

MINUTES OF A COUNCIL CAUCUS
Monday, August 3, 2009 at 8:00 p.m.
Mayfield Village Civic Hall

The Council of Mayfield Village met in Caucus Session immediately following the Special Meeting of Council on Monday, August 3, 2009 at approximately 8:30 p.m. Council President Bill Buckholtz presided.

ROLL CALL: Present: Mr. Buckholtz, Mrs. Cinco, Mr. Marrie, Mr. Marquardt,
Mrs. Mills, Dr. Parker and Mr. Saponaro

Absent: None

Also Present: Mayor Rinker, Mr. Wynne, Ms. Calta, Mr. Cappello,
Chief Dearden, Mr. Marrelli, Mr. Metzung, Chief Mohr,
Mr. Dinardo, Mr. Thomas, and Mrs. Betsa

GENERAL

. County Implemented Phone System
- Presentation by John Hunter

Council President Buckholtz stated that this is a unique opportunity to get involved in a fledgling program that is just starting. We are lucky to be involved in it.

Mr. Hunter introduced himself. He is presenting a quick powerpoint highlighting the County Implemented Phone System. A copy of the powerpoint is attached to the Minutes.

Mr. Hunter is a Network Engineering Manager at the Cuyahoga Information Services Center. They are basically computer operations for Cuyahoga County. They were extremely successful in their VOIP rollout. They had 22 buildings, roughly 9500 employees. Annually they are saving the County \$180-\$190,000.00 in phone service.

Utilizing their technical expertise and their Wide Area Network contract with One Community, the County invested roughly between \$10-12 million on this infrastructure. One Community is a strategic partner in it. They have a five-year contract with the ability to extend that out.

So, what's in it for Cuyahoga County? Mr. Hunter was given direction by his Director, Dan Weaver and Jim McCafferty to better utilize taxpayers' money. The fact that Cuyahoga County has already spent \$10-12 million in taxpayers' money, it just makes sense to leverage that out to municipalities if we can so that taxpayers are not being duplicated on infrastructure that they don't necessarily have to have.

These are the objectives in reaching out to Mayfield Village. One is entering into a Memorandum of Understanding if you decide to purchase the voice system and the services

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associated with that working with Cuyahoga County as a partner. We will be able to provide a really high-tech phone with voicemail and things of that nature that are pretty standard at a fixed cost to the Village at better pricing that you can get commercially just because we have bought 9500 phones. We put it in our contract. Our contracted prices are better than State term. We are partners with Cisco, Global Crossings and One Community which enables us to provide a better price. Plus, we can't make money on the service itself, there is no profit. It is government helping government.

Mr. Hunter stated in a conversation about what the County is doing and what is going on, it came up that Mayfield Village is looking for a phone service. That's no secret to anyone. Their phone system is obsolete. It's out of date. Mr. Hunter believes he heard a quote from someone that you are shopping for parts on E-bay. Probably not the best way to operate. We do that sometimes with the County. We have a partnership with One Community. You also have a partnership with One Community which helps us leverage the overall goal. One Community's goal is simply connectivity. They are non-profit. They want to put dollars back into the community. They have IRU's on fiber as well as long term leases on fiber so we know that infrastructure is there to get us to places that normally we could not go to.

Why Mayfield Village? The County has a relationship with Mayfield Village through various programs. We do stuff with your fire department. You are going to be part of the 800 megahurst tower system which is key for public safety overall. You have a partnership with One Community. In a conversation Mr. Hunter had with an individual, they stated we are looking for a new phone system. The County's willingness and desire to go out, let's face it, we have not had the best luck in the papers recently. For various reasons well known to everyone, we need to have some positive successes. We need to have people feel that the government is out there helping. It can be efficient. Utilizing technology is one way of being very efficient.

This is kind of the high level diagram of what we are proposing. There is a slide and then there is a bigger picture on the back of your packet. Basically, Mayfield Village currently has the connectivity. You have taken advantage of the I-Net solution. You also had the foresight with One Community to build out for your Beta project. You are going to be doing a more permanent fiber solution that works nicely with this plan. You will be with One Community's network, down to the County and to One Community. One Community will be the prime site for your phone system with the County being the back-up redundant site. The reason the County has decided to go forward with this approach is if Mayfield Village is ever dissatisfied with the County or something happens with the County, you are not tied to us long-term. You can pick up a relationship with One Community. You can pick it up with any service provider. You don't lose your infrastructure or investment. We feel we are going to provide a great service for you and you are not going to want to leave, but if you do decide to leave, we want to leave you with the option of doing that painlessly and quickly.

Finally, on the cost of this, you will own all of the equipment. It provides you with the flexibility to leave any time you want without having to invest more dollars. In our analysis that we did at the County looking at your phone bills, we looked at the savings you will receive from reduced cost and service. It will pay for the investment you make. It is a win in that standpoint. You are

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probably wondering where those dollars come from. Those dollars come from no phone charges. We call it box in a phone. If you decide to move staff around, they put their phone in the box, move to the other office, plug it in, their extension works. Their voicemail goes with it. There's no three days to disconnect a service, five days to connect a service. In translation it literally is plug and play.

We will be able to provide you with support. There will be a monthly cost per phone, which right now is just under \$33.00 a phone. That's your maintenance, all your costs, most of your long distance. If you are going to call China or Africa, Eastern Europe, not covered, but all of North America is covered, Brazil and Western Europe is covered in their call zone. We are using Global Crossing.

Mr. Hunter is available for any kind of questions you have. He did not want to do a deep presentation on the technology side of things. He did not think there would be a lot of interest. He would be more than happy to do that if you would like it. The solution is basically for Mayfield Village to go ahead and make a purchase, you are making it on the terms that we negotiated with the County which was better than Cisco would get you if you go direct. Feel free to go price it elsewhere. You have the list of equipment you need. That works for us also.

If Mayfield Village makes the commitment to purchase this, we will set up a Memorandum of Understanding so that you have a service level agreement in place in writing that you know you can hold us to. There will be a 30-day out clause. We are not looking for a three-year commitment or a ten-year commitment. One of the routes we were talking about going was purchasing the phone and providing the service, but when we do the cost analysis, it would be a seven-year commitment from cities and we were not sure that was the best way to go. This way you can leave tomorrow if you so choose.

We really want to communicate this to every other local government agency. Because we are a government, we can only do this for governments, schools and libraries. One Community and Cisco are actually looking globally at the solution to other places in the country because dollars have dried up and infrastructure is too costly for cities right now to engage. It just makes sense and gives flexibility. One of the things we eventually want to offer you is videoconferencing.

Mr. Hunter asked if there were any questions.

Council President Buckholtz asked Ted if he has prepared anything or wants to give any indication of just what we were looking at before we found out about this pilot program.

Mr. Esborn stated we had an estimate for replacing our phone system that was between \$60,000-70,000.00. We looked at some other options but they were from providers that were across the country who were going to profit. It really was not comparing apples to apples. So, each way we looked at it, this County implementation seemed like the best option.

Mr. Esborn added it is great to see a 1.63 year return on investment for the system itself and also to know that it was made more available by the investment we made to build out the Beta Drive

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fiber network. It is a return on that investment. That is another case for the County implementation.

Council President Buckholtz stated that Ted and Diane put together a good memo that everyone should have of the genesis of this and how it came to be. Council President Buckholtz restated that this is a pilot program and the questions that he has heard come up everywhere from IT members to a couple department heads would be like what happens when the phones go down. The answer ranges from, what happens when the phones go down now? We wait for someone to come out and fix them. Being a pilot program is that the County does not want to see this fail.

Mr. Hunter agreed. It is a pilot program. It is not really new for them. They have 22 buildings and 9500 employees. They have been migrating people successfully since 2006 to the voice over IP technology. We have done it everywhere with leaving two phones on the desk until people feel comfy to just a go for it approach. We have trainers who will be out on hand. It has been a very well defined process. The new part is taking it out to communities.

Dr. Parker asked if other communities should come on board, would our costs go down. Mr. Hunter added that is exactly the beauty of this model. We have levels in our contracts that he does not know off-hand that do reduce our costs. When our costs reduce, your costs also reduce because again we can't make any money. If our trunking goes down, which is one component of the aggregate number, if our trunking goes down \$10.00 a phone, your cost would be reduced by that same percentage. The hope is that it is so successful that communities begin to share not only the bandwidth utilized for the phones, but eventually this model does open up a model for sharing a back-up and recovery, disaster recovery scenario, things of that nature that will open up that inner-connectivity. One of the things we are working with One Community and should have finished by August 14th is the State is going to go after some of the stimulus grant money probably in the tune of probably \$150,000,000.00; roughly \$50,000,000.00 to 60,000,000.00 to Cuyahoga County which would hopefully lower the cost even further. Again, that's work in process at the moment.

Mayor Rinker stated that he just wants to add something that needs to be said for all of us. Council is not going to vote on this until the next regular meeting presumably. But over the years, despite all of the politics, all of the structural issues about County government which is a totally different issue, but it's something that we read so much about, from Mayfield Village's perspective, this is another example where our ability to share resources really is a great way to demonstrate how regional government can work. Without all of those monachers and names, we have had with the Health Department, where dollars really can be leveraged to advantage, we have had a very good relationship. Mayor Rinker certainly hopes this is taken back to the supervisors. This is just another example to Mayor Rinker where down in the trenches where it really counts, it's a great way to see how we can put these dollars to work. It's very encouraging.

Mr. Hunter replied he does know that that is one of the keys to getting the stimulus money. The government is really looking for a money multiplying effect. By utilizing some of the programs that are existing and ongoing, much of which Mayfield Village is participating in as a

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community, that just gives us a higher point total and helps us along the process to utilize or develop business growth and make it really advantageous to relocate to the Northeast Ohio region.

Council President Buckholtz asked if there were any other questions. Council President Buckholtz said he did not see it in the report from Diane, but at one of the meetings, Mr. Hunter had mentioned that he had met a lot of the team players that were coming out, the network engineers, and you characterized them as not really being salesmen or marketing specialists. Is there any plan to bring someone on board?

Mr. Hunter said they are looking into this.

Council President Buckholtz thanked Mr. Hunter for coming out. We appreciate it.

IN COMMITTEE (STATUS)

. Proposal of D.B. Hartt to provide planning consultation services to Mayfield Village

Council President Buckholtz stated that Ted Esborn and Diane Wolgamuth are present today to discuss this item. We have been reading about this and have talked about it.

Mr. Esborn stated he would like to say a few words to supplement the memo that Eric Jochum sent out after they met at the Planning Development Committee meeting last week. What we really discussed and it was much a follow up to a meeting Ted and Diane had had with David Hartt the week before is that the restructuring that we have done personnel-wise here at the Village, making Mr. Esborn a full-time member of a new Planning Development Department lends itself very well to David's proposed situation with him on a retainer because Mr. Esborn would be in the office each day working on the objectives that he in his proposed role would set out. That works well.

Eric mentioned in the memo that only if he were performing additional services would the other rate come into effect. We did identify some short term goals. Considering a market study was an important one. Hiring the Planner, going through the 2020 Vision Plan and identifying specific zoning change recommendations and also contacting both real estate professionals and the property stakeholders, some of the tenants who are in the buildings and just asking specifically what are the impediments to moving into these buildings on Beta Drive, because finding out what the impediments are and removing them is going to drive development on Beta.

That's an overview of that meeting. Eric's memo sums it up pretty well.

Council President Buckholtz asked if there were any questions or discussion on this. This is something that we would be voting on at the next meeting.

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Mr. Saponaro asked Mr. Esborn what his function is in comparison to what D.B. Hartt would be doing with what you just talked about.

Mr. Esborn replied that as it is set out now there would be three official meetings per month. In addition to that, there would be some times that we would meet less formally with D.B. Hartt and have small workshops. David Hartt has indicated to us that those would not be putting into effect the rate because he wouldn't be asked to produce anything. It would just be sort of advising us. What we have talked about doing is if David were to create a work plan, it would be something that we could regularly check in with him on those things that he lists that needed to get done and then during those official meetings it would be more formal updates on that. In going over the 2020 Vision Plan again, there are more visible steps that can be taken on a day-to-day basis. These meetings would be the right place to evaluate what has been done.

Mr. Saponaro asked Mr. Esborn if Mr. Hartt would draft the recommendations and Mr. Esborn would be in charge of facilitating. Mr. Esborn replied, correct, absolutely.

Mr. Saponaro asked Mr. Esborn if he has any sense of how long of a process this is going to be. Mr. Esborn replied he does not have a sense of how long the process is going to be. He knows that one of the more attractive things about David's proposal is that there's no real commitment for months. We can cancel. It is a month to month commitment. What we need to do is if we do hire D.B. Hartt we would certainly evaluate at the end of the year and probably have a smaller evaluation some time before then.

Mr. Saponaro asked Mr. Wynne if he knows how much we have spent on D.B. Hartt in years past. Do we have any sense of that? Mr. Wynne replied that he does not. Mr. Saponaro said that would be interesting to find out. Just so we know in comparison. Mr. Saponaro thanked Mr. Esborn.

Council President supplemented the response to the question. This is a meeting he attended and participated in in full. He thought Mr. Saponaro said a couple different things here really well, so if he can supplement what Mr. Saponaro is talking about, Mr. Esborn mentioned that he recently read the entire 2020 Vision report a few days before and saw that there was a lot that could be cut out of there. In other words, there was a lot of language that antiquated from what we know today and what we've done today, so one of your personal goals was to go through that and pull out a much smaller document, more of a task list.

Mr. Esborn stated he started to do that last week. The language in there that isn't specific recommendations are things like describing, it's almost more for someone who's not familiar with our community. They need to be taken out from that.

Council President Buckholtz said he has heard a lot of wonderful things about Dave Hartt and he has heard questions about the way he presents in paper. He's a very general guy. He has been around the business so long that it lacked a little focus for our purposes and people were concerned about that here on the Committee.

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What he got the impression of, speaking to Mr. Saponaro's point is that Ted would really be driving some of his focus on what we need to do and at the same time when you were checking where you are at you could have, like a mentoring kind of situation, you could go to someone with more experience. It kind of talks back to a previous meeting when we were still talking about a full-time planner, do you want someone out of school, a young guy full of enthusiasm, or do you want an older guy with the experience and the connections and the name recognition.

Council President Buckholtz's understanding is it it was kind of a union that could create both because if you are not doing something you should be Dave would pick up on it and if you're doing something and you need some help with it, you have a go-to guy. That was kind of the teamwork kind of idea. The Committee's role then is to do some of the quantifying.

Council President Buckholtz thinks what Mr. Esborn is saying is, we can terminate whenever we want, but it's like going into a marriage and saying, yeah, we can get divorced whenever we want. The idea that Council President Buckholtz pushed and he talked to the Mayor about it and he pushed at the Committee meeting is as long as we are producing the kind of things that have already come out of Beta, for example, since the beginning, as long as we keep showing stuff happening to Mr. Wynne, giving the thumbs up that this is all working, then it's a win-win situation. That's just speaking to one of those task lists that we have a Planning Department, a young and budding Planning Department consisting of Mr. Esborn, Diane Wolgamuth and Jeff Thomas, but it's kind of like, where's the age and experience or contacts around.

Mr. Saponaro agreed. Mentoring is excellent. Obviously, we think highly of Ted, Diane and the rest of the group. Mr. Saponaro's curiosity was how, when, those types of things because he wasn't present at the meeting.

Council President Buckholtz stated that another thing that came out of the meeting is that they are already working with Dave. It was a gratis situation. He loves this stuff. He does it because he loves this stuff. They call him for something, he can be on the phone for an hour, he can be here for three days and there's no bill. He was just working. Not that that's always the case, but that's the way it's gone so far.

Mr. Esborn stated that a great example of what seems like his general knowledge that can actually bear some real practical fruit here is he very much believes in the fact that what drives development is the removal of challenges and impediments. It's his career and the things that he's worked on that have led him to that conclusion and that is what has pushed Mr. Esborn to find those impediments. He is not going to find them for us but he's going to make sure that we identify what they are. Specifically on Beta Drive. It could be height restrictions or setback or zoning, but he is going to push Mr. Esborn to find those impediments that he knows are there preventing further development.

Council President Buckholtz said that was well-stated at the meeting as well. That is good. One of the other things that has been brought up had to do with money and budgeting money. It had to do with the kinds of dollars we have paid out in the past. It's easy to throw out a number like, well this Committee approved, and this Council may have approved it too, the concept of going

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out not to exceed \$90,000.00 for a Planner. That's all changed. So it's not that we have to spend that money or we can spend that money but the idea is sort of an umbrella of what we are getting. Our bang for our buck so to speak. Council President Buckholtz wanted to point out that it was interesting when talking with Diane that it came out like this is the kind of stuff that we may want to look at over the next 3-6 months or a year, like what do we pay for engineering for example, what do we pay our Law Department for example? Council President Buckholtz said it's real easy to say, hey Diane or Joe can you draw up a paper or check out this? The meter's running. With engineering, Council President Buckholtz will say, Tommy can you come out and take a look at this and get back to me and let me know what you think about the run-off on something. Council President Buckholtz does not even think in terms of fiscally responsible, like what are those dollars costing us.

Mayor Rinker asked Council President Buckholtz to rephrase the line about not thinking about being fiscally responsible.

Council President Buckholtz clarified that he thinks about getting the job done. He thinks about what is needed for the Village, for our citizens, and he does not always think about when we are tapping into the meter running.

Mrs. Wolgamuth stated to Mr. Saponaro that she knows that he was just asking about what we have paid in the past. She assumes that is for creating the 2020 Plan?

Mr. Saponaro replied his question was not for creating it. He knows what that was. Have we been utilizing his services in the years past? Because with the creation and the implementation, there's been a period of years between that.

Mrs. Wolgamuth replied that we spent the money to create the plan but we have really not done much to implement it.

Mr. Saponaro stated since using the services.

Mrs. Wolgamuth stated this seems to be the necessary step to get there. Ted's doing a great job and really doing the best he can, but we really need someone who directs the process and gets us in the direction. She thinks we have that.

Mayor Rinker replied the answer is yes we have. He couldn't quote the number of times. Council has had to vote every time. Part of the issue is that it's like reinventing the wheel each time. It's doing piecemeal where this should give us continuity that is more efficient.

Mr. Saponaro stated he understands.

Council President Buckholtz stated those things are being taken into consideration as well they should be.

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Mr. Marrie said he thinks hiring D.B. Hartt is a real big move in the right direction. He has the expertise to jump start this working with Ted and Diane and Jeff. Mr. Marrie knows as Bill Marquardt has mentioned and others also, we need a marketing study. This is first things first. It's at least a start to get this thing going. We know where we want to go but to just sit around and talk about it forever, it's never going to get done. We have to start somewhere. This is going to prevent us from the parade passing us by because there is a lot of work to be done. Mr. Marrie does think we need a big p.r. thing on it once we do get it done. We are not at that point yet. We were talking about this in Finance also. It's a great investment in the future. It's as simple as that. Mr. Marrie compares it, if he may, to the one we did with Panzica and the partnership with them and it's probably paid all 300% plus. It's corny but true, if you will. It's kind of nothing ventured, nothing gained. We have to do something and not just sit around and talk about it. Hiring D.B. Hartt with his expertise, knowledge and connections and so forth, it's certainly the right direction to get it going. The Planning Development Committee worked very hard on it and did a good job. They can run this thing and keep track of it the whole time as a Committee. It's a very strong one.

Mr. Saponaro said that in conjunction with the Mayor's office and the administration shifting focus and creating the specific department with Ted, Diane and Jeff as a partnership just makes sense.

Mr. Marrie said he would just like to see some action in motion.

Council President Buckholtz asked if there were any other comments at this time. There were none.

COUNCIL PRESIDENT

Council President Buckholtz thanked everyone for the award that he received. Mrs. Cinco also thanked everyone for the award. They both were recipients of the Outstanding Citizen Award for 2009.

Mayor Rinker stated as long as Kudos are going around, he thinks we all agree the luau was a smashing success. We couldn't get people to leave. Mr. Marrie added it was outstanding. Mayor Rinker continued there were those who were determined to make it an all-nighter. The rough calculation is we probably spent half this year of what we spent last time. This is something that has crept up over the years and it's always well appreciated, but it got to be a bit more of an extravaganza. This was a home run in the best respect. The clear feedback was by popular vote they want to do it this way again next year. Weather permitting.

FINANCE

Mr. Wynne reported we should have the books closed and balanced by Wednesday or Thursday and hopefully will have a report in everyone's packets this Friday.

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POLICE DEPARTMENT

Reporting on a couple of traffic updates, Chief Dearden stated that with regard to the Mayfield Road project, not only did the entrance lanes open up two weeks ago, but by Friday they also opened up the main thoroughfare and the exit ramps. We noticed a considerable depreciation in the volume of traffic down SOM and Wilson Mills.

Mayor Rinker asked Mrs. Eisenberg if we have confirmation. Mrs. Eisenberg affirmed.

As it relates to the Ridgebury project, as of today from Lander Road westbound both sides of the road are open.

PARKS & RECREATION

Mr. Thomas reported that the brochure for Fall will be mailed next week. We have the Village golf outing coming up on Friday, September 18th so any new people looking to golf this year, sign up.

Council President Buckholtz asked Mr. Metzung if he checked into the apron on Ridgebury. Mr. Metzung said he will check on it.

LAW DIRECTOR

Wiley Park – Release of Street and Utility Easement

Ms. Calta stated that with the police station being located at Wiley, Tom Cappello went over to make sure there weren't any encumbrances so any easements, anything that had been sitting on the property that we would need to vacate. We found a very antiquated easement that seems to have been for the development of Beta. When Beta first was put in, there was reserved an easement for ingress and egress over part of Wiley Park into Beta. It's not needed. It was never used. There's no utilities there. It's just an item that's noted on a Deed from when the Village took over the property from Krenzler back in the 60's. We have contacted Judge Krenzler. He has agreed that he doesn't need that easement. Ms. Calta just needs Council to take a look at the legislation to document the fact that that is going to be vacated of record. It's not needed. It's really just a paper thing.

Council President Buckholtz asked if we needed to vote on anything. Ms. Calta said we do need to vote on it. It will be an ordinance. If anyone has any questions on that, it took a little bit of research but we got it all squared away.

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. **Permit Renewal Objections – Division of Liquor Control**

Ms. Calta reported that all of the liquor permits in the Village are due to renew. If there are any issues, we can object to those renewals. A list will be provided in packets this week.

ANY OTHER MATTER BEFORE COUNCIL

Council President Buckholtz asked if there was anything else. There were no other matters.

There being no further business, the meeting adjourned at 9:15 p.m.

Respectfully submitted,

Mary E. Betsa, Clerk of Council