. Land Navigation, ROTC and Search and Rescue drills;
 - 7. Commercial Photography and filming Advertising, Commercials, Catalogs Photographs, Publications;
 - 8. Multi-Purpose Fields;
 - 9. Wedding Receptions and Ceremonies;
 - 10. Bicycle demonstrations.
- (2) Off-Trail Research and/or Collection Permit: Any person seeking the issuance of a permit to conduct off-trail research and/or the collection of samples for research purposes shall file a written application for permit with the Manager of Field Research, Natural Resources Division or his designee on a form and within no less than forty-five (45) calendar days before the research commencement date.
- (3) Access Permit: Any person seeking the issuance of a permit to access Park District property for the purpose of maintaining, repairing or replacing equipment or improvements located on or immediately adjacent to Park District property shall file a written application for permit with the Chief of Planning & Design Manager of Facilities Engineering or his designee on a form and within no less than fourteen (14) calendar days before the proposed commencement work date.

ACTION ITEMS (cont.)

(4) <u>Fishing Guide Permit:</u> Any person seeking the issuance of a permit to work as a fishing guide in exchange for monetary gain on Park District property shall file a written application for permit with the Aquatic Biologist or his designee on a form and within no less than fourteen (14) calendar days before the proposed effective date.

No. 22-08-114:

It was moved by Vice President Rinker, seconded by Vice President Moore and carried, to adopt revised Cleveland Metroparks Rules and Regulations in their entirety effective September 17, 2022 at 12:01 A.M.

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

(c) RFP #6542-b: Authorization to Enter into Contracts for Food, Retail, and Body Art,
Caricature, and Digital Photo Services at Cleveland Metroparks Zoo
(Originating Sources: Christopher W. Kuhar, Executive Director, Cleveland Metroparks
Zoo/Tim Savona, Director of Revenue Development/Sam Cario, Director of Special
Events/Starr Kelly, Manager of Guest Strategy/Katie McVov, Assistant Legal Counsel)

Background

ARAMARK Entertainment, Inc. ("Aramark") currently provides food and beverage services to Cleveland Metroparks Zoo as a result of an initial ten-year concession management agreement (January 1, 2008 through December 31, 2017), which was extended through and until December 31, 2022, on which date the contract will terminate. The commission structure is variable, depending upon concession location (e.g., Zoo, Rain Forest, etc.) and the volume of annual food/beverage sales with a minimum annual guarantee of \$500,000 based on required attendance of 900,000 visitors. For its initial ten-year period with Cleveland Metroparks, Aramark guaranteed capital investment of \$1.85 million.

Event Network, LLC ("Event Network") currently provides retail services to Cleveland Metroparks Zoo as a result of an initial ten-year concession management agreement (January 1, 2008 through December 31, 2017), which was extended through and until December 31, 2022, on which date the current contract will terminate. Commissions are 26% of gross sales, with a minimum annual guarantee of \$450,000 based on required attendance of 900,000 visitors. For its initial ten-year period with Cleveland Metroparks, Event Network guaranteed capital investment of \$400,000.

Images Everywhere Specialty Services ("Images Everywhere") currently provides body art, caricature, and digital photo services at Cleveland Metroparks Zoo as a result of a five-year contract through January 31, 2023, on which date the contract will terminate. Commissions are 25% of gross sales, with a minimum annual guarantee of \$100,000.

ACTION ITEMS (cont.)

The following table provides an overview of Zoo attendance and revenue generated by food, retail, and body art and photo between 2017 and 2021:

Cleveland Metroparks Zoo attendance by year and partner revenue							
	2017	2018	2019	2020	2021		
Attendance							
Total Zoo Attendance	1,042,564	1,118,915	1,234,968	742,544	1,305,665		
Asian Lantern Festival	n/a	150,383	183,191	165,925	185,418		
Wild Winter Lights	n/a	n/a	102,464	106,776	119,379		
Trick or Treat	51,331	42,225	45,740	23,056	23,906		
Fest/Boo at the Zoo							
Revenue							
Food Services	\$3,257,161	\$3,725,423	\$3,954,508	\$2,382,160	\$5,369,017		
Catering	\$1,439,446	\$1,303,245	\$1,177,401	\$147,509	\$1,166,493		
Retail	\$2,534,750	\$2,574,597	\$2,603,587	\$1,328,626	\$3,518,981		
Body Art & Photo	n/a	n/a	\$413,393	\$439,305	\$804,075		
Cleveland							
Metroparks							
Commissions							
Food Services	\$763,130	\$863,852	\$959,793	\$453,213	\$1,164,185		
Catering	\$215,549	\$108,809	\$170,769	\$21,126	\$186,623		
Retail	\$649,104	\$662,716	\$691,466	\$371,938	\$1,037,051		
Body Art & Photo	\$42,818	\$100,000	\$103,183	\$107,706	\$201,019		

On July 8, 2021, Cleveland Metroparks staff issued RFP #6542-b, Cleveland Metroparks Zoo Food Services/Catering, Retail, Photo, and Body Art Operations.

Proposals

Six Proposers provided proposals, as follows:

Proposer	Food	Retail	Body Art/ Photo
Aramark	X	X	X
Event Network		X	
Images Everywhere			X
Levy Restaurants	X	X	
The SSA Group	X	X	
Volume Services, Inc. DBA Sodexo Live!	X		

Details of the proposals are provided on page <u>96705</u>, which detail also provides estimates of commissions to Cleveland Metroparks based on 2019 and 2021 numbers.

Evaluation of Proposals

Cleveland Metroparks evaluated proposals based on four areas:

1. Experience and Reputation (10%): Previous experience and reputation with similar projects, with facilities of a similar scale and size, knowledge and record of performance, including previous experience with Cleveland Metroparks or

ACTION ITEMS (cont.)

other park districts. Caliber of key management who will be working with the Zoo's management, demonstrating diverse individual background and experience. Reference checks of current/past Responder clients and potential onsite visitation of other Responder operations.

- 2. Quality and Content (30%): Certification, quality and diversity of personnel which have the ability to maintain good working relationships with customers, patrons and Cleveland Metroparks staff. Quality of equipment/structure and services to be offered, including rentals. Demonstrated understanding of the Zoo's objectives, proposed concept alignment to the Zoo's programs, events, and visitor expectations. Presentation of an operating plan, concept/design, marketing/promotional plans and financial/contractual proposal in a clear and concise format. Creative and innovative approach that will provide the Zoo's guests and staff the very best of service and maximize revenue potential for the Zoo and the Proposer. Ability of the Proposer to demonstrate its ability to develop products and plans that will make the Zoo's retail program unique and compelling in its own right. Compliance with the terms and conditions contained in the RFP.
- 3. <u>Business Terms (50%)</u>: The Proposer's proposed compensation (percentage of gross revenue and minimum payments) to Cleveland Metroparks and pricing for services. Cleveland Metroparks reserves the right to negotiate the fee quotation during the interview/selection process. Proposed capital investment in the Zoo. Concepts, innovations, creativity, and overall operational proposal; Proposer's ability to add to the attraction power of the Zoo. Proposer's understanding of the importance of serving guests, donors, loyal customers, zoo members, and varied staff needs.
- 4. Other (10%): Proposer's commitment to Cleveland Metroparks' core values, including sustainability and the diversity and inclusion statement set forth above.

Cleveland Metroparks staff conducted interviews with four of the Proposers: Aramark, Sodexo, Event Network, and SSA. Based on the responses of all six Proposers and the interviews conducted with Aramark, Sodexo, Event Network, and SSA, Cleveland Metroparks rated the Proposers as follows:

Food

Proposer	Experience and	Quality and	Business	Other/Core	Total
	Reputation (10)	Content (30)	Terms (50)	Values (10)	(100)
Aramark	8	25	50	8	91
Levy	8	20	20	7	55
SSA	9	25	30	8	72
Sodexo	8	27	40	8	83

ACTION ITEMS (cont.)

Retail

Proposer	Experience and	Quality and	Business	Other/Core	Total
	Reputation (10)	Content (30)	Terms (50)	Values (10)	(100)
Aramark	7	22	50	8	87
Event	10	26	40	9	85
Network					
Levy	8	20	20	7	55
SSA	9	26	30	8	73

Body Art/Photo

Proposer	Experience and	Quality and	Business	Other/Core	Total
	Reputation (10)	Content (30)	Terms (50)	Values (10)	(100)
Aramark	7	25	40	8	80
Images	8	25	50	8	91
Everywhere					

Cleveland Metroparks staff makes the following recommendations:

Food and Retail: Staff recommends that Cleveland Metroparks enter into a tenyear agreement with Aramark for the period January 1, 2023 through December 31, 2032, with an option to renew for an additional five (5) years, through and including December 31, 2037. Aramark has a long history with Cleveland Metroparks in the food service area, provided practical approaches to capital improvements, and offered significantly more in both capital and commission than any other proposer in either the food or retail arena. While Cleveland Metroparks values its long history with Event Network, Aramark's financial proposal coupled with its experience provides Cleveland Metroparks the best and highest value in both food and retail. Cleveland Metroparks expects to receive approximately \$6 million in capital from Aramark over the ten-year period and between \$23 and \$32 million in commissions. Staff believes the significant increase in capital investment between the last RFP (a combined \$2.1 million dollars from Aramark and Event Network) and this RFP (approximately \$6 million) highlights the great strides Cleveland Metroparks Zoo has taken under the current leadership from its position in 2007 to its current position as a cultural attraction drawing more than a million visitors a year.

Body Art/Photo: Staff recommends that Cleveland Metroparks enters into three-year agreement with Images Everywhere for the period January 1, 2023 through December 31, 2025, with an option to renew for up to three (3) additional years, through and including December 31, 2028. (The current agreement will be terminated one month early to allow for an end date of December 31 rather than January 31.) Only Images Everywhere and Aramark proposed provision of body art/photo, and Aramark proposed that such services be provided through a subcontractor, with significantly lower return to Cleveland Metroparks. Images

ACTION ITEMS (cont.)

Everywhere has a five-year history with Cleveland Metroparks, during which time it has provided quality body art/photo services. Coupled with its financial offer, that makes it the best and highest value to Cleveland Metroparks. Cleveland Metroparks expects to receive \$30,000 to \$100,000 in capital from Images Everywhere over the three-year period and approximately \$450,000 in commissions.

No. 22-08-115:

It was moved by Vice President Rinker, seconded by Vice President Moore and carried, to:

- a. Authorize the Chief Executive Officer to enter into an agreement, in a form approved by the Chief Legal & Ethics Officer, with Aramark Entertainment, Inc., as summarized above and maintained in the bid/proposal file for RFP #6542-b, for the Food and Retail Services at Cleveland Metroparks Zoo, for a ten-year period from January 1, 2023 through December 31, 2032, with an option to renew for up to an additional five (5) years, with commissions as summarized in Aramark's proposal and amended proposal dated June 17, 2022 and capital investment of \$6 million; and,
- b. Authorize the Chief Executive Officer to enter into an agreement, in a form approved by the Chief Legal & Ethics Officer, with Images Everywhere! as summarized above and maintained in the bid/proposal file for RFP #6542-b, for the Body Art/Photo/Caricature at Cleveland Metroparks Zoo, for a three-year period from January 1, 2023 through December 31, 2025, with an option to renew for up to an additional three (3) years, with commissions as summarized in Images Everywhere's proposal and estimated capital investments between \$30,000 and \$100,000.

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

ACTION ITEMS (cont.)

(d) Contract Amendment 1630 – Design-Builder for Cleveland Metroparks Mastick Road Connector Trail – Rocky River Reservation – Construction Guaranteed Maximum Price 2

(Originating Sources: Sean E. McDermott, P.E., Chief Planning and Design Officer/Michele Crawford, Project Coordinator/Bob Burichin, Project Manager)

Background

On December 16, 2021, Cleveland Metroparks awarded a Design-Build Agreement to Schirmer Construction, LLC ("Schirmer") for design-build services, as per RFP #6608-b (Board Resolution No. 21-12-181), for the construction of the Mastick Road Connector Trail Project ("Project"). Following the award, the trail alignment was solidified and, in order to comply with federal tree removal regulations, an early Guaranteed Maximum Price package ("GMP 1") was developed and approved by the Board (Board Resolution No. 22-02-024) and all tree work has since been completed.

The approved amount of GMP 1 was \$174,107.40. Guaranteed Maximum Price 2 ("GMP 2"), proposed below, represents the next phase of trail preparation work and includes a street crossing funded through a partnership with Fairview Park (see Board Resolution No. 22-04-055), site preparation and earthwork embankment uphill and downhill of the formerly constructed Cuyahoga County Mastick Road Bridge, silt sock and related SWPPP items, straw mats/ seeding, and maintenance of traffic.

Performance of the preparatory earthwork included in GMP 2 may assist in allowing for the removal of planned trail structures, ultimately resulting in a much more economically delivered Project.

GMP 2 Establishment

Schirmer, based upon preliminary 30% design plans and alignments, has established GMP 2 as follows:

<u>ITEM</u>	<u>COST</u>
Fairview Park Funded Street Crossing	\$111,856.66
Balance Earthwork uphill of Cuyahoga County bridge	\$34,417.95
Earthwork downhill of the Cuyahoga County bridge	\$98,916.80
Silt sock & related SWPPP items	\$40,092.80
Straw mats & seeding	\$22,176.00
Maintenance of traffic	\$29,792.00
Cost of Work Subtotal	\$337,252.21
Staff Costs/General Conditions Fee: 7.25%	\$24,450.79
Construction Contingency: 1.00%	\$3,372.52
DB Fee: 3.50%	\$11,803.83

ACTION ITEMS (cont.)

Fee Subtotal	\$39,627.14
Total GMP 2	\$376,879.35

Additional GMPs will be brought to the Board for additional project components as the project progresses.

Construction Schedule

The scope of work associated with GMP 2 is anticipated to commence in September of 2022 and carry through at least the Summer of 2023. The street crossing component will be completed first and then placed in abeyance until the balance of the Project is complete. Cleveland Metroparks staff will monitor construction progress and provide updates to the Board.

No. 22-08-116:

It was moved by Vice President Rinker, seconded by Vice President Moore and carried, to authorize the Chief Executive Officer to amend the Guaranteed Maximum Price 2 (GMP 2) contract with **Schirmer** for construction of **RFP** #6608-b, Mastick Road Connector, to reflect GMP 2 in the amount of \$376,879.35 which will be an amount in addition to GMP 1 for \$174,107.40 and the \$130,900.00 already awarded for preconstruction services for a total **contract value of \$681,886.75**, in a form to be approved by the Chief Legal and Ethics Officer.

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

(e) Award of RFP-b #6666 - Construction Manager at Risk for Cleveland Metroparks Lakefront Building, Lakefront Reservation

(Originating Sources: Sean E. McDermott, P.E., Chief Planning and Design Officer/Ryan Denker, Architect/Michele Crawford, Project Coordinator)

Background

On May 24, 2022, Cleveland Metroparks advertised a Request for Qualifications (RFQu #6666) for interested parties to submit qualifications related to the performance of Construction Manager at Risk for the Cleveland Metroparks Lakefront Building, Lakefront Reservation ("Project"). The Project's desired outcome is to provide a new multi-story and multi-use building at the Lakefront Reservation that will include community space, educational space, public concessions, water sports activities and other recreational areas. The Project may also include existing building demolition, site work, marine improvements, among other related and ancillary improvements.

ACTION ITEMS (cont.)

RFQu Response and Analysis

Cleveland Metroparks staff prepared RFQu #6666 and requested that the respondents demonstrate qualifications relative to the scope of the Project. The construction manager at risk RFQu yielded nine (9) responding construction manager at risk firms. Each firm's statements of qualifications were reviewed by a panel of Cleveland Metroparks staff, including Sean McDermott, Ryan Denker, Christopher Widdowson, Christopher Cheraso, Bob Burichin and Michele Crawford.

Through an independent evaluation of the qualifications, the review panel determined a short list of

Cleveland Metroparks				
Construction Manager at Risk for Cleveland Metroparks Lakefront Building Lakefront Reservation				
RFQu #6666 Construction Manager (at Risk)				
Firms	Short List			
Independence Construction				
Infinity Construction				
Lawler Construction				
Next Generation/The Ruhlin Company	X			
Panzica Construction				
Regency Construction Services				
The Albert M. Higley Co.				
Whiting-Turner Contracting Company/AKA Team	X			
Turner Construction	X			

three firms and requested a proposal (RFP #6666-b) from each. Following receipt of the proposal each short-listed firm was interviewed. Following the interviews, the proposals from each short-listed construction management firm were then ranked by the panel in compliance with the Ohio Revised Code (ORC). As permitted by the ORC, both the qualifications of the firm and their proposed price are blended to produce a "best value" score. At Cleveland Metroparks election, qualifications are weighted at 60% and price at 40%. Below is a listing of the three short-listed firms, and their correlating "best value" score.

RFP #6666-b Results

			(1)	(2)	(1)+(2)
			Price	Qualifications	Best Value
	Construction Manager	Price	Component	Component	Score
Ranking	(at Risk) Firm	(sum)	(40 pts max)	(60 pts max)	(100 pts max)
	Whiting-Turner Contracting				
1	Company/AKA Team	\$775,000	35.2	58.2	93.4
	Next Generation/The				
2	Ruhlin Company	\$692,279	40	52.2	92.2
3	Turner Construction	\$748,823	36.7	53.4	90.1

The price reflected in the above table includes the preconstruction services fee, the preconstruction stage compensation, estimated general conditions costs (based on percentage of construction cost), and the construction manager at risk fee (based on percentage of construction cost). The current Project cost is estimated at approximately \$10,000,000. Once construction documents are nearing finalization, staff will return to

ACTION ITEMS (cont.)

the Board to set a Guaranteed Maximum Price for each phase of construction, at which time the construction costs, the general conditions costs, and the construction manager fee will be finalized. Upon the negotiation of a contract with the recommended construction manager, Whiting-Turner Contracting Company in partnership with AKA Team, Inc., the preconstruction stage compensation will be established at \$85,000.

RFP Analysis

Staff recommends the construction manager at risk contract be negotiated and awarded to the Whiting-Turner Contracting Company ("Whiting-Turner"). Whiting-Turner, a nationwide company founded in 1909 and over 50 offices, has a local Cleveland presence. The attention to the Project schedule and budget demonstrated by Whiting-Turner to the Project, includes an understanding of how best to work within the current construction market. Their Project team and goals align with the mission of Cleveland Metroparks inclusive of their protege and partner AKA Team, Inc. Their understanding of the construction manager at risk delivery method, as well as attentive pre-construction phase will prove valuable in the execution of the Project relative to the final deliverable desired. Whiting-Turner's experience with similar and complementary projects, along with the competitive price associated with their services, establishes their firm as the "best value" when ranked against the other short-listed construction manager (at risk) firms. Notwithstanding, the Next-Generation/The Ruhlin Company and Turner Construction teams submitted thorough and competitive proposals and interviewed extremely well.

No. 22-08-117:

It was moved by Vice President Rinker, seconded by Vice President Moore and carried, to authorize the Chief Executive Officer to enter into a Guaranteed Maximum Price contract with Whiting-Turner Contracting Company, being ranked as the "best value" for RFP #6666-b, Lakefront Building, Lakefront Reservation, inclusive of \$85,000 for preconstruction stage compensation. In the event that a GMP contract cannot be negotiated with the construction manager, a contract would then be negotiated, per Ohio Revised Code, with the next ranked construction manager, who the Board, in its discretion, has reflected in the minutes as being the next ranked construction manager. Form of contract to be approved by the Chief Legal and Ethics Officer.

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

ACTION ITEMS (cont.)

(f) Award of RFP #6650-b – Design-Builder for Solon to Chagrin Falls Trail – South Chagrin Reservation

(Originating Sources: Sean E. McDermott, P.E., Chief Planning and Design Officer/Michele Crawford, Project Coordinator/Bob Burichin, Project Manager)

Background

On May 31, 2022, Cleveland Metroparks issued a Request for Qualifications (RFQu) for interested parties to submit qualifications to provide Design-Builder services of the Solon to Chagrin Falls Trail in the South Chagrin Reservation ("Project"). The Project includes the design and construction of a 10' wide paved all-purpose trail that will connect Solon to Chagrin Falls from SOM Center Road to the northern City of Solon corporation line along the former Wheeling and Lake Erie Railroad Company corridor. The Project will include trail development, trail head development, amenities, supporting infrastructure, bridges and related or complementary work.

The City of Solon ("Solon") and Cleveland Metroparks entered into a collaborative Project Development Agreement (PDA), effective March 24, 2022, which establishes the formal partnership and responsibilities of the parties towards the mutual development of the Project. Cleveland Metroparks and Solon have established a maximum budget for the Project inclusive of all Project costs within Solon at \$4,250,000. All efforts shall be made to design and construct the Project for a sum less than the \$4,250,000 maximum. Furthermore, Solon and Cleveland Metroparks are collectively advancing opportunities to secure funding for the Project from several distinct sources. The Project is partially grant funded by The Clean Ohio Trails Fund and State of Ohio Capital funds both received by Solon.

RFQu Response and Analysis

The RFQu #6650 yielded four (4) responses from qualified design-build teams/firms. Each firm's statements of qualifications were reviewed by a panel of Cleveland Metroparks staff, including Sean McDermott, Chris Papp, Sara Maier, Bob Burichin and Michele Crawford, and Solon staff, including John Busch (City Engineer) and William Drsek (Public Works Commissioner). Through an independent evaluation of the qualifications, the review panel short-listed three firms and requested proposals from each.

Solon to Chagrin Falls Trail, Cleveland Metroparks South Chagrin Reservation RFQu #6650				
Design-Build Firms	Short-List			
Independence				
Excavating/Environmental				
Design Group	X			
Marous Brothers				
Construction, Inc./Mannik				
Smith				
Nerone & Sons, Inc./Michael				
Baker Intl.	X			
Schirmer Construction/OHM				
Advisors	X			

ACTION ITEMS (cont.)

RFP Results

			(1)	(2)	(1)+(2)
			Price	Qualifications	Best Value
			Component	Component	Score
		Price	(30 points	(70 points	(100 points
Ranking	Design-Build Firm	(sum)	max)	max)	max)
	Nerone & Sons				
1	Inc./Michael Baker Intl.	\$679,754	30	66.5	96.5
2	Schirmer/OHM Advisors	\$737,750	27.4	67.2	94.6
	Independence				
	Excavating/Environmental				
3	Design Group	\$1,230,100	5.7	66.5	72.2

The price reflected in the above table includes the preconstruction services fee, the due diligence and design fees, the preconstruction expenses, estimated general conditions costs (based on percentage of construction cost), construction stage design fees, and the design-builder fee (based on percentage of construction cost). Once construction documents are nearing finalization, staff will return to the Board to set a Guaranteed Maximum Price, at which time, inclusive of construction costs, the general conditions costs, construction stage design fees, and the design-builder fee will be finalized. Upon the negotiation of a contract with the recommended design-build firm, Nerone & Sons, Inc., the preconstruction services fee, due diligence and design fee, and preconstruction expenses will be established at \$460,414.

RFP Analysis

Staff recommends the design-build contract be negotiated and awarded to Nerone & Sons Inc., of Warrensville Heights, Ohio ("Nerone"). Nerone, who has been in business since 1955, has design-build and general contracting experience in Northeast Ohio. Additionally, Nerone has partnered with Michael Baker International as lead designer, for trail, structural and environmental design, S&ME for geotechnical, KS Associates for surveying and Boulevard Studios for landscape architecture. Nerone and Michael Baker International's collective experience with similar and complementary projects, along with the competitive price associated with their services, establishes their team as the "best value" when ranked against the short-listed design-build firms.

Nerone has performed positively for Cleveland Metroparks in the past and on current projects such as Garfield Pond and Stream Restoration, Euclid Beach, Villa Angela among other projects. Michael Baker International has also performed positively for Cleveland Metroparks in the past on various projects, including leading design on Red Line Greenway, Cleveland Foundation Centennial Lake Link Trail - North, and Towpath Trail Extension. Notwithstanding, all of the shortlisted teams submitted competitive proposals and hold impressive capabilities.

No. 22-08-118:

It was moved by Vice President Rinker, seconded by Vice President Moore and carried, to authorize the Chief Executive Officer to enter into a Design-Build Agreement with Nerone & Sons, Inc., being ranked as the "best value" for RFP #6650-b, the Solon to Chagrin Falls Trail, inclusive of \$460,414 for preconstruction services fee, due diligence and

ACTION ITEMS (cont.)

preconstruction stage design service fee, and preconstruction stage expenses. In the event that a GMP contract cannot be negotiated with the design-builder, a contract would then be negotiated, per Ohio Revised Code, with the next ranked design-builder, who the Board, in its discretion, has reflected in the minutes as being the next ranked design-builder. Form of contract to be approved by the Chief Legal and Ethics Officer.

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

(g) Rocky River Reservation: Authorization to Submit Municipal Bridge Fund Application to the Ohio Department of Transportation (ODOT) for Superstructure Replacement of the Valley Parkway Cedar Point Bridge

(Originating Sources: Sean E. McDermott, P.E., Chief Planning and Design Officer/ Christopher J. Papp, P.E., Civil Engineer/Sara Byrnes Maier, Principal Planner/Kristen M. Trolio, Director of Grants)

Background

The Ohio Department of Transportation (ODOT) is accepting grant applications for Municipal Bridge Funds (MBF), and Park Districts were recently added as an eligible applicant to the program. Staff has selected two bridge projects based on their general appraisal and their potential for success based on the scoring criteria. The program funds 80% of eligible construction costs and for this funding cycle, also utilizes Toll Revenue Credits for another 15% of construction costs (up to a total request of \$2 million), leaving just 5% local share. Funding is available for state fiscal years 2024 and 2025.

Staff worked with Arcadis, the Park District's bridge inspection firm, to develop applications for the superstructure replacement of the Valley Parkway "Cedar Point" Bridge (Structure #1890182) in the Rocky River Reservation. The bridge also carries the all-purpose trail, providing necessary bicycle, and pedestrian connectivity. Award announcements are expected by November 2022.

Grant Submittal & Funding Match

The existing Valley Parkway Cedar Point Bridge is a 158-foot long two-span non-composite prestressed concrete box beam bridge. It was constructed in 1969 and rehabilitated in 2000 with a concrete overlay. It is supported on the original reinforced concrete piers and modified abutments. The bridge currently has a General Appraisal of four (4) - Poor Condition which is largely due to the deteriorating deck and beams. There are active leaks between the beams and several beams have spalls and delamination. The proposed work includes superstructure and abutment back wall replacement. The new superstructure depth will closely match the existing structure depth. The primary design factors considered include design loading, construction cost, maintenance of traffic, and long-term maintenance. The structure type study revealed that when considering these factors, a composite prestressed concrete box beam is the preferred alternate.

ACTION ITEMS (cont.)

Construction will likely utilize phased construction so Valley Parkway and all-purpose trail will remain accessible.

Under the grant program, design costs are the responsibility of the applicant and are shown in the cost breakdown below. Proposed funding for the Valley Parkway Cedar Point Bridge (Structure #1890182) project follows:

Municipal Bridge Program (Requested)	±\$1,	541,745
Cleveland Metroparks Funds (Construction & Inspection Match)	±\$	81,144
Total	±\$1.	,622,889

No. 22-08-119:

It was moved by Vice President Rinker, seconded by Vice President Moore and carried, to authorize and agree to resubmit an application to the Ohio Department of Transportation for funding assistance from the Municipal Bridge Program in the amount of ±\$1,541,745 for the above listed Valley Parkway Cedar Point Bridge project; upon grant award notification, to authorize and agree to obligate matching construction funds of ±\$81,144, inclusive of design costs, in the approved program year, to satisfactorily complete said project and become eligible for reimbursement under the terms and conditions of the program; and further, that the Board authorizes the Chief Executive Officer to enter into agreements and execute any other documents as may be required to accept the grant award; form of document(s) to be approved by the Chief Legal & Ethics Officer; and finally, that the Board authorize a resolution as referenced on page **96706**.

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

(h) South Chagrin Reservation: Authorization to Submit Municipal Bridge Fund Application to the Ohio Department of Transportation (ODOT) for Replacement of the Hawthorn Parkway Bridge

(Originating Sources: Sean E. McDermott, P.E., Chief Planning and Design Officer/Christopher J. Papp, P.E., Civil Engineer/Sara Byrnes Maier, Principal Planner/Kristen M. Trolio, Director of Grants)

Background

The Ohio Department of Transportation (ODOT) is accepting grant applications for Municipal Bridge Funds (MBF), and park districts established under O.R.C. Section 1545 were recently added as an eligible applicant to the program. Staff has selected two (2) bridge projects based on their general appraisal and their potential for success based on the scoring criteria. The program funds 80% of eligible construction costs and for this funding cycle, also utilizes Toll Revenue Credits for another 15% of construction costs (up to a total request of \$2 million), leaving just 5% local share. Funding is available for state fiscal years 2024 and 2025.

ACTION ITEMS (cont.)

Staff worked with Arcadis, Cleveland Metroparks' bridge inspection firm, to develop applications for replacement of the Hawthorn Parkway Bridge (Structure #1890891) over OmniTRAX Railroad in South Chagrin Reservation. The bridge also carries the all-purpose trail, providing necessary bicycle and pedestrian connectivity. Award announcements are expected by November 2022.

Grant Submittal & Funding Match

Cleveland Metroparks contracted with Euthenics, Inc. in 2009-2010 to develop a detailed design for the replacement of the Hawthorn Parkway Bridge (Structure #1890891). This design will be updated to comply with ODOT project requirements. The existing bridge is a 138-foot long, three-span non-composite prestressed concrete box beam bridge constructed in 1960. It is supported on the original reinforced concrete piers and abutments. The bridge currently has a General Appraisal of two (2) – Critical Condition and is presently closed to vehicular traffic due largely to the deteriorating deck and beams. There are active leaks between the beams, and several beams have significant spalls and delamination.

Due to the imminent need for replacement of the structure, staff are also pursuing bidding as a Value Engineering Change (VEC) bid to allow the contractor to propose potential changes to reduce the overall project cost. Under the grant program, design costs and construction engineering costs are the responsibility of the applicant and outside of the cost breakdown below. Proposed funding for the Hawthorn Parkway Bridge (Structure #1890891) replacement follows:

Municipal Bridge Program (Requested)	\pm \$2,000,000
Cleveland Metroparks Funds (Construction Match)	±\$ 154,666
Total	±\$2,154,666

No. 22-08-120:

It was moved by Vice President Rinker, seconded by Vice President Moore and carried, to authorize and agree to resubmit an application to the Ohio Department of Transportation for funding assistance from the Municipal Bridge Program in the amount of ±\$2,000,000 for the above listed Hawthorn Parkway Bridge Replacement project; upon grant award notification, to authorize and agree to obligate matching funds of ±\$154,666, in the approved program year, to satisfactorily complete said project and become eligible for reimbursement under the terms and conditions of the program; and further, that the Board authorizes the Chief Executive Officer to enter into agreements and execute any other documents as may be required to accept the grant award; form of document(s) to be approved by the Chief Legal & Ethics Officer; and finally, that the Board authorize a resolution as referenced on page 96707.

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

ACTION ITEMS (cont.)

(i) Asian Lantern Festival Agreement: Asian Lantern Festival at Cleveland Metroparks Zoo

(Originating Sources: Kelly Manderfield, Chief Marketing Officer/Christopher M. Kuhar, Zoo Executive Director/Sam Cario, Director of Special Events & Experiences/Tim Savona, Director of Zoo Guest Experience & Revenue/Priscila Rocha, Assistant Legal Counsel)

Background

Cleveland Metroparks seeks to enter into a new three-year agreement with Tianyu Arts & Culture, Inc. ("Tianyu") for a continuation of the Asian Lantern Festival ("Festival") in response to the highly successful and well-attended Festival held at Cleveland Metroparks Zoo the past 5 years. In its first 5 years, the Asian Lantern Festival set domestic and international attendance records of 150,000 and 183,192 guests. The future three Festival years will also be separately ticketed events. Similar to the past 5 years, the Festival event will occur in the evenings after standard zoo operating hours for a minimum of 28 nights on dates mutually agreed upon. The Festival will feature cultural attractions and animal exhibits during the daylight hours and transition to an illuminated lantern show as the event progresses. Both parties will mutually agree on the event dates for the next three years.

After a very successful 5 years, Tianyu has proven to Cleveland Metroparks that it is capable of designing and installing a high-quality lantern festival. Under its new agreement with Cleveland Metroparks, Tianyu will be responsible for the design, fabrication, and installation of a minimum of 42 lantern vignettes throughout the lower portion of the Zoo in locations approved by Cleveland Metroparks staff. Net revenues shall be split between the parties. The revenue split is a split of ticket sales after deductions of total credit card fees, local admission tax, and ticketing fees if any.

Under this agreement, Tianyu will be responsible for the design, shipping, and installation of the lantern vignettes. Tianyu will be responsible for all lantern lighting and will purchase all materials for the lanterns, including preparing electric cables needed for the power supply inside the lanterns. Tianyu will assume all costs associated with providing artists, performers, and retail craft vendors for the Festival, as well as staff to repair the lanterns throughout the run of the Festival. Tianyu will also be responsible for maintaining commercial general liability and auto coverage and obtaining all required visas for its artists and performers from the United States Citizen and Immigration Services. Tianyu will provide a minimum of four performances, four times each night during the Festival that will occur at the Cleveland Metroparks Zoo Amphitheater. Tianyu will commit \$50,000 annually to support Cleveland Metroparks' marketing efforts to promote the Asian Lantern Festival.

Cleveland Metroparks will be responsible for the operational logistics of the Festival, including ticketing, guest services, and overall site preparation. Cleveland Metroparks will be responsible for energy costs during installation, exhibition, maintenance, and takedown. Cleveland Metroparks will provide boxes, cables, cords, and generators to run power to the lanterns, if necessary. Cleveland Metroparks will also provide supplemental

ACTION ITEMS (cont.)

lighting needed for safety of walking paths and a stage with basic sound and lighting for artist performances. Cleveland Metroparks will be responsible for marketing, promotion, and related marketing expenses for the Festival, and will have sole discretion to determine the final marketing plan for the Festival. Cleveland Metroparks also retains the exclusive rights to corporate sponsorship of the Asian Lantern Festival.

No. 22-08-121:

It was moved by Vice President Rinker, seconded by Vice President Moore and carried, to authorize the Chief Executive Officer to enter into an agreement and execute any other documents as may be required with Tianyu Arts and Culture, Inc. from January 1, 2023 through December 31, 2025 with Cleveland Metroparks for an Asian Lantern Festival at Cleveland Metroparks Zoo with a revenue share split as defined above. This agreement will be entered into a form approved by Cleveland Metroparks Chief Legal and Ethics Officer.

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES.

No. 22-08-122: It was moved by Vice President Rinker, seconded by Vice President Moore and carried, to authorize the following awards:

(a) Commodities Usage Report:

• Ohio Co-Op #6512: Cisco Enterprise Agreement (see

page <u>**96676**</u>);

(b) <u>RFP #6651</u>: Wayfinding Signage at Cleveland

Metroparks Zoo (see page <u>96677</u>);

(c) Single Source #6671: Various Meats (see page 96678);

(d) ODOT Co-Op #6681: 2022/2023 Rock Salt (see page 96680); and,

(e) Single Source #6686: One (1) Used 2014 Caterpillar 420F ST

Backhoe (see page 96683).

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES (cont.)

<u>COMMODITIES USAGE REPORT</u> - "In the event the original estimate exceeds 90% consumption, an action item will be presented to the Board."

OHIO CO-OP #6512: CISCO ENTERPRISE AGREEMENT

ORIGINAL ESTIMATE \$491,025.60

(90% = \$441,923.04)

The estimated encumbrance was based upon a five (5) year agreement beginning July 1, 2020 through June 30, 2025 for several software security packages (Security Enterprise Agreement (EA)) and Collaboration Flex Plan (FLEX) for software for the IP phone system, voicemail, jabber, phones, software, and various call centers for the organization.

Currently, the infrastructure and management of the phone system is managed on an on-site server. Cleveland Metroparks requests entering into a new licensing agreement for the ability to move the infrastructure and management of the phone system to the cloud as well as receiving access to the full WebEx suite.

REVISED TOTAL AWARD:	\$544,894,60
Additional Consumption/Final "Close-out" Estimate (6/30/2025)	53,869.00
ORIGINAL AWARD (6/18/2020)	\$491,025.60

RECOMMENDED ACTION:

That the Board authorize the Chief Executive Officer to amend Resolution No. 20-06-096 to accommodate usage in excess of the original estimate as follows:

No. 20-06-096:

It was moved by Vice President Moore, seconded by Vice President Berry and carried, to authorize the award for Ohio Co-Op #6512 to **Logicalis** to enter into the Cisco Enterprise Agreement for a five (5) year period beginning July 1, 2020 through June 30, 2025, **for a total cost not to exceed \$491,025.60 \$544,894.60**, in full cooperation with State of Ohio Contract number 533110. In the event the log of consumption approaches 90% of the estimate, an action item will be presented to the Board requesting an increase.

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

(See Approval of this Item by Resolution No. 22-08-122 on Page 96675)

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES (cont.)

RFP #6651 SUMMARY: WAYFINDING SIGNAGE AT CLEVELAND METROPARKS ZOO

Background

Over the past three (3) years, 30% of guests surveyed indicated confusion on wayfinding on their visit to the Zoo. It is not unusual for guests to miss entire sections of our Zoo during their visit.

Beginning in 2019, staff from the Cleveland Metroparks Zoo worked with Hunt Design to research current wayfinding deficiencies and design a new wayfinding approach at Cleveland Metroparks Zoo, including new wayfinding signs. Upon completion of the design work, Cleveland Metroparks issued RFP #6651, Wayfinding Signage at Cleveland Metroparks Zoo, seeking a fabricator to create the signs.

Cleveland Metroparks received proposals from nine (9) companies, ranging from approximately \$450,000 to \$1.1 million for fabrication and installation (one (1) proposal failed to meet the requirements of the RFP). L&H Companies' original proposal of \$472,938 coupled with its extensive history and skills made it the best and lowest value for Cleveland Metroparks. Cleveland Metroparks Zoo staff has since negotiated with L&H Companies to further reduce the total cost to an amount not to exceed \$425,000.

Recommendation

Cleveland Metroparks Zoo staff, thus, seeks to enter into a contract with L&H Companies for wayfinding signage services. This contract will be for fabrication and installation, as it relates to the Zoo's wayfinding, for an amount not to exceed \$425,000.

Under this contract, L&H will complete the Wayfinding Signage process with fabrication and installation. The goal is for installation in May of 2023.

RECOMMENDED ACTION:

That the Board authorize the Chief Executive Officer to enter into an agreement with **L&H Companies** for fabrication and installation of wayfinding signage consistent with RFP

#6651 **for an amount not to exceed \$425,000**. The agreement will be entered into in a form approved by Cleveland Metroparks' Chief Legal and Ethics Officer.

(See Approval of this Item by Resolution No. 22-08-122 on Page 96675)

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES (cont.)

SINGLE SOURCE #6671 SUMMARY:

VARIOUS MEATS for animals at Cleveland Metroparks Zoo, to be supplied "as needed' for a one-year period beginning September 1, 2022 through August 31, 2023

HIGHLIGHTS AT A GLANCE
2021/2022 YTD Expenditure = \$41,952.85
2022/2023 Estimate = \$81,000.00

*NOTE: The 2021/2022 expenditure is significantly less due to continued COVID-19 impact on the supply chain. Supply shortages expected to continue into 2023.

A comparison between 2021/2022 and 2022/2023 reflects an increase in cost as follows:

Description	Estimated	2021/2022	2022/2023	Price
	Quantity			Increase
Horse Meat / Short Loins	9,500 lbs.	Market	\$3.35/lb.	-
		Price		
Feline Diet	12,300 lbs.	\$2.30/lb.	\$2.675/lb.	16%
Canine Diet	8,000 lbs.	\$2.325/lb.	\$2.70/lb.	16%
Raptor Diet	1,000 lbs.	\$1.68/lb.	\$1.925/lb.	14%
Horse Shank Bones	3,000 lbs.	\$1.85/lb.	\$2.30/lb.	24%
Horse Rib Bones	1,000 lbs.	\$1.65/lb.	\$1.85/lb.	12%
Horse/Beef Femur Bones	3,000 lbs.	\$1.25/lb.	\$1.55/lb.	24%
			Total Average	
			Percentage	18%
			Increase	

The Director of Procurement and Zoo staff have designated Central Nebraska Packing as a single source for product consistency in both nutritional guarantees and textures and because it provides more reliable scheduling and ordering efficiencies. Although different companies may have similar base ingredients there are differences in composition. These differences would require an extensive transition time for many species with no guarantees of success. Historically, experimental usage of different suppliers consistently resulted in an inferior product with excessive amounts of sinew due to the differences in the way other suppliers processed the meats. In short, testing of competitive product consistently produced the Central Nebraska products as superior.

As well, Central Nebraska Packing has a proven track record of product availability. Most of Cleveland Metroparks Zoo's needs are horse meat-based products. A couple of the other vendors have processing plants outside of the United States. As such, the regulations on processing horse meat are stricter for Central Nebraska Packing, which ensures health and safety standards are met.

Estimated expenditures are based on current animal population and consumption. Animal population may vary throughout the contract period.

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES (cont.)

Due to continued market instability, Central Nebraska cannot hold quoted prices for an entire twelve (12) month contract. Quarterly contract reviews are required to adjust for current market conditions if necessary. Corresponding manufacturer documentation will be provided for any resulting price increases during the contract period.

RECOMMENDED ACTION:

That the Board authorize an award for the purchase of various meats as specified in Single Source #6671 from Central Nebraska Packing, Inc. to be supplied on an "as-needed" basis for a one-year period, beginning September 1, 2022 through August 31, 2023, for a total cost not to exceed \$81,000, at the unit prices maintained in the bid file. In the event the log of consumption approaches 90 percent of the total estimate, an action item will be presented to the Board requesting an increase.

(See Approval of this Item by Resolution No. 22-08-122 on Page 96675)

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES (cont.)

ODOT CO-OP #6681 SUMMARY:

2022/2023 ROCK SALT to be supplied on an "as needed" basis to various locations throughout Cleveland Metroparks for the time period of September 1, 2022 through May 31, 2023

HIGHLIGHTS AT A GLANCE	
2021/2022 Expenditures = *\$40,442.58	
2022/2023 Estimate = \$192,266.80	
(estimate includes 10% overage or 4,070 tons;	
piling charge billed separately by delivery service)	

*Only purchased 1,083 tons at \$37.38/ton for the 2021/2022 winter season due to amount of salt in storage from previous winter season

Estimated purchase for 2022/2023 is 3,700 tons. The estimate takes into consideration the current inventory of 433 tons plus the forecast of usage for 2022/2023.

The Ohio Department of Transportation (ODOT) has approved Cleveland Metroparks' participation in the ODOT (Contract 018-23) Cooperative Purchasing Program for Rock Salt. On July 14, 2022, ODOT notified Cleveland Metroparks that it awarded Cargill, Inc. the rock salt bid for participants in Cuyahoga County at a cost of \$47.24 per ton with a required minimum order of 25 tons dumped. The previous award's cost was \$37.38 per ton reflecting an increase in cost of \$9.86 per ton as compared to the 2021/2022 winter season cost. The Procurement Manager recommends utilization of the award to the ODOT secured vendor, Cargill, Inc.

Research confirms that other municipalities in surrounding counties cost per ton will vary as follows: \$44.15 (Lake County), \$45.89 (Geauga County), \$49.87 (Medina County), \$47.88 (Summit County), \$48.69 (Portage County), and \$47.32 (Lorain County).

Salt piling (mechanically blowing the salt into the sheds) is currently NOT part of ODOT's award. Delivery service may be paid via credit card to the third-party delivery service at $\pm \$10.00$ /ton for such services.

Cleveland Metroparks salt sheds can hold 3,575 tons at capacity, of which the park currently has 433 tons in stock. This action requests authorization for the purchase of up to 3,700 tons (includes 10% overage or 4,070 tons) of rock salt on an "as needed" basis for the 2022/2023 winter season at the cooperative bid price shown above.

Maximum inventory for 2022/2023 season is 4,503 (433 in storage plus 4,070 to purchase).

Park District Historical Utilization

Historical costs per ton/per season, reflect the following for Cleveland Metroparks:

2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022
\$51.22	\$52.89	\$29.32	\$29.12	\$64.76	\$73.28	*\$50.20	\$37.38

^{*}Salt was not purchased for 2020-2021 season due to an abundance of salt in storage

<u>AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES</u> (cont.)

Total previous utilization per season follows:

Winter of	TONS OF SALT	
2007 – 2008	4,300 tons	
2008 - 2009	3,800 tons	
2009 - 2010	4,321 tons	
2010 - 2011	3,892 tons	
2011 - 2012	2,400 tons	
2012 - 2013	1,863 tons	
2013 - 2014	3,122 tons (included extra purchase of	
	530 tons due to needs beyond contract	
	season)	
2014 - 2015	3,960 tons	
2015 - 2016	$\pm 3,315$ (285 tons in storage with Cargill	
	for 2016/2017 season)	
2016 - 2017	2,812 tons	
2017 - 2018	3,313 tons	
2018 - 2019	1,837 tons	
2019 - 2020	1,258 tons	
2020 - 2021	1,707 tons (salt was not purchased due	
	to abundance of salt in storage)	
2021 - 2022	2,296 tons	

Capacity in the salt sheds follows:

<u>Locations</u> <u>Stoc</u>	kpile Capacity/Tons (Max)
Euclid Reservation - 850 Metroparks Blvd., South Euclid 44121	300 tons
North Chagrin Reservation - 3037 SOM Center Road, Willoughby	Hills 44094300 tons
South Chagrin Reservation - 35059 Cannon Road, Bentleyville 44	.022200 tons
Bedford Reservation - 14505 Button Road, Walton Hills 44146	100 tons
Garfield Reservation - 11410 Broadway Avenue, Garfield Heights	44125100 tons
Brecksville Reservation - 9305 Brecksville Road, Brecksville 4414	-1300 tons
Hinckley Reservation - 2191 Parker Road, Hinckley 44233	225 tons
Mill Stream Run Reservation - 9484 Eastland Road, Strongsville	14149800 tons
Rocky River Reservation - 4500 Valley Parkway, Fairview Park 44	4126550 tons
Ohio Erie Canal Reservation - 4704 E. 49 th St, Cuyahoga Heights	44105550 tons
Lakefront Reservation – 4851 N. Marginal Rd., Cleveland 44144.	50 tons
Cleveland Metroparks Zoo - 4001 Fulton Parkway, Cleveland 441	44100 tons
	<i>Total3,575 tons</i>

RECOMMENDED ACTION:

That the Board authorize an award for participation in the ODOT Co-Op #6681 for the purchase of rock salt from the ODOT awarded supplier **Cargill, Inc.**, at the price of \$47.24 per ton, for a total amount not to exceed **\$192,266.80** (includes 10% over 3,700 tons (or 4,070 tons)), as bid by the ODOT awarded vendor under the terms and conditions of Contract 018-23 of the Ohio Department of Transportation bid for Rock Salt for the

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES (cont.)

2022/2023 winter season, for a period beginning September 1, 2022 through May 31, 2023 in full utilization of the Ohio Department of Transportation Cooperative Purchasing Program. In the event the log of consumption approaches 90 percent of the estimate, an action item will be presented to the Board requesting an increase.

(See Approval of this Item by Resolution No. 22-08-122 on Page 96675)

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES (cont.)

SINGLE SOURCE #6686 SUMMARY: ONE (1) USED 2014 CATERPILLAR 420F ST BACKHOE

Description	2014 Caterpillar 420F ST Backhoe with all standard equipment, 2,500 engine
	hours, no warranty, and as is condition.
Designation	Park Operations
Total Unit	\$68,000
Cost	

RECOMMENDED ACTION:

That the Board approve the purchase of one (1) used 2014 Caterpillar 420F ST Backhoe as per Single Source #6686, equipped as specified in the above summary, from **Ohio CAT**, for a total cost of \$68,000.

(See Approval of this Item by Resolution No. 22-08-122 on Page 96675)

GOODS AND SERVICES (\$10,000 - \$50,000) ACQUIRED SINCE LAST BOARD MEETING (Presented 8/18/22)

Pursuant to Cleveland Metroparks By-Laws, Article 5 (Procurement), Section 5(a), "The CEO is authorized to enter into contracts and contract amendments for construction, change orders, and to purchase equipment, goods and services, and real estate, without prior approval of the Board in each instance, if the cost of the contract or contract amendment, for any single project, or the amount of the purchase, does not exceed \$50,000. Any contracts where the cost exceeds \$10,000 or any purchase where the amount exceeds \$10,000, and approved by the CEO, shall be reported to the Board at its next regularly scheduled meeting following the execution of said contract or said purchase," the following is provided:

REF. NO. / ITEM – SERVICE	VENDOR	COST	PROCEDURE
Traffic paint for parking lots and APTs throughout the Park District; additional paint.	Sherwin Williams	\$15,000.00 <u>2,200.00</u> \$17,200.00	(3)
Invasive plant services at the Williams Property in Brecksville Reservation.	Ecological Field Services LLC	\$35,000.00	(7)
Repair services for Weil McLain Boiler #2 for the RainForest at the Zoo.	Glasrock/Omi Industrial Services, LLC	\$12,195.00	(7)
Aluminum sheets for Zoo sign at Brookside Reservation.	Pennsylvania Steel Co.	\$17,002.72	(7)
Rental of site access matting for Euclid Creek connector trail; additional rental.	Sunbelt Rentals	\$20,700.00 <u>10,500.00</u> \$31,200.00	(7)
VM Ware software for ITS servers for a one (1) year agreement beginning October 7, 2022 through October 6, 2023.	Ohio State University	\$19,866.90	(2)
Flat roof replacement for Manakiki Golf Course kitchen at North Chagrin Reservation.	Absolute Roofing & Construction, Inc.	\$45,300.00	(7)
Sonosite Edge II veterinary ultrasound system for Zoo Animal Hospital.	Fujifilm Sonosite	\$35,115.00	(3)

GOODS AND SERVICES (\$10,000 - \$50,000) ACQUIRED (cont.)

REF. NO. / ITEM – SERVICE	<u>VENDOR</u>	COST	PROCEDURE
Two (2) Innovator Plus with three (3) section ball range picker for Shawnee Hills and Sleepy Hollow Golf Courses, and one (1) Thrasher H20 range ball washer for Shawnee Hills Golf Course.	Thrasher Golf	\$10,700.00	(7)
Turfco Triwave 60 Seeder with 60" width and three (3) point tractor mount for Sleepy Hollow Golf Course.	Baker Vehicle Systems	\$19,768.00	(3)
Professional services to remove existing wall coverings and repainting specified areas for Police Headquarters at Rocky River Reservation.	The Dependable Painting Company	\$35,036.00	(7)
UPS Maintenance for Data Center for a one (1) year period beginning September 30, 2022 through September 29, 2023.	Logicalis, Inc.	\$10,231.08	(3)
Professional training and consulting services for elephant management at the Zoo for a one (1) year period beginning July 31, 2022 through July 31, 2023.	Elephant Business Inc.	\$50,000.00	(3)
Various stone (cut as specified) for Euclid Creek Connector Trail at Euclid Creek Reservation.	Cleveland Quarries	\$10,291.00	(7)
Golf Handicap Information Network (GHIN) handicap service fees for golf courses; additional service fees.	Northern Ohio Golf Association	\$11,971.00 <u>961.00</u> \$12,932.00	(3)
2022 trails work services includes tools, equipment, supervision, and vehicles for various projects.	American Conservation Experience	\$49,000.00	(3)

GOODS AND SERVICES (\$10,000 - \$50,000) ACQUIRED (cont.)

REF. NO. / ITEM – SERVICE	VENDOR	<u>COST</u>	PROCEDURE
Lift station services to replace two (2) check valves and build and install new control panel at Brookside Reservation.	Pump Systems, Inc.	\$23,988.65	(3)
Assortment of candy for 2022 Trick or Treat Fest at Zoo.	ESR LLC	\$25,000.00	(7)
Assortment of candy for 2022 Trick or Treat Fest at Zoo.	B.A. Sweetie Candy Co.	\$15,000.00	(7)
Tree installation and water treatment services for Dunham Park at Bedford Reservation.	Zscape LLC	\$32,350.00	(7)
Hauling services of Keeney material (sand and stone) to various locations to Trails.	Arms Trucking Company	\$14,000.00	(3)
Phase I Environmental Site Assessment (ESA) for the Marline Investment Group, LLC located in Lakefront Reservation; additional services for Phase II.	Partners Environmental Consulting	\$1,950.00 <u>48,000.00</u> \$49,950.00	(6)
Walk in freezer (8'x8'x8.4') for Natural Resources at Mill Stream Run Reservation.	Total Line Refrigeration	\$18,900.00	(7)
Three (3) new 8'2" Boss DXT V-snowplows and three (3) new 8' Boss super duty steel straight snowplows.	Best Truck Equipment	\$42,441.00	(2)
Building materials including siding, liner panels, and roofing for Seneca Golf Course Cold Storage Building.	Keim Lumber	\$19,046.91	(7)
Building materials including framing, steel roofing, and siding for Seneca Golf Course Cold Storage Building.	Lodi Lumber, Inc.	\$37,284.00	(7)

GOODS AND SERVICES (\$10,000 - \$50,000) ACQUIRED (cont.)

REF. NO. / ITEM – SERVICE	<u>VENDOR</u>	<u>COST</u>	PROCEDURE
2022 Winter RiverFest décor items at Merwin's Wharf.	Artistic Holiday Design, LLC	\$10,961.58	(3)

====== KEY TO TERMS =========

^{(1) &}quot;BID" – Formal bid invitations sent and advertised in *The Plain Dealer* 15 days preceding the bid opening.

^{(2) &}quot;COOPERATIVE" - Purchased through cooperative purchasing programs i.e. - State of Ohio, OMNIA, etc.

^{(3) &}quot;SINGLE SOURCE" – Purchased from one source as competitive alternatives are not available.

^{(4) &}quot;PROPRIETARY" – Products purchased for resale directly from the brand's manufacturer.

^{(5) &}quot;PROFESSIONAL SERVICE" – Services of an accountant, architect, attorney at law, physician, professional engineer, construction project manager, consultant, surveyor or appraiser as outlined under Article 5, Sections 1-4 of the Board By-Laws and defined by ORC 307.86.

^{(6) &}quot;COMPETITIVE QUOTE (up to \$10,000)" – Originally estimated \$10,000 or less, quoted by three vendors.

^{(7) &}quot;COMPETITIVE QUOTE (over \$10,000 to \$50,000)" - Chosen through the accumulation of three written quotes.

CONSTRUCTION CHANGE ORDERS OR AMENDMENTS TO PROFESSIONAL SERVICE CONTRACTS (8/18/22)

Pursuant to Cleveland Metroparks By-Laws, Article 5 (Procurement), Section 5(b) and (c), "...the CEO is not authorized to enter into any change orders to construction contracts, without prior approval of the Board in each instance, except that the CEO is authorized to enter into change orders to construction contracts, without prior approval of the Board in each instance, where the additional cost is less than THE LESSER OF: (i) \$50,000, or (ii) ten percent (10%) of the total cost of the contract at the time of the change order. Each change order by the CEO under this Article shall be reported to the Board at the next meeting of the Board following the execution of said change order. The aggregate value of all change orders authorized by the CEO shall not exceed fifty percent (50%) of the original contract value without prior approval of the Board. If the Board approval of the revised contract value, then the aggregate value of all change orders issued after Board approval of the revised contract value shall not exceed fifty percent (50%) of the revised contract value without additional approval of the Board."

I. "Amendment to Professional Service Contract. For professional service contracts greater than \$50,000, the CEO is not authorized to enter into any amendment to professional services or other special services agreement, without prior approval of the Board in each instance, except that the CEO is authorized to enter into amendments to professional services and other special services agreements for additional fees, without prior approval by the Board in each instance, where the additional fees for the agreement by the CEO pursuant to this Section, are less than THE LESSER OF: (i) \$50,000, or (ii) ten percent (10%) of the total cost of the agreement at the time of the amendment. Each amendment by the CEO under this Section shall be reported to the Board at the next meeting of the Board following the execution of said amendment. The aggregate value of all amendments authorized by the CEO shall not exceed fifty percent (50%) of the original contract value without prior approval of the Board. If the Board approval of the revised contract value, then the aggregate value of all change orders issued after Board approval of the revised contract value shall not exceed fifty percent (50%) of the revised contract value without additional approval of the Board.", the following is provided:

<u>Contract</u>	<u>Item/Service</u>	<u>Vendor</u>	Change Order or Amendment
	NONE		

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES; CONSTRUCTION CHANGE ORDERS.

The following were presented to the Board for award/acknowledgment: bid/RFP/co-op/single source tabulations, as shown on pages <u>96675</u> through <u>96683</u>; \$10,000 to \$50,000 purchased items/services report, pages <u>96684</u> through <u>96687</u>; and construction change orders, page <u>96688</u>.

APPROVAL OF VOUCHERS AND PAYROLL.

No. 22-08-110:

It was moved by Vice President Rinker, seconded by Vice President Moore and carried, to approve vouchers, net payroll, employee withholding taxes, and procurement card charges, as identified on pages **96708** to **96865**.

Vote on the motion was as follows:

Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

No. 22-08-111:

It was moved by Vice President Rinker, seconded by President Berry and carried, to approve JP Morgan Mastercard-Arborwear dated July 1, 2022 to July 31, 2022 in the amount of \$219.69, as identified on pages **96866** to **96867**.

Vote on the motion was as follows:

Ayes: Ms. Berry and Mr. Rinker.

Abstained: Mr. Moore.

Nays: None.

PUBLIC COMMENTS.

Public comments were offered by Marty Lesher of Olmsted Township. All such comments can be heard in their entirety by accessing the "About" section of Cleveland Metroparks website at https://www.clevelandmetroparks.com/about/cleveland-metroparks-organization/boards-of-park-commissioners/board-meeting-archives.

INFORMATION/BRIEFING ITEMS/POLICY.

(a) History Moment: What's in Our Archives

(Originating Sources: Joseph V. Roszak, Chief Operating Officer/Judy MacKeigan, Historian and Archivist)

Cleveland Metroparks Archives hold a treasure-trove of historical documents, reports, and photographs that help to document the story of our park system and its people. Historian Judy MacKeigan will give a brief overview of our archival collection.

(b) Ohio Horseman's Council 50th Anniversary

(Originating Source: Nancy Desmond, Special Projects Administrator)

Founded in 1972, the Ohio Horseman's Council (OHC) turns 50 years old in 2022. Cleveland Metroparks has a long-standing mutually beneficial relationship with the Cuyahoga County Chapter of the OHC. Their 120+ members ride thousands of miles per year on Cleveland Metroparks 87 miles of bridle trails. And they aid park managers with trail maintenance while supporting the Mounted Unit through volunteering and donations.

(c) Infrastructure Capital Projects Review

(Originating Sources: Christopher Lowe, Director of Facility Operations/Jim Rodstrom, Director of Construction)

The Park District and Zoo are consistently busy with capital projects, with many focusing on maintaining and improving the critical infrastructure that supports operations and guest focus. Projects regularly cover a large array of improvements varying from zoo exhibits and animal support, ecological restoration, natural surface and paved trails, parkway and parking lot green infrastructure, roof replacements, interior and exterior painting, and many other impactful enhancements. Staff will provide a brief overview of the team's accomplishments.

(d) Bee VR Experience

(Originating Sources: Anthony Joy, Chief Information Officer/Elizabeth Bagley, Cleveland Foundation Public Service Fellow)

Using a combination of 3D animation and 360° video footage, users are launched into the world of a honeybee. This immersive educational experience gives users the opportunity to learn about the roles of honeybees, from the perspective of one. The user's experience culminates in a trip inside one of Cleveland Metroparks' own beehives for a glimpse into this fascinating community.

DATE OF NEXT MEETING.

The next Regular Meeting of the Board of Park Commissioners was scheduled by the Board for Wednesday, September 14, 2022, 8:00 a.m. at the Board's office, 4101 Fulton Parkway, Cleveland, Ohio.

ADJOURNMENT TO EXECUTIVE SESSION.

No. 22-08-123:

At 10:08 a.m., upon motion by Vice President Rinker, seconded by Vice President Moore and carried, the meeting adjourned to an Executive Session for the purpose of discussing the Purchase/Acquisition of Real Property and a Pending Litigation Matter, as stated by Chief Legal and Ethics Officer, Rose Fini.

Roll-call vote on the motion was as follows:

Aye: Ms. Berry. Aye: Mr. Moore. Aye: Mr. Rinker. Nays: None.

No action was taken as a result of the Executive Session.

<u>Note</u>: Vice President Rinker was only present for the real estate purchase/acquisition discussion and then left the Executive Session prior to the discussion of the Pending Litigation Matter. He returned to the meeting for the adjournment vote.

ADJOURNMENT.

No.	22-	-08	-1	2	4	:
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There being no further matters to come before the Board, upon motion by Vice President Rinker, seconded by Vice President Moore, and carried, President Berry adjourned the meeting at 10:49 a.m.

Vote on the motion was as follows:

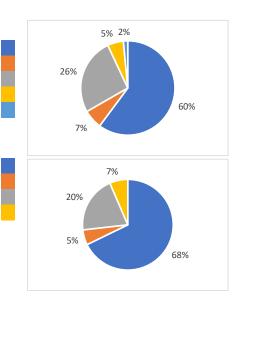
Ayes: Ms. Berry, Messrs. Moore and Rinker.

Nays: None.

	President.
Attest:	
Secretary.	

Cleveland Metroparks Financial Performance 7/31/2022 CM Park District

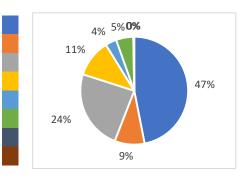
	Actual	Actual	Fav	Actual	Actual	Fav
	July '21	July '22	(Unfav)	YTD July '21	YTD July '22	(Unfav)
Revenue:						
Property Tax	7,339,423	6,725,399	(614,024)	48,301,759	49,296,127	994,368
Local Gov/Grants/Gifts	2,945,184	1,490,056	(1,455,128)	13,286,025	5,363,473	(7,922,552)
Charges for Services	5,920,734	7,303,634	1,382,900	18,574,901	21,552,314	2,977,413
Self-Funded	559,942	14,198	(545,744)	4,660,708	4,475,309	(185,399)
Interest, Fines, Other	<u>15,927</u>	<u>147,575</u>	<u>131,648</u>	<u>144,131</u>	1,231,831	1,087,700
Total Revenue	16,781,210	15,680,862	(1,100,348)	84,967,524	81,919,054	(3,048,470)
OpEx:						
Salaries and Benefits	5,667,419	5,804,501	(137,082)	35,690,357	40,083,345	(4,392,988)
Contractual Services	422,998	507,874	(84,876)	2,756,354	3,167,162	(410,808)
Operations	2,125,208	2,437,996	(312,788)	10,032,133	12,047,173	(2,015,040)
Self-Funded Exp	501,890	490,234	<u>11,656</u>	4,144,657	<u>3,827,638</u>	<u>317,019</u>
Total OpEx	8,717,515	9,240,605	(523,090)	52,623,501	59,125,318	(6,501,817)
Op Surplus/(Subsidy)	8,063,695	6,440,257	(1,623,438)	32,344,023	22,793,736	(9,550,287)
СарЕх:						
Capital Labor	0	64,078	(64,078)	460,944	434,519	26,425
Construction Expenses	2,938,877	1,491,808	1,447,069	12,904,558	8,362,860	4,541,698
Capital Equipment	351,708	434,625	(82,917)	1,384,805	2,260,086	(875,281)
Land Acquisition	1,020,073	173,576	846,497	2,126,533	1,154,833	971,700
Capital Animal Costs	<u>3,063</u>	<u>3,057</u>	<u>6</u>	<u>9,170</u>	<u>6,561</u>	<u>2,609</u>
Total CapEx	4,313,721	2,167,144	2,146,577	16,886,010	12,218,859	4,667,151
Net Surplus/(Subsidy)	3,749,974	4,273,113	523,139	15,458,013	10,574,877	(4,883,136)

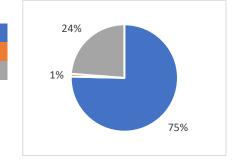


Cleveland Metroparks Financial Performance 7/31/2022 Zoo

	Actual	Actual	Fav
	July '21	July '22	(Unfav)
Revenue:			
General/SE Admissions	1,921,163	2,100,239	179,076
Guest Experience	235,566	289,852	54,286
Zoo Society	1,016,041	1,105,167	89,126
Souvenirs/Refreshments	314,259	343,079	28,820
Education	13,751	4,386	(9,365)
Rentals & Events	49,719	85,406	35,687
Consignment	2,750	5,832	3,082
Other	<u>863</u>	<u>(2,998)</u>	(3,861)
Total Revenue	3,554,112	3,930,963	376,851
ОрЕх:			
Salaries and Benefits	1,200,812	1,247,987	(47,175)
Contractual Services	27,082	15,978	11,104
Operations	<u>501,584</u>	<u>495,716</u>	<u>5,868</u>
Total OpEx	1,729,478	1,759,681	(30,203)
Op Surplus/(Subsidy)	1,824,634	2,171,282	346,648
СарЕх:			
Capital Labor	0	8,142	(8,142)
Construction Expenses	33,582	67,856	(34,274)
Capital Equipment	2,615	2,032	583
Capital Animal Costs	<u>3,063</u>	<u>3,057</u>	<u>6</u>
Total CapEx	39,260	81,087	(41,827)
Net Surplus/(Subsidy)	1,785,374	2,090,195	304,821
Restricted Revenue-Other	213,922	593,161	379,239
Restricted Revenue-Zipline	19,509	119,946	100,437
Restricted Expenses	(410,351)	436,484	(846,835)
Restricted Surplus/(Subsidy)	643,782	276,623	(367,159)

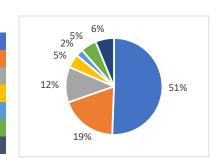
Actual	Actual	Fav
YTD July '21	YTD July '22	(Unfav)
4,237,999	4,374,010	136,011
924,483	840,738	(83,745)
1,755,900	2,239,925	484,025
990,126	1,049,689	59,563
286,455	315,075	28,620
359,334	478,695	119,361
13,350	14,245	895
<u>12,164</u>	<u>12,593</u>	<u>429</u>
8,579,811	9,324,970	745,159
8,103,800	8,988,905	(885,105)
83,687	99,211	(15,524)
<u>2,369,305</u>	2,834,232	(464,927)
10,556,792	11,922,348	(1,365,556)
(1,976,981)	(2,597,378)	(620,397)
3,784	8,142	(4,358)
225,918	927,106	(701,188)
8,680	57,592	(48,912)
<u>9,170</u>	<u>6,561</u>	2,609
247,552	999,401	(751,849)
(2,224,533)	(3,596,779)	(1,372,246)
(=,== :,555)	(2,233,13)	(=,0, =,= 10)
1,064,298	995,132	(69,166)
19,509	291,262	271,753
559,469	<u>1,604,810</u>	(1,045,341)
524,338	(318,416)	(842,754)

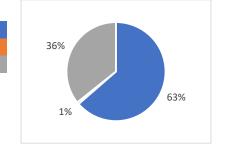




Cleveland Metroparks Financial Performance 7/31/2022 Golf Summary

	Actual	Actual	Fav	Actual	Actual	Fav
	July '21	July '22	(Unfav)	YTD July '21	YTD July '22	(Unfav)
Revenue:						
Greens Fees	822,463	1,068,030	245,567	2,841,096	3,102,904	261,808
Equipment Rentals	330,857	402,810	71,953	1,139,935	1,170,037	30,102
Food Service	160,702	212,681	51,979	488,641	726,176	237,535
Merchandise Sales	66,935	92,027	25,092	260,592	283,475	22,883
Pro Services	8,166	17,327	9,161	116,753	144,041	27,288
Driving Range	73,003	85,806	12,803	315,158	325,415	10,257
Other	43,092	<u>33,800</u>	<u>(9,292)</u>	<u>358,269</u>	<u>380,758</u>	<u>22,489</u>
Total Revenue	1,505,218	1,912,481	407,263	5,520,444	6,132,806	612,362
ОрЕх:						
Salaries and Benefits	450,762	530,226	(79,464)	2,406,607	2,819,719	(413,112)
Contractual Services	2,791	7,252	(4,461)	12,773	30,392	(17,619)
Operations	<u>376,905</u>	<u>486,788</u>	(109,883)	<u>1,287,859</u>	1,582,682	(294,823)
Total OpEx	830,458	1,024,266	(193,808)	3,707,239	4,432,793	(725,554)
Op Surplus/(Subsidy)	674,760	888,215	213,455	1,813,205	1,700,013	(113,192)
CapEx:						
Capital Labor	0	7,366	(7,366)	11,142	78,188	(67,046)
Construction Expenses	171,084	18,004	153,080	118,092	311,991	(193,899)
Capital Equipment	<u>54,289</u>	<u>163,495</u>	(109,206)	<u>130,689</u>	408,966	<u>(278,277)</u>
Total CapEx	225,373	188,865	36,508	259,923	799,145	(539,222)
Net Surplus/(Subsidy)	449,387	699,350	249,963	1,553,282	900,868	(652,414)





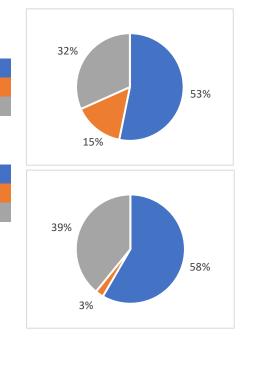
Cleveland Metroparks Financial Performance 7/31/2022 Golf Detail

	Big M	et (18)	Little I	/let (9)	Mastick V	Voods (9)	Manak	iki (18)	Sleepy Ho	ollow (18)
	YTD July '21	YTD July '22	YTD July '21	YTD July '22						
Operating Revenue	870,133	977,651	244,235	307,864	182,473	216,940	875,995	925,553	1,100,038	1,186,412
Operating Expenses	623,345	<u>718,084</u>	<u>162,350</u>	<u>172,100</u>	124,283	<u>132,619</u>	<u>548,661</u>	<u>662,265</u>	<u>783,258</u>	<u>924,368</u>
Operating Surplus/(Subsidy)	246,788	259,567	81,885	135,764	58,190	84,321	327,334	263,288	316,780	262,044
Capital Labor	0	0	0	38,710	0	0	0	16,758	0	2,075
Construction Expenses	92,802	77,606	0	36,409	0	0	0	137,857	1,541	5,226
Capital Equipment	16,389	<u>0</u>	<u>0</u>	<u>8,890</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>38,541</u>	20,262	<u>0</u>
Total Capital Expenditures	109,191	77,606	0	84,009	0	0	0	193,156	21,803	7,301
Net Surplus/(Subsidy)	137,597	181,961	81,885	51,755	58,190	84,321	327,334	70,132	294,977	254,743
										_
		Hills (27)	_	on Park (9)	Senec		Golf A		_	tal
		YTD July '22		YTD July '22		YTD July '22	YTD July '21			YTD July '22
Operating Revenue	747,557	815,764	381,833	469,398	1,088,609	1,226,746	29,571	6,478	5,520,444	6,132,803
Operating Expenses	449,610	<u>545,261</u>	<u>228,891</u>	<u>269,233</u>	<u>592,787</u>	<u>705,308</u>	<u>194,052</u>	<u>303,553</u>	<u>3,707,238</u>	<u>4,432,791</u>
Operating Surplus/(Subsidy)	297,947	270,503	152,942	200,165	495,822	521,438	(164,481)	(297,075)	1,813,206	1,700,012
Capital Labor	0	0	0	7,669	0	12,976	11,142	0	11,142	78,188
Construction Expenses	8,816	7,085	0	0	0	47,807	14,933	0	118,092	311,990
Capital Equipment	<u> 19,875</u>	20,540	<u>53,300</u>	<u>49,000</u>	16,389	<u>157,720</u>	<u>4,476</u>	<u>134,278</u>	130,690	<u>408,966</u>
Total Capital Expenditures	28,691	27,625	53,300	56,669	16,389	218,503	30,551	134,278	259,924	799,144
Net Surplus/(Subsidy)	269,256	242,878	99,642	143,496	479,433	302,935	(195,032)	(431,353)	1,553,282	900,868

Cleveland Metroparks Financial Performance 7/31/2022 Enterprise Summary

	Actual	Actual	Fav
	July '21	July '22	(Unfav)
Revenue:			
Concessions	394,357	699,387	305,030
Dock Rentals	9,708	7,363	(2,345)
Other*	<u>195,196</u>	<u>296,157</u>	<u>100,961</u>
Total Revenue	599,261	1,002,907	403,646
ОрЕх:			
Salaries and Benefits	273,699	410,484	(136,785)
Contractual Services	6,272	29,205	(22,933)
Operations	309,899	<u>458,497</u>	<u>(148,598)</u>
Total OpEx	589,870	898,186	(308,316)
Op Surplus/(Subsidy)	9,391	104,721	95,330
СарЕх:			
Capital Labor	0	0	0
Construction Expenses	0	0	0
Capital Equipment	<u>0</u>	<u>207</u>	<u>(207)</u>
Total CapEx	0	207	(207)
Net Surplus/(Subsidy)	9,391	104,514	95,123

Actual	Actual	Fav
YTD July '21	YTD July '22	(Unfav)
1,284,463	1,922,440	637,977
729,282	545,910	(183,372)
<u>721,343</u>	<u>1,146,286</u>	<u>424,943</u>
2,735,088	3,614,636	879,548
1,443,770	1,939,858	(496,088)
35,237	80,651	(45,414)
1,011,353	1,301,001	(289,648)
2,490,360	3,321,510	(831,150)
244,728	293,126	48,398
0	142	(142)
1,577	40,253	(38,676)
<u>20,481</u>	11,052	<u>9,429</u>
22,058	51,447	(29,389)
222,670	241,679	19,009



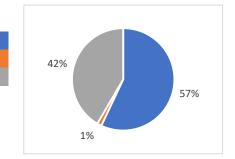
^{*}Other includes Chalet fees, parking, hayrides, aquatics, gift cards, misc.

Cleveland Metroparks Financial Performance 7/31/2022 Enterprise Detail

	Merwin	s Wharf	EW Beac	h House	E55th I	Marina	E55th Re	staurant		
	YTD July '21	YTD July '22	YTD July '21	YTD July '22	YTD July '21	YTD July '22	YTD July '21	YTD July '22		
Operating Revenue	502,809	902,412	230,043	319,299	718,260	668,768	335,239	314,326		
Operating Expenses	<u>678,656</u>	1,059,909	<u>147,009</u>	217,488	237,737	273,963	<u>248,546</u>	253,764		
Operating Surplus/(Subsidy)	(175,847)	(157,497)	83,034	101,811	480,523	394,805	86,693	60,562		
Capital Labor	0	142	0	0	0	0	0	0		
Construction Expenses	1,577	2,072	0	0	0	14,050	0	0		
Capital Equipment	<u>8,385</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>6,044</u>	<u>7,697</u>		
Total Capital Expenditures	9,962	2,214	0	0	0	14,050	6,044	7,697		
Net Surplus/(Subsidy)	(185,809)	(159,711)	83,034	101,811	480,523	380,755	80,649	52,865		
	Wildy	wood	Euclid	Beach	EmerNed	k Marina	EmerNeck I	Restaurant		
	YTD July '21	YTD July '22	YTD July '21	YTD July '22	YTD July '21		YTD July '21	YTD July '22		
Operating Revenue	31,184	32,902	0	5,224	277,758	273,972	48,818	187,472		
Operating Expenses	<u>27,297</u>	42,220	1,213	<u>5,400</u>	173,240	<u>173,051</u>	42,410	157,492		
Operating Surplus/(Subsidy)	3,887	(9,318)	(1,213)	(176)	104,518	100,921	6,408	29,980		
Capital Labor	0	0	0	0	0	0	0	0		
Construction Expenses	0	0	0	0	0	0	0	0		
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	3,882	<u>0</u>		
Total Capital Expenditures	0	0	0	0	0	0	3,882	0		
Total Capital Expension							,,,,,	-		
Net Surplus/(Subsidy)	3,887	(9,318)	(1,213)	(176)	104,518	100,921	2,526	29,980		
	Edgewa	ter Pier	Wallac	e Lake	Hinckle	ey Lake	Huntii	-		
	YTD July '21		YTD July '21		YTD July '21		YTD July '21			
Operating Revenue	32,586	30,540	23,297	25,472	0	8,542	202,390	240,760		
Operating Expenses	<u>26,760</u>	<u>25,369</u>	<u>20,140</u>	24,510	<u>492</u>	<u>9,462</u>	<u>142,452</u>	<u>146,471</u>		
Operating Surplus/(Subsidy)	5,826	5,171	3,157	962	(492)	(920)	59,938	94,289		
Capital Labor	0	0	0	0	0	0	0	0		
Construction Expenses	0	0	0	0	0	0	0	0		
Capital Equipment	<u>0</u>	<u>0</u>	<u>2,171</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>		
Total Capital Expenditures	0	0	2,171	0	0	0	0	0		
Net Surplus/(Subsidy)	5,826	5,171	986	962	(492)	(920)	59,938	94,289		
	Cha	ılet	Ledge	Lake	Parl	king	Enterpris	e Admin	Tot	tal
	YTD July '21		YTD July '21	YTD July '22	YTD July '21	YTD July '22	YTD July '21	YTD July '22	YTD July '21	YTD July '22
Operating Revenue	139,881	194,276	119,335	138,470	73,490	272,198	0	0	2,735,090	3,614,633
Operating Expenses	<u>155,584</u>	<u>152,139</u>	63,022	93,757	<u>8,981</u>	<u>17,382</u>	516,822	669,130	2,490,361	3,321,507
Operating Surplus/(Subsidy)	(15,703)	42,137	56,313	44,713	64,509	254,816	(516,822)	(669,130)	244,729	293,126
Capital Labor	0	0	0	0	0	0	0	0	0	142
Construction Expenses	0	0	0	0	0	0	0	24,131	1,577	40,253
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>3,355</u>	<u>20,482</u>	<u>11,052</u>
Total Capital Expenditures	0	0	0	0	0	0	0	27,486	22,059	51,447
Net Surplus/(Subsidy)	(15,703)	42,137	56,313	44,713	64,509	254,816	(516,822)	(696,616)	222,670	241,679

Cleveland Metroparks
Financial Performance
7/31/2022
Nature Shops and Kiosks

	Actual	Actual	Fav	Actual	Actual	Fav
	July '21	July '22	(Unfav)	YTD July '21	YTD July '22	(Unfav)
Retail Revenue	77,653	103,107	25,454	210,023	296,776	86,753
OpEx:						
Salaries and Benefits	27,784	51,952	(24,168)	125,878	196,572	(70,694)
Contractual Services	388	687	(299)	3,088	4,808	(1,720)
Operations	<u>22,533</u>	<u>31,295</u>	(8,762)	79,019	143,365	(64,346)
Total OpEx	50,705	83,934	(33,229)	207,985	344,745	(136,760)
Op Surplus/(Subsidy)	26,948	19,173	(7,775)	2,038	(47,969)	(50,007)
CapEx:						
Capital Labor	0	0	0	0	0	0
Construction Expenses	0	0	0	0	0	0
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>4,365</u>	<u>(4,365)</u>
Total CapEx	0	0	0	0	4,365	(4,365)
Net Surplus/(Subsidy)	26,948	19,173	(7,775)	2,038	(52,334)	(54,372)



CLEVELAND METROPARKS ACCOUNTS RECEIVABLE AND INVESTMENTS SCHEDULES FOR THE MONTH ENDED JULY 2022

ACCOUNTS RECEIVABLE

	Past Due									
Current	1-30 Days	1-30 Days 30-60 Days 60-90 Days Over 90 Days Total								
\$221,220	\$147,581	\$14,401	\$0	\$24,711	\$407,913					

	Date Placed	Bank	Description		Days of Duration	Rate	Date of Maturity	Interest Earned	EOM Balance
	07/01/22	Fifth Third Securities	Money Market	(A)	30	1.00%	07/31/22	\$3	\$3,300
I	07/01/22	STAR Ohio	State pool	(B)	30	1.68%	07/31/22	\$77,766	\$55,290,005

(A) Federated Government Money Market Account. Investment balance ranged from \$3,297 to \$3,300 in July 2022

(B) State Treasurer's Asset Reserve (STAR Ohio).

Investment balance ranged from \$55,212,239 to \$55,290,005 in July 2022

Source: Wade Steen, Chief Finance Officer

08/02/22

CLEVELAND METROPARKS Appropriation Summary - 2022

			Original Budget				
					Total Prior	Proposed	
Object		Baseline	Carry Over		Budget	Amendment #8	
Code	Object Description	Budget	Encumbrances	Total	Amendments	8/18/2022	Total
			OPER	ATING			
51	Salaries	\$ 59,806,913	\$ -	\$ 59,806,913	\$ 140,098	\$ 9,000 A	\$ 59,956,011
52	Employee Fringe Benefits	19,059,340	397,108	19,456,448	681,887	(350,723) B	19,787,612
53	Contractual Services	15,366,699	5,491,290	20,857,989	(126,784)	37,834 C	20,769,039
54	Office Operations	25,134,495	3,531,243	28,665,738	277,875	348,679 D	29,292,292
	Operating Subtotal	119,367,447	9,419,641	128,787,088	973,076	44,790	129,804,954
			l		I		l
	Γ		CAF	PITAL	1	I	
571	Capital Labor	800,000	-	800,000	-	-	800,000
572	Capital Construction Expenses	25,598,296	7,601,218	33,199,514	18,337,847	411,637 E	51,948,998
574	Capital Equipment	3,656,575	1,435,810	5,092,385	431,041	214,405 F	5,737,831
575	Zoo Animals	75,000	-	75,000	-	-	75,000
576	Land	2,078,500	39,800	2,118,300	-	-	2,118,300
	Capital Subtotal	32,208,371	9,076,828	41,285,199	18,768,888	626,042	60,680,129
			то	TALS	1		
	Grand totals	\$ 151,575,818	\$ 18,496,469	\$ 170,072,287	\$ 19,741,964	\$ 670,832	\$ 190,485,083

			OPERATING
<u>5</u>	1 <u>S</u>	ALARIES 9,000	Increase in restricted appropriations for Seasonal Salaries for new grant-funded expenses Appropriation increase will be covered by new NEORSD grant funds
A	A 9	9,000	Total increase (decrease) to Salaries
<u>5</u>	\$,	Increase in restricted fund appropriations for PERS & Medicare for new grant-funded expenses Appropriation increase will be covered by new NEORSD grant funds Transfer of appropriations from Workers Compensation to Gasoline/Diesel Fuel to cover increased fuel costs
E	3 (\$ (350,723)	Net budget effect is zero Total increase (decrease) to Fringe Benefits
			-
<u>5</u>	3 <u>C</u>	S 8,108	<u>SERVICES</u> Transfer of restricted appropriations from Plant Material to Other Contractual Services for grant needs Net budget effect is zero
	\$	15,000	Increase in restricted fund appropriations for Other Contractual Services for CT scanner repairs Appropriation increase will be covered by new restricted funds from CZS
	\$	8,476	Transfer of restricted appropriations from Misc. Operations and Business Meetings to Other Contractual Services Net budget effect is zero
	\$	6,250	Increase in restricted fund appropriations for Other Contractual Services for WSC documentary Appropriation increase will be covered by new restricted funds from NEORSD
	\$	37,834	Total increase (decrease) to Contractual Services
<u>5</u>		\$ (1,300)	FIONS Transfer of appropriations from Employment Expenses to Technology Equipment for PC replacement Net budget effect is zero
	;	\$ (8,108)	Transfer of restricted appropriations from Plant Material to Other Contractual Services for grant needs Net budget effect is zero
	\$	3,866	Increase in restricted fund appropriations for Facility Signs and Grounds Management Supplies for Golf Appropriation increase will be covered by existing restricted funds
	\$	20,000	Increase in restricted fund appropriations for Property Maintenance Supplies for CT scanner repairs Appropriation increase will be covered by new restricted funds from CZS
	;	\$ (8,476)	Transfer of restricted appropriations from Misc. Operations and Business Meetings to Other Contractual Services Net budget effect is zero
	\$	352,114	Transfer of appropriations from Workers Compensation to Gasoline/Diesel Fuel to cover increased fuel costs Net budget effect is zero
	;	\$ (1,300)	Transfer of appropriations from Employment Expenses to Technology Equipment for PC replacement Net budget effect is zero
	;	\$ (4,100)	Transfer of appropriations from Conference & Training to Technology Equipment for P&D GIS equipment Net budget effect is zero
	;	\$ (4,017)	Transfer of appropriations from Minor Computer Equipment and Office Supplies to Technology Equipment for PC replacements Net budget effect is zero
Г	_ 	348,679	Total increase (decrease) to Office Operations

44,790 TOTAL INCREASE (DECREASE) TO OPERATIONS

\$

CAPITAL **CAPITAL CONSTRUCTION EXPENSES** <u>572</u> 50,000 Increase in restricted fund appropriations for Capital Project Expenses for ACE crew Appropriation will be covered by existing restricted funds \$ 50,000 Increase in restricted fund appropriations for Capital Project Expenses for Zoo improvements Appropriation will be covered by existing restricted funds 15,000 Increase in restricted fund appropriations for Capital Project Expenses for Chagrin River streambank stabilization \$ Appropriation will be covered by existing restricted funds 200,000 Increase in restricted fund appropriations for Capital Project Expenses for Community Sailing Center design \$ Appropriation increase will be covered by new and existing restricted funds 96,637 Increase in restricted fund appropriations for Capital Project Expenses for Euclid Creek Greenway Phase 1 \$ Appropriation increase will be covered by new restricted funds Е 411.637 Total increase (decrease) to Capital Construction Expenses \$ **574 CAPITAL EQUIPMENT** Transfer of appropriations from Employment Expenses to Technology Equipment for PC replacement 1,300 Net budget effect is zero \$ 30,468 Increase in restricted fund appropriations for Miscellaneous Capital Equipment for Golf range pickers Appropriation increase will be covered by existing restricted funds 40,000 Increase in restricted fund appropriations for Veterinary Equipment for new ultrasound machine \$ Appropriation increase will be covered by new restricted funds from CZS \$ 133,220 Increase in appropriations for Utility/Golf Carts for purchase of 20 used golf carts as approved by Board Appropriation increase will be covered by Golf revenues not previously appropriated \$ 1,300 Transfer of appropriations from Employment Expenses to Technology Equipment for PC replacement Net budget effect is zero 4,100 Transfer of appropriations from Conference & Training to Technology Equipment for P&D GIS equipment \$ Net budget effect is zero Transfer of appropriations from Minor Computer Equipment and Office Supplies to Technology Equipment for PC \$ 4,017 replacements

F \$ 214,405 Total increase (decrease) to Capital Equipment

Net budget effect is zero

- \$ 626,042 TOTAL INCREASE (DECREASE) TO CAPITAL
- \$ 670,832 GRAND TOTAL INCREASE (DECREASE) FOR AMENDMENT

A Resolution to Approve, Adopt and Enact Revised Rules and Regulations of the Cleveland Metropolitan Park District; and Authorizing the Required Publication.

WHEREAS, there is a need to update and modify the Codified Rules and Regulations of the Cleveland Metropolitan Park District;

NOW, THEREFORE, BE IT RESOLVED by the Board of Park Commissioners of the Cleveland Metropolitan Park District:

Section 1. The rules and regulations of the Cleveland Metropolitan Park District which will be published are hereby revised and approved. One copy of the Codified Rules and Regulations shall be certified as correct by the President of this Board and the Chief Executive Officer of the Cleveland Metropolitan Park District, attached to this resolution as a part hereof, and filed with the permanent resolutions of this Board. All provisions of the Codified Rules and Regulations continue in full force and effect, including such revisions, commencing on and after 12:01 a.m. Eastern Standard Time on September 17, 2022.

Section 2. The Chief Executive Officer of this Board is hereby authorized and directed, in the manner and as provided in Section 731.23, Ohio Revised Code, to cause to be published in the manner required by that Section the revised provisions contained in the Codified Rules and Regulations and to give notice of the approval, adoption and enactment of the changes to the Codified Rules and Regulations except that such publication shall be made in The Cleveland *Plain Dealer* and the *Medina Gazette*.

Section 3. This Board finds and determines that all formal actions of the Board concerning and relating to the adoption of the changes to regulations were taken in an open meeting of this Board and that all deliberations of this Board and of any committees that resulted in those formal actions were in meetings open to the public in compliance with the law.

Section 4. This resolution shall be effective immediately upon its adoption by this Board, provided that the Codified Rules and Regulations revised by this resolution shall become and be effective from and after 12:01 a.m. Eastern Standard Time on September 17, 2022.

I hereby certify the forgoing to be a true and correct copy of the Resolution which was duly adopted by the Board of Park Commissioners of the Cleveland Metropolitan Park District of Cleveland, Cuyahoga County, Ohio, on the 18th day of August 2022.

Chief Executive Officer	Date
President	Date

Food/Retail Vendor Comparisons Based on Revenue Predicted from Prior Years

Prior year Zoo Gross Receipts

		<u>2019</u>	<u>2021</u>	<u>2019</u>	2021 RainForest	2019	Non-RF Concessions	2021	Non-RF Concessions
Retail Gross		2,603,587.00	\$ 3,518,981.23						
Concession Gross		3,954,508.00	\$ 5,369,707.63	\$ 260,656.55	\$ 260,656.55	\$	3,693,851.45	\$	5,109,051.08
Catering Gross		1,177,401.00	\$ 1,166,493.17						
Photo/Body Art Gross		412,732.52	\$ 804,075.08						
	Retail Net	807,111.97	\$ 1,090,884.18						
	Food Net	1,129,019.98	\$ 1,437,964.18						

			Event						Images
Comparison based on 2019 Revenue	SSA (Option 1Food and Retail Combined)	SSA (Option 2Food and Retail Combined)	Network (Retail Only)	Sodexo (Food Only)	Aramark (Food)	Aramark (Retail)	Aramark (Food and Retail Combined)	Levy (Food and Retail Combined)	Images Everywhere
* Unrestricted Capital	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100,000.00	\$ 100,000.00	\$ -	\$ -
Annual Marketing	\$ 25,000.00	\$ 25,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Annual Sponsorship	\$ 15,000.00	\$ 15,000.00	\$ -	\$ -	\$ 50,000.00	\$ 25,000.00	\$ 75,000.00	\$ -	\$ -
* Capital for Food	\$ 250,000.00	\$ 350,000.00	\$ -	\$ 455,000.00	\$ 400,000.00	\$ -	\$ 400,000.00	\$ 200,000.00	\$ -
* Capital for Retail	\$ 100,000.00	\$ 150,000.00	\$ 116,500.00	\$ -	\$ -	\$ 100,000.00	\$ 100,000.00	\$ -	\$ -
Capital for Photo	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30,000.00
Utility/Conservation	\$ 35,923.36	\$ 35,923.36	\$ 10,000.00	\$ 102,638.18	\$ 51,319.09	\$ 26,035.87	\$ 77,354.96	\$ 65,580.95	\$ -
Refurbishment	\$ 30,791.45	\$ 41,055.27	\$ 10,000.00	\$ 153,957.27	\$ 102,638.18	\$ 26,035.87	\$ 128,674.05	\$ 128,674.05	\$ -
Corporate Sponsor	\$ -	\$ -	\$ 10,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Annual Surveys	\$ -	\$ -	\$ -	\$ -	\$ 2,500.00	\$ -	\$ 2,500.00	\$ -	\$ -
Society Annual	\$ -	\$ -	\$ -	\$ 7,500.00	\$ 5,000.00	\$ -	\$ 5,000.00	\$ -	\$ -
Total Non-Commission	\$ 456,714.82	\$ 616,978.64	\$ 146,500.00	\$ 719,095.45	\$ 611,457.27	\$ 277,071.74	\$ 888,529.01	\$ 394,255.00	\$ 30,000.00
Concession Commissions	\$ 899,081.92	\$ 819,991.76	\$ -	\$ 798,627.00	\$ 1,142,573.87	\$ -	\$ 1,142,573.87	\$ 444,313.50	\$ -
Catering Commissions	\$ 189,432.18	\$ 154,110.15	\$ -	\$ 170,545.18	\$ 305,035.28	\$ -	\$ 305,035.28	\$ 185,480.20	\$ -
Retail Commissions	\$ 781,147.84	\$ 731,076.10	\$ 817,291.32	\$ -	\$ -	\$ 845,219.58	\$ 845,219.58	\$ 468,645.66	\$ -
Photo Commissions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 115,000.00
Total Commissions	\$ 1,871,661.94	\$ 1,705,178.01	\$ 817,291.32	\$ 969,172.18	\$ 1,447,609.15	\$ 845,219.58	\$ 2,292,828.73	\$ 1,098,439.36	\$ 115,000.00
Single Year Total based on 2019 revenue		\$ 2,322,156.65	\$ 963,791.32	\$ 1,688,267.63	\$ 2,059,066.42	\$ 1,122,291.32	\$ 3,181,357.74	\$ 1,492,694.36	\$ 145,000.00
Ten Year Total based on 2019 revenue									
(3 Years for Images)	\$ 23,283,767.57	\$ 23,221,566.45	\$ 9,637,913.20	\$ 16,882,676.25	\$ 20,590,664.15	\$ 11,222,913.20	\$ 31,813,577.35	\$ 14,926,943.60	\$ 435,000.00

SSA will not separate food and retail

Option 1 versus Option 2 shows a shift from commission to capital

	SSA	SSA	Event Network		Aramark	Aramark	Aramark	Levy	Images
Comparison based on 2021 Revenue	(Option 1Food and Retail Combined)		(Retail Only)	Sodexo (Food Only)	(Food)	(Retail)	(Food and Retail Combined)	(Food & Retail)	Everywhere
* Unrestricted Capital	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100,000.00	\$ 100,000.00	\$ -	\$ -
Annual Marketing	\$ 25,000.00	\$ 25,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Annual Sponsorship	\$ 15,000.00	\$ 15,000.00	\$ -	\$ -	\$ 50,000.00	\$ 25,000.00	\$ 75,000.00	\$ -	\$ -
* Capital for Food	\$ 250,000.00	\$ 350,000.00	\$ -	\$ 455,000.00	\$ 400,000.00	\$ -	\$ 400,000.00	\$ 200,000.00	\$ -
* Capital for Retail	\$ 100,000.00	\$ 150,000.00	\$ 116,500.00	\$ -	\$ -	\$ 100,000.00	\$ 100,000.00	\$ -	\$ -
Capital for Photo	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30,000.00
Utility/Conservation	\$ 45,753.41	\$ 45,753.41	\$ 10,000.00	\$ 130,724.02	\$ 65,362.01	\$ 35,189.81	\$ 100,551.82	\$ 88,886.89	\$ -
Refurbishment	\$ 39,217.20	\$ 52,289.61	\$ 10,000.00	\$ 196,086.02	\$ 130,724.02	\$ 35,189.81	\$ 165,913.83	\$ 165,913.83	\$ -
Corporate Sponsor	\$ -	\$ -	\$ 10,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Annual Surveys	\$ -	\$ -	\$ -	\$ -	\$ 2,500.00	\$ -	\$ 2,500.00	\$ -	\$ -
Society Annual	\$ -	\$ -	\$ -	\$ 7,500.00	\$ 5,000.00	\$ -	\$ 5,000.00	\$ -	\$ -
Annual Total Non-Commission	\$ 474,970.61	\$ 638,043.01	\$ 146,500.00	\$ 789,310.04	\$ 653,586.02	\$ 295,379.62	\$ 948,965.64	\$ 454,800.72	\$ 30,000.00
Concession Commissions	\$ 1,253,518.14	\$ 1,138,729.83	\$ -	\$ 1,220,912.29	\$ 1,515,299.19	\$ -	\$ 1,515,299.19	\$ 673,941.53	\$ -
Catering Commissions	\$ 187,468.77	\$ 152,473.98	\$ -	\$ 170,386.30	\$ 302,035.62	\$ -	\$ 302,035.62	\$ 183,298.63	\$ -
Retail Commissions	\$ 1,076,073.99	\$ 1,005,694.37	\$ 1,147,402.68	\$ -	\$ -	\$ 1,166,833.24	\$ 1,166,833.24	\$ 633,416.62	\$ -
Photo Commissions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 221,222.52
Annual Total Commissions	\$ 2,517,060.90	\$ 2,296,898.18	\$ 1,147,402.68	\$ 1,391,298.59	\$ 1,817,334.81	\$ 1,166,833.24	\$ 2,984,168.05	\$ 1,490,656.78	\$ 221,222.52
Single Year Total based on 2021 revenue	\$ 2,992,031.51	\$ 2,934,941.19	\$ 1,293,902.68	\$ 2,180,608.63	\$ 2,470,920.83	\$ 1,462,212.87	\$ 3,933,133.69	\$ 1,945,457.50	\$ 251,222.52
Ten Year Total based on 2021 revenue									
(3 Years for Images)	\$ 29,920,315.10	\$ 29,349,411.88	\$ 12,939,026.79	\$ 21,806,086.34	\$ 24,709,208.33	\$ 14,622,128.67	\$ 39,331,336.90	\$ 19,454,575.00	\$ 753,667.56

^{* -} Capital represents total amount divided by 10 to represent the annual contribution for the life of the 10 year contract Aramark would sub out Photo & Body Art.

Resolution Authorizing Application to the Ohio Department of Transportation's Municipal Bridge Program for the Valley Parkway Cedar Point Bridge Project August 18, 2022

Resolution #

WHEREAS, Cleveland Metroparks is submitting an Transportation's (ODOT) Municipal Bridge Program Bridge Program (MBP); and	application to the Ohio Department of am for ±\$1,541,745 in funding through the Municipal
WHEREAS, the MBP awards federal funds on a cor	mpetitive basis for eligible bridge projects; and
WHEREAS, the MBP program is paid on a reimbur funds and then request reimbursement from the OD	rsement basis, requiring the applicant to first expend OT; and
WHEREAS, Cleveland Metroparks agrees to abide federal transportation funds, including Title VI of to Disabilities Act, and including all applicable federal	he Civil Rights Act of 1964 and the Americans with
WHEREAS, Cleveland Metroparks agrees to be reagencies, organizations, or consultants; and	sponsible for managing any and all sub-contracting
WHEREAS, Cleveland Metroparks is authorized to	execute a contract with ODOT if selected for the MBP
NOW, THEREFORE, BE IT RESOLVED by the E Metropolitan Park District that:	Board of Park Commissioners of the Cleveland
Authorization is given to Brian M. Zimmerman, C. ODOT for the MBP and to execute a contract with Ol	nief Executive Officer, to submit this application to DOT if selected for funding.
Passed:, 2022	
Brian M. Zimmerman Chief Executive Officer Cleveland Metroparks	Date
Debra K. Berry President Board of Park Commissioners Cleveland Metropolitan Park District	Date
Brittany B. Taylor Sr. Legal Assistant Cleveland Metroparks	Date

Resolution Authorizing Application to the Ohio Department of Transportation's Municipal Bridge Program for the Hawthorn Parkway Bridge Replacement Project August 18, 2022

Resolution #

WHEREAS, Cleveland Metroparks is submitting a Transportation's (ODOT) Municipal Bridge Prog Bridge Program (MBP); and	an application to the Ohio Department of ram for ±\$2,000,000 in funding through the Municipal
WHEREAS, the MBP awards federal funds on a co	ompetitive basis for eligible bridge projects; and
WHEREAS, the MBP program is paid on a reimb funds and then request reimbursement from the O	ursement basis, requiring the applicant to first expend DOT; and
	de by all federal requirements as a sub-recipient of the Civil Rights Act of 1964 and the Americans with ral procurement requirements; and
WHEREAS, Cleveland Metroparks agrees to be ragencies, organizations, or consultants; and	responsible for managing any and all sub-contracting
WHEREAS, Cleveland Metroparks is authorized	to execute a contract with ODOT if selected for the MBP
NOW, THEREFORE, BE IT RESOLVED by the Metropolitan Park District that:	Board of Park Commissioners of the Cleveland
Authorization is given to Brian M. Zimmerman, CODOT for the MBP and to execute a contract with Code Passed:	
Brian M. Zimmerman Chief Executive Officer Cleveland Metroparks	Date
Debra K. Berry President Board of Park Commissioners Cleveland Metropolitan Park District	Date
Brittany B. Taylor Sr. Legal Assistant Cleveland Metroparks	Date

AUGUST 18, 2022 96708-96865

RESOLUTION NO. 22-08-110

The following	vouchers h	ave been	reviewed a	as to legalit	v of exi	penditure and	conformity	with the	Ohio Revised Code

Attest:_____

Chief Financial Officer

BE IT RESOLVED, that the payment of the following items, which may include Then and Now Certificates, are ratified by the Board of Park Commissioners. All expenditures have been reviewed and approved for payment by the Chief Financial Officer and Chief Executive Officer in accordance with the by-laws of the Board of Park Commissioners.

Printed Checks dated July 15, 2022 in the amount of \$346,721.36

Wire Transfer dated July 22, 2022 in the amount of \$699,694.84

Printed Checks dated July 22, 2022 in the amount of \$1,439,344.68

Printed Checks dated July 29, 2022 in the amount of \$749,680.21

Direct Disbursement dated August 5, 2022 in the amount of \$5,017.92

Wire Transfer dated August 5, 2022 in the amount of \$685,041.27

Printed Checks dated August 5, 2022 in the amount of \$899,174.15

Net Payroll dated June 19, 2022 to July 2, 2022 in the amount of \$1,830,489.25

Withholding Taxes in the amount of \$418,445.70

Net Payroll dated July 3, 2022 to July 16, 2022 in the amount of \$1,810,508.29

Withholding Taxes in the amount of \$385,540.20

Bank Fees/ADP Fees in the amount of \$72,208.00

Cigna Payments in the amount of \$424,892.32

ACH Debits (First Energy; Sales Tax) in the amount of \$239,297.07

JP Morgan Mastercard/Mastercard Travel Card dated July 1, 2022 to July 31, 2022 in the amount of \$516,637.91

Total amount: \$10,522,693.17

PASSED: August 18, 2022

Attest:_____

President of The Board of Park Commissioners

Chief Executive Officer

RECOMMENDED ACTION: That the Board of Park Commissioners approves Resolution No. 22-08-110 listed above.

AUGUST 18, 2022 96866-96867

RESOLUTION NO. 22-08-111

The following vouchers have been reviewed as to legality of expenditure and conformity with the Ohio Revised Code.

Attest:	
	Chief Financial Officer

BE IT RESOLVED, that the payment of the following items, which may include Then and Now Certificates, are ratified by the Board of Park Commissioners. All expenditures have been reviewed and approved for payment by the Chief Financial Officer and Chief Executive Officer in accordance with the by-laws of the Board of Park Commissioners.

JP Morgan Mastercard-Arborwear dated July 1, 2022 to July 31, 2022 in the amount \$219.69

Total amount: \$219.69

PASSED: August 18, 2022

Attest:
President of The Board of Park Commissioners
Chief Executive Officer

RECOMMENDED ACTION:

That the Board of Park Commissioners approves **Resolution No. 22-08-111** listed above.