



**Regular Meeting of the Board of Directors  
August 14, 2018  
Minutes**

The Regular Meeting of the Board of Directors of the Las Vegas Convention and Visitors Authority (LVCVA) was held on August 14, 2018, 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**

*Present unless otherwise noted*

**Commissioner Lawrence Weekly, Chair**  
**Mr. Chuck Bowling, Vice Chair**  
**Mr. Bill Noonan, Secretary**  
**Commissioner Larry Brown, Treasurer**  
Councilwoman Michele Fiore  
Mayor Carolyn Goodman  
Mr. Tom Jenkin

Mayor Pro Tem Peggy Leavitt  
Mr. Gregory Lee  
Mayor John Lee  
Councilman John Marz  
Councilman George Rapson.....*via telephone*  
Ms. Mary Beth Sewald  
Mr. Maurice Wooden.....*via telephone*

LVCVA Executive Staff in Attendance

Rossi Ralenkotter, Chief Executive Officer  
Steve Hill, President/COO  
Luke Puschnig, Esq., CEM, Legal Counsel  
Ed Finger, Chief Financial Officer  
Jacqueline Peterson, Chief Communications & Public Affairs Officer  
Barbara Bolender, Chief People Officer  
Cathy Tull, Chief Marketing Officer  
Terry Jicinsky, Senior Vice President of Operations

**OPENING CEREMONIES – CALL TO ORDER**

Chair Lawrence Weekly called the meeting to order at 9:22 a.m.

**INVOCATION** The invocation was delivered by Father Richard Rinn of the St. Viator Catholic Community.

**FLAG SALUTE** The Pledge of Allegiance followed the invocation.

**COMMENTS FROM THE FLOOR BY THE PUBLIC**

Allen Kaercher, President of Kaercher Insurance, expressed his support of item 10, Customer Service Excellence Program, and thanked Rossi Ralenkotter, Chief Executive Officer, for his “great” service to the city and the Las Vegas community.

Beatrice Turner expressed her concern for the necessity of accessibility for persons with disabilities at the Las Vegas Convention Center (LVCC).

Don Snyder, Presidential Advisor for Strategic Initiatives for the University of Nevada Las Vegas (UNLV), thanked Mr. Ralenkotter for his partnership and friendship, and highlighted the partnership efforts he has had with Mr. Ralenkotter and the LVCVA throughout his career.

Stanley Washington, Diversity Advocate, congratulated Mr. Ralenkotter and expressed his concern for the selection of a successor in the future leadership of the LVCVA.

Bill Stanley, Representative of the Southern Nevada Building Trades Union (SNBTU), discussed the involvement and support of the SNBTU in the 2016 Special Session of the Nevada Legislature relating to the passage of Senate Bill 1 (SB1), and expressed his support for the use of a Project Labor Agreement (PLA) for the Las Vegas Convention Center District (LVCCD) expansion project.

Richard McCracken, Attorney for the SNBTU, explained the Nevada law and PLAs under Nevada Revised Statutes (NRS) 338.1405.

Al Davis, Business Manager/Financial Secretary for the International Brotherhood of Electrical Workers (IBEW) in Southern Nevada, discussed his support and encouragement for the use of a PLA, and discussed the involvement and support of the IBEW for the passage of SB1.

John Smirk, Business Manager/Secretary/Treasurer for the International Union of Painters and Allied Trades, discussed his involvement in lobbying for the passage of SB1 and expressed his support for the use of a PLA as it will allow for the creation of jobs within the community.

Ed Uehling explained his concern with the use of a PLA due to high labor costs.

Don Campbell, Representative of the National Electrical Contractors Association (NECA), outlined the cost benefits of the use of a PLA.

## **APPROVAL OF AGENDA AND MINUTES**

### **APPROVAL OF THE AGENDA AND MINUTES**

**Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member George Rapson and Member Maurice Wooden via telephone, to approve the August 14, 2018, Regular Meeting of the Board of Directors' agenda, and the July 10, 2018, Regular Meeting of the Board of Directors' minutes.**

## **PRESENTATIONS – DISCUSSION AND POSSIBLE ACTION**

### **PRESENTED**

#### **Presentations by the Las Vegas Convention and Visitors Authority Staff**

Barbara Bolender, Chief People Officer, highlighted the partnership of the Customer Service Excellence Awards with Member Mary Beth Sewald and the Las Vegas Metro Chamber of Commerce, and recognized the LVCVA Ambassadors receiving the Customer Service Excellence Award.

Terry Jicinsky, Senior Vice President of Operations, delivered a video presentation on the following operations highlights:

- Hookah Expo – August 4-5
- MAGIC – August 12-15
- World Master International Brazilian Jiu Jitsu Championship – August 23-25

Cathy Tull, Chief Marketing Officer, delivered a video presentation on the following marketing highlights:

- Laughlin River Regatta – August 11-12
- CasaBlanca BBQ Rib Fest – September 7-9
- Marketing Initiatives
  - *Only Vegas Moments* – “Party of One”
  - Matador Network showcasing off the Strip experiences revealing outdoor experiences
  - *Refinery29* – “We’re Showing You Everything To Do in Vegas – In Just 60 Seconds”

- *Esquire China* Magazine's 12-page spread featuring the fine dining and highlighting of the destination as an "Ultimate Culinary Destination".
- *Wedding Bells Canada* feature of the destination on its cover along with a 13-page color fashion spread and a full page "Honeymoon Hotlist" editorial.

Jacqueline Peterson, Chief Communications & Public Affairs Officer, delivered a PowerPoint presentation on the following public affairs highlights:

- LATAM Airlines nonstop service from Sao Paulo, Brazil to Las Vegas, Nevada, collaboration with U.S. Customs and Border Protection to extend the hours for inspection to staff the three times weekly service.
- August Media Coverage including: Uproxx and the Daily Mail

Mr. Ralenkotter announced that the Consumer Electronics Show (CES) and the Consumer Technology Association (CTA) gifted the LVCVA with Vapor Wake Detection dog training and recertification in the next three years, and announced the addition of two Canine (K9) units to the LVCVA. Mr. Ralenkotter introduced Ray Suppe, Executive Director of Customer Safety. Mr. Suppe, outlined the duties of a K9 Unit, introduced Woody Chan, Canine Supervisor, and his K9 unit, Cooper, and Alberto Iturrios, Canine Officer, and his K9 Unit, Pierce. Mr. Suppe emphasized the importance of additional K9 units during the high-profile shows hosted throughout the year at the LVCC, and presented a video presentation from *Inside Edition* showcasing Vapor Wake Detection technology.

Mr. Ralenkotter thanked Gary Shapiro, President of the Consumer Technology Association, for the contribution of the canine units.

Chair Lawrence Weekly welcomed Cooper and Pierce.

This was an information item. Not an action item.

## **STAFF REPORTS – DISCUSSION AND POSSIBLE ACTION**

### **MARKETING DIVISION**

#### **ITEM 1. World Travel Market – London, United Kingdom – November 5-7, 2018**

Ms. Tull requested that the Board of Directors: 1) Approve an expenditure of \$272,000 for expenses associated with the LVCVA exhibiting at World Travel Market (WTM), November 5-7, 2018, in London, United Kingdom; 2) Authorize the Chief Executive Officer to sign and execute the contract documents; and 3) Authorize any residual unexpended balances from this authorization to revert to available general funds.

#### Fiscal Impact

FY 2019    \$272,000    Estimated expenditure

**Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member George Rapson and Member Maurice Wooden via telephone, to 1) Approve an expenditure of \$272,000 for expenses associated with the LVCVA exhibiting at World Travel Market (WTM), November 5-7, 2018, in London, United Kingdom; 2) Authorize the Chief Executive Officer to sign and execute the contract documents; and 3) Authorize any residual unexpended balances from this authorization to revert to available general funds**

- ITEM 2. **IBTM World – Barcelona – Barcelona, Spain – November 27-29, 2018**  
Ms. Tull requested that the Board of Directors: 1) Approve an estimated expenditure of \$210,000 for expenses associated with the LVCVA exhibiting at IBTM World – Barcelona, November 27-29, 2018, in Barcelona, Spain; 2) Authorize the Chief Executive Officer to sign and execute the contract documents; and 3) Authorize any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact

FY 2019 \$210,000 Estimated expenditure

**Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member George Rapson and Member Maurice Wooden via telephone, to 1) Approve an estimated expenditure of \$210,000 for expenses associated with the LVCVA exhibiting at IBTM World – Barcelona, November 27-29, 2018, in Barcelona, Spain; 2) Authorize the Chief Executive Officer to sign and execute the contract documents; and 3) Authorize any residual unexpended balances from this authorization to revert to available general funds.**

- ITEM 3. **Life is Beautiful – Las Vegas, Nevada – September 21-23, 2018**  
Ms. Tull requested that the Board of Directors: approve the distribution of funds to Las Vegas Events (LVE) in the amount of \$150,000 to fund the Life is Beautiful festival September 21-23, 2018. The event will be held in Downtown Las Vegas.

Fiscal Impact

FY 2019 \$150,000 Estimated expenditure

**Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member George Rapson and Member Maurice Wooden via telephone, to approve the distribution of funds to Las Vegas Events (LVE) in the amount of \$150,000 to fund the Life is Beautiful festival September 21-23, 2018. The event will be held in Downtown Las Vegas.**

- ITEM 4. **Airline Development and Update Recap of January-June 2018 Activities**  
Ms. Tull introduced Ailevon Pacific Airline Consulting's (APAC) Oliver Lamb, Managing Director, and Joel Van Over, Senior Consultant, as well as Chris Jones, Chief Marketing Officer of McCarran International Airport (McCarran), to present an airline development update on activities and accomplishments since January 2018. Ms. Tull discussed the recent growth in airline development and the efforts of the collaboration with APAC and McCarran.

Mr. Van Over and Mr. Lamb delivered a PowerPoint presentation on activities and accomplishments since January 2018.

Chair Lawrence Weekly thanked Mr. Van Over and Mr. Lamb for their presentation.

Vice Chair Chuck Bowling expressed his support of the Airline Development update report, and emphasized the importance of the collaborations with Rosemary Vassiliadis, Director of Aviation of McCarran, and APAC in welcoming visitors to Las Vegas, and discussed the return of investment of the World Routes Conference.

This was an information item. Not an action item.

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**OPERATIONS DIVISION**

- ITEM 5. **Central Halls C3-C5 And North Hall Roof Recoating, Bid #19-4541**  
Mr. Jicinsky requested that the Board of Directors: 1) Award Bid #19-4541, Central Halls C3-C5 and North Hall Roof Recoating to Roofing Southwest (Sprayfoam's Southwest), Las Vegas, Nevada, in the estimated amount of \$691,869; 2) Authorize the Chief Executive Officer to execute the contract documents; and 3) Authorize any residual unexpended balances from this authorization to revert to available capital funds.

Fiscal Impact

FY 2019 \$691,869 Estimated expenditure

Vice Chair Chuck Bowling reiterated that agenda item 5 is a necessary part in ensuring the current client's needs are met due to weather conditions, and emphasized the importance of the LVCC maintaining proper maintenance as the LVCCD Expansion Project is underway.

Secretary Bill Noonan asked Steve Hill, President/COO, to address the review of the substantial difference of the bids in the Request for Proposal, to which Mr. Hill outlined.

Chair Lawrence Weekly stated that he was appreciative of the fact that the selected bidder was a local company.

**Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member George Rapson and Member Maurice Wooden via telephone, to 1) Award Bid #19-4541, Central Halls C3-C5 and North Hall Roof Recoating to Roofing Southwest (Sprayfoam's Southwest), Las Vegas, Nevada, in the estimated amount of \$691,869; 2) Authorize the Chief Executive Officer to execute the contract documents; and 3) Authorize any residual unexpended balances from this authorization to revert to available capital funds.**

Mr. Jicinsky explained that the item was for the Central and North Halls of the LVCC, and that there may be a similar item on an upcoming fall agenda regarding a South Hall roof recoat.

- ITEM 6. **Las Vegas Convention center District Phase Two Steel Mill Order No. 1 Procurement Update**

Mr. Jicinsky introduced Terry Miller, LVCVA Owner's Representative, to provide an update on the procurement of Steel Mill Order No. 1 for LVCC District Phase Two Expansion Project.

Mr. Miller provided an update on the procurement of Steel Mill Order No. 1 for the LVCC District Phase Two Expansion Project, and explained the selection process of the lowest responsive and responsible bidder, W&W | AFCO Steel (AFCO) for the Steel Mill Order.

Chair Lawrence Weekly inquired if AFCO would work with any local companies, to which Mr. Miller confirmed that it is a requirement in SB1 for the selected bidder to work with local companies, and introduced Guy Martin, Managing Principal of Turner Martin-Harris.

Chair Weekly asked Mr. Martin if AFCO was a Minority Owned or Woman Owned company. Mr. Martin answered that he could not confirm if AFCO was a Minority Owned or Woman Owned company, but as a standard there is a requirement for all major sub-contractors to have a minimum of fifteen to twenty percent of small business and local small business participation. Chair Weekly asked if Minority Owned businesses were also in the requirement to participate, to which Mr. Martin confirmed the importance of Minority Owned participation.

Chair Weekly emphasized the importance of the use of Minority Owned, Woman Owned, and local small business participation in the LVCC District Phase Two Expansion project, to which Mr. Martin agreed.

This was an information item. Not an action item.

**GENERAL GOVERNMENT DIVISION**

ITEM 7. **RFP 18-4523 Underwriter Services**

Ed Finger, Chief Financial Officer, requested that the Board of Directors: 1) Approve an estimated expenditure of \$187,000 to Dell, Inc., to purchase server hardware and VMWare vSAN Software Licenses; 2) Authorize the Chief Executive Officer to execute and sign contract documents; and 3) Authorize any residual unexpended balances from this authorization to revert to available capital funds.

Fiscal Impact

FY 2019 \$187,000 Estimated expenditure

**Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member George Rapson and Member Maurice Wooden via telephone, to 1) Approve an estimated expenditure of \$187,000 to Dell, Inc., to purchase server hardware and VMWare vSAN Software Licenses; 2) Authorize the Chief Executive Officer to execute and sign contract documents; and 3) Authorize any residual unexpended balances from this authorization to revert to available capital funds.**

ITEM 8. **2018B Bonds Supplemental Resolution**

Mr. Finger requested that the Board of Directors: 1) Approve the 2018B Bonds Supplemental Resolution amending Resolution No. 2018-95 to allow for the capitalization of interest on the Series 2018B Convention Center Expansion Revenue Bonds; 2) Approve the Certificate of the CEO allowing for negotiated bond sale as required by Nevada Revised Statutes; 3) Authorize the Chief Executive Officer (CEO) or the Chief Financial Officer (CFO) to execute documents and agreements for the issuance of the 2018B Bonds; 4) Authorize the Chair of the Board to sign the Resolution; and 5) Authorize all other matters relating thereto as defined in the Resolution.

Fiscal Impact

FY 2019 \$1,750,000 Estimated expenditures for cost of issuance (paid for out of bond proceeds)

**Secretary Bill Noonan moved and it was carried by unanimous vote of the voting members present, including Member George Rapson and Member Maurice Wooden via telephone, to 1) Approve the 2018B Bonds Supplemental Resolution amending Resolution No. 2018-95 to allow for the capitalization of interest on the Series 2018B Convention Center Expansion Revenue Bonds; 2) Approve the Certificate of the CEO allowing for negotiated bond sale as required by Nevada Revised Statutes; 3) Authorize the Chief Executive Officer (CEO) or the Chief Financial Officer (CFO) to execute documents and agreements for the issuance of the 2018B Bonds; 4) Authorize the Chair of the Board to sign the Resolution; and 5) Authorize all other matters relating thereto as defined in the Resolution.**

ITEM 9. **Public Hearing on Corrected Collective Bargaining Agreement**

**Opened Public Hearing on the CBA**

Chair Lawrence Weekly opened the Public Hearing on CBA between the LVCVA and SEIU, Local 1107.

There were no comments made by the public.

**Closed Public Hearing on CBA between LVCVA and SEIU, Local 1107**

Chair Weekly closed the Public Hearing on CBA between the LVCVA and SEIU, Local 1107.

Ms. Bolender requested that the Board of Directors, pursuant to NRS 288. 153: 1) Conduct a public hearing; 2) Approve and authorize the Chief Executive Officer to sign the Collective Bargaining Agreement (CBA) between the LVCVA and the Service Employees International Union (SEIU) Local 1107, effective July 1, 2018, through June 30, 2023.

**Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member George Rapson and Member Maurice Wooden to, pursuant to NRS 288.153: 1) Conduct a public hearing; 2) Approve and authorize the Chief Executive Officer to sign the Collective Bargaining Agreement (CBA) between the LVCVA and the Service Employees International Union (SEIU) Local 1107, effective July 1, 2018, through June 30, 2023.**

ITEM 10. **Customer Service Excellence Program**

Ms. Bolender requested that the Board of Directors: 1) Approve an estimated expenditure of \$100,000 for the Las Vegas Metro Chamber of Commerce Customer Service Excellence Program for Fiscal Years 2018-2019; 2) Authorize the LVCVA Chief Executive Officer to execute the sponsorship contract; and 3) Authorize any residual unexpended balances from this authorization to revert to available general funds.

**Fiscal Impact**

FY 2019 \$100,000 Estimated expenditure

Chair Lawrence Weekly expressed his support for the Customer Service Excellence Program and inquired if the LVCVA had any other relationship with either the Urban, Asian, or Latin Chamber of Commerce, to which Ms. Bolender answered that she was not aware of any formal relationship the LVCVA had with the other Chambers of Commerce.

Ms. Peterson explained that the LVCVA is a member of the Urban, Latin, and Asian Chamber of Commerce as well as the LGBTQ Chamber of Commerce. Chair Weekly asked if the LVCVA has sponsored or participated in the other Chambers of Commerce's activities, to which Ms. Peterson confirmed.

Member Mary Beth Sewald said that she would abstain from voting due to her relation to the Las Vegas Metro Chamber of Commerce.

**Secretary Bill Noonan moved and it was carried by unanimous vote of the voting members present, including Member George Rapson and Member Maurice Wooden, with the exception of Member Mary Beth Sewald who abstained, to: 1) Approve an estimated expenditure of \$100,000 for the Las Vegas Metro Chamber of Commerce Customer Service Excellence Program for Fiscal Years 2018-2019; 2) Authorize the LVCVA Chief Executive Officer to execute the sponsorship contract; and 3) Authorize any residual unexpended balances from this authorization to revert to available general funds.**

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- ITEM 11. **Legal Counsel’s Report and Recommendation(s)**  
Luke Puschnig, Legal Counsel, disclosed that on or about May 17, 2017, the LVCVA was served with a lawsuit filed on behalf of a Dwight Johnson, Las Vegas resident, for injuries allegedly suffered at the June 2016 Infocomm tradeshow. After two different dismissals by two different District Court Judges, we have been dismissed from the case with no expenditures by the LVCVA.
- This was an information item. Not an action item.
- ITEM 12. **Report on Southern Nevada Sporting Event Committee**  
Mr. Ralenkotter presented a status report regarding the Southern Nevada Sporting Event Committee.
- This was an information item. Not an action item.
- ITEM 13. **Report on Department of Transportation National Advisory Committee on Travel and Tourism Infrastructure**  
Mr. Ralenkotter presented a status report regarding the United States Department of Transportation (DOT) National Advisory Committee on Travel and Tourism Infrastructure (NACTTI).
- This was an information item. Not an action item.
- ITEM 14. **Separation and Release Agreement Including Covenant Not to Compete Between Rossi Ralenkotter and LVCVA**  
Mr. Puschnig requested that the Board of Directors consider: 1) A Separation and Release Agreement between Rossi Ralenkotter and the LVCVA; and 2) Authorize the President/COO to execute the contract documents.
- Mr. Puschnig introduced the LVCVA’s external legal counsel, Todd Bice, Founder/Partner of Pisanelli Bice. Mr. Bice requested the Board of Directors consider combining item 14 and item 15, Independent Services Agreement Between Rossi Ralenkotter and LVCVA (15), in a combined vote due to their relation.
- Chair Lawrence Weekly agreed to combine items 14 and 15 into a single vote.
- Mr. Bice discussed the purpose and background of the terms of the Separation and Release Agreement and explained the meaning of the covenant not to compete due to Mr. Ralenkotter’s longevity with the LVCVA. Mr. Bice explained the purpose and background of item 15, and stated that the Separation and Release Agreement is not a retirement package for Mr. Ralenkotter and emphasized his rights as a public employee in the Nevada Public Employees Retirement System (PERS), and explained the fiscal impact increase on the Independent Services Agreement.
- Member Carolyn Goodman thanked Mr. Bice for his report, discussed the growth and change of the community, the growth and importance of the tourism industry, the growth of gaming and sports betting, and also emphasized the importance of recognizing competition from other cities. Member Goodman expressed her concern for the succession plan for Mr. Ralenkotter stating, “Where we go forward today is critical to the health of Southern Nevada and the State of Nevada.” Member Goodman also discussed the importance of the economic impact of the tourism industry, discussed the transitions of new leadership throughout the State of Nevada and the Las Vegas community, and emphasized the responsibility for the Board of Directors, “in protecting this great organization that has brought us nothing but success because of great leadership, loyalty, integrity.” Member Goodman also made mention of her experiences in traveling with the LVCVA and applauded and thanked Mr. Ralenkotter’s success and experience in his career, and stated she would be voting against



items 14, 15 and item 16, Chief Executive Officer/ President Position – Discussion and Possible Action (16).

Member Michele Fiore discussed her involvement on the Policy Committee and emphasized the importance of the Board of Directors policies and procedures, agreed with Member Goodman's comments, and urged the Board of Directors to reconsider their action for items 14, 15, and 16. Member Fiore also expressed her concern in the succession plan for Mr. Ralenkotter, and stated that she will be voting against items 14, 15, and 16.

Treasurer Larry Brown highlighted the efforts of his involvement on the Compensation and Audit Committees along with Secretary Bill Noonan, Vice Chair Chuck Bowling, Member Maurice Wooden, and Chair Lawrence Weekly, and Mr. Bice in the audit report and preparation of the Separation and Release Agreement for Mr. Ralenkotter, and expressed the importance of how those efforts were "what's best for the Authority." Treasurer Brown stated that he agreed with Member Goodman's comments, applauded Mr. Ralenkotter's career, and reiterated that the efforts in the recommendation of items 14 and 15, "has been done with the best interest of the Authority, and done from the Board perspective where we had to act in a very responsible and appropriate manner." And stated that he will support for items 14, 15, and 16.

Member Gregory Lee expressed his admiration for Mr. Ralenkotter and the LVCVA in its efforts for all it has done for Las Vegas throughout his career. Member Lee addressed Member Goodman's comments, emphasized the importance of the covenant not to compete in the Separation and Release agreement, and expressed his support for items 14, 15, and 16, and asked the Board of Directors to support items 14, 15, and 16.

Member John Marz discussed his concern for items 14, 15, and 16, and suggested the Board of Directors reconsider their action for those items, emphasized the Board's responsibility on a succession plan for Mr. Ralenkotter, and discussed the efforts of the Compensation Committee.

Member George Rapson stated he agreed with Member Lee's comments and expressed his support on the items 14, 15, and 16.

Member Maurice Wooden discussed the efforts of the Compensation Committee as well as the efforts of Mr. Bice in items 14 and 15, and encouraged the Board of Directors to support and approve items 14 and 15.

Member Peggy Leavitt discussed the recent media reports regarding Mr. Ralenkotter and the LVCVA, expressed her appreciation of the discussion from the Board Members, and also emphasized the importance of distinguishing a difference between the policies that govern the Board and the administration of the LVCVA, and also discussed the importance of room tax. Member Leavitt commended Mr. Ralenkotter's leadership, thanked the Compensation Committee for their efforts on preparing the Separation and Release agreement, and emphasized that the intent of items 14 and 15 "is to do what's best for the LVCVA, the community, and our constituents."

Secretary Noonan discussed the recent modifications to the Board of Directors policies and procedures at the Policy Committee Meeting on February 13, 2018, thanked Mr. Ralenkotter and Mr. Puschig for initiating those efforts, and discussed the efforts of the Audit Committee in finalizing an audit report. Secretary Noonan reiterated the purpose and background of items 14 and 15, and wished Mr. Ralenkotter the "very best" in his retirement.

Member Tom Jenkin applauded Mr. Ralenkotter, and expressed his support for items 14 and 15.

Member Mary Beth Sewald discussed the efforts of the Compensation Committee and the importance of the covenant not to compete, agreed with Secretary Noonan's comments, wished Mr. Ralenkotter the "very, very best" in his retirement, and said that she will be supporting items 14, 15, and 16.

Member Marz inquired if the 18-month term of item 15 could be extended by the Board of Directors, to which Mr. Bice answered that the Board of Directors could extend the agreement if mutually agreed upon by Mr. Ralenkotter.

Vice Chair Chuck Bowling clarified that the efforts of the Board of Directors in preparing a proper succession plan, a transition process, and organizational structure of the LVCVA have been ongoing. Vice Chair Bowling explained the importance of the Separation and Release agreement, and that the compensation of the agreement is due to Mr. Ralenkotter's longevity with the LVCVA under NRS and PERS. Vice Chair Bowling also explained and emphasized the importance of item 15 during the transition process, commented on the policies and procedures of the Board of Directors, and expressed his support for items 14 and 15.

Member Fiore asked Mr. Ralenkotter if the media reports had any influence on his decision to retire, to which Mr. Ralenkotter answered that he has been planning his retirement. Mr. Ralenkotter expressed his support for item 15, discussed the success of Las Vegas as being a top travel destination for 24 straight years, and explained the formation and importance of room tax in the growth of the Las Vegas community. Member Fiore thanked Mr. Ralenkotter and stated that she will support items 14 and 15.

Chair Lawrence Weekly expressed his appreciation to Mr. Ralenkotter, and expressed his support for items 14 and 15.

Member Goodman said that she would support items 14 and 15.

**Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member George Rapson and Member Maurice Wooden via telephone, to approve: 1) A Separation and Release Agreement between Rossi Ralenkotter and the LVCVA; 2) Authorize the President/COO to execute the contract documents.**

ITEM 15.  
COMBINED  
VOTE WITH  
ITEM 14.

**Independent Services Agreement Between Rossi Ralenkotter and LVCVA**

Discussion of this item was made in item 14.

**Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including member George Rapson and Member Maurice Wooden via telephone, to approve: 1) An Independent Services Agreement between Rossi Ralenkotter and the LVCVA for an 18-month term; and 2) Authorize the President to execute the contract documents.**

ITEM 16. **Chief Executive Officer/President Position – Discussion and Possible Action**

Mr. Puschnig requested that the Board of Directors: 1) Evaluate the position of Chief Executive Officer (CEO) and/or President; and 2) Consider recommendations for the CEO/President position, discuss and/or approve the appointment of a new CEO/President.

Treasurer Larry Brown made a motion to approve. Mr. Puschnig asked Treasurer Brown to clarify what the motion was recommending. Treasurer Brown stated he was making a motion to approve to staff's recommendation, to which Mr. Puschnig clarified that the item was for discussion of the Board of Directors.

Mr. Ralenkotter stated that there was a letter of recommendation provided to the Board of Directors to appoint Mr. Hill to the position of the CEO/President.

Treasurer Brown read Mr. Ralenkotter's recommendation and moved for approval for the appointment of Mr. Hill to the CEO/President position. Mr. Puschnig asked Treasurer Brown if there was a recommendation on a salary basis included in the motion, to which Treasurer Brown asked Mr. Puschnig to confirm if the effective date of Mr. Hill's appointment would be September 1, 2018, to which Mr. Puschnig confirmed. Treasurer Brown requested that Mr. Hill's salary approval be added to the agenda for the September 11, 2018, Regular Meeting of the Board of Directors and that Mr. Hill can be paid retroactive to September 1, 2018.

Vice Chair Chuck Bowling reiterated the efforts taken by the Board of Directors to find successor for Mr. Ralenkotter as CEO/President, and expressed his support to appoint Mr. Hill.

Member John Marz reemphasized the importance of the qualifications for the CEO/President position, and discussed his support to appoint Mr. Hill.

**Treasurer Larry Brown moved and it was carried by unanimous vote of the voting members present, including Member George Rapson and Member Maurice Wooden via telephone, to approve: 1) Evaluate the position of Chief Executive Officer (CEO) and/or President; and 2) Consider recommendations for the CEO/President position, discuss and/or approve the appointment of Mr. Steve Hill as the new CEO/President with the discussion of a salary basis at the September 11, 2018, Regular Meeting of the Board of Directors.**

Vice Chair Bowling congratulated Mr. Hill.

Mr. Hill complimented the Board of Directors on their efforts in the transition and succession planning process, expressed the importance of the efforts of the Board of Directors, LVCVA Ambassadors, partners of the LVCVA, and the community to continue to move the destination forward, said that he looked forward to continuing working with Mr. Ralenkotter and the Board of Directors, and expressed his appreciation for his appointment.

Member Carolyn Goodman left the meeting at 12:13 p.m.

Chair Weekly delivered a video presentation highlighting the success of Mr. Ralenkotter's career.

ITEM 17.

**Compensation Committee Report and Recommendations**

The Compensation Committee met on August 14, 2018 to discuss items A and B.

**Committee Vice Chair Mary Beth Sewald presented a report to the Board of Directors for items A and B and provide a recommendation.**

Item A. Legal Counsel's Annual Performance Evaluation

The Compensation Committee recommends that the Board of Directors: 1) Render Legal Counsel's annual evaluation and approve his goals for fiscal year 2019; 2) Evaluate any increase in base salary for Legal Counsel for fiscal year 2019; 3) Consider any bonus for Legal Counsel for fiscal year 2018; and 4) Make the appropriate recommendation to the Board of Directors.

**Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member George Rapson and Member Maurice Wooden via telephone, to: 1) Approve a merit increase of four percent for Legal Counsel; 2) Approve a performance incentive of 20 percent for Legal Counsel; 3) Render Legal Counsel's annual evaluation and approve his goals for fiscal year 2019.**

Item B. Chief Executive Officer's Annual Performance Evaluation

The Compensation Committee recommends that the Board of Directors: 1) Conduct the Chief Executive Officer's (CEO's) annual evaluation; 2) Establish the CEO's bonus for fiscal year 2018; and 3) Make the appropriate recommendation to the Board of Directors.

Vice Chair Chuck Bowling noted that the recommendation for Mr. Ralenkotter's performance incentive is based on a pay for performance model for FY 2018.

**Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present including Member George Rapson and Member Maurice Wooden via telephone to: 1) Approve a performance incentive of 30 percent for the Chief Executive Officer.**

## **COMMITTEES**

### **DIRECTORS' RECOGNITION**

Vice Chair Chuck Bowling expressed his support of Mr. Ralenkotter's retirement, emphasized the importance his efforts within the community, and applauded his accomplishments and leadership. Vice Chair Bowling recognized Steve Hill, President/COO, as Mr. Ralenkotter's successor, and encouraged the Board of Directors to support the transition ahead. Vice Chair Bowling also thanked and wished Mr. Ralenkotter "the best happiness and health" in his retirement.

Member Michele Fiore said goodbye to Mr. Ralenkotter. Member Fiore also expressed her excitement of the new City of Las Vegas Downtown gateway sign.

Member Tom Jenkin left the meeting at 12:24 p.m.

Member Mary Beth Sewald congratulated Mr. Ralenkotter on the success of his career.

Member Gregory Lee thanked and congratulated Mr. Ralenkotter on his retirement.

Treasurer Larry Brown congratulated Mr. Hill and expressed his support for his new role as Chief Executive Officer (CEO)/President. Treasurer Brown also applauded Mr. Ralenkotter's career.

Secretary Bill Noonan congratulated Mr. Ralenkotter and said he looked forward to seeing Mr. Ralenkotter's efforts on the national level representing the LVCVA on the transportation, Yucca Mountain, and Brand USA organizations. Secretary Noonan congratulated Mr. Hill and recognized his efforts as Chairman of the Southern Nevada Tourism Infrastructure Committee (SNTIC), and thanked Todd Bice, Founder/Partner of Pisanelli Bice, for all of his "hard work" to the Audit Committee.

Member Peggy Leavitt agreed with Vice Chair Bowling's comments, wished Mr. Ralenkotter well in his retirement, and congratulated Mr. Hill on his new appointment as the CEO/President. Member Leavitt also made mention of the groundbreaking of Interstate 11 (I-11) on August 9 and recognized Treasurer Brown and Member Sewald's involvement in the groundbreaking event.

Member Maurice Wooden expressed his appreciation to Mr. Ralenkotter and thanked him for his efforts within the community.

Chair Lawrence Weekly thanked Mr. Ralenkotter for everything he has accomplished in his career, thanked R&R Partners for their work on the video presentation in item 14, congratulated Mr. Hill, and thanked the public for their support at the Board meeting.

Mr. Ralenkotter thanked the Board of Directors for all of their comments and best wishes, stated "LVCVA Employees are the best," and thanked the tourism industry.

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**COMMENTS FROM THE FLOOR BY THE PUBLIC**

Mr. Washington congratulated Mr. Ralenkotter on his retirement, expressed his support for Mr. Hill in his new position, discussed the efforts that he is planning with Lisa Motley, Director of Sports Marketing, and emphasized the importance of international diversity.

Member John Lee left the meeting at 12:33 p.m.

Araz Longatti, 89148, expressed his concern for the recovery of the economy, emphasized the importance of the proper maintenance of hotel properties specifically relating to the MGM Resorts International properties, and discussed the lack of construction in the empty land lots throughout the valley,

David Sizemore, LVCVA Building Engineer, wished Mr. Ralenkotter a "great and enormous" retirement, welcomed Mr. Hill into his new position, and encouraged the continuation of Mr. Ralenkotter's efforts.

Ed Uehling, discussed the growth of visitors to Las Vegas.

Member Fiore left the meeting at 12:38 p.m.

**ADJOURNMENT**

Chair Lawrence Weekly adjourned the meeting at 12:41 p.m.

Respectfully submitted,

Date Approved: September 11, 2018

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Christal Harrison  
Assistant to the Board of Directors

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Lawrence Weekly  
Chair



HARRY REID

Senate Majority Leader, 2007-2015  
Senate Democratic Leader, 2005-2017

August 13, 2018

United States Senate, 1987-2017  
United States House of Representatives, 1983-1987

The Honorable Lawrence Weekly  
Chairman, Board of Directors  
Las Vegas Convention and Visitors Authority  
3150 Paradise Road  
Las Vegas, Nevada 89109

Dear Chairman Weekly:

Upon returning to Las Vegas after graduating from law school in 1964, one of my most vivid memories that I will always cherish is attending a stunning lecture given by Dr. Martin Luther King, Jr. at the then-very small Las Vegas Convention Center.

Like many residents of Clark County, I have followed the University of Nevada, Las Vegas (UNLV) Running Rebels for many decades. I watched them when they played in UNLV's 2,000-seat gymnasium, which is now the Barrick Museum. But most of all, from about 1967 to 1983, I remember watching UNLV's spectacular basketball team play at the ever-changing, ever-growing Las Vegas Convention Center.

During the years I practiced law and served in various government jobs prior to going to Washington, D.C., I attended numerous events at the Las Vegas Convention Center. I watched it grow in size and fame during that entire period of its initial growth.

I was first elected to Congress in 1982. I had the good fortune of representing Nevada in the U.S. House of Representatives and Senate for the next 34 years. I have known Rossi Ralenkotter since he began working at the Las Vegas Convention Center in the early 1970s. I have of course followed closely the stunning growth of the Las Vegas Convention and Visitors Center during the time he has been its Chief Operating Officer. Like all Nevadans and much of America, I have seen the Las Vegas Convention Center grow during his tenure to be the number one convention center in the world.

All those years, I had numerous meetings with Rossi and other members of the Las Vegas Convention and Visitors Authority dealing with issues of tourism, and more specifically, the convention center. One of the main reasons for the passing of the historic *Travel Promotion Act*, which has brought millions of people to America and Nevada, was because of the advocacy of Rossi and the entire Las Vegas Convention and Visitors Authority.

I recall Rossi coming to my office in the U.S. Capitol with what I considered, at the time, an absurd idea: buy the 4,000-room Riviera Hotel and build a Strip entrance to the Las Vegas Convention Center. And even though the idea sounded to most absurd, Rossi, with the help of the rest of the Board, has accomplished what many thought was impossible.

To me, Rossi is one of the best leaders with whom I have worked. I wish him the best in his retirement. I hope he looks back with personal pleasure, as he should, at what he has been able to accomplish as the Chief Executive Officer of the Las Vegas Convention and Visitors Authority.

Sincerely,

  
HARRY REID