CUYAHOGA COUNTY CONVENTION FACILITIES DEVELOPMENT CORPORATION
REGULAR MEETING OF THE BOARD OF DIRECTORS
APRIL 17, 2026
CLEVELAND, OHIO

Attendees at the Meeting:

Directors: Debbie Berry, David Gilbert (left at 10:05 a.m.), Deb Janik (joined remotely at 9:16 a.m.), Trevor McAleer (remote, left at 9:59 a.m.), Roshonda Smith (remote), Bonnie Teeuwen, and Alton Tinker. Michael Obi was not present.

Staff: Tim Meyer, Executive Director; Julie Valyn, Financial Analyst.

Guests of the Board: Mike Campo, General Manager; Steve Wells, Director of Finance; Craig Thompson, Assistant Director of Sales; all of the Huntington Convention Center of Cleveland (the "Convention Center"); Jeff Appelbaum and Courtney Flowers (remote) of Thompson Hine LLP; Larry Trabulsi (remote) of CHM Warnick; Lauren (Gaydosh) Kwapiszewski, CMP, Director of Sales; Jen Sioutis, Director of Hotel Operations; and Nicholas H. Janysek, Director of Sales and Marketing, all of the Hilton Cleveland Downtown; Jude Feyedelem of Levy Restaurants ("Levy"); and Conor Coakley, Board Nominee.

Regular Meeting of the Board of Directors. At 8:34 a.m. on Friday, April 17, 2026, a Regular Meeting (the "April Regular Meeting") of the Board of Directors (the "Board") of the Cuyahoga County Convention Facilities Development Corporation (the "CCCFDC") commenced. Ms. Berry presided as interim President of the Board.

Ms. Berry called the meeting to order. Next, Ms. Valyn called the roll. Ms. Valyn declared a quorum of the Board present.

Review and Approval of Minutes.

Ms. Berry presented the meeting minutes from the Regular Meeting of the Board of January 23, 2026, which were distributed to the Board prior to the April Regular Meeting, and asked if the Board had any questions or comments. There were no questions or comments. A motion was made and seconded to approve the minutes. The Board unanimously voted to approve the minutes.

Public Comment.

There was no public comment.

Board Member Nomination.

Mr. Meyer stated that Debbie Berry was renominated for Seat 2, the County Executive Nomination. Mr. McAleer moved to accept the nomination, Ms. Valyn called the roll and the motion unanimously passed.

Ms. Berry introduced Conor Coakley, who told the Board a little bit about himself. Ms. Berry asked for a motion to approve Mr. Coakley's nomination, and the motion was made and seconded. Ms. Valyn called the roll and the motion unanimously passed.

Board Member Acknowledgments.

Ms. Berry informed the Board that Mr. Makhlouf and Mr. Obi had resigned from the Board and the County had made proclamations setting forth appreciation for their leadership and service to the Board. Mr. Meyer stated that there would be a time scheduled to present the plaques to Mr. Makhlouf and Mr. Obi.

Board Leadership Transition.

Mr. Appelbaum informed the Board of the process of replacing the President of the Board in the wake of Mr. Makhlouf's resignation, which included Ms. Berry stepping in from her role as Vice President as interim President. He stated that the Board could wait until the annual meeting to elect a new President or move to do it at any time. Mr. Meyer interjected to clarify that there are three Board seats in flux so it makes sense to wait. The Board agreed with Mr. Appelbaum and Mr. Meyer's recommendations and deferred to elect a new President at the next annual meeting in October and keep Ms. Berry as interim President until the October Annual Meeting.

Executive Director Report.

Mr. Meyer began by adding his thoughts about the Board transition and gave a high-level preview of his report. He stated that 2025 was a great year and the first year the Convention Center made a profit. As a result, funds of $1.7 million had been turned over to the County for use in future capital projects.

Mr. Meyer went on to describe the year-to-date 2026 results, which he summarized as positive, especially considering the extreme winter. He emphasized that the Convention Center staff was contingency planning due to the uncertainty in the world. Next, he briefly spoke about the Osborne Building Assessment and ongoing efforts to make repairs to issues identified in that report. He introduced that the CCCFDC contract with the County was set to expire. Ms. Berry asked for more context about why this agreement was expiring and its history.

Mr. Appelbaum gave some background about the timeline of the agreement and why it would need to be renegotiated. He stated that previously, the management of the Convention Center was private, but had been converted to the public entity of CCCFDC. He explained that this agreement was linked to the original funding of the organization, which was quite complex and related to bonds, a leaseback arrangement, and other complex arrangements. He mentioned some of the most important issues to consider while negotiating the agreement, such as maintaining governance, subsidies from the County, protecting the ability to complete capital repairs, and other issues. He emphasized the significance of structuring the agreement and working closely with the County to ensure the organization will thrive and grow.

Next, Mr. Meyer shared his 2026 goals and objectives, which included reducing the deficit, increasing occupancy to exceed 60% by 2030, increasing advertising and sponsorship revenue, expanding in-house services for additional revenue, identifying new revenue opportunities, and other long-term plans. This relates to the CS&L study that is being released publicly today and will be discussed in more detail with a representative from CS&L at the next Board meeting. Mr. Meyer went through a few slides, including those with statistics describing the Convention Center's ballroom, meeting room, and exhibit space compared to those of convention centers in different markets, and described CS&L's assessment of the Convention Center's statistics in those areas. The Board had some questions about CS&L's analysis, and Mr. Meyer deferred to the next Board meeting when a CS&L representative would be available to answer those questions with greater clarity. He shared the "Event Capture Analysis" page and talked about the significance of the opportunity to capture more business. Mr. Gilbert emphasized that the Convention Center cannot be considered for RFPs if it doesn't have the capacity certain conventions are looking for.

Next, Mr. Meyer talked about operation cash flow and capital cash flow followed by a brief update on capital projects.

Capital Projects.

Mr. Meyer shared a list of the projects remaining from 2025, including the St. Clair entry digital sign, the adult changing table, electrical equipment, coffee maker, and the dock entrance resurfacing, and the corresponding amounts left on each project. Then, he shared the current 2026 capital projects list, which included eleven projects totaling $1,337,722. The Board asked a few clarifying questions, which Mr. Meyer answered. Finally, he presented new capital projects totaling $1,780,255, which included converting the exhibit hall lighting to LED, purchasing an advanced security system, upgrading the farm, and replacing furniture on the east side lawn and patio. He added more detail about some of the new capital projects, including the farm upgrades and the issues that were being considered.

Legends & Levy Update.

Mr. Campo began by summarizing year-to-date performance, which he emphasized is quite strong. He showed yearly goals and achievement thus far for total events, total attendance, and total room nights targets, which were either already achieved or nearly achieved.

He displayed economic impact statistics and stated that he was hopeful to match or even exceed last year's numbers, though it was too soon to tell. He shared that exhibit hall occupancy was booked at 45% compared to a 50% goal and the team is working on achieving the goal. He next spoke about financials, and shared that the first quarter had been very good. He walked through the numbers and described some of the events that had made them possible, sharing that the net income budget variance was a surplus of $599,246.

Next, Mr. Campo summarized event types and income based on event type. He shared a chart that tracks the timing during which events were confirmed as definite on the books to give the Board a sense of the process of reaching the year-end forecast.

Mr. Feyedelem shared the Levy finance summary and added some context to the numbers. He started by showing statistics about each revenue center including banquets/catering, show concessions, Starbucks, and Bagel Boulevard. He stated that show concessions have not been as strong this year to date, but due to strong performance in the other areas, the gross revenue is showing a positive $110,234 variance. Mr. Coakley asked whether Starbucks or Bagel Boulevard were lessees of the building, and Mr. Feyedelem explained that Starbucks was a licensor and Bagel Boulevard is owned in-house. Ms. Berry commented that the Starbucks numbers in particular looked a lot better.

Mr. Campo highlighted some upcoming or recent shows, including the North American Snow Conference, the Green Sports Alliance, and AP reading. He spoke about Legends Service Agreement updates with Mills James (audio-visual contractor), Fern (preferred general service contractor and exclusive rights for install and removal of non-digital graphics), and Voltus (energy curtailment demand response). Mr. Appelbaum mentioned that Thompson Hine was involved in the negotiations with Voltus to make sure the Convention Center is not impacted and does not have to reduce consumption when it needs to have HVAC working for events. He stated that this agreement is purely revenue-generating. Mr. Meyer complimented Mr. Campo for his approach to generating new revenue.

Mr. Campo emphasized the work the Convention Center did with Levy, Mills James, and others to donate 158 lbs. of books and 28 volunteer hours stickering, sorting, and preparing those books for local children. He also shared the Pace Report, which shows the connection between the Convention Center, the City of Cleveland, and the Hilton. He stated that the key takeaway is that 2029 remains a need-based year, and so his team partnered with Destination Cleveland and the hotel community to come up with a booking incentive program, which they expect to help bookings for 2029. Next, Mr. Campo talked about the updated Event Organizer Survey Results, which were strong in all areas, especially Meeting Needs, for which 100% of respondents scored the Convention Center as Very Good or Excellent (excluding "Good" scores based

on Mr. Obi's suggestion at the January Board Meeting. Ms. Teeuwen asked whether these results were compared against peer cities. Mr. Campo replied that they were and that Cleveland scored favorably. The Board asked for more details at the next meeting, including a ranking.

Mr. Campo shared a social media update including statistics of numbers of news articles and new followers on various social media platforms. He next talked about Superman Day, which takes place tomorrow and for which the Convention Center came up with some specials, including food and drink specials and special capes and t-shirts, as well as a display in partnership with Cleveland Public Library. Ms. Berry suggested that an outdoor sign is placed to tell people about the Superman specials tomorrow and Mr. Feyedelem agreed to make it happen.

Hilton Hotel Update.

Mr. Trabulsi shared highlights of national market trends, including higher than expected RevPAR. He stated that the outlook is still uncertain for the year ahead. Cleveland is in line with market averages, but downtown Cleveland is down a bit in comparison. He briefly summarized the local market trends, including travel trends, citywide events, and hotel supply.

Old Business.

No old business.

New Business.

No new business.

Executive Session.

Ms. Berry moved into Executive Session to discuss an employment matter. All non-Board members except Mr. Appelbaum and Ms. Flowers exited the meeting. At 10:06 a.m. the Board exited the Executive Session.

Return to Regular Meeting and Adjournment.

Ms. Berry adjourned the April Regular Meeting at 10:06 a.m.