



Greater Louisville Lodging Management District
DBA: Louisville Hotel Partnership (LHP)
401 W. Main Street, Louisville, Kentucky 40202, Suite #2310
September 2024 Meeting

September 23, 2024, at 2:00 PM hosted at Louisville Tourism 401 W. Main Street, Louisville, Kentucky 40202, 23rd floor

Board Members Present:

Eamon O'Brien
Mariah Gratz
David Greene

Andrew Blieden
Janet Tyre
Doug Bennett

Andre Donley
Jamie Campisano
Chris Kipper

Board Members Absent: Jay Nichols, Jeff Parrish, Dana Mayton, Markus Winkler, Kaveh Zamanian, and Samir Shah

GUESTS

Amber Halloran, Mike Shull, Cleo Battle and Karen Johnson, recording secretary.

WELCOME

Chairman Eamon O'Brien welcomed everyone to the meeting and officially called the meeting to order at 2:01 PM. **Chairman Eamon O'Brien** then requested a motion to accept the August 26, 2024, minutes, as presented. Motion made by **Andre Donley**. Seconded by **Mariah Gratz**. **All in Favor. Motion Carried.**

REVIEW OF JULY 2024 YTD FINANCIAL REPORT

Amber Halloran reported that the July Total Revenue is \$525,801 with \$9,042 in interest totaling \$534,843 in Total Revenue/Sources. Total Net Assets and Liabilities are \$4,916,119.

FINANCE COMMITTEE

Chairman Eamon O'Brien notified the board that a small group had been selected to form the first LHP Finance committee. **Amber Halloran** recommended **Chairman Eamon O'Brien, Co-Chair Jay Nichols, Secretary-Treasurer Mariah Gratz, Samir Shah** and **Andre Donley**. **Chairman Eamon O'Brien** requested a motion to approve the named board members to the Finance Committee. Motion made by **Mariah Gratz**, Seconded by **Andre Donley. Motion Carried.**

Amber Halloran reminded the board that the Finance Committee would soon begin work regarding upcoming financial decisions and the audit.

UPDATES ON LHP (GLLMD) OPERATIONS

Amber Halloran informed the group that she is still working through issues with Priceline and that LMRC is assisting with setting up that account. **Amber Halloran** also stated that a handful of properties did not submit TID Fee payments for last year and that she is working with LMRC to develop the process for nonpayment. **Amber Halloran** stated that she and **Chris Kipper** are working on the annual report that is required by ordinance to Metro Council. **Amber Halloran** informed the group that the Audit contract was awarded to LMBC with a \$5,000 discount and that the signed contract should be in place by the end of September and that the Audit would be underway in November.



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NEW BUSINESS

Cleo Battle presented information outlining periods throughout 2025 and for subsequent years through 2029 where business demands were projected to be weak. He highlighted that there were 22 potential groups, of 500 on peak, that could occupy the available slots in 2025 and proposed an incentive of \$5,000 per group if they committed by December 31, 2024. He also introduced a framework for continuing the incentive package beyond 2025 with a \$6,000 per group incentive. To qualify for the 2025 incentive, the group must sign a contract with a hotel or conference center, as well as a contract with LHP, stipulating that if the event did not occur as contracted, the group would be required to return the incentive funds to LHP. After some discussion, a consensus was reached for voting.

Chairman Eamon O'Brien requested a motion to allocate \$110,000 of the previously budgeted incentives allocation amount of \$2,000,000 in the current Financial Plan to implement an incentives program for new convention and meeting events in 2025 per the incentive plan presently proposed by Louisville Tourism. Motion made by **David Greene** Seconded by **Andre Donley**. **All in Favor. Motion Carried.**

Chairman Eamon O'Brien requested a motion to allocate \$228,000 of the previously budgeted incentives allocation amount of \$2,000,000 in the current Financial Plan to implement an incentives program for new convention and meeting events in 2026-2029 per the incentive plan presently proposed by Louisville Tourism. Motion made by **Mariah Gratz** Seconded by **Andre Donley**. **All in Favor. Motion Carried.**

Andrew Blieden gave kudos to Bourbon & Beyond for their successful event the previous weekend.

Chairman Eamon O'Brien provided an update on the SDF initiative.

ADJOURNMENT


Chairman Eamon O'Brien motioned for adjournment. Motion made by **Mariah Gratz**. Seconded by **David Greene**. **Motion Carried.** The Meeting adjourned at 2:54 PM.

Future LHP Board Meetings

- Monday, October 28, 2024; Louisville Tourism 23rd Floor
- Monday, December 2, 2024- **Waterfront Botanical Gardens**

Minutes submitted by: Recording Secretary Karen Johnson

Minutes approved by:


Eamon O'Brien (Oct 28, 2024 16:21 EDT)


Mariah Gratz (Oct 30, 2024 11:16 EDT)

Chair Eamon O'Brien

Secretary Mariah Gratz










24 SEPT 23 LHP MINUTES

Final Audit Report

2024-10-30

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