



SHAKER HEIGHTS

**Administration Committee
Tuesday, September 12, 2023
8:00 A.M.
Via Teleconference - Zoom**

Members Present: Earl Williams, Chairperson, Council Member
Tres Roeder, Council Member

Others Present: Jeri Chaikin, CAO
Ann McGuire, Communications and Marketing Director
Sandra Middleton, Human Resources Director
Frank Miozzi, Information Technology Director
Laura Englehart, Economic Development Director
Monica Hayes, Senior Human Resources Analyst

The meeting was called to order by Chair Earl Williams at 8:01 a.m.

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Approval of the August 8, 2023 Meeting Minutes

Chair Earl Williams tabled the approval of the August 8, 2023 meeting minutes as a quorum was not present.

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Acceptance of Proposal and Authorizing a Contract with USI Insurance Services for the Purchase of Excess Insurance for the Self-Insured Workers Compensation Program

Senior Human Resources Analyst Monica Hayes stated since 2008 the City has been self-insured for its workers’ compensation program. A requirement in the State of Ohio for being self-insured is that the City have excess insurance to provide a safety net for extremely large claims. This insurance covers the City for any workers comp claim in excess of \$750,000 for our safety forces (police & fire) and over \$500,000 for other employees. The City has used the same company, Midwest, for the past few years. Quotes are obtained through our broker USI Insurance Services.

The City continued their current agreement with Midwest to cover the month of September, providing time to present the new contract to committees and council. The proposed agreement is for 23 months beginning October 1, 2023 at a cost of \$191,077, an increase of 10.8%. Funds are available in the 2023 budget. Human Resources is requesting the Administration Committee recommend approval of a contract with USI Insurance Services for purchase of excess insurance coverage through MidWest.

CITY OF SHAKER HEIGHTS

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Council Member Tres Roeder commented the self-insurance program has been good for the City, saving money over the years, and he will support approval even though the Committee cannot formally vote.

CAO Jeri Chaikin stated the Committee will report they did not have a quorum, but members in attendance supported the recommendation.

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State Advocacy and Lobbying Contract with The CJR Group, Inc.

Director of Economic Development Laura Englehart stated there will be several additional state of Ohio funding opportunities for local communities in the coming year and beyond. The state’s biennial operating budget includes significant investments in infrastructure, mental health services and public safety. Additionally, the state capital budget will begin in 2024. The City has a number of capital needs that we believe can align with some state funding opportunities. Historically, the City has been successful in retaining government advocacy consultants or lobbyist to help secure state funding and would like to use their expertise to help identify the best opportunities and try to secure them.

A request for proposals was conducted in 2021 to identify advocacy consultants and a contract awarded to The CJR Group for the calendar year 2022. However, services were suspended as the state legislature went into recess plus it was election year and not a lot of opportunities were available. The contract has a balance of \$10,000, and we would like to enter into a new contract, essentially restarting and extending the contract under the same terms, for 10 months with a \$5,000 monthly fee. There is \$10,000 available from the prior contract and \$40,000 available in the 2023 Economic Development operating budget. City priorities include park improvement around Horseshoe Lake Park, expansion of the mental health response team and additional components of the Lee Road Action Plan.

Historically, the City has been successful in using advocates to secure funding and since 2009 has secured \$3.54 million in both state and federal awards. Over the same time period, the City has spent \$464,100 in related consulting fees, so the return on invest is clear. As such, the ED department is requesting the committee recommend a 10 month contract with The CJR Group at a total cost of \$50,000. However, since there was no quorum, Director Englehart asked for any comments or questions.

Chair Williams commented that CJR was instrumental with regard to the Lee Road corridor project to which Director Englehart confirmed they helped with the project in 2022. She added they also provided notice of some public safety grants resulting in both the fire and police departments successfully securing state grant funding of \$440,000 that will arrive this year. CJR also helped secure state and federal funding for the intersection reconfiguration for the Van Aken District as well as the Warrensville multipurpose path.

Councilmember Roeder commented he appreciated the three priorities mentioned; park improvements, mental health response team, which has been successful, and the Lee Road Action Plan. He stated the county executive expressed support for the mental health response team and inquired if the City potentially might expect some potential funding from the County and if that ties into state funding. CAO Jeri Chaikin responded it does tie in. The City recently met with the county executive and they

already have their federal lobbyist following up on a \$400,000 grant application submitted by Shaker to expand our program as well as expand the program into four other cities that a part of our joint dispatch. There are several different programs funding mental health response plans. There is no guarantee of funding from the county directly, but clear indication they will work with us to get funding.

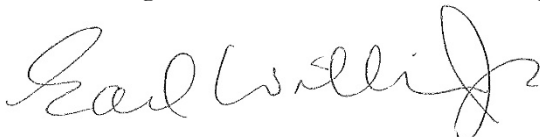
Director Englehart added she spoke with Josh Rubin, principal head of The CJR Group, about how the City is working with multiple partners in these projects and some may have an interest in partnering with the City to apply for future funding at the state level. Mr. Rubin was open to working with them and anyone on their teams to jointly secure funding if the opportunity is presented.

Councilmember Roeder mentioned prior discussions around lobbying that occurred included approval for federal lobbying. The City had success on the federal funding, but not much in the way of state funding that may have to do with timing and the legislature being on recess although the City did receive \$440,000 possibly a result of being engaged with them and maintaining a good relationship. He asked did the City learn some sort of what to do, what not to do, etc.

Director Englehart responded sometimes there are political winds and tides that we cannot control, but we do rely on their expertise of how, who to talk to, who to get in front of and who to learn from when presenting our projects in a beneficial way to the state. Their advice will continue to change depending on the facts and circumstances of the funding at hand. For example, there may be additional opportunities through state agencies that did not exist previously. The most recent state biennial budget included unprecedented funding for mental health support, but we do not know what form it is going to take. Our consultant has relationships with agency heads and staff that we need to meet with and can help the City schedule and prepare for such meetings.

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There being no further business, the meeting was adjourned at 8:18 a.m.



Earl Williams, Council Member, Chair
Administration Committee