

From: Nancy Levin
Sent: Tuesday, December 21, 2021 4:00 PM
To: 'Dana Fluellen';Deborah Herrmann;Max Gerboc;Vikas Turakhia;Tyler McTigue;Patti Carlyle;Gabe Crenshaw;Annette Iwamoto
Subject: RE: Press Release Idea

Dear all,

I am thankful to have such engaged Board members and appreciate all of the attention you are giving this important decision. I love the work each tenant is doing. I was smiling all through the meeting listening to their heartfelt and valid dreams of success. I have worked with most of these people for 20 years. But that is not enough.

We are no longer negotiating. Therefore **there is no reason to have the tenants speak to us.** They had their chance on Monday and we did not learn anything new.

We negotiated a lease at great time and expense in July-Oct. 2020. We have allowed the CPC to provide hundreds of pages of submissions and in each one the numbers are changing. If we were a bank they would have to pass a credit check to get a mortgage. This is about having enough money to support the building going forward. If all 16 people who spoke to us last night donated 100 dollars, I would be impressed. If their eblasts encourage a gofundme to raise \$100K I would be impressed. The mailing they sent in November stated **they were trying to raise 100K but they raised only \$6,000. (\$5,000 in one anonymous donation.)** Chili cook offs don't make money. They know what they need.

Artful is the biggest tenant now and they pay \$4.14 a square foot. On what planet is that sustainable? But some how they have money to expand. They have grown and grown but they are not contributing to the financial health of the building. They are the only tenant that absolutely must be in this building to exist.

I have not forgotten that since 2018 **we have had to fight a law suit because of the CPC mismanagement with the cleaning company.** **The tenants were ready to spend \$800,000 of our money to replace the HVAC unit because the didn't have proper knowledge to manage the project.** Tim tells me that when the cooling unit that keeps the computer server room at the appropriate temperature died, the just opened the door and did not seek a repair. If that equipment burned out how much would that have cost us? He also tells me that **one of the principle tenants is storing furniture in the basement that is part of their own rehab business and is not paying rent for about 1000 sq. feet.** (I just learned this today.) He also told me that when they called for a repair on the rooftop compressor, the technician arrived and started to work on the wrong unit. If he had not been curious and happen to go up to say hello—and corrected the error, the tech would have repaired the wrong unit.

All of the tenants can stay in the building but we need a property manager who can take care of the physical plant and collect enough rent to make the building viable. CPC is not that manager. **All of the speakers spoke of their own organizations, that is because they do not work together.** They each need to support their own organizations. They have overdramatized their situation in the press for their own benefit. This is the third time they have used the same arguments. COVID is not going away, the next year is still as uncertain as the last. Without more robust finances they have no protection against future storms.

Reaching Heights, The Teacher's Union, Future Heights are all tied to Cleveland Heights and will have to stay in the city no matter what. They will never find space as cheap as this and they know it. It is unsustainable.

Lake Erie Ink would be better off moving into the city of Cleveland like Family Connections. They serve all of Cuyahoga County and they would be more fundable if they located in the city.

The new tenants have such short leases they are not consequential.



Troubling statement



Misleading at best



False

In the three proformas AND the one they gave to IFF they refuse to accept that rents need to be higher to sustain the building responsibly. The numbers keep changing but still add up to very little in the bank. **We have the wrong partners.** This experiment should end and we should hire a property management company.
Nancy



Troubling statement



Misleading at best



False