



**Regular Meeting of the Board of Directors  
December 8, 2020  
Minutes**

The Regular Meeting of the Board of Directors (Board) of the Las Vegas Convention and Visitors Authority (LVCVA) was held at the Las Vegas Convention Center, 3150 Paradise Road, Las Vegas, Nevada 89109, and telephonically on December 8, 2020. This meeting was properly noticed and posted in accordance with the State of Nevada Executive Department Declaration of Emergency Directives 006, 016, 018, 021, 026, 029, 033, and 035, dated March 22, 2020, April 29, 2020, May 7, 2020, May 28, 2020, June 29, 2020, July 31, 2020, September 30, 2020, and November 23, 2020, respectively.

**Board of Directors (Board)**

*Present unless otherwise noted*

<b>Commissioner Larry Brown, Chair</b>	Councilwoman Pamela Goynes-Brown
<b>Ms. Marilyn Spiegel, Vice Chair</b> ..... <i>via phone</i>	Jan Jones Blackhurst..... <i>via phone</i>
<b>Councilman John Marz, Secretary</b>	Mayor Kiernan McManus
<b>Mr. Anton Nikodemus, Treasurer</b>	Ms. Mary Beth Sewald..... <i>via phone</i>
Mr. Scott DeAngelo	Mr. Steve Thompson..... <i>via phone</i>
Mayor Pro Tem Michele Fiore..... <i>via phone</i>	Commissioner Lawrence Weekly
Mayor Carolyn Goodman..... <i>via phone</i>	

LVCVA Executive Staff present	Steve Hill, CEO/President
	Caroline Bateman, General Counsel
	Ed Finger, Chief Financial Officer
	Brian Yost, Chief Operating Officer
	Lori Nelson-Kraft, Sr. VP of Communications
	Kate Wik, Chief Marketing Officer
	Stana Subaric, Senior Vice President of People & Culture
	Constance Brooks, Vice President of Public Affairs and Diversity

**OPENING CEREMONIES – CALL TO ORDER**

Chair Larry Brown called the meeting to order at 9:01 a.m.

Caroline Bateman, General Counsel, took roll call of the Board members.

The Pledge of Allegiance was performed.

**COMMENTS FROM THE FLOOR BY THE PUBLIC**

Ed Uehling commented on the LVCVA's recent meeting agendas and expressed support for Agenda Item 2, Waiver of Monorail Non-Compete Zone.

Aleta Dupree (telephonically) elaborated on the reasons she is in support of Agenda Items 1 and 2, Bid #21-4677, Remove and Replace HVAC Units, and Waiver of Monorail Non-Compete Zone, respectively.

Ken Evans, President of the Urban Chamber of Commerce, (telephonically) thanked Member Weekly for his service to the LVCVA Board and commended his efforts in ensuring diverse participation in the LVCVA's projects.

## **APPROVAL OF AGENDA AND MINUTES**

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

Chair Brown acknowledged staff's request to withdraw Item 2 from the agenda, to which Steve Hill, Chief Executive Officer (CEO)/President confirmed and indicated suggestions were made subsequent to posting the agenda, in which the [Clark] County provided suggestions on refining the agenda item. Mr. Hill indicated a separate telephonic Board meeting would be held on December 10, 2020 at 4 p.m. for this item.

**Vice Chair Marilyn Spiegel moved, and it was carried by unanimous vote of the voting members, to approve the December 8, 2020, Regular Meeting of the Board of Directors amended agenda with the removal of Item 2, and to approve the minutes of the November 10, 2020, Regular Meeting of the Board of Directors.**

## **PRESENTATIONS**

### **Presentations by the LVCVA Staff**

Brian Yost, Chief Operating Officer, delivered a PowerPoint presentation on the Las Vegas Convention Center Phase Two West Hall expansion, including signage, parking lot, and sidewalk installation. Mr. Yost provided an update on the progress of the completion including total labor hours worked.

Mr. Yost provided an update on The Boring Company Vegas Loop project, including launch pit, solar canopies, and tunnel work. Mr. Yost shared pictures of the new tunnel "disco" lighting.

Kate Wik, Chief Marketing Officer, delivered a PowerPoint and video presentation on the LVCVA's marketing updates on the following: relaunch of the local "Keep Vegas Open" campaign, consumer strategy/EXTRA TV partnership, and Black Friday/Cyber Monday promotions in partnership with resort partners. Ms. Wik provided a preview of a New Year's Eve virtual event and contest and media coverage efforts.

Stana Subaric, Senior Vice President of People and Culture, congratulated Cheryl Smith, Director of MICE (Meetings, Incentives, Conferences and Exhibitions) and Specialty Markets, for recently being awarded the World Trade Centers Association's Champion Award of Connectivity.

Lori Nelson-Kraft, Senior Vice President of Communications, provided an update on the LVCVA's collaboration with the U.S. Travel Association on the "Let's Go There" campaign to stimulate travel in the near future.

Mr. Hill informed the Board of the anticipated closing date of the Monorail and bond funding transactions and reminded the Board of an upcoming Board meeting to discuss the Monorail's non-compete area. Mr. Hill informed the Board of upcoming approval requests regarding the Monorail and Convention Center Loop's operations and maintenance agreements and The Boring Company's groundbreaking of the connection between the Las Vegas Convention Center and Encore Resort.

Mr. Hill shared his thoughts on anticipated visitation during Memorial Day Weekend (2021) and attendance at the World of Concrete convention. Mr. Hill informed the Board that the LVCVA anticipates receiving a Temporary Certificate of Occupancy for the new West Hall on December 14, 2020 and congratulated and thanked everyone involved in that project.

Mr. Hill provided an update to comments he made at the previous Board meeting, stating the anticipated total project budget would result in a two percent overage rather than a one percent overage, and detailed the causes of the change including COVID-19 costs and contingencies. Mr. Hill stated a mediation with the architect is scheduled for February.

Mr. Hill informed the Board that the LVCVA is working in conjunction with the University of Nevada Las Vegas (UNLV) to add mural art to portions of its buildings, beginning with the South Hall.

Mr. Hill acknowledged that today was Chairman Brown and Member Lawrence Weekly's final meeting and presented videos in recognition of their service.

Member Weekly thanked the LVCVA for the opportunity to serve on its Board, described his experiences during his tenure, and expressed excitement for the future of the LVCVA.

Chair Brown thanked the Board, Mr. Hill, and staff for the opportunity to serve.

## **LVCVA STAFF REPORTS AND REQUESTED ACTIONS**

### **OPERATIONS DIVISION**

ITEM 1. **Bid #21-4677, Remove and Replace HVAC Units**

Mr. Yost requested that the Board consider: 1) Awarding Bid #21-4677, Remove and Replace HVAC Units, in the amount of \$642,246, to Mesa Energy Systems (d/b/a Emcor), Las Vegas, Nevada; and 2) Authorizing the Chief Executive Officer (CEO)/President to execute the contract documents.

Fiscal Impact

FY 2021: \$642,246 Expenditure

**Vice Chair Marilyn Spiegel moved, and it was carried by unanimous vote of the voting members to: 1) Award Bid #21-4677, Remove and Replace HVAC Units, in the amount of \$642,246, to Mesa Energy Systems (d/b/a Emcor), Las Vegas, Nevada; and 2) Authorize the Chief Executive Officer (CEO)/President to execute the contract documents.**

### **GENERAL GOVERNMENT DIVISION**

ITEM 2. **Waiver of Monorail Non-Compete Zone**  
WITHDRAWN

~~That the Board consider waiving the prohibition of potential competing transportation systems within the Las Vegas Monorail Non-Compete Zone.~~

~~For possible action.~~

ITEM 3. **Insurance Policies**

Ed Finger, Chief Financial Officer (CFO), requested that the Board consider authorizing the CFO to execute a revised insurance policy with FM Global, in the amount of \$328,000, to add the West Hall to the LVCVA's existing property insurance policy, for the policy period from January 1, 2021, through August 1, 2021.

Fiscal Impact

FY 2021: \$328,000 Expenditure

**Vice Chair Spiegel moved, and it was carried by unanimous vote of the voting members to authorize the Chief Financial Officer to execute a revised insurance policy with FM Global, in the amount of \$328,000, to add the West Hall to the LVCVA's existing property insurance policy, for the policy period from January 1, 2021, through August 1, 2021.**

ITEM 4. **Quarterly Budget and Statistical Report**

Mr. Finger presented the LVCVA Budget and Statistical Report for the quarter ending September 30, 2020 to the Board for their information and review.

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

## **COMMITTEES**

5. **Audit Committee Report and Recommendations**

The Audit Committee met on December 2, 2020 to discuss Items A-C. Audit Committee Vice Chair Kiernan McManus presented a report to the Board of Directors.

**Audit Committee Vice Chair McManus presented a report and gave the Committee's recommendations to the Board of Directors.**

**Item A. Comprehensive Annual Financial Report (CAFR) Fiscal Year Ended June 30, 2020**

That the Board review the fiscal year (FY) 2020 Comprehensive Annual Financial Report, including independent auditors' reports.

Bill Nelson, Assurance Partner with BDO USA LLP, provided a summary of the CAFR, audit results, and report on compliance with Senate Bill 1.

Mr. Finger delivered a presentation detailing the LVCVA's financial activity.

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

**Item B. Resolution to Augment Fiscal Year 2021 Budget**

That the Committee recommends to the Board of Directors: 1) Approval of the proposed budget augmentation and the associated Resolution 2020-05 to augment the FY 2021 Capital Projects Fund and LVCCD Capital Fund budgets.

Mr. Finger provided details on the proposed augmentation and requested Board approval of the Committee's recommendation.

**Audit Committee Vice Chair McManus moved, and it was carried by unanimous vote of the voting members to approve the proposed budget augmentation and the associated Resolution 2020-05 to augment the FY 2021 Capital Projects Fund and LVCCD Capital Fund budgets.**

**Item C. Internal Audit Report**

Vice Chair McManus provided a summary of the report on internal audit activities to The Board.

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

## **COMMENTS FROM THE FLOOR BY THE PUBLIC**

Daniel Braisted provided an update on his suggestion to test an oral salt solution for treatment of COVID-19 and provided examples of affiliate marketing and encouraged the use of empty convention space for affiliate marketing.

## **ADJOURNMENT**

Chair Brown adjourned the meeting at 10:11 a.m.

Respectfully submitted,

Date Approved: January 12, 2021

\_\_\_\_\_  
Silvia Perez  
Executive Assistant to the Board

\_\_\_\_\_  
Chair

**From:** [Daniel Braisted](#)  
**To:** [Silvia Perez](#)  
**Subject:** DB Input for Dec 8 Affiliate Marketing  
**Date:** Monday, December 7, 2020 4:49:16 PM

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Dec 7, 2020

Dear LVCVA Board

>> Delta Airlines hands out credit card applications, at the end of their flights, for a major Credit Card Company

If just five travelers send in that credit card application in, the credit card company sends Delta Airlines a check, that covers at least the Flight Crew's payroll for that flight. They send the check, just for the completed application, whether or not the application is approved,

>> In the past, if you were registered with NetFlix, and encouraged me to try NetFlix, by sending me a special link, it is reported NetFlix would send you \$18, just for the referral. It didn't matter if I kept the membership after the 30 free trial.

Those are just two examples of what is called affiliate marketing. Affiliate marketing is a way to market products without paying for sales reps. There is a website called Click Bank, and others, that list various companies' offers and their needed qualifications.

I ask that County/State Leadership consider having regular a shows, in idle convention space is Southern Nevada, featuring items made in State of Nevada.

1) To market to those in State, and reach out to citizens, who want to represent the products displayed, nationally and worldwide, via those companies' affiliate marketing programs.

No booths would be needed for the shows. Quick in and setups, and quick take downs..

The affiliates sell the items and the companies' handle the shipping. The companies' pay the affiliate when checks clear.

Out of state buyers would be welcome to walk the floors

Daniel Braisted  
Resident  
702-365-1833 ok2txt

**From:** [Daniel Braisted](#)  
**To:** [Silvia Perez](#)  
**Subject:** DB For LVCVA Records Covid-19 Testing Lab  
**Date:** Tuesday, December 8, 2020 8:02:50 AM

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Sylvia Perez:

Info:

This is a lab that tests different products for their effectiveness against Covid-19

Michael Griesbauer  
Director, Business Development  
Pharmaceutical/Biotech Services-Toxicology/Animal Health/Infectious Disease

Work: (816) 526-5272  
Cell: (816) 304-8182

MRIGlobal image



425 Volker Boulevard  
Kansas City, MO 64110-2241

[www.mriglobal.org](http://www.mriglobal.org)

For them to check out my hypothesis that diluted salt spray in the mouth would lessen the chance of getting Covid-19 would cost \$20,000. They would do various tests at different strengths at that price.

Side note... They are testing various mouthwash solutions from third parties

Daniel Braisted  
Resident  
702-365-1833