



**Regular Meeting of the Board of Directors
August 13, 2024
Minutes**

The Regular Meeting of the Board of Directors (Board) of the Las Vegas Convention and Visitors Authority (LVCVA) was held on August 13, 2024, at the Las Vegas Convention Center, 3150 Paradise Road, Las Vegas, Nevada 89109. This meeting was properly noticed and posted in compliance with the Nevada Open Meeting Law.

Board of Directors (Board)

Present unless otherwise noted

Commissioner Jim Gibson, Chair
Mr. Brian Gullbrants, Vice Chair
Mayor Pamela Goynes-Brown, Secretary
Mr. Scott DeAngelo, Treasurer
Councilman Cedric Crear.....*virtual*
Mayor Carolyn Goodman.....*absent*
Ms. Ann Hoff

Ms. Jan Jones Blackhurst
Commissioner Michael Naft
Mayor Michelle Romero.....*absent*
Ms. Mary Beth Sewald
Mr. Steve Thompson
Councilman Steve Walton
Councilman Brian Wursten.....*virtual*

LVCVA Executive Staff present

Steve Hill, CEO/President
Caroline Bateman, General Counsel
Ed Finger, Chief Financial Officer
Brian Yost, Chief Operating Officer
Kate Wik, Chief Marketing Officer
Nadine Jones, Senior Vice President of People & Culture

OPENING CEREMONIES – CALL TO ORDER

Chair Jim Gibson called the meeting to order at 9:00 a.m.

Caroline Bateman, General Counsel, acknowledged that all Board members were present in person or virtually, except for Members Carolyn Goodman, Michelle Romero, and Jan Jones Blackhurst.

Member Jones Blackhurst entered the meeting at 9:04 a.m.

The Pledge of Allegiance was performed.

COMMENTS FROM THE FLOOR BY THE PUBLIC

Ed Uehling referenced Agenda Item 1 and inquired on the lack of international air traffic to Las Vegas. He referenced Agenda Item 6 and suggested that Formula 1 should be donating tickets to the LVCVA. Mr. Uehling referenced Agenda Items 3 and 4 and questioned why the public should have to provide funding for those basketball events. He commented on the LVCVA's failure in its mission to bring visitors to Las Vegas and referenced his attached letter highlighting "other problems."

APPROVAL OF AGENDA AND MINUTES

APPROVAL OF THE AGENDA AND MINUTES

Treasurer Scott DeAngelo moved, and it was carried by unanimous vote of the voting members, to approve the August 13, 2024 Regular Meeting of the Board of Directors agenda, and to approve the minutes of the July 9, 2024 Regular Meeting of the Board.

PRESENTATIONS

Presentations by the LVCVA Staff

Brian Yost, Chief Operating Officer, delivered a presentation on Las Vegas Convention Center (LVCC) building updates including MAGIC Las Vegas and Jiu-Jitsu Con. He provided an update on the Las Vegas Convention Center District (LVCCD) Phase Three Renovation Project (Project) including curtain wall and exterior framing, a storm drain trench, the ramp to the Paradise Pedestrian Bridge, and installation of drywall, ceiling grid, roof membrane, and lighting. He shared drone footage of the Project's progress and expressed excitement for MINExpo's use of the facility in early September 2024.

Mr. Yost introduced Chris Comstock, the LVCVA's new Vice President of Customer Safety and provided information on Mr. Comstock's background and experience.

Kate Wik, Chief Marketing Officer, shared a video clip from an EXTRA TV segment highlighting summer entertainment, shopping, and spa options for the Ultimate Girls Weekend in Las Vegas. She recognized the Public Relations team's efforts in securing additional earned media summer coverage including placements in publications such as *Travel Noire*, *Forbes*, *Passport*, and *Cigar Aficionado*.

Mr. Yost provided information on the National Basketball Association's (NBA) Summer League hosted in Las Vegas for the 20th consecutive year. Ms. Wik commented on the exposure resulting from the games being broadcast on television networks and described the advertising opportunities resulting from the LVCVA's sponsorship. She highlighted the feature of a video on the Summer League website that depicts the 20-year history of the NBA Summer League in Las Vegas.

Mr. Yost recognized Lisa Motley, Vice President of Sports and Special Events, for her efforts in the continuing development of the LVCVA's relationship with premiere college sports conferences and the hosting of Big 12 Media Days at Allegiant Stadium.

Ms. Wik shared videos created in partnership with the Big 12's marketing teams for the Big 12 Media Days and discussed the engagements and impressions garnered from those efforts. She highlighted earned media exposure in outlets including *Sports Illustrated*, *News 3 Las Vegas*, and *The Athletic*.

Ms. Wik discussed marketing efforts highlighting Downtown Las Vegas events, properties, and culinary offerings, and shared a single-take drone video showcasing the Downtown Las Vegas nightlife scene. She provided information on nine pieces of content dispersed on the LVCVA's social media channels spotlighting restaurants, hotels, and art scenes in Downtown Las Vegas and discussed a future project by the LVCVA's content team to deliver several more videos over the upcoming months.

Ms. Wik expressed excitement for the recent teaser launch to build interest for the upcoming Neon City Festival in downtown Las Vegas and provided information on future marketing efforts related to that event.

Chief Executive Officer (CEO)/President Steve Hill commented on the morning's Topping Out Ceremony for the LVCCD Phase Three renovation project and provided information on project's progress, noting that it is currently running on time and on budget.

Mr. Hill recognized the Las Vegas locals who participated at the 2024 Olympic Games in Paris and congratulated the four Las Vegas Aces basketball team players and the American women's basketball team on their gold medals.

Ms. Wik thanked the Caesars Entertainment team for lighting up the Eiffel Tower at Paris Las Vegas in recognition of the Las Vegas Aces' victory.

Mr. Hill commented on the upcoming August meeting of the Las Vegas Stadium Authority Board of Directors and thanked Ms. Bateman and Ed Finger, Chief Financial Officer and Stadium Authority Administrator, for their work with the A's and the Las Vegas Stadium Authority. He noted that an updated version of the draft lease agreement would be presented to the Stadium Authority Board during that meeting.

Mr. Hill commented on the recent closing of The Mirage Hotel & Casino for its renovation and reopening as the Hard Rock, commented on The Mirage's impact on Las Vegas, and congratulated everyone who was involved with The Mirage. He commented on Member Jones Blackhurst's speech during the closing ceremony and acknowledged Member Jones Blackhurst's op-ed in *The Las Vegas Sun*.

This was an informational item and did not require Board action.

LVCVA STAFF REPORTS AND REQUESTED ACTIONS

- ITEM 1. **Air Service Development Update - Fiscal Year End 2024 (January – June 2024)**
Fletch Brunelle, Vice President of Marketing, introduced Joel Van Over, Senior Director at Ailevon Pacific Aviation Consulting (APAC) to provide the Board with a presentation of air service development activity from January - June 2024, and update the Board on air service development achievements through the end of fiscal year (FY) 2024.
- Mr. Van Over presented updates on current challenges in the aviation industry including high vacation costs, aircraft shortages, aircraft component issues, and labor expenses. He provided a reminder of the full recovery of airline capacity to Las Vegas in October 2022 and the focus of international air service recovery over the past year.
- Mr. Van Over described the recent successes in air service development in Las Vegas including the following: new nonstop service from Manchester, United Kingdom on Virgin Atlantic; new nonstop service from London, England on Norse Atlantic Airways; new nonstop service from Dublin, Ireland on Aer Lingus; and daily nonstop service from Seoul, South Korea on Korean Air. Mr. Van Over shared data on the increases in international seats and long-haul capacity resulting from those new flights.
- Mr. Van Over commented on the welcoming of Canada's Porter Airlines' new nonstop service from Toronto. He noted that he and Cheryl Smith, Director of Air Service Development, provided ideas to Porter Airlines executives during the World Routes Conference regarding new air service. Mr. Van Over provided that Porter Airlines subsequently announced new service to Las Vegas from Montreal and Ottawa.
- Mr. Van Over provided information on the announcement of new nonstop service from Tijuana, Mexico to Las Vegas on Volaris and discussed how that opens up visitation to Las Vegas from other parts of Mexico, specifically northern Mexico.
- Mr. Van Over presented data on the year-over-year recovery of international air capacity to Las Vegas from pre-COVID-19 pandemic levels. He shared data for projected third quarter recovery of international air capacity, and projections of full recovery by the end of the fourth quarter of 2024.
- Mr. Van Over highlighted the addition of 698,000 annual seats into Las Vegas from 10 other airlines from 16 markets, five of which were previously unserved. He shared projections of record inbound capacity to Las Vegas by the end of 2024. Mr. Van Over noted that Las Vegas ranks fourth in fastest growing large airports in the United States.

Mr. Van Over discussed the opportunities for the addition of service in support of CES 2025 including the following: nonstop service from Paris, France; extra service from Seoul, South Korea; nonstop service from London, England; and nonstop service from Tokyo, Japan.

Mr. Van Over provided that the Air Service Development team would potentially be traveling to the Kingdom of Bahrain in October 2024 for the Routes World Conference and described the importance of the business conducted at that conference. He expressed appreciation for the Board's support of the LVCVA's participation in that conference.

Mr. Van Over summarized successes in air service development over the past six months including the following: the announcement of new service from three international airlines; recovery of the third largest overseas market with new nonstop service; first-ever nonstop flights from Ireland; additional air service from London, England; daily nonstop service from Korean Air; and full recovery of international capacity by the end of 2024.

Treasurer DeAngelo asked Mr. Van Over if he could address growth plans at Harry Reid Airport as it relates to gates and runway capacity, to which Mr. Van Over commented on Harry Reid Airport's team's can-do attitude to allow for additional capacity. He commented on the opportunity for improved efficiency and the operation of airports at capacity levels and noted the challenges that arise during irregular operations such as weather-related delays. Mr. Van Over commented on gate-related and air space constraints and potential modifications to allow for steady increases in capacity. He noted that large international flights take precedence, which will keep allowing for growth in that sector.

Member Jones Blackhurst addressed the need for a secondary airport and asked if a new airport would take five to seven years to build and open, to which Mr. Van Over said he would "double that" timeframe. Member Jones Blackhurst inquired on what the plan is for a secondary airport, to which Mr. Van Over responded that the plan for a secondary airport is ongoing and could be 15 years away. He noted that airlines are adjusting to the limited space in airports by bringing larger aircraft to maximize efficiency of gates.

Chair Gibson referenced a presentation from the leadership team at Harry Reid Airport during a recent Board of [Clark] County Commissioners meeting and provided an update on the progress of the planning of new gates and environmental work being conducted. He stated he would share a copy of that presentation with Board Members and thanked Mr. Van Over for his presentation.

Mr. Brunelle thanked Mr. Van Over and Cheryl Smith for their efforts and provided information on an upcoming update to resort partners on the progress of air service development.

This was an informational item and did not require Board action.

ITEM 2. **2024 World Route Development Forum Exhibition Booth – Conex Exhibition Services – Kingdom of Bahrain - October 6-8, 2024**

Mr. Brunelle reiterated Mr. Van Over's comments regarding the importance of the World Route Development Forum (World Routes) and noted that Harry Reid Airport staff would also be in attendance. Mr. Brunelle provided that a new booth was necessary for the World Routes show due to the show's location, and requested that the Board considers: Authorizing the Chief Executive Officer (CEO)/President to execute an agreement with Conex Exhibition Services, in the amount of \$150,000, for LVCVA exhibition booth design and build-out, for the 2024 World Route Development Forum that will take place October 6-8, 2024 in The Kingdom of Bahrain; 2) Authorizing any residual unexpended balances from this approved expenditure to revert to available general funds.

Chair Gibson asked what would happen to the booth after the World Routes show, to which Mr. Brunelle responded that the proposed booth would be for one-time use.

Fiscal Impact
FY 2025: \$150,000 Expenditure

Treasurer DeAngelo moved, and it was carried by unanimous vote of the voting members, to: 1) Authorize the CEO/President to execute an agreement with Conex Exhibition Services, in the amount of \$150,000, for LVCVA exhibition booth design and build-out, for the 2024 World Route Development Forum that will take place October 6-8, 2024 in The Kingdom of Bahrain; 2) Authorize any residual unexpended balances from this approved expenditure to revert to available general funds.

ITEM 3. **Big Ten Women’s Basketball Conference Tournament Sponsorship Agreement - Las Vegas, NV – March 3-7, 2027**

Lisa Motley, Vice President of Sports and Special Events, provided information on anticipated attendance and potential number of room nights generated by the Big Ten Women’s Basketball Tournament. She clarified that the sponsorship amounts for the Women’s and Men’s events were of equal compensation based on the expected number of incremental room nights that the events will generate, per the information provided by Big Ten regarding past tournaments. Ms. Motley stated that those calculations were disclosed in the bid submitted to the Big Ten by the LVCVA. She noted that the Big Ten Women’s Basketball Conference Tournament would drive visitation during midweek periods and also replace the vacancy of the PAC-12 tournament. Ms. Motley provided information on television networks that would be airing the event, and information on the member institutions included in the Big Ten. She requested that the Board considers: 1) Authorizing the CEO/President to execute a Sponsorship Agreement with the Big Ten Conference, in the amount of \$350,000, to host the 2027 Big Ten Women’s Basketball Conference Tournament March 3-7, 2027 at T-Mobile Arena in Las Vegas; and 2) Authorizing any residual unexpended balances from this approved expenditure to revert to available general funds.

Fiscal Impact
FY 2027: \$350,000 Expenditure

Member Ann Hoff provided that she had a disclosure pertaining to Agenda Item 3. She stated that she is employed with MGM Resorts International where she serves as the President and Chief Operating Officer of Bellagio Hotel and Casino, Park MGM Las Vegas, and NoMad Las Vegas. She noted that her employer, MGM Resorts International, is a co-owner and operator of T-Mobile Arena, where the Big Ten Conference Tournament games will take place. Member Hoff provided that the independence of judgment of a reasonable person in her situation may be materially affected regarding the proposed expenditure and sponsorship, as her employer will benefit from the tournament games taking place, and she would therefore abstain from deliberating or voting on Agenda Item 3.

Treasurer DeAngelo moved, and it was carried by unanimous vote of the voting members with the exception of Member Hoff who abstained, to: 1) Authorize the CEO/President to execute a Sponsorship Agreement with the Big Ten Conference, in the amount of \$350,000, to host the 2027 Big Ten Women’s Basketball Conference Tournament March 3-7, 2027 at T-Mobile Arena in Las Vegas; and 2) Authorize any residual unexpended balances from this approved expenditure to revert to available general funds.

ITEM 4. **Big Ten Men’s Basketball Conference Tournament Sponsorship Agreement - Las Vegas, NV – March 8-12, 2028**

Ms. Motley provided information on anticipated attendance and potential number of room nights and reiterated that the amount of sponsorship for the Men’s and Women’s events were for equal compensation based on the anticipated expected incremental room nights. She requested that the Board considers: 1) Authorizing the CEO/President to execute a Sponsorship Agreement with the Big Ten Conference, in the amount of \$850,000, to host the

2028 Big Ten Men's Basketball Conference Tournament March 8-12, 2028 at T-Mobile Arena in Las Vegas; and 2) Authorizing any residual unexpended balances from this approved expenditure to revert to available general funds.

Fiscal Impact

FY 2028: \$850,000 Expenditure

Member Ann Hoff provided that she had a disclosure pertaining to Agenda Item 4. She stated that she is employed with MGM Resorts International where she serves as the President and Chief Operating Officer of Bellagio Hotel and Casino, Park MGM Las Vegas, and NoMad Las Vegas. She noted that her employer, MGM Resorts International, is a co-owner and operator of T-Mobile Arena, where the Big Ten Conference Tournament games will take place. Member Hoff provided that the independence of judgment of a reasonable person in her situation may be materially affected regarding the proposed expenditure and sponsorship, as her employer will benefit from the tournament games taking place, and she would therefore abstain from deliberating or voting on Agenda Item 4.

Treasurer DeAngelo moved, and it was carried by unanimous vote of the voting members with the exception of Member Hoff who abstained, to: 1) Authorize the CEO/President to execute a Sponsorship Agreement with the Big Ten Conference, in the amount of \$850,000, to host the 2028 Big Ten Men's Basketball Conference Tournament March 8-12, 2028 at T-Mobile Arena in Las Vegas; and 2) Authorize any residual unexpended balances from this approved expenditure to revert to available general funds.

ITEM 5.

CONCACAF Copa America Soccer Tournament Gym Equipment and Locker Room Structures – Just Dream, LLC

Mr. Yost reminded the Board of its previous approval of the partnership agreement with the Confederation of North, Central America and Caribbean Association Football (CONCACAF) in the amount of \$1,050,000 for soccer matches held at Allegiant Stadium during the Copa America tournament in June and July 2024. He noted that the LVCVA subsequently discovered that payments were to be made to contractors of CONCACAF rather than CONCACAF itself. Mr. Yost provided that Just Dream, LLC was responsible for gym equipment and locker room structures used during the Copa America practices and matches. He noted that the amount previously approved by the Board was unchanged and requested that the Board considers ratifying the payment of \$843,318.28 to Just Dream, LLC, for gym equipment and locker room structures for the Copa America soccer tournament matches held at Allegiant Stadium in June and July 2024.

Fiscal Impact

FY 2024: \$562,212

FY 2025: \$281,106

Treasurer DeAngelo provided that he is employed by Allegiant Travel Company as its Executive Vice President and Chief Marketing Officer and that Agenda Item 5 relates to soccer matches that took place at Allegiant Stadium in June and July of 2024. He stated that his employer is contracted for the naming rights for Allegiant Stadium and benefited from the soccer matches. Treasurer DeAngelo provided that the independence of judgment of a reasonable person in his situation may be materially affected regarding the proposed expenditure and partnership and he would therefore abstain from deliberating for voting on Agenda Item 5.

Vice Chair Gullbrants moved, and it was carried by unanimous vote of the voting members with the exception of Treasurer DeAngelo who abstained, to ratify the payment of \$843,318.28 to Just Dream, LLC, for gym equipment and locker room structures for the Copa America soccer tournament matches held at Allegiant Stadium in June and July 2024.

ITEM 6.

Purchase of 2024 Formula 1 Las Vegas Grand Prix Ticket Packages

Mr. Hill outlined Staff's request last year for the purchase of up to \$7 million in tickets for the inaugural Formula 1 (F1) Las Vegas Grand Prix. He noted that some of the tickets purchased by the LVCVA were subsequently purchased by its industry partners, and the remaining were retained by the LVCVA for the purpose of hosting its customers. Mr. Hill provided that this year's request is approximately one fourth of the previous year's request, totaling about 135 tickets. He noted that the LVCVA anticipates that some of those tickets would be purchased by its industry partners and the remaining 100-115 tickets would be utilized for hosting a broad variety of Las Vegas customers including international intermediaries, airline route planners, Las Vegas Convention Center building customers, and sporting event customers who would be grouped with and escorted by LVCVA sales or leadership staff during race week. Mr. Hill explained that site visits and familiarization trips throughout the destination, showcasing venues and opportunities, would be integrated to the hosting of the LVCVA's customers and potential customers during race week at a greater capacity than the previous year. He provided thoughts that he does not anticipate the LVCVA purchasing a 500-seat suite again, and that the 125-ticket range is the "right rotation" for future years. Mr. Hill requested that the Board consider authorizing him to purchase up to \$1,700,000 of race and hospitality tickets for the November 2024 Formula 1 Las Vegas Grand Prix for LVCVA customers and destination partners.

Fiscal Impact

FY 2025: Expenditures: \$ 1,700,000

Chair Gibson disclosed that Agenda Item 6 contemplates the purchase of race and hospitality tickets for the 2024 Formula One Las Vegas Grand Prix. He stated that he received a ticket to the November 2023 Formula 1 Las Vegas Grand Prix from the F1 team itself and attended that event while fulfilling responsibilities assigned. Chair Gibson noted that the independence of judgment of a reasonable person in his situation may be materially affected regarding the proposed expenditure by his acceptance of the 2023 F1 Las Vegas Grand Prix ticket and would therefore abstain from deliberating or voting on Agenda Item 6 out of an abundance of caution. Chair Gibson asked Vice Chair Gullbrants to assume the Chair's duties for Agenda Item 6.

Treasurer DeAngelo moved, and it was carried by unanimous vote of the voting members, with the exception of Member Gibson who abstained, to authorize the CEO/President to purchase up to \$1,700,000 of race and hospitality tickets for the November 2024 Formula 1 Las Vegas Grand Prix for LVCVA customers and destination partners.

ITEM 7.

Bid #24-4781, PWP CL-2023-459, Expansion Joint Replacement (Las Vegas Convention Center South Hall)

Randy Shingleton, Vice President of Facilities, described the challenges and potential hazards of the use of the LVCVA's current light duty expansion joint system in South Halls 3 and 4. He provided that the proposed contract would replace the current light duty system with a heavy-duty system. Mr. Shingleton noted that five bidders participated in a pre-bid conference and job walk, and two local companies submitted bids. He provided that the proposed contract includes a 10% owner-controlled contingency in the amount of \$41,387, which is included in the total bid price, and requested that the Board consider: 1) Awarding Bid #24-4781, Expansion Joint Replacement in the South Halls of the Las Vegas Convention Center, to All 5's Construction, LLC, Las Vegas, Nevada; 2) Authorizing the CEO/President

to execute an agreement with All 5's Construction in the amount of \$455,257; and 3) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact

FY 2025: \$455,257 Expenditures (Includes 10% Owners Controlled Contingency)

Treasurer DeAngelo moved, and it was carried by unanimous vote of the voting members, to: 1) Award Bid #24-4781, Expansion Joint Replacement in the South Halls of the Las Vegas Convention Center, to All 5's Construction, LLC, Las Vegas, Nevada; 2) Authorize the CEO/President to execute an agreement with All 5's Construction in the amount of \$455,257; and 3) Authorize any residual unexpended balances from this authorization to revert to available general funds.

ITEM 8. **Bid #24-4823 CL-2024-349 - Digital Antennae System (DAS) & Engineering Warehouse and Services Buildings Roof Replacement**

Mr. Shingleton provided that the current roofing system in the DAS, Engineering, and Services Building areas is prone to leaks and jeopardizes costly assets as well as personnel housed in those areas. He noted that eight bidders participated in the pre-bid conference and job walk and four companies submitted bids. Mr. Shingleton provided that the proposed contract includes a 10% owner-control contingency in the amount of \$121,467, which is included in the total bid price and requested that the Board consider: 1) Awarding Bid #24-4823, DAS Engineering Warehouse & Services Buildings Roof Replacement of the Las Vegas Convention Center, to Eberhard Southwest Roofing, Inc. (Eberhard); 2) Authorizing the CEO/President to execute an agreement with Eberhard in the amount of \$1,336,143.00; and 3) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact

FY 2025: \$1,336,143.00 Expenditures (Includes 10% Owners Controlled Contingency)

Treasurer DeAngelo moved, and it was carried by unanimous vote of the voting members, to: 1) Awarding Bid #24-4823, DAS Engineering Warehouse & Services Buildings Roof Replacement of the Las Vegas Convention Center, to Eberhard Southwest Roofing, Inc. (Eberhard); 2) Authorizing the CEO/President to execute an agreement with Eberhard in the amount of \$1,336,143.00; and 3) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

ITEM 9. **Las Vegas Convention Center District (LVCCD) Phase Three Renovation Project – Amendment of CEO's Delegated Authority**

Mr. Yost provided a reminder related to the Board's previous approval of the \$600 million budget for the LVCCD Phase Three Renovation Project and its subsequent approval of a contract with Hunt-Penta Joint Venture in the amount of \$432,200,000 for those efforts. He referenced a subsequent Board approval of a \$30 million increase to the Hunt-Penta contract, revising the contract amount to \$462 million. Mr. Yost stated that the current request asks to move the \$30 million owner-controlled contingency that is located within the context of the \$600 million project cost, into the contract amount with Hunt-Penta Joint Venture. He requested that the Board considers: 1) Amending the CEO's delegated authority to execute construction services agreements related to the LVCCD Phase Three Renovation Project from \$462,200,000 to \$492,200,000; and 2) Authorizing any residual unexpended balances from this approved expenditure to revert to available Capital Projects funds.

Fiscal Impact

FY 2025: \$15,000,000 Expenditure

FY 2026: \$10,000,000 Expenditure

FY 2027: \$ 5,000,000 Expenditure

Treasurer DeAngelo moved, and it was carried by unanimous vote of the voting members, to: 1) Amend the CEO's delegated authority to execute construction services agreements related to the LVCCD Phase Three Renovation Project from \$462,200,000 to \$492,200,000; and 2) Authorize any residual unexpended balances from this approved expenditure to revert to available Capital Projects funds.

ITEM 10.

Korn Ferry – Professional Services Agreements

Nadine Jones, Senior Vice President of People & Culture, provided that the funds from the proposed expenditure approval to Korn Ferry would be used for various professional services including an executive search for a new Chief Sales Officer and support of various ambassador engagement services such as the LVCVA's Annual Ambassador Survey and various training programs for the reinforcement of the LVCVA's core values. Ms. Jones requested that the Board considers: 1) Authorizing the CEO/President to execute agreements with Korn Ferry, in the amount of \$400,000, to provide executive search services, workforce training, and employee engagement services; and 2) Authorizing any residual unexpended balances from this approved expenditure to revert to available general funds.

Member Jones Blackhurst asked if a Request for Proposals (RFP) or bid was conducted, to which Ms. Jones responded that the LVCVA went directly to Korn Ferry as the requested professional services do not require a bidding process.

Fiscal Impact

FY 2025: \$400,000 Expenditure

Treasurer DeAngelo moved, and it was carried by unanimous vote of the voting members, to: 1) Authorize the CEO/President to execute agreements with Korn Ferry, in the amount of \$400,000, to provide executive search services, workforce training, and employee engagement services; and 2) Authorize any residual unexpended balances from this approved expenditure to revert to available general funds.

ITEM 11.

Public Hearing on Modifications to the Collective Bargaining Agreement (CBA) with Service Employees International Union (SEIU) Local 1107

Mr. Finger reminded the Board that the LVCVA entered into a CBA with SEIU in 2023 that included annual wage re-openers. He provided that the current proposed amendments to the CBA include a 3.9% base wage adjustment and the removal of the bottom step of 17 pay ranges. He explained that the proposed amendment would adjust the current 11 annual progression steps to 10. Mr. Finger noted that the amendment proposes the additional removal of up to three steps for the three lowest pay grades and clarified that the proposed amendments will not increase the maximum pay rate of any pay grade or position. He explained that Appendix C and Articles 7, 9, and 13 were modified to facilitate the mechanics of the proposed changes. Mr. Finger presented that the proposed modifications also include a seniority-based shift bid article and the addition of three new positions. He described the new proposed positions as a grade 25 Environmental Health and Safety Coordinator, a grade 25 Safety and Emergency Management Coordinator, and a grade 16 Skilled Trades Assistant. Mr. Finger outlined the five attachments to Agenda Item 11 including a summary of the proposed changes to the agreement, the clean and redline versions of the entire agreement, and a summary of the fiscal impact of the proposed changes. He noted that Attachment 5 shows the total fiscal impact of 4.13% of contract cost from the totality of the proposed changes. He stated that the agreement has been ratified by the SEIU and that the new positions and cost of the contract are aligned with the Board-approved budget. Mr. Finger requested that the Board consider, pursuant to Nevada Revised Statutes (NRS) 288.153: 1) Conducting a public hearing on modifications to the CBA between the LVCVA and SEIU, effective July 1, 2023, through June 30, 2028; and 2) Approving such modifications to the CBA.

Chair Gibson opened the public hearing on the CBA between the LVCVA and SEIU Local 1107.

Mr. Uehling requested more information including how many employees are affected by the proposed modifications to the CBA and how their wages compare to “what they get from the hotels.”

Chair Gibson closed the public hearing on the CBA between the LVCVA and SEIU Local 1107.

Chair Gibson asked how many employees are covered by the CBA to which Mr. Finger answered there were approximately 265 to 270 covered by the CBA. He detailed that all of them are affected by the 3.9% base wage adjustment and less than one quarter of them would be affected by the step removals. He noted that the positions affected are operational support positions such as custodians and perimeter security officers, but other positions such as plumbers, electricians, information technology and accounts payable staff are also covered. Mr. Finger provided that each of those positions and pay rates are detailed in the supplemental material attached to Agenda Item 11.

Vice Chair Gullbrants asked if the SEIU Local 1107 had voted in favor of the proposed modifications, to which Mr. Finger confirmed.

Fiscal Impact

FY 2025-2028: \$1,113,904 per year of increased contract cost.

Treasurer DeAngelo moved, and it was carried by unanimous vote of the voting members, to approve the proposed modifications to the CBA between the LVCVA and SEIU, effective July 1, 2023, through June 30, 2028

ITEM 12.

SHI International Corp – Purchase of Microsoft Licenses

Mr. Finger explained that joint use agreement provided the procurement method for the proposed purchase of Microsoft licenses using the results of the State of Nevada’s competitive procurement. He provided that the request is for three years of licenses at \$293,000 per year and detailed that about 60% of the cost is for the Microsoft productivity suite which includes programs such as Excel, Word, PowerPoint, and Teams. Mr. Finger noted that about 20% of the license costs are advanced security and compliance tools, and the remaining is for data center tools such as server operating systems and enhanced audio, video and content communication tools. He requested that the Board consider: 1) Authorizing the CEO/President to execute a Microsoft Enterprise Agreement with SHI International Corp, in the amount of \$880,000, for Microsoft Office 365 subscriptions and application use, effective September 1, 2024 through August 31, 2027; and 2) Authorizing any residual unexpended balances from this approved expenditure to revert to available general funds.

Fiscal Impact

FY 2025: \$293,333

FY 2026: \$293,333

FY 2027: \$293,333

Total three-year expenditure - \$880,000

Treasurer DeAngelo moved, and it was carried by unanimous vote of the voting members, to: 1) Authorize the CEO/President to execute a Microsoft Enterprise Agreement with SHI International Corp, in the amount of \$880,000, for Microsoft Office 365 subscriptions and application use, effective September 1, 2024 through August 31, 2027; and 2) Authorize any residual unexpended balances from this approved expenditure to revert to available general funds.

ITEM 13. **Contracts Report**

Ms. Bateman provided the Contracts Report, which serves to notify the Board, pursuant to Board Policies (1.04 and 5.01) and NRS Chapters 332 and 338, of the following: 1) Contractual commitments, change orders, or amendments to contracts executed under the CEO's Signature Authority that exceed \$50,000; 2) Contractual commitments and amendments to contracts related to the LVCCD projects as executed under the delegated authority of the CEO/President; and 3) Public Works contracts awarded by the LVCVA.

Fiscal Impact

TBD

This was an informational item and did not require Board action.

COMMENTS FROM THE FLOOR BY THE PUBLIC

Mr. Braisted questioned how many of the organizations represented by the Board sent their security staff to attend the DEF CON conference and shared his experiences from having attended that conference. He addressed the need for electric carts on the LVCC campus and commented on the walking distance between LVCC halls. Mr. Braisted provided a suggestion for the military to be on standby during large traffic jams on main roads and referenced the picture he provided advocating for the advertising of good behavior.

Mr. Uehling referenced his attached handout describing his thoughts on the LVCVA's conversion from an organization that supports the Las Vegas community, to one that supports the hotel properties. He provided his thoughts that public funds from taxes are being given to hotel properties rather than the public due to the bribing of public officials. Chair Gibson cautioned Mr. Uehling about overstepping boundaries as related to providing comments about the alleged actions of specific individuals and advised him to direct his comments to the Board as a whole. Mr. Uehling reiterated his comments regarding funds being distributed to hotels rather than the public and the bribing of public officials for the purpose of passing laws to "steal people's property." He commented on processes prescribed by the U.S. Constitution as related to condemnation of property.

ADJOURNMENT

Chair Gibson adjourned the meeting at 10:24 a.m.

Respectfully submitted,

Date Approved: September 10, 2024

Silvia Perez
Executive Assistant to the Board

James B. Gibson
Chair

Public Comment Submission

from Mr. Edmund Uehling
August 13, 2024

13August2024

To: Board of Directors LVCVA

From: Edmund Uehling 702-808-6000 ed.uehling@yahoo.com

Re: Items #1: LAS Air service development; #6: F-1 Ticket Purchase; #3 & #4 Bball

Esteemed Members of the LVCVA Board

#1: The institution and individual handling this project for the Airport seem to be extremely competent, yet their major task—that of bringing air service from the richest and most traveled area of the world, the Far East—seems not to be bringing the results that one would expect. At the same time Asian travel to LAX is booming, while Las Vegas can be promoted as a more convenient, economical and fun location from which to tour. What is the cause of this failure? Lack of information or promotion? Lack of welcome from greedy hotels that can't even put a \$20 Chinese electric kettle in their rooms? Stupid comments from Donald Trump? American (Las Vegas) arrogance (where no one can speak a word of Mandarin)? A belief that the market won't grow? Does anyone connected to the LVCVA ever have serious/honest conversations about the loss of a market that happens to be much bigger than F-1?

#6: Purchase of F-1 tickets with tax monies. Shouldn't F-1 be the one GIVING tickets to the creators of a whole new venue for them? When is someone going to reveal the number of government/tax dollars spent for this ego-orgy? How much tax money was used for last year's race? And BTW, there is a real disconnect just listening to LVCVA bigwigs boast about the billions the hotels made, while all three entities refuse to compensate one penny for those "little people"/citizens/business people who lost money BECAUSE of F-1.

#3 and #4: Why do the people of Las Vegas have to pay \$1.2 million to bring basketball here? Aren't the venues making enough to finance these activities? If not them, then the penny-pinching hotels which benefit more than anyone certainly should be bearing these costs—not the public.

And speaking of the latter, it seems that the LVCVA Board needs to be reminded that present-day LVCVA was created as a public/private enterprise with a focus on benefiting the people of Clark County (not just the Wall Street hotels). Thanks to the rent-seeking "public" (ha-ha) officials who make a mockery of that agreement, the hotels have benefited just since 2016 more than \$7 Billion in direct tax expenditures on their behalf, while paying 6.75% (lowest in the world?) in taxes to Nevadans. Worse, at the same time, our Fascist (defined as government on behalf of corporations) "leaders", employ a gross violation of the Constitution of the USA known as inverse condemnation (vs. Constitutional condemnation, which requires compensation) for the literal purpose of STEALING the property, businesses and income of tens of thousands of Nevadans.

Ironically, it is the hotel industry that is shooting itself (and the Las Vegas economy) in the foot, because it is these most targeted Las Vegas who actually do a better job than the hotels or the LVCVA of meeting the primary goal of the LVCVA itself (i.e., to bring visitors to Las Vegas). The high room rates and tricks (some illegal) of the hotels are every year discouraging tens of millions of visitors from coming to Las Vegas. At least 60 thousand CES wanna-be-attendees stayed at home in January of this year rather than appease the greed of the casino-hotels. That's a loss of a minimum \$60,000,000 to our economy (a large portion of which would have been spent in the businesses of the Hotel Cartel).

That's one event and 4 tourism days. There are 361 other days and thousands of other events which take place during the year, and while CES is normally the largest event, the cumulative loss of tourists is in the tens of millions, while the loss of money is in the tens of billions. Adding together the half billion/yr. LVCVA spends strictly on behalf of the hotels, the \$200M/yr. public subsidy to Metro for the dual purpose of moving shoplifting and other petty crimes on the strip and moving crime, homelessness, break-ins, major shoplifting, etc. into nearby neighborhoods, the single-focused dedication of Clark County Code Enforcement against STR's and neglecting major deterioration of the remainder of the County, combined with the planet's lowest gaming tax (6.75%) and the virtual takeover of one square mile of the privately-owned land around each of our sacred hotels, adds up to a multi-billion dollar subsidy for Wall Street extracted from the people of Las Vegas!

And where does it all start? In the LVCVA where our rent- and power-seeking (Fascist) public officials get together with Wall Street puppets and formulate new ways of ripping-off the PEOPLE of Las Vegas. Unfortunately, just as the car and other industrial corporations killed the Midwest, the LVCVA, an institution meant to benefit Las Vegas, is single-handedly destroying what LAS VEGAS means to the rest of the world: a place where ANY and EVERY human can come and have a great time. YOU ARE NOT ONLY DRIVING PEOPLE AWAY BUT YOU ARE DESTROYING THE INDIVIDUALISTIC DREAM THAT MADE TINY LAS VEGAS ONE OF THE FIVE MOST FAMOUS CITIES ON THE GLOBE—starting in my teen years of the 50s.

And there's more.....unless this unique body either disbands or changes (and allows free competition and individuality). The night that I knew about as a 7-year-old, when Bugsy Siegel opened the Flamingo Hotel, and the arrival of the Great Hank Greenspun within a couple years were giant slaps in the faces of the nation's hypocritical laws and moral standards. The comparative village of Las Vegas does not need the greedy control freaks of LVCVA and the County Commission to lead all of us back to a new Wall Street/Fed Depression.

**Thank you,
Ed Uehling
702-808-6000. ed.uehling@yahoo.com**

Public Comment Submission

from Mr. Daniel Braisted
August 13, 2024

August 12, 2024

LVCVA

Subject: **Need for electric carts for some guests to navigate Halls of LVCVA**

Who is deciding convention hall guests don't need access to electric golf carts for short rides on campus like are available at the Airport?

- A. Are they decision makers, young spry executives, who sit in a room deciding how to collect millions of dollars, take a break, walk across the carpet to another office, where they decide how to spend millions of dollars?
Ones who never spend a day walking the convention halls?

We know the architects for convention halls and resort properties, definitely don't plan on walking the properties they design.... Park in the wrong place at the Durango Casino

- B. Are there any senior citizens involved in golf cart availability decisions?

Ones who walk the West Hall for a day picking up brochures....

At the end of the day, they end up at the north end of the west hall, then they need to walk carrying brochures, no places to sit and rest, outside to the West Loop Station, (walk by it and do a U-turn to access the vehicles waiting for the loop ride).

Sometime ago I recommended that there be numbered individual designated Meeting Spots (MSP) throughout the campus (also major resorts), Rather than meeting a stranger at Starbucks, they could say let's meet at MSP #10 near Starbucks

These spots would also be used as "Uber/Lyft" styled pick up points to be referred to when requesting golf cart services.

Thank you
Daniel Braisted
Resident
702-365-1833
DanielB702@aol.com

August 12, 2024

LVCVA

Subject: Lack of Government Highway Response for Blocked Highways (Ref CA113)

Last week I drove down to California Hwy Mileage Marker #113 to where that semi trailer truck hauling lithium batteries overturned and ensuing fire blocked I-15 in both directions for more than 36 hours.

Government via Highway Department and the States Guard units, in majority of cases can dispatch equipment to create a temporary vehicle routes around temporary disruptions to the highway system.

Reference the tragic incident at mileage marker CA113 recently in California A Chinook Helicopter (with the two rotors) could have been dispatched to the site with a D-9 bulldozer and pallets of PSP metal interlocking ground sheets, PSP metal sheets in Vietnam and were used to build quick landing strips for cargo planes. The bulldozer would have make it very easy to create a path in the soft dirt to lay down the matts

The PSP temporary roadways would provide access for 4 wheel vehicles to drive around the conflicted highway area and back to the highway. In time the big trucks would access the actual roadway or a beefed up temporary roadway.

Especially for Las Vegas allowing four wheel vehicles to proceed, would be valuable for planned weddings and presold shows.

Thank you,

Daniel Braisted
Resident
702-365-1833
DanielB702@aol.com



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