

CITY OF NORTH CANTON, OHIO

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IN RE:)	
)	
NORTH CANTON)	
BOARD OF CONTROL)	
MEETING)	
)	TRANSCRIPT OF PROCEEDINGS
)	

Transcript of Proceedings held before the North
Canton Board of Control, taken by the undersigned,
Shannon Roberts, a Registered Professional Reporter
and Notary Public in and for the State of Ohio, at
North Canton City Hall, 145 North Main Street, North
Canton, Ohio, on Tuesday, the 21st day of January,
2020, at 10:00 a.m.

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APPEARANCES:

Patrick DeOrio, Director of Administration

Timothy Fox, Director of Law

Stephan Wilder, Mayor

Jina Alaback, Director of Finance

John Bacon, Fire Chief

Ted Scheffler, Fire Captain

1 MR. DEORIO: I'd like to call the meeting
2 of the North Canton Board of Control to
3 order. It's Tuesday, January 21st, 2020. It
4 is 10:00 a.m. I will call the roll.

5 Mayor Wilder.

6 MR. WILDER: Here.

7 MR. DEORIO: Member Alaback.

8 MS. ALABACK: Here.

9 MR. DEORIO: Member Fox.

10 MR. FOX: Here.

11 MR. DEORIO: Member DeOrio is here. Also
12 reflect in the record, at this meeting is
13 North Canton Fire Chief, John Bacon, and Fire
14 Captain Ted Scheffler.

15 First item on your agenda is the minutes
16 from December 11, 2019.

17 MR. WILDER: Okay. I make a motion to
18 accept the minutes as prepared.

19 MR. DEORIO: It has been moved. Is there
20 a second?

21 MR. FOX: Second.

22 MR. DEORIO: It has been moved and
23 seconded. All those in favor, signify by
24 saying "aye."

25 MR. FOX: Aye.

1 MR. DEORIO: Aye.

2 MR. WILDER: Aye.

3 MR. DEORIO: All opposed?

4 (No response.)

5 MR. DEORIO: Abstentions? Abstentions?

6 MS. ALABACK: Yes, I abstain.

7 MR. DEORIO: Very good. All right. The
8 minutes are approved.

9 Next item on the agenda is the fire
10 engine replacement in accordance with
11 Ordinance Number 80-2019.

12 Chief Bacon, would you like to speak to
13 this?

14 MR. BACON: Yes. We are replacing a 1994
15 engine. It was budgeted in the budget for
16 \$500,000, with the pre-payment. If we did
17 the pre-payment, we can outfit the entire
18 truck for \$500,000.

19 MR. DEORIO: So we budgeted \$500-.

20 MR. BACON: Uh-huh.

21 MR. DEORIO: And you are saying if you --

22 MR. BACON: If we do the pre-payment,
23 it's -- it's --

24 MR. DEORIO: Pay in full, you mean?

25 MR. BACON: Pay in full ahead of time.

1 Then with the money that we have left,
2 because of the pre-payment, it comes in at
3 \$400 and --

4 MR. SCHEFFLER: \$478-, I believe it was,
5 and some change.

6 MR. WILDER: What was it? \$478-?

7 MR. SCHEFFLER: \$478- --

8 MR. BACON: \$492,904.

9 MR. SCHEFFLER: Minus the pre-payment.

10 MR. BACON: Minus the pre-payment. We
11 can outfit the entire truck for that amount
12 of money.

13 MR. DEORIO: And we'll save
14 another \$20,000 -- \$14,000 off of that \$492-
15 is what you are saying, down to \$478- and
16 change. And that would be a savings overall
17 to our budget of in excess of \$20,000.

18 MR. BACON: Yes. And that is with the
19 State purchasing program, through the State
20 STS program that is listed on the contract.

21 MS. ALABACK: Is it a brand new truck?

22 MR. BACON: It will be a brand new truck,
23 yes.

24 MR. DEORIO: And when we bought the '94,
25 was that a brand new truck when we bought it

1 in '94?

2 MR. BACON: Yes.

3 MR. DEORIO: So we have held it for 25
4 years?

5 MR. BACON: Yes.

6 MR. DEORIO: And we think the life
7 expectancy on this one is about the same?

8 MR. BACON: Yes. It will be a 25-year
9 truck.

10 MR. WILDER: Where is the old one going
11 to go, John?

12 MR. BACON: I have not decided that yet.
13 Whether we are going to put it up for auction
14 or -- we haven't gotten that far yet.

15 MR. WILDER: Repurpose it.

16 MR. BACON: Well, we can't repurpose it,
17 because I don't have a place to put it.

18 MR. WILDER: Okay.

19 MR. BACON: So it would either be
20 auctioned off through City auction, auctioned
21 off through private government auction, or
22 sold to another -- the last engine we got rid
23 of that we traded off went to a school over
24 in Youngstown. They took it for them.

25 So we haven't really -- the trade-in

1 value -- they are not giving you anything for
2 trade-in value. So we are looking to auction
3 it off.

4 MR. WILDER: Maybe another volunteer fire
5 department or --

6 MR. BACON: Fire department. Cities like
7 Canton buy them for their lower reserve,
8 stuff like that. Stark State, yeah, yeah,
9 they -- we have donated, back in '89.

10 MR. SCHEFFLER: Uh-huh.

11 MR. BACON: 1989 we donated a pump to
12 Stark State. They used it for quite a few
13 years. It's -- we haven't really gotten that
14 far yet, because we have to get the new truck
15 built and -- and then go from there.

16 MR. DEORIO: How long does it take to
17 build?

18 MR. BACON: Six to eight months.

19 MR. SCHEFFLER: It will be eight months
20 from the time we do our pre-construction
21 meeting. So eight months from sometime in
22 February, if this goes through today.

23 MR. DEORIO: So we will be looking at
24 delivery in '21, most likely?

25 MR. SCHEFFLER: No. We should be looking

1 at delivery October, November this year.

2 MR. BACON: That's why I wanted to get it
3 on as quick as possible.

4 MR. DEORIO: Any other questions?

5 (No response.)

6 MR. DEORIO: We would entertain a motion
7 to approve the purchase of this fire engine
8 in accordance with Ordinance Number 80-2019,
9 and exercising a pre-pay option. That's the
10 best option for taxpayers. Is there a
11 motion?

12 MR. WILDER: I'll make the motion to
13 accept that.

14 MR. FOX: I'll second.

15 MR. DEORIO: Moved and seconded. All
16 those in favor, signify by saying "aye."

17 MR. FOX: Aye.

18 MR. WILDER: Aye.

19 MR. DEORIO: Aye.

20 MS. ALABACK: Aye.

21 MR. DEORIO: Opposed?

22 (No response.)

23 MR. DEORIO: Abstain?

24 (No response.)

25 MR. DEORIO: The motion passes

1 unanimously.

2 Item 3 -- you guys can go if you want.

3 MR. BACON: I don't want to be rude.

4 I'll sit here and listen to the rest of it.

5 MR. DEORIO: Okay. We are going to talk
6 about Arrowhead. So you can feel to get up
7 and go at any time.

8 MR. SCHEFFLER: I'm going to take off.

9 (Whereupon, Mr. Scheffler leaves the
10 room.)

11 MR. DEORIO: So Item 3 on the agenda is
12 the North Canton Golf contract. And I
13 imagine a couple of us might run -- might run
14 lead on this subject, so I think -- I know
15 Tim and I will probably talk a bit on this.

16 But, Tim, you want to give us the
17 backdrop on the ordinance, what Council has
18 approved and what we have been able to
19 negotiate with legal representatives from
20 NCG?

21 MR. FOX: Sure. Thank you. This is part
22 of Ordinance 85-2019, passed by Council at
23 its last meeting. This is indeed the
24 transfer, if you will, of the contract that
25 we had previously at Arrowhead with R & S

1 Golf. Now with North Canton Golf, we have
2 had an interim agreement that is going to
3 expire at the end of this month. And the
4 reason for that is there have been extensive
5 negotiations, given the -- the issues
6 involved, the time period. There was a
7 request for proposal. North Canton Golf was
8 selected as the lowest and best.

9 But that still required that we negotiate
10 a contract between the parties that was in
11 both of their interests. It's certainly a
12 challenge to find someone willing to come in
13 to enter into this type of agreement for
14 anything under -- what we have proposed here
15 was a five-year agreement.

16 There were some discussions for some
17 residents of one- or two-year agreements, but
18 you can't get that type of buy-in, because
19 even under, you know, this type of
20 contract -- this is a management agreement.
21 This is -- the City is setting up the
22 parameters of what it wants to see done
23 there. And it is executed by the managers
24 here, North Canton Golf.

25 Nevertheless, there is a lot of capital

1 that will be expended in maintaining,
2 improving the course and the real property
3 there. So despite the -- the aspirations of
4 some of those of let's have a very brief
5 contract period to see how it goes, this is a
6 five-year contract, but it does have a
7 provision where either one of us, if it
8 appears that this is not what we anticipated,
9 that, within two years, there is the ability
10 to -- to term the contract. So we do is have
11 that important provision there.

12 As I mentioned, the other important
13 criteria and difference between prior
14 contracts is that the prior ones were called
15 triple net lease, where they essentially paid
16 for everything. They made a lease payment,
17 but they were responsible for the upkeep of
18 the -- the property with capital
19 improvements, and were to pay us a certain
20 amount each month. They were able to keep
21 the remainder.

22 The difference for this is that we are
23 paying them a flat rate to manage the
24 property, and that the City maintains control
25 of operations. Of course, it recognizes the

1 expertise in North Canton Golf having had
2 decades of past experience in golf courses
3 and running restaurants.

4 We know that Arrowhead is more than just
5 golf. It's an event center. It has a
6 swimming pool. And many people use it for
7 weddings and graduations and -- and parties
8 and those types of functions. So we were
9 certainly fortunate enough to find someone
10 that is local, that has other types of
11 operations similar to this, and has quite a
12 bit of expertise.

13 And so with that and Council's
14 acknowledgment of the efforts and what is
15 involved into this -- this contract, I would
16 ask for a motion to approve the five-year
17 contract, because the interim contract that
18 we have will expire at the end of this month.

19 MR. WILDER: Can I ask a question?

20 MR. DEORIO: Yes.

21 MR. WILDER: Would you redefine for me
22 what a "triple net lease" is again?

23 MR. FOX: A triple net lease is
24 essentially when -- it's normally found in
25 commercial operations, where the owner is

1 leasing a property to someone, and that
2 property owner is responsible for everything
3 involved with that.

4 MR. WILDER: Okay.

5 MR. DEORIO: The property owner or
6 property lessor?

7 MR. FOX: Yeah. Yes, the property -- the
8 lessor, the tenant, if you will, is
9 responsible for everything involved with
10 that; if a hot water heater goes out, if
11 there is a roof that is needed, the tax
12 payments, as well as the rental payments.

13 So it's essentially they step into the --
14 the shoes of the owner for everything
15 involved with it, except for the actual
16 ownership of the property.

17 MR. WILDER: Okay. Income, and how will
18 that be -- how is that going to be split?

19 MR. DEORIO: Under this -- under this
20 agreement, they are -- all revenues flowing
21 into operations, regardless of their source,
22 will be part of the gross revenue. Then from
23 that, the operating expenses will be
24 deducted, and we will be left with what we
25 believe to be is a net surplus, which will be

1 called a profit. That profit is to be split
2 50/50 between NCG and the City.

3 MR. WILDER: Thank you. I just wanted to
4 make that clarified for myself.

5 MR. DEORIO: Yeah.

6 MR. WILDER: Okay. Thank you.

7 MR. DEORIO: Uh-huh. So I know I want
8 to bring up a couple points for discussion,
9 as well, but since we have a motion on the
10 floor, I'd like a second, and then we can
11 discuss this.

12 MS. ALABACK: I'll second.

13 MR. DEORIO: It has been moved and
14 seconded. So is there more discussion? Yes.

15 I just wanted to point out, you know, a
16 couple other control mechanisms that I think
17 are important, and they are really different
18 from before. With this agreement going into
19 effect February 1st, NCG is to provide the
20 City with an annual budget for the operations
21 of this -- of this concern.

22 We have that budget, which will be
23 presented to City Council. It must be
24 approved by the City Council. Within the
25 agreement, the budget serves as a control

1 mechanism. Expenditures that are going to be
2 out of line with what has been specified for
3 payroll or for fertilizer or whatever, will
4 need to be -- will need to be approved by the
5 City before they would be able to do that.
6 So that's an important part.

7 Second is that NCG can't enter into a
8 contract for more than \$2,500, nor can they
9 enter into a contract that's more than 12
10 months in length, regardless of the amount of
11 the contract. And this is important to us
12 because it helps us have that window into how
13 things are being managed.

14 In addition, both the Finance Director of
15 the City and the Administrator will have
16 un-interfered visibility into the bank
17 account that NCG is using to operate the
18 facility. So we are able to see deposits
19 made, expenditures made, and then be able to
20 cross-reference that activity against the
21 monthly budget and actuarials that come in
22 from NCG.

23 So if we see, hey, it looked like there
24 was an \$8,000 withdrawal or expenditure,
25 check number whatever, we can look at the

1 monthly budget and then the actual
2 expenditures that come in after the month
3 closes, and say, hey, I don't see where
4 check -- what was this for? Where is it in
5 your -- in your actual expenditures?

6 So it gives -- this never existed before,
7 any of this. So I think to the extent
8 that -- I mean, this doesn't guarantee
9 success, but I think it sure -- it doesn't
10 guarantee failure, which is -- we are
11 destined to have in the previous arrangement.

12 MR. WILDER: Well, the oversight now is
13 there.

14 MR. FOX: It's explicit also that City
15 employees, depending on their duties and
16 responsibilities, are to have unfettered
17 access to the grounds, the buildings, I
18 imagine the books, as well, so that
19 everything is completely transparent. We
20 know what's happening there. We know how the
21 guests are treated. We know how the facility
22 is being maintained, and can act accordingly.

23 MR. DEORIO: And we also have the right
24 to require an outside audit of their books.
25 We can do it ourselves, but why do that when

1 we can just -- whoever that outside CPA firm
2 would be, we can have them go in and take a
3 look at their books to make sure everything
4 is okay. So we have got so much in there.

5 MS. ALABACK: The --

6 MR. WILDER: I --

7 MS. ALABACK: I'm sorry.

8 MR. WILDER: Go ahead. Ladies first.

9 MS. ALABACK: Employees are employees of
10 North Canton Golf?

11 MR. DEORIO: That is correct.

12 MS. ALABACK: Not the City?

13 MR. DEORIO: That is correct.

14 MS. ALABACK: And whenever they are
15 purchasing items for the golf pro shop and
16 the tools, chemicals, supplies, those sorts
17 of things, those are owned by?

18 MR. DEORIO: They are owned by the City.

19 MS. ALABACK: And they are purchased
20 through our tax ID, tax exempt number, or
21 purchased through North Canton Golf?

22 MR. DEORIO: They are purchased through
23 North Canton Golf. And what we found, so far
24 anyhow, is that even though we might get a
25 tax exempt -- a sales tax exempt purchase,

1 because they are buying for three golf
2 courses that they run and operate, they are
3 able to get a much bigger discount than
4 the -- than the 6 percent sales tax.

5 MS. ALABACK: Okay.

6 MR. DEORIO: So it works to our advantage
7 to allow them to purchase and then just
8 allocate to Arrowhead the amount of chemicals
9 they need or fertilizer that they need.

10 MS. ALABACK: Okay.

11 MR. WILDER: Patrick --

12 MR. DEORIO: Yeah.

13 MR. WILDER: -- what's -- what do we have
14 in place if they don't meet their obligations
15 for, you know, a month, or do we let it go
16 for two months? I know we have the two-year
17 out.

18 But is there something that we hold them
19 to if they are -- you know, through the
20 oversight? You know, if it -- you know, two
21 months, they didn't fulfill the agreement,
22 and now it's three months in, do we have a
23 window that we work with them on that, would
24 you say?

25 MR. DEORIO: That might -- that question

1 could be interpreted in two ways. So the
2 first way that I hear it is, is there -- is
3 there an out of the agreement if, for some
4 reason, in two months or three months it's --
5 it's -- there is some sort of -- we'll first
6 call it a level of unprofitability. No,
7 there isn't for that.

8 MR. WILDER: No.

9 MR. DEORIO: But that's where the
10 management comes in. And the nice part about
11 this -- I'm glad you brought it up. But, you
12 know, we have had a window into their
13 operations from June 1st of last year through
14 the end of last year. We have a
15 representative idea of what should happen
16 during those months, so when we get to those
17 months this year, I'm expecting improvements
18 upon those numbers.

19 And for some reason, if it looks like,
20 hey, you know, we are not even meeting the --
21 the benchmark that we established last year,
22 what's going on? So that we need to be more
23 involved with that and be able to, if
24 necessary, trim expenses and --

25 MR. WILDER: Okay.

1 MR. DEORIO: -- change operations. So I
2 think as far as -- as far as them -- I'm
3 going to dovetail into the operating account,
4 though, which is I think another way that you
5 can approach that. So with what they are
6 supposed to do, they are supposed to manage
7 the facilities. And they are going to try to
8 manage it in the most profitable way
9 possible, so that they can get a profit at
10 the end of the year.

11 And to that extent, when we are looking
12 in on their -- on their monthly operations or
13 even on a daily or weekly basis, to see how
14 much they are spending, we have this
15 operating account that has been established.
16 It's owned by NCG. It is located at the
17 Huntington. This is the one that we have the
18 view into it. And we are supposed to
19 populate that account in this Section I, Part
20 3, initial funding.

21 MR. WILDER: Okay.

22 MR. DEORIO: We are supposed to populate
23 that with \$50,000.

24 MR. WILDER: Got it.

25 MR. DEORIO: Now, \$50,000 is in it. At

1 the end of the month -- let's say it's
2 February, and there is not a lot of golf
3 activity. Maybe there have been a few events
4 that have occurred, a Valentine's dance or
5 something, and they generated a little bit of
6 revenue. And at the end of the day, with
7 golf league deposits that might be coming in,
8 pool passes, special events, they find that
9 the budget they submitted for February is
10 going to be X, and they believe that they are
11 going to end up in a deficit at the end of
12 February.

13 We know what that looks like now, because
14 they are giving us the budget. So we have
15 something to benchmark it. And let's say at
16 the end of February, they are going to be
17 down \$15,000 from \$50-. In other words, they
18 are going to draw as an advance, out of the
19 \$50-, \$15,000.

20 By the 10th of the month following, so by
21 March 10th, per this agreement, we have to
22 repopulate that operating account back up to
23 \$50,000. And then we will -- we will repeat
24 the process, see where we are at the end of
25 March.

1 But we believe, from what we saw last
2 year, that June, July, August, September are
3 all going to be months in which there is a
4 surplus. They will be beyond \$50-, that we
5 would be able to pull money back. We believe
6 that would have been the case for May and
7 April, but we weren't under management then.
8 They were still run by the previous company.

9 So you add those two months to it, as
10 well, and then we really should only be lean
11 November, December, January, February, those
12 four months out of the year. And it is our
13 belief that with their food and beverage
14 experience and their event management, that
15 we can book more things there.

16 So like last year, just taking it over,
17 in my opinion -- they approached us on it,
18 but I said I didn't think it would be
19 appropriate that we do a New Year's Eve
20 party. We didn't really have things settled
21 with who was doing the cooking and, you know,
22 the chef, and there were equipment issues.

23 But now as we kind of knocked those
24 things out -- and we have got a first-rate
25 chef in there. There was a nice write-up in

1 The Repository about the buffet brunch that
2 goes on there on Sundays. Heard from the
3 Lions Club this past week, that they had an
4 event there; the food was unbelievable.

5 So as we get into more of that and that
6 reputation spreads, we should be able to book
7 more events, special events. We should be
8 able to swing into more restaurant operations
9 from morning to dusk at that location, which
10 helps us in those down months in November,
11 December, January, February kind of thing.

12 MS. ALABACK: Are they scheduling the
13 events --

14 MR. DEORIO: Yes.

15 MS. ALABACK: -- or does that get
16 scheduled through the City?

17 MR. DEORIO: No. They are -- the
18 manage -- them managing it, they are
19 responsible for all the marketing and putting
20 it together. Now, they are open for
21 suggestions. We have suggested, you know,
22 some things to them that we would like to --
23 like to see do, if they can put it together.

24 But then they are also doing like golf
25 and event packages. Apparently, there are a

1 lot of golfing type people who go from city
2 to city to play golf, and there are a number
3 of people in the Pittsburgh area that come
4 over to here to package in something like
5 maybe with the Hall of Fame, but they want to
6 play a couple courses while they are here.

7 Because NCG manages two other courses,
8 they are packaging ours in with that. So we
9 are getting, you know, one price to play all
10 three. We get a third of the profit on the
11 booking on that. And maybe while they are
12 here, they are eating food and drink and the
13 like.

14 So, yes, they handle the marketing.

15 Any more discussion?

16 (No response.)

17 MR. DEORIO: We appreciate all the work
18 that Gary Coen, Captain Coen, has done as our
19 fire inspector down there. He recently went
20 through, and I think with some enthusiasm,
21 because in the past, under that triple net
22 lease, it met with owner -- with man -- with
23 the operators there that didn't care what he
24 wrote up and never did anything about it.
25 And so we are acting on those concerns and

1 making sure that they are handled now.
2 So, anyway, if there is no other
3 discussion, then I would take a roll call
4 vote on this one.
5 Mayor Wilder.
6 MR. WILDER: Aye.
7 MR. DEORIO: Director Alaback.
8 MS. ALABACK: Aye.
9 MR. DEORIO: Director Fox.
10 MR. FOX: Aye.
11 MR. DEORIO: Administrator votes yes.
12 It's unanimous.
13 And if there is nothing else on the
14 agenda, as I see, then I think a motion to
15 adjourn is in order.
16 MR. FOX: Motion.
17 MR. WILDER: Second.
18 MR. DEORIO: Moved and seconded. All
19 those in favor, signify by saying "aye."
20 MR. FOX: Aye.
21 MR. DEORIO: Aye.
22 MS. ALABACK: Aye.
23 MR. WILDER: Aye.
24 MR. DEORIO: Opposed?
25 (No response.)

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MR. DEORIO: We are adjourned. It is
10:26 a.m.

(This proceeding concluded at 10:26 a.m.)



Patrick A. De Orio
Director of Administration

C E R T I F I C A T E

STATE OF OHIO,)
)
STARK COUNTY.)

I, Shannon Roberts, a Registered Professional Reporter and Notary Public in and for the State of Ohio, duly commissioned and qualified, do hereby certify that the within testimony so given was by me reduced to Stenotype, afterwards prepared and produced by means of Computer-Aided Transcription, and that the foregoing is a true and correct transcription of the testimony so given.

I further certify that this proceeding was taken at the time and place in the foregoing caption specified.

I further certify that I am not a relative of, employee of or attorney for any party or counsel, or otherwise financially interested in this action.

I do further certify that I am not, nor is the court reporting firm with which I am affiliated, under a contract as defined in Civil Rule 28(D).

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my seal of office at Canton, Ohio, this 25th day of January, 2020.

Shannon Roberts, Notary Public
My commission expires February 2, 2023

ATTEST:

Patrick DeOrio
Director of Administration

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