



Progress | Hospitality | Growth

MONTGOMERY COUNTY CONVENTION FACILITIES AUTHORITY
BOARD OF DIRECTORS

Development & Operations Committee Meeting

Tuesday, July 17, 2025 | 10:00 a.m.
Dayton Convention Center, MCCFA Suite Conference Room, Second Floor,
22 E. Fifth St., Dayton, OH 45402
and Virtually via Electronic/Telephonic Means
Contact Teri Lemman tlemman@montgomerycountycfa.org 937-535-5309

AGENDA

- | | | |
|-------|---|-------------|
| I. | Roll Call and Call Meeting to Order | Action |
| II. | Approve Minutes of May 27, 2025 Meeting | Action |
| III. | Review and Take Action Regarding ASM Early Contract Renewal | Action |
| IV. | Provide Update for the Conversion of Sales Suite to Micro-Market | Information |
| V. | Executive Session – The committee will adjourn to executive session to consider the purchase of certain real and personal property for public purposes, pursuant to the authority set out at Ohio Revised Code Section 121.22(G)(2). Upon conclusion of the executive session, the committee will reconvene its public meeting. | |
| VI. | Other Business | Information |
| VII. | Next Meeting Date: To Be Determined | Action |
| VIII. | Adjournment | Action |

For More Information, Contact Teri Lemman tlemman@montgomerycountycfa.org | 937-535-5309



Progress | Hospitality | Growth

MONTGOMERY COUNTY CONVENTION FACILITIES AUTHORITY
BOARD OF DIRECTORS

Development & Operations Committee Meeting Minutes

Tuesday, May 27, 2025 | 10:00 a.m.
Dayton Convention Center and Via Virtual Electronic/Telephonic Means

Members Present: Amy Schrimpf, Chairperson; Belinda Kenley; Paul Gruner; Jacquie Powell; Pam Plageman

Members Excused: Michael King

Guests: Don Brown, President, Brown & Company CPA; Bob Stifel, Managing Director, Public Finance, Stifel Financial Group; Grant Sabroff, Senior Vice President, Business Development, Concord Hospitality; Matt McCarthy, Director of Business Development, Concord Hospitality; Shannon Martin, Bricker Graydon.

Staff: Teri Lemman, MCCFA Executive Assistant

I. Call to Order and Roll Call

With a majority of members present, Ms. Schrimpf called the meeting to order at 10:01 a.m. and Ms. Lemman called the roll.

II. Approval of April 28, 2025, Meeting Minutes

The minutes of the April 28, 2025, meeting were presented. Hearing no comments or requests for edits, Ms. Schrimpf called for a motion.

MOTION: It was moved by Ms. Powell and seconded by Mr. Gruner to approve the April 28, 2025, meeting minutes as presented. The motion was approved unanimously by voice vote.

III. Presentation by Concord Hotels

Ms. Schrimpf introduced Mr. Sabroff. He discussed three brands that have been identified and analyzed for the proforma discussion, in addition to design options, square footage, keys, and a project budget. Incentives will be sought. Ms. Plageman said

the committee and advisors need time to review the pro forma and financial analysis and will send comments back. First day of operation is estimated to be January 1, 2028, with development starting early 2026. Predevelopment agreements and financing need to be finalized before early 2026. Ms. Sabroff recommended a follow-up call with Julie Richter and Carl Hren to discuss what needs to fall in place. Ms. Powell acknowledged the quality of the recommended brands. Mr. Franz asked for Mr. Sabroff's comments regarding the Average Daily Rate and other assumptions, and Mr. Sabroff discussed his assumptions regarding tax abatements. Comments will be shared by the MCCFA, and a follow-up call with Concord will be scheduled. Mr. Sabroff and Mr. McCarthy left the call, and the committee discussed terms and negotiations in general. Mr. Gruner said construction contingency amounts may need to be considered. The committee discussed other funding sources including PDAC, EDGE, NCA, and TMUD.

IV. Review and Take Action on the Conversion of the Sales Suite to Micro Market

Ms. Plageman said the micro market agenda item will be informational today, with no committee action needed at this time. Kitchen equipment is being reviewed, and budget numbers are being refined. She anticipates that the budget will increase by \$100,000, which is available from interest and contingency income. She discussed ASM's \$250,000 investment when the early renewal contract is executed.

V. Update Regarding ASM Early Renewal Conversation

Ms. Plageman said she has countered ASM's early renewal proposals with an increase in fees beginning 2027 versus 2026, and she is awaiting ASM's response to the latest counterproposal. Ms. Plageman anticipates action for the August Board of Directors meeting.

VI. Executive Session

Although the agenda was posted with an Executive Session, it was agreed that an Executive Session is not needed.

VII. Other Business

No other business was presented.

VIII. Next Meeting Date: It was agreed that Ms. Plageman will poll the committee when the timing of the next meeting is known to discuss the response to Concord Hospitality.

IX. Adjournment

Hearing no further business, Ms. Schrimpf called for a motion to adjourn.

MOTION: It was moved by Mr. Gruner, seconded by Ms. Powell, and voted unanimously to adjourn.

The meeting adjourned at 11:00 a.m.

CERTIFICATE

The undersigned Chairperson of the Operations Committee of the Board of Directors of the Montgomery County Convention Facilities Authority hereby certifies that the foregoing is a true copy of the minutes of the May 27, 2025, meeting of the Development & Operations Committee of the Board of Directors of said Convention Facilities Authority, as approved by the Development & Operations Committee on July 17, 2025.



Amy Schrimpf, Chairperson, Development &
Operations Committee
Montgomery County Convention Facilities
Authority