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MONTGOMERY COUNTY CONVENTION FACILITIES AUTHORITY
BOARD OF DIRECTORS

Development & Operations Committee Meeting

Wednesday, September 3, 2025 | 4:00 p.m.
Dayton Convention Center, MCCFA Suite Conference Room, Second Floor,
22 E. Fifth St., Dayton, OH 45402
and Virtually via Electronic/Telephonic Means
Contact Adrianna Templeton at atempleton@montgomerycountycfa.org 937-535-5309

AGENDA

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|-------|---|-------------|
| I. | Roll Call and Call Meeting to Order | Action |
| II. | Approve Minutes of July 17, 2025 Meeting | Action |
| III. | Concord Hospitality Presentation – Updated Proforma and Brand | Information |
| IV. | Review and Take Action Regarding Oregon District Corridor Urban Design Proposal – Strategic Priority #2 and Cost Share with the DDP | Action |
| 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 Adrianna Templeton atempleton@montgomerycountycfa.org | 937-535-5309



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MONTGOMERY COUNTY CONVENTION FACILITIES AUTHORITY
BOARD OF DIRECTORS

Development & Operations Committee Meeting Minutes

Thursday, July 17, 2025 | 10:00 a.m.

Dayton Convention Center, Room 208 and Via Virtual Electronic/Telephonic Means

Members Present: Amy Schrimpf, Chairperson; Belinda Kenley (virtual); Paul Gruner; Jacquie Powell (virtual); Pam Plageman; Michael King.

Members Excused: None.

Guests: None.

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 10:00 a.m. and Ms. Lemman called the roll.

II. Approval of May 27, 2025, Meeting Minutes

The minutes of the May 27, 2025, meeting were presented. Hearing no comments or requests for edits, Ms. Schrimpf called for a motion.

MOTION: It was moved by Mr. Gruner and seconded by Ms. Kenley to approve the May 27, 2025, meeting minutes as presented. The motion was approved unanimously by voice vote.

III. Review and Take Action Regarding ASM Early Contract Renewal

Ms. Plageman said she has been in talks with ASM Global regarding renewal of the management agreement, including the two five-year options that are part of the initial agreement. ASM Global has offered a capital investment of \$375K for execution of the two five-year options. The \$250K investment previously discussed was for execution of one of the two five-year options. Highlights of the proposed new agreement include:

- Term - ASM Global recommendation to exercise two five-year period extensions through 12/31/2036.
- Capital – New capital investment #3 increased from \$250k to \$375k, payable upon signing for the sole purpose of creating the micro-market.
- Base Management Fee – Prorated increase of 10% for partial year 2025, then full year 2026 – increase based on CPI through the new term.
- F&B Fee – Remains 4% of gross F&B sales through 12/31/2026 and adjusts upwards to 6% 1/1/2027 through the new term.
- Micro-Market Fee (separate P&L statement) – No applicable fees from opening through 12/31/2026 and then as of 1/1/2027, a 2% fee of gross revenue and a 50/50 profit/loss split will apply.
- Business Development Fund – Balance of \$175k remains for use during the term of renewal agreement.

Mr. King addressed ASM's performance during the first term. Ms. Plageman praised ASM's performance given the circumstances during construction and the hotel closure. Food and beverage are high-quality and there is a strong partnership. She wants to keep the team stable and said it's a logical and rational next step to lock in the next 10 years. Ms. Schrimpf asked about the level of satisfaction with the proposed terms from MCCFA's and ASM's perspective. Mr. King and Ms. Plageman agreed they are both satisfied with the outcome of the negotiations. Ms. Plageman said long-term contracts are standard in the industry. Ms. Powell said ASM has proven it has been the right choice, and she is happy with the results from ASM's management. Regarding the business development fund, Ms. Powell said they are struggling to get convention business over the next couple of years because of the lack of hotel rooms. Ms. Powell asked if the \$175K business development fund covers the 10-year period. Mr. King said there is no timeline but recommends it be used earlier than later. He said the remaining balance is \$150K because \$25K has been dedicated to events in the queue. Ms. Powell encourages ASM to use those funds to incentivize conventions, and Ms. Plageman encouraged Ms. Powell and her team to incentivize convention proposals as much as possible. Ms. Plageman, Mr. King, and Ms. Powell discussed tools for the ASAE proposal.

MOTION: It was moved by Mr. Gruner to recommend acceptance of the 10-year ASM contract renewal to the Board of Directors for approval at its August 2025 meeting. Ms. Powell seconded the motion. Hearing no additional comments, a roll call vote was taken and the motion passed unanimously, with Mr. King abstaining.

IV. Receive Update for the Conversion of the Sales Suite to Micro-Market

Ms. Plageman said the final budget for construction and furnishing of the micro-market (Elevate Café) is being reviewed and will be presented to the Board at its August meeting. She anticipates construction will start in September or October and complete in Q4. With ASM's \$375K investment and the CFA's \$250K allocation, the project is close

to being fully funded and is estimated at \$600K-\$700K. There will be modified hours based on Levitt events and downtown events. Operating hours will be adjusted based on experience. Mr. King said they are meeting with the vendors and designers on final plans for the micro-market.

VI. Executive Session

Ms. Plageman said an executive session is needed to discuss the purchase of certain real property for public purposes.

MOTION: It was moved by Ms. Schrimpf to 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).

The motion was seconded by Mr. Gruner. By roll call vote, the motion was approved unanimously.

Hearing no further discussion, Ms. Schrimpf moved to return to public session. Mr. Gruner seconded the motion. By roll call vote, the motion was approved unanimously.

VII. Other Business

Ms. Plageman updated the committee on the status of discussions with the Oregon District Business Association regarding the Oregon District corridor. Ms. Plageman is meeting with the Downtown Dayton Partnership and potential urban designers on a proposed plan as a larger vision for the corridor. The CFA will provide application assistance for grants.

VIII. Next Meeting Date: It was agreed that Ms. Plageman will poll the committee for the next meeting which may be to review the hotel pre-development agreement.

IX. Adjournment

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

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

The meeting adjourned at 10:52 a.m.

CERTIFICATE

The undersigned Chairperson of the Development and 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 July 17, 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 September 4, 2025.

A handwritten signature in cursive script, reading "Amy Schrimpf", positioned above a horizontal line.

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