

Louisville Hotel Partnership (LHP)

401 W. Main Street, Louisville, Kentucky 40202, Suite #2310

September 2025

September 22, 2025, at 2:00 PM hosted at Louisville Tourism, 401 West Main Street, Suite 2300, Louisville, Kentucky 40202.

Board Members Present:

Eamon O'Brien
Jeff Parrish
Jay Nichols
Samir Shah
Doug Bennett

Mariah Gratz
Andre Donley
David Greene
Lesli Schaffer
Chris Kipper

Dana Mayton
Jamie Campisano
Janet Tyre
Andrew Blieden

Board Members Absent: Jeff Hudson

GUESTS

Cleo Battle, Mike Shull; Jason Sojka; Amber Halloran, LHP Consultant and Karen Johnson, recording secretary.

I. Call to Order - Chairman Eamon O'Brien-Welcome

Chairman Eamon O'Brien welcomed everyone to the meeting and officially called the meeting to order at 2:00 PM. **Chairman Eamon O'Brien** then requested a motion to accept the August 2025 meeting minutes, as presented. Motion made by **Janet Tyre**, Seconded by **Andrew Blieden**. **All in Favor. Motion Carried.**

II. June FY24-25 Financial Statements- DRAFT

Amber Halloran reported that the June Total Net Assets and Liabilities are \$9,490,359. **Amber Halloran** stated that five delinquent accounts remain from fiscal year 2024 totaling \$43,336 and that there are eight delinquent accounts from fiscal year 2025 totaling \$135,450 and that delinquent property collection procedures were underway.

III. Review of LHP Activities

Chris Kipper reviewed the Sales Detail plan with the group noting that such details would be presented during the budget process each year moving forward. **Chairman Eamon O'Brien** then requested a motion to adopt the Fiscal Year 25/26 Sales Detail Plan as presented. Motion made by **Andrew Blieden**, Seconded by **Samir Shaw**. **All in Favor. Motion Carried.**

Chairman Eamon O'Brien requested volunteers to join the Bylaws Committee, emphasizing that this small group would work directly with Mike Shull to ensure that board member input is accurately

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incorporated into the final document, which will encompass the merged Rules & Policies, Ordinance, and Mission Statement. **Eamon O'Brien, Dana Mayton, and David Greene** agreed to serve as members of the committee.

IV. LHP Policies and Procedures

Chris Kipper and Amber Halloran presented Operating Cash and Board Designated Reserves Policy explaining that the policy could be changed by board vote at any time. **Chairman Eamon O'Brien** requested a motion to approve the revised Operating Cash and Board Designated Reserves Policy, and to hereby designate \$2 million to the Air Service Reserve, \$2 million to the Convention/Event Obligations Reserve, and \$1.8 million to the Operating Reserve. **Chairman O'Brien** stated as the motion was made by the Finance Committee, it did not require a second and asked if there were any further requests for discussion. No further discussions were requested. **All were in favor. None opposed. The motion carried.**

V. Refund Request for TID Assessment

Amber Halloran reported that Candlewood Suites made an overpayment of \$841.56 to LMRC on June 30, 2025 and were entitled to a refund of the overpaid amount. All refunds must be formally approved by a vote of the LHP board. Once approved, the refund will be processed through LMRC. **Chairman Eamon O'Brien** requested a motion to approve the refund request as presented. Motion made by **Janet Tyre**, Seconded by **Samir Shaw**. **All in Favor. Motion Carried.**

VI. New Business Opportunities

Strategic Sales Consultant

Chris Kipper and Cleo Battle presented the board with a proposal to create a Convention Development consultant position who's mission will be to identify and attract major festivals, trade shows, and conventions to Louisville, focusing on opportunities from 2026 to 2030. The coast-to-coast effort will target large convention centers, prioritizes multi-year and single-year events, especially during need months—January, February, June, August, November, and December—and operates independently from existing LT sales efforts. **Chairman Eamon O'Brien** requested a motion to authorize a 25/26 budget amendment of \$56,800 for a strategic sales consultant. **Chairman O'Brien** stated as the motion was made by the Finance Committee, it did not require a second and asked if there were any further requests for discussion. No further discussions were requested. **All were in favor. None opposed. The motion carried.**

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Metro Partnership with Goodwill

Chairman Eamon O'Brien presented on behalf of **Nicole George**, Deputy Mayor, Louisville Metro Government, as she had presented to the Finance Committee on Sept. 15, 2025, a request for a one-time \$100,000 allocation to support expanded digital access and essential services for up to 204 people experiencing homelessness during the year-long closure of Louisville Free Public Library's Main Branch, with Goodwill providing computer access, housing, legal, and job readiness support at its Opportunity Center, plus transportation via TARC passes and a satellite computer center, ensuring continued daytime resources and safe city streets. **Chairman Eamon O'Brien** then requested a motion to approve a one-time allocation of up to \$100,000 to assist in the funding of civic and charitable infrastructure measures which provide for recreation, activity, public transportation and related services in Jefferson County, Kentucky; recognizing that the Louisville Hotel Partnership previously approved \$90,000 in funds for the same type of support in the approved budget with the Chairman authorized to negotiate and execute an agreement of support up to that amount. **Chairman O'Brien** stated as the motion was made by the Finance Committee, it did not require a second and asked if there were any further requests for discussion. No further discussions were requested. **All were in favor. None opposed. The motion carried.**

Sports Related Business Opportunity

Chris Kipper requested a motion to go into Executive Session. **Chairman O'Brien** requested a motion to go into Executive Session under KRS 61.810(1)(g) relating to discussions concerning a specific proposal, if open discussions would jeopardize the siting, retention, expansion, or upgrading of the business. Motion made by **David Greene**, Seconded by **Samir Shaw**. **All in Favor. Motion Carried.**

Chris Kipper and **Doug Bennett** presented on behalf of **Greg Fante**, President, Louisville Sports Commission, as **Greg Fante** had previously attended and presented to the full board in August and the during the last Finance Committee meeting on Sept. 15, 2025. The group discussed the business opportunity and reached a consensus to vote. **Chairman O'Brien** requested a motion to exit Executive Session. Motion made by **Samir Shaw**, Seconded by **Andrew Blieden**. **All in Favor. Motion Carried.**

Once resuming open session, **Chairman O'Brien** requested a motion to authorize expenditures totaling \$650,000 payable over the period July 2026 through April 2028 to support an effort to host a two-week

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sports market event in June 2028. Louisville Sports Commission in consultation with Louisville Tourism will negotiate the particulars of such potential event with the authority being delegated to the District Chair to execute an agreement and authorize the disbursement of such funds on satisfactory final terms being presented to him. **Chairman O'Brien** stated as the motion was made by the Finance Committee, it did not require a second and asked if there were any further requests for discussion. No further discussions were requested. **All were in favor. None opposed. The motion carried.**

VII. Future LHP Board Meetings

- December 3, 2025 2:00 p.m.
- January 26, 2026 2:00 p.m.
- March 23, 2026 2:00 p.m.

Adjournment-Eamon O'Brien

ADJOURNMENT


Chairman O'Brien motioned for adjournment. Motion made by **Samir Shaw**, Seconded by: **David Greene**. All in Favor. ***Motion Carried.*** The Meeting adjourned at 3:17 PM.

Future LHP Board Meetings

- Monday, November 24, 2025
- Monday, January 26, 2026
- Monday, March 23, 2026

Minutes submitted by: Recording Secretary Karen Johnson

Minutes approved by:


Eamon O'Brien (Dec 3, 2025 10:30:19 EST)


Mariah Gratz (Dec 3, 2025 10:38:11 EST)