

**REGULAR COUNCIL MEETING – 7:00 P.M.**

The Council of the City of Cortland met in regular session on Monday, July 18, 2016 at 7:00 p.m. at the City Administration Building, 400 N High St, Cortland, Ohio with Council President Dennis Linville presiding. Members of Council present were James Edwards, Patti Keller, Deidre Petrosky, Kevin Piros, and Scott Rowley; absent was Don Moore. Also present at the meeting were Mayor Woofter, Law Director Wilson, Finance Director Moyer, Fire Chief Rea, Police Chief Andrews, Service Director Wittman and Clerk of Council Horn.

A motion to approve Council Minutes from the July 5, 2016 Regular Council Meeting was made by Councilwoman Petrosky and seconded by Councilman Piros. **ROLL CALL** - Edwards, aye; Keller, aye; Linville, abstain; Moore, absent; Petrosky, aye; Piros, aye; Rowley, aye. **MOTION PASSED**

A motion to approve Schedule of Bills to be paid totaling \$29,487.54 was made by Councilman Rowley and seconded by Councilman Edwards. **ROLL CALL** - Edwards, aye; Keller, aye; Linville, aye; Moore, absent; Petrosky, aye; Piros, aye; Rowley, aye. **MOTION PASSED**

**OLD BUSINESS:**

**ORDINANCE O-28-16** – An Ordinance authorizing the Police Chief to enter into an agreement with JC3 Builders for interior remodeling/renovations at the Cortland City Police Station was read and moved for third and final reading by Councilman Piros and seconded by Councilman Rowley. **ROLL CALL O-28-16** - Edwards, aye; Keller, aye; Linville, aye; Moore, absent; Petrosky, aye; Piros, aye; Rowley, aye. **ORDINANCE PASSED THIRD AND FINAL READING**

**ORDINANCE O-30-16** – An Ordinance amending O-09-14 the City’s water tap fees and setting forth the rules and regulations for water service connections was read and moved for second reading by Councilman Edwards and seconded by Councilwoman Petrosky. **ROLL CALL O-30-16** - Edwards, aye; Keller, aye; Linville, aye; Moore, absent; Petrosky, aye; Piros, aye; Rowley, aye. **ORDINANCE PASSED SECOND READING**

**NEW BUSINESS:**

**RESOLUTION R-27-16**- A Resolution determining to proceed with the submission to the electors declaring the amount of taxes that may be raised by levy at the maximum rate authorized by law without a vote of the electors to be insufficient for providing sufficient and proper funds for use in the General Fund in the City of Cortland, and declaring the necessity of a replacement levy in excess of such rate was read and moved by Councilman Rowley and seconded by Councilwoman Petrosky. **ROLL CALL R-27-16** - Edwards, aye; Keller, aye; Linville, aye; Moore, absent; Petrosky, aye; Piros, aye; Rowley, aye. **MOTION PASSED**

**ORDINANCE O-31-16** – An Ordinance whereby the City of Cortland authorizes funding to YNG Air Partners to support its services for daily flights in and out of the Youngstown-Warren Regional Airport was read and moved for first reading by Councilwoman Petrosky and seconded by Councilwoman Keller.

**DAN DICKTEN, DIRECTOR OF AVIATION  
YOUNGSTOWN-WARREN REGIONAL AIRPORT:**

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**DAN DICKTEN** – I know I was here a couple years ago, and some of this is the same presentation, but just updated. I was expecting Mr. Gartland to be here with Youngstown Air Partners. I know his health hasn't been real good lately but I was hoping he would be here.

The last time we had daily connecting service here at the Youngstown-Warren Regional Airport was back in 2002 with Northwest Airlines. It has been 14 years now that people have endured driving to Pittsburgh, Cleveland, and Akron/Canton areas for their travel needs.

**(REFERS TO POWER POINT PRESENTATION/HANDOUTS)**

**DAN DICKTEN** – Back in the late 90's, there were three airport services here at the airport. Things went to sleep in 2002 and 2003 when all service was lost. In 2006, along comes Allegiant Airlines and we get service to Orlando. In 2011, we were able to add services to St Petersburg and Myrtle Beach and then in 2013 to Florida. Here we are now with daily service back to the community.

This is the Catchment Area. This is the area around the airport that draws the passengers. It's a line established about half the driving distance or time from each airport. The boundary is marked. You can see our catchment area is around 736,000 in population. The most important part about that is there is a true market of 1,093,880 in true passengers. That equates to 1,500 of passengers daily each way that fly out of this area, at some airport or another. Given that we haven't had a daily service here at the Youngstown-Warren Regional Airport for 14 years, 56% are leaking to Pittsburgh and 22% to Cleveland. Akron/Canton leak about 9%. We've established an 11% share of the market. We are starting to dig in a little bit here and capture some of this territory.

These are the current markets we have with Allegiant Airlines – Orlando, St. Petersburg, Punta Gorda and Ft Lauderdale. We are still vying for Las Vegas. That always seems to come up, why we are not going to Las Vegas. We are still not there.

Basically, we have finally acquired a daily service here at the Youngstown-Warren Regional Airport that will take you anywhere when you fly through Chicago. You can connect to the United, American, and Delta out of Chicago. That started July 1, 2016 and we are going into our third week now. It seems to be catching on. These are some of the destinations you can get out of Chicago. It's basically just about anywhere domestically and internationally. There is a list of some of those connecting destinations as well.

Some of the advantages of you flying out of your local airport is there is no advantage to driving to Pittsburgh, Cleveland or Akron/Canton for a direct flight. You used to be able to get a direct flight before a lot of these airlines downsized, mostly Cleveland and Pittsburgh. You could get a connecting flight back then but now you can't because they've downsized by cutting most of the direct flights out. You might as well take a connecting flight out of your own backyard. It's closer to home, less time on the road, and our parking is way cheaper than Pittsburgh or Cleveland. It keeps the money here in the community. Our goal here is to get away from just the vacation travel and start bringing people back to the community to spend their dollars here.

The punch line here is that airlines don't come for nothing. We've got to subsidize these folks. We did get the Dept. of Transportation grant totaling \$1.2 million a couple years ago. We've been holding on to it. We raised the local match out of hotel tax and other things and came out with \$420,000 in-kind match as well. We have collected contributions around \$140,000 mostly from the private sector. So, we are at \$1,340,000. We need to raise another \$400,000 before this thing will actually sustain itself. We have to keep our float fund at a positive. The airlines will lose money the first three, four or five months of any new service. They all do. They will bill us at the end of the month. We will pay them out of their float amount and then we will get a reimbursement of 65% from the Dept. of Transportation. So, we need to keep all that money in so we have a float

there to pay that for their services until they can sustain themselves. We have to keep that at a 5% profitability margin.

**MAYOR WOOFER** - Dan, does that come out of the Ohio Dept. of Transportation?

**DAN DICKTEN** – No. That comes out of the Federal Govt. Dept. of Transportation. I should have clarified that.

So, that's basically it in a nut shell. We are looking for contributions. I know we discussed the contributions before. To be honest with you we have four or five private sector contributors looking like they are going to line up for us here to help us with this shortfall of \$400,000. We are hoping that will get us where we need to be. I have to come here and beg for money from a community that needs money for other things more important than helping an airlines sustain itself. So, I'm not here to do that tonight.

I do want to tell you that Allegiant Services has sustained itself here for the last 10 years with four destinations. We started this service. Our tickets sales are actually fairly robust for the second week into the new service. It looks like it could make it. We did a nice \$250,000 facelift on the new terminal building that I really couldn't afford to do but we did it anytime. It looks pretty nice. The goal is to bring passengers into the community to spend money here in this area. More for your convenience and your information, I brought this handout that shows our airline now branded as Great Lakes Jet Express. Great Lakes is an airline that started out in Wisconsin back in the 80's. They are now in Cheyenne, Wyoming. The two have merged. ADI needed a reservations system and another airline to work with to pull this off. Great Lakes flies the old turbo props and ADI flies a 50 seat regional jet. It's a huge upgrade from the turbo props. We are happy they were able to bring that together. This is a picture of one of those regional jet aircrafts. I flew the flight to Chicago. It was very comfortable. There's a nice schedule in there for you should you be interested in trying this service. I enjoyed it. I thought the rate was very good. Here is a how to guide on how to book tickets either connecting to the world through Chicago or just flying to Chicago. Unfortunately, there are two methods you have to use to do this. Hopefully that is temporary and we will be on the United Airlines reservations system very soon. Lastly, I have here some flight comparisons that we did to flights at other airports. Our parking is cheaper. We hope you will try this service. With that, I'll answer any questions.

**COUNCIL PRESIDENT LINVILLE** - Thank you, Dan. Are there any questions?

**COUNCILMAN ROWLEY** – I just want to be clear. That \$780,000, do you already have that money from the Dept. of Transportation?

**DAN DICKTEN** – The Dept. of Transportation is banking that money for us. We will pay the bill out of our 420. We send a reimbursement request to the DOT and out of the \$780,000 they will reimburse us 65%.

**COUNCILMAN ROWLEY** – Okay, that was my second question.

**DAN DICKTEN** – The \$780,000 is 65% of the \$1.2 million.

**COUNCILMAN ROWLEY** – That's where I was going. My other question is do you have some projections as far as occupancy on the early flights and actual numbers?

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**DAN DICKTEN** – We are running at about 38% right now give or take. We are feeling two flights on Thursday are a little much in the beginning. We are trying to walk before we run. The two flights on Monday and Friday are necessary to support the businesses that are flying back and forth at the end and beginning of the week. We are looking at 5 to 6 months for this thing to sustain itself. The bookings are starting to show that it's taking hold. We think we are going to be able to do this. We think it will sustain itself in the next 5 to 6 months. Sooner if we can get United back with us and get back on their reservation system. As you may recall, two and a half years ago, we tried with United to bring service here. They basically shot us down. Some of the media and some of the print they got here wasn't real friendly and they still remember that. So believe it or not, they are playing like little babies and not working with us to bring service here until their govt. affairs people have the opportunity to go through this and massage it. So, that's what we are working on right now. We have both senators and congressmen trying to talk some sense to United to help us out and get us back on their reservation system.

**MAYOR WOOFER** – Do you have a feel for that outcome?

**DAN DICKTEN** – I think they will. I think they are in a position now where they are going to have to. They are already recognizing the other ADI Great Lakes flights. The airline won two services, what they call essential central air service, EAS program, where they are subsidized to cities in South Dakota. They are getting some \$4,000,000 over a two year period for each one of those two services. United has allowed that segment of ADI and Great Lakes to interline with them. Unless they want some kind of a discrimination lawsuit or stigma about them, I think soon they will be back in the saddle with us.

**MAYOR WOOFER** – And United's role in this will be for ticketing only?

**DAN DICKTEN** – Just connecting service and through their reservations system on the ticketing. An Interline Agreement provides you with ticket and baggage connectivity. Ticketing and making sure your baggage gets there. A Code Chair Agreement means that you are flying under that airline's flag and you get a little bit more than just a reservation system and interline. We are hoping to get there sometime down the road.

**COUNCILMAN ROWLEY** – Percentage wise, what is the break-even point when you talk about month 5 or 6?

**DAN DICKTEN** – It's when they achieve 5% of profitability without our subsidy. Where we are right now, we are averaging right about 6,500/7,000 a day of ticket sales which is really pretty good for a two week old air service. We need to be at 8,500 to sustain that. We are trending in that direction. It would help a lot if we were selling tickets on United and we hope to be doing that here in the next few weeks. But, that's where we need to be.

**COUNCILMAN PIROS** – We asked this before when you were first here 27 months ago, who else is in and who else is out?

**DAN DICKTEN** – Do you mean besides the private sector?

**COUNCILMAN PIROS** – We are talking community-wise.

**DAN DICKTEN** – We are looking for the first community to step up and show the others that they have an interest in this or not.

**COUNCILMAN PIROS** –You had mentioned the City of Youngstown and Warren 27 months ago.

**DAN DICKTEN** – We had. The City of Youngstown was considering \$40,000 and the City of Warren \$30,000. I guess they are not in as good of financial shape as they were back at the time when we were discussing that. They keep asking me the same question.

**COUNCILMAN PIROS** –You can thank Governor Kasich for that.

**DAN DICKTEN** – I understand.

**COUNCILWOMAN PETROSKY** – I don't have any questions. I just want to make a comment. I think when we talked about this 27 months ago I think the intent was to support daily flight in and out of Youngstown. Why? Because of the convenience to our residents and also the positive economic impact it will have on our city. As we received in an email from our Finance Director, the proposed expense is being paid through misc. contractual expenses which will be the correct line item for this payment. There is sufficient money in this line item at this time for this expense. So, we are financially able to honor the obligation and commitment promise that we made 27 months ago. I think it is very important for the city to honor that commitment.

**DAN DICKTEN** - I appreciate that very much. We would be able to say, follow Cortland.

**COUNCILMAN PIROS** – What happens if we are the only one? Hubbard said no.

**DAN DICKTEN** - Howland said no.

**COUNCILMAN PIROS** – Howland said no. Hubbard said no. Hubbard is close to our size in the number of residents. If Warren comes back and says no, and Youngstown says no.... Let's say we are the only one.

**COUNCILWOMAN KELLER** - Good for us.

**MAYOR WOOFER** - If we are the only one in my view and I follow along with....

**COUNCILWOMAN KELLER** - I do too. Why would we worry about anyone else?

**MAYOR WOOFER** - That's why I reintroduced this. 27 months ago...

**COUNCILMAN PIROS** – We are going to our citizens with a replacement levy too. We just passed things and we have a new school levy. Our people have said they are too taxed at all these school levy meetings. We are not paying anything less today, but we are getting less from the state. The state is siphoning off money. So, we are losing money. We are still paying the same amount but we are losing money because we are not getting it back from the state.

**MAYOR WOOFER** - I would ask that you vote anyway that you need to vote. I wanted to put this back on for legislation because 27 months ago we all sat here and approved it.

**COUNCILMAN PIROS** – Well, things have changed here in 27 months. A lot has changed.

**MAYOR WOOFER** - Let me finish. Our financial situation has changed but we need to look outside the box. We need to look at the bigger picture and we need to look at what type of economic value that airport is to us. Its ten minutes from our city. My argument is the more flights that we can produce and create out of the airport, there are people that travel through here to get there. They are going to bring money into not just our community but the whole valley. That’s something we need to consider as a city and looking at trying to increase our own economic impact to our own residents. I would just ask that you consider that.

**COUNCILMAN PIROS** – I am absolutely in favor of the airline. However, you mentioned the economic impact. The economic impact is going to be disproportioned towards cities like Youngstown, Warren, Niles, and Austintown. They have a lot of area that is prime for economic development. Cortland does not have that vastness of an industrial park where it’s going to bring in a huge business.

**MAYOR WOOFER** - It doesn’t have to be a big business. It can be any business.

**COUNCILMAN PIROS** – I’m saying proportionately.

**MAYOR WOOFER** - Proportionately, any business that comes into Cortland plays an impact on our residents. They spend money here.

**COUNCILMAN PIROS** – I understand that. But the impact and the potential is a lot more for those other cities who have chosen not to do this for whatever reason.

**DAN DICKTEN** - Wish they could see that. Hopefully, seeing someone in a smaller community lead the way will help them understand. You make a great point.

**COUNCILMAN PIROS** – I am in favor of a local airline.

**COUNCILWOMAN PETROSKY** – I have a couple points. Your right, we don’t have an industrial park or anything but we do have a McDonalds, a Beef O Brady’s, a Dunkin Donuts that the people traveling to that airport might just drive through and might just stop and eat at. We are looking at a little over a \$5,000 contribution. That’s less than a dollar for every person who lives in our city. It’s a one time commitment. Although I agree, it is disproportionate economically, I think it’s a good investment for the businesses we do have in town and the people that it will draw to and through our community.

**COUNCIL PRESIDENT LINVILLE** - We can’t hold ourselves responsible for what Warren and Youngstown decide to do or not to do. They have to make their own calls, we have to make ours. I think Dee Dee’s points are well taken as are Kevin’s. But, someone needs to step up to the plate here and lead the way and we did agree to do this. I know it was different times and we were in a different financial condition then, but still it’s not a lot of money. It does show we are interested in pursuing this and helping out the airport and moving forward with this. Hopefully, it will spur someone else to be involved. I know Dan will be out there asking again. Hopefully, someone will step up to the plate. We did commit to this and that’s the thing that is over riding to me that once you commit to something your word should be your bond. Are there anymore comments?

**COUNCILMAN ROWLEY** – How are the private sector contributions?

**DAN DICKTEN** - How are they?

**COUNCILMAN ROWLEY** – Are they near where you expected them to be?

**DAN DICKTEN** - We are just getting started on that. We got \$100,000 last year, we've got three that we are meeting with right now who are going to try to match something along that level. I can't mention names. I think they are going to come through for us.

**COUNCILMAN ROWLEY** – That's fine. Thank you.

**ROLL CALL O-31-16** - Edwards, aye; Keller, aye; Linville, aye; Moore, absent; Petrosky, aye; Piros, nay; Rowley, aye. **ORDINANCE PASSED FIRST READING**

**COUNCIL PRESIDENT LINVILLE** – Okay. That passed the first reading. Thank you everybody and thank you, Dan.

**MAYOR WOOFER** – Thanks for your time, Dan.

**ORDINANCE O-32-16** – An Ordinance authorizing the Mayor to enter an agreement with Thomas Fok and Associates, Inc. to perform engineering and bidding assistance for the S. Mecca Waterline Replacement Project was read and moved for first reading by Councilman Piros and seconded by Councilman Rowley. **ROLL CALL O-32-16** - Edwards, aye; Keller, aye; Linville, aye; Moore, absent; Petrosky, aye; Piros, aye; Rowley, aye. **ORDINANCE PASSED FIRST READING**

**ORDINANCE O-33-16** – An Ordinance authorizing Ohio Pump to perform control panel improvements to the Southdale Lift Station was read and moved for first reading by Councilman Rowley and seconded by Councilwoman Keller. **ROLL CALL O-33-16** - Edwards, aye; Keller, aye; Linville, aye; Moore, absent; Petrosky, aye; Piros, aye; Rowley, aye. **ORDINANCE PASSED FIRST READING**

**FINANCE DIRECTOR'S REPORT:**

**FINANCE DIRECTOR MOYER** – The resolutions we passed at the last meeting requesting the advances have been certified to the county and submitted. You all received a copy of the June Financial Report. I'll be happy to answer any questions if you have any.

**POLICE CHIEF'S REPORT:**

**POLICE CHIEF ANDREWS** – I appreciate your support on the remodeling project. If you saw the dumpster, we anticipated this passing. I talked with the contractor and he was able to move us up. They will be starting this week. So that's great. We've been working to get computers moved over and a space carved out where we can work around them. He tells me it will take about one month to complete if everything goes right. That will be the first step in getting that done which is the largest. Once again, this whole project now with the \$30,000 grant, we will probably get done this year instead of stretching it over 2 or 3 budgets. This will help bring our building into another 30 year mark easily before we have to worry about any more renovations. I think it's a good investment. Other than that, you have my monthly report and I'd be happy to answer any questions you have of us.

**FIRE CHIEF'S REPORT:**

**FIRE CHIEF REA** – I just returned from the Ohio Fire Chiefs Association Annual Conference and Education Seminar. It was a very informative week. I'd like to thank council for their support in sending me there. I think it's important that we keep current with what's going on around the state and with other fire chiefs.

As far as the station, the women's restroom project is complete. I'd like to thank Captain Dales for all his hard work getting that done. Now we have some nice restrooms and we don't have to worry about them falling apart on us.

We were awarded a grant from the Division of EMS for the 2016/2017 budget year. \$2,750 can go towards EMS supplies and/or EMS training and/or equipment.

It is looking like I will have an employee retire here in the next month. We are waiting for some paperwork to come back so I'm not going to throw around any names. Once we get the paperwork back and we have a firmer idea of exactly when he is leaving, I would like to move quickly on replacing him. That's why I was in a hurry to get our testing done and get all that taken care of earlier on in the year. We just don't have a firm date and timeline yet. But once he is gone I'd like to get him replaced because we still have another person off on injury. The guys are working a lot of overtime and I'd like to free up some of that time so they can spend time with their family and enjoy vacation and things like that. Other than that, I don't have anything else to report. I'd be happy to answer any of your questions.

**SERVICE DIRECTOR'S REPORT:**

**SERVICE DIRECTOR WITTMAN** – You received the monthly report in your informational packets. I'll entertain any questions that Council may have.

**COUNCIL PRESIDENT LINVILLE** – I'd like to back up to Chief Andrews for a minute. What are adults playing children games in all these reports?

**POLICE CHIEF ANDREWS** – It's the Pokémon Go craze you've been hearing about.

**COUNCIL PRESIDENT LINVILLE** – It is in the police blotter 7 or 8 times.

**POLICE CHIEF ANDREWS** – It's just the latest craze and when I say adults they are probably more like 19, 20 and 21 years old.

**MAYOR WOOFER** – Are you getting calls for trespassing?

**(MULTIPLE CONVERSATIONS – INAUDIBLE)**

**COUNCILWOMAN KELLER** - They are coming on the golf course.

**POLICE CHIEF ANDREWS** – It's sometimes at 1:00 in the morning. It's usually around churches and things like that. Normally our guys are stopping and saying what's going on and then they see them glued to their phone. So, they tell them to watch where they at. Stay away from buildings.

**COUNCILWOMAN KELLER** - Do you know they have more followers right now than Twitter? They actually crashed the system.

**COUNCIL PRESIDENT LINVILLE** – That’s surprising.

**LAW DIRECTOR WILSON** - You have a lot of blank looks on the panel here.

**COUNCILWOMAN KELLER** – I think it’s become a lot bigger. I think businesses are dropping whatever those things are. I would never do it. It’s a huge thing. It’s kind of hard to understand.

**MAYOR WOOFER** - The city clock is the gym which has been captured by one on the kids in town.

**COUNCILWOMAN KELLER** - He owns it.

**MAYOR WOOFER** - So now everyone goes to the clock and they get their Pokémon whatever but the other kid gets the points for it. It’s interesting.

**MAYOR’S REPORT:**

**MAYOR WOOFER** – I want to thank Council for their support of the Youngstown airport. I appreciate that.

Also, our Service Dept. replaced our columns out in the front of the building. The old wood ones that were out there were dilapidated and falling apart, especially the one on my right hand side.

The city has given authorization to put the city emblem in the peak in the front of the building. The Cortland Beautification Association is looking at pricing a metal type sign.

**NO COMMITTEE REPORTS**

**NO QUESTIONS OF COUNCIL FROM THE AUDIENCE**

**ANNOUNCEMENTS:**

**COUNCIL PRESIDENT LINVILLE** – I see the splash pad is up and running again and fenced in. It looked pretty busy.

**MAYOR WOOFER** – It looks nice.

**COUNCIL PRESIDENT LINVILLE** – It does look nice.

**MAYOR WOOFER** – It’s doing what it’s supposed to be doing.

**COUNCIL PRESIDENT LINVILLE** – Nice job raising the money for that, Kevin.

**MAYOR WOOFER** – People having fun coming to Cortland and spending their dollars here.

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A motion to adjourn the meeting was made by Councilman Piros and seconded by Councilwoman Keller.  
ROLL CALL - Edwards, aye; Keller, aye; Linville, aye; Moore, absent; Petrosky, aye; Piros, aye; Rowley, aye. MOTION PASSED

Meeting adjourned at 7:35 p.m.

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CLERK OF COUNCIL

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PRESIDENT OF COUNCIL