



**Regular Meeting of the Board of Directors  
November 12, 2024  
Minutes**

The Regular Meeting of the Board of Directors (Board) of the Las Vegas Convention and Visitors Authority (LVCVA) was held on November 12, 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*

<b>Commissioner Jim Gibson, Chair</b>	Ms. Jan Jones Blackhurst..... <i>virtual</i>
<b>Mr. Brian Gullbrants, Vice Chair</b>	Commissioner Michael Naft
<b>Mayor Pamela Goynes-Brown, Secretary</b>	Mayor Michelle Romero
<b>Mr. Steve Thompson, Treasurer</b>	Ms. Mary Beth Sewald..... <i>virtual</i>
Councilman Cedric Crear	Councilman Steve Walton
Mayor Carolyn Goodman..... <i>virtual</i>	Councilman Brian Wursten
Ms. Ann Hoff	

LVCVA Executive Staff present	Steve Hill, CEO/President
	Caroline Bateman, General Counsel
	Ed Finger, Chief Strategy Officer
	Brian Yost, Chief Operating Officer
	Kate Wik, Chief Marketing Officer
	Jim McIntosh, Chief Financial 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.

The Pledge of Allegiance was performed.

**COMMENTS FROM THE FLOOR BY THE PUBLIC**

There were no comments from the floor by the public.

**APPROVAL OF AGENDA AND MINUTES**

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**Secretary Pamela Goynes-Brown moved, and it was carried by unanimous vote of the voting members, to approve the November 12, 2024 Regular Meeting of the Board of Directors agenda, and to approve the minutes of the October 8, 2024 Regular Meeting of the Board.**

## **PRESENTATIONS**

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

Kate Wik, Chief Marketing Officer, provided information on the number of nominations received for the Hospitality Heroes awards program during calendar year 2024 and since its inception. She shared videos recognizing fourth quarter Hospitality Hero Award winners Jackie Barba, Slot Floor Attendant at Harrah's Las Vegas, and Annette Gomes, Senior Manager of Human Resources at The Venetian Resort Las Vegas. Chair Gibson and Steve Hill, LVCVA Chief Executive Officer (CEO)/President presented the awards to the recipients.

Brian Yost, Chief Operating Officer, delivered a presentation on Las Vegas Convention Center (LVCC) building updates including SEMA SHOW 2024, Diving Equipment and Marketing Association (DEMA) Show 2024, ComplexCon, and SnowJam Expo.

Mr. Yost presented an update on recent sporting events held in Las Vegas including two matches from the CONMEBOL Copa America USA 2024 and the NHL Draft. He recognized Abriana Buffalino and Spencer Schaff of the LVCVA's Sports and Special Events department for their coordination efforts during the Copa America matches.

Mr. Yost presented an update on the LVCC Phase Three Renovation project including progress on the atrium and grand lobby spaces, near-completion of glazing and metal panels, new desert-friendly landscaping, installation of new escalators, and the installation of a new ADA-compliant ramp.

Mr. Yost discussed U.S. Navy Week in Las Vegas and shared information on engagements held alongside Rear Admiral Joaquin J. Martinez de Pinillos that generated more than 8 million combined impressions. Mr. Yost thanked Board members for their participation in those engagements. He highlighted Navy Week events including performances from the Navy Band Northwest, sporting events, community service initiatives, and visits to local schools.

Ms. Wik highlighted an ad placement by the LVCVA in the *Las Vegas Review-Journal* expressing gratitude for the continued achievements of Las Vegas Aces basketball players. She reported that each player received an end-of-season ambassador gift box with Las Vegas-branded merchandise to continue representing the destination during the off-season. Ms. Wik shared that the players' content showcasing spa and dining experiences reached their 5.7 collective followers and amplified visibility for the Las Vegas Aces and the Las Vegas destination.

Ms. Wik provided information on the LVCVA's National Football League (NFL) United Kingdom (UK) Sponsorship including data on overall audience attendance and U.S. and UK viewership. She described the assets featured as part of the sponsorship including arena signage, jumbotron spots, and social and in-stadium activations. Ms. Wik discussed the access provided by the sponsorship that enabled the LVCVA's Destination Group Sales department to build new, and reinforce existing, relationships with customers by hosting them at the NFL UK sporting events. She reported that the Building Sales and International Sales teams also hosted several of the LVCVA's top clients during those events. Ms. Wik detailed the consumer media outlets represented by journalists hosted by the LVCVA's Public Relations (PR) department.

Ms. Wik discussed pre-promotion efforts related to the 2nd annual Formula 1 (F1) Las Vegas Grand Prix including national partnerships with high-reaching partners using a combination of paid and earned media efforts. She noted that pre-promotion efforts are expected to produce more than 95 million impressions domestically. Ms. Wik shared clips from *Good Morning America* and Extra TV highlighting F1 and sports in Las Vegas. She discussed a partnership with travel expert Gabe Saglie for a feature piece on the F1 Las Vegas Grand Prix. Ms. Wik discussed social media pre-promotion efforts for the F1 Las Vegas Grand Prix including campaigns on various platforms and partnerships with influencers. She highlighted the use of other select races to promote the F1 Las Vegas Grand Prix and described a roaming activation at a recent F1 race in Mexico.

Ms. Wik described the LVCVA's float for the Las Vegas PRIDE Parade and provided information on the parade including attendance and number of parade entries. She shared the number of social media impressions

resulting from efforts with LBGTQ partners. Ms. Wik detailed the LVCVA's partnership with pride influencers On Airplane Mode and The Old Gays.

Ms. Wik highlighted international marketing efforts during the Brand USA's Travel Week and World Travel Market (WTM) London events and provided information on attendance and one-on-one meetings conducted.

Ms. Wik discussed marketing efforts related to the welcoming of Aer Lingus and its inaugural direct flight to Las Vegas from Dublin, Ireland. She provided information on the frequency of service, number of resulting inbound seats, and number of resulting social media impressions from the combined efforts of the LVCVA, Harry Reid International Airport, and Aer Lingus.

Ms. Wik provided information on Volaris Airlines and its new direct service to Las Vegas from Tijuana, Mexico.

Mr. Hill provided that today's meeting would be the last meeting for Members Carolyn Goodman and Cedric Crear. He commented on Member Crear's number of inquiries during his tenure on the Board, expressed appreciation for his service to the Las Vegas community and the LVCVA, and presented him with a signed frame.

Mr. Hill shared a video recognizing the service of Member Goodman during her 13 years on the Board. Member Goodman thanked Mr. Hill and the Board.

Member Crear expressed appreciation for the opportunity to serve on the LVCVA Board, the Las Vegas City Council, and the Nevada System of Higher Education Board of Regents. He encouraged the Board and executives to continue promoting Las Vegas and thanked the LVCVA and the Board.

Chair Gibson expressed appreciation for the contributions of Members Crear and Goodman to the Board.

Mr. Hill informed the Board that the LVCVA closed escrow on the land sale of the former Riviera property, expressed excitement for the future development of that site, and thanked Ms. Bateman and Chief Strategy Officer Ed Finger for their work on the land sale. He thanked Brett Torino and Ron Hall for following through on their commitment.

Chair Gibson announced that today was Member Brian Wursten's final Board meeting and expressed appreciation for Member Wursten's representation of Mesquite on the Board.

Mr. Hill discussed the opportunity to engage the Las Vegas Aces basketball team players more thoroughly during the post-season via the LVCVA's sponsorship agreements with them. He commented on the ongoing Women's National Basketball Association's (WNBA) investigation of the sponsorship, noted that he has answered questions pertaining to the investigation, and assured that LVCVA is open to listening to any other concerns that the WNBA may express.

Mr. Hill provided an update on the progress of the Clark County Stadium Authority as related to the major agreements involved in negotiations for the proposed baseball stadium in Las Vegas for the A's Major League Baseball team. He thanked Ms. Bateman, Mr. Finger, and Clark County Commission staff for their participation in that effort.

Mr. Hill expressed excitement for the upcoming F1 Las Vegas Grand Prix and thanked Terry Miller of Miller Project Management, LLC, and Formula 1 staff, for their efforts in minimizing the disruption caused by the event to the community.

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

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

- ITEM 1. **Bid #24-4833, PWP CL 2024-444, Central Plant Upgrade**  
Randy Shingleton, Vice President of Facilities, detailed the proposed modernization of the LVCC's Central Cooling Plant includes updating current equipment with more efficient and

sustainable chillers and pumps. He noted that the proposed project aligns with a new Southern Nevada Water Authority mandate to reduce evaporative cooling. Mr. Shingleton informed the Board that three local companies participated in the pre-bid conference and job walk and that the total bid price of the proposed contract includes a 10% owner-controlled contingency in the amount of \$2,557,343. He provided that Staff recommends awarding the bid to Ryan Mechanical, Inc. and that Ryan Mechanical, Inc. has committed to thoroughly investigating all potential applicable rebates that the project qualifies for. Mr. Shingleton requested that the Board considers: 1) Awarding Bid #24-4833, Central Plant Upgrade, to Ryan Mechanical, Inc., Las Vegas, Nevada; 2) Authorizing the CEO/President to execute an agreement with Ryan Mechanical, Inc., to modernize the Las Vegas Convention Center's Central Cooling Plant, in the amount of \$28,130,772; and 3) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact

FY 2025: \$28,130,772 Expenditure (Includes 10% Owners Controlled Contingency)

**Member Michael Naft moved, and it was carried by unanimous vote of the voting members, to: 1) Award Bid #24-4833, Central Plant Upgrade, to Ryan Mechanical, Inc., Las Vegas, Nevada; 2) Authorize the CEO/President to execute an agreement with Ryan Mechanical, Inc., to modernize the Las Vegas Convention Center's Central Cooling Plant, in the amount of \$28,130,772; and 3) Authorize any residual unexpended balances from this authorization to revert to available general funds.**

ITEM 2.

**Utility Carts Purchase – Columbia Vehicle Group**

Darren Davis, Senior Vice President of Guest Experience, provided information on the LVCVA's usage of utility carts and its current fleet. He provided that the proposed purchase would be for 13 electric carts for use by the Customer Safety, Facility Services, Engineering, and Convention Services departments. Mr. Davis provided information on the benefits of utilizing cooperative purchasing organizations and noted that the LVCVA proposes utilizing a mutual use agreement with cooperative purchasing organization Omnia Partners. He noted that the LVCVA's current fleet has exceeded the manufacturer-recommended useful life period and he requested that the Board considers authorizing the CEO/President to execute an agreement with Columbia Vehicle Group, in the amount of \$282,402.45 for the purchase of utility carts.

Fiscal Impact

FY 2025: \$282,402.45 Expenditure

**Vice Chair Brian Gullbrants moved, and it was carried by unanimous vote of the voting members, to authorize the CEO/President to execute an agreement with Columbia Vehicle Group, in the amount of \$282,402.45 for the purchase of utility carts.**

ITEM 3.

**Amendment to Clark County Self-Funded Interlocal Medical & Dental Benefits Plan Agreement**

Nadine Jones, Senior Vice President of People & Culture, provided that the proposed changes to the Interlocal Agreement includes a 5% increase to the Self-Funded Preferred Provider Organization (PPO) and Exclusive Provider Organization (EPO). She noted that the incremental cost of \$290,000 for calendar year 2025 would be absorbed by the LVCVA and not its ambassadors. Ms. Jones stated that there were no other significant proposed plan changes, and that the administrative and moderate modifications were included in the meeting materials. She requested that the Board approves and authorizes the Board Chair to sign an amendment to the Interlocal Agreement for the Health, Accident, and Life Benefit Program (Plan) among Clark County, the LVCVA, the Clark County Water Reclamation District, the University Medical Center of Southern Nevada, the Las Vegas Valley Water District, the Clark County Regional Flood Control District, the Regional Transportation Commission of Southern Nevada, the Southern Nevada Health District, Henderson District

Public Libraries, Mount Charleston Fire Protection District, the Las Vegas Metropolitan Police Department, the Moapa Valley Fire Protection District, and the Eighth Judicial District Court to: 1) adopt an increase to Plan rates (the increase in Plan rates are outlined in this agenda item's supporting materials), and 2) adopt Plan changes for the Self-Funded PPO and the EPO Medical and Dental Benefits Plans.

Fiscal Impact

5% PPO rate increase - \$170,000 for 2025 plan year

5% EPO rate increase - \$120,000 for 2025 plan year

FY25 – \$3.3 million total spend PPO

\$2.2 million total spend EPO

FY26 - \$3.6 million total spend PPO

\$2.6 million total spend EPO

**Vice Chair Gullbrants moved, and it was carried by unanimous vote of the voting members, to approve and authorize the Board Chair to sign an amendment to the Plan among Clark County, the LVCVA, the Clark County Water Reclamation District, the University Medical Center of Southern Nevada, the Las Vegas Valley Water District, the Clark County Regional Flood Control District, the Regional Transportation Commission of Southern Nevada, the Southern Nevada Health District, Henderson District Public Libraries, Mount Charleston Fire Protection District, the Las Vegas Metropolitan Police Department, the Moapa Valley Fire Protection District, and the Eighth Judicial District Court to: 1) adopt an increase to Plan rates (the increase in Plan rates are outlined in this agenda item's supporting materials), and 2) adopt Plan changes for the Self-Funded PPO and the EPO Medical and Dental Benefits Plans.**

ITEM 4.

**Las Vegas Monorail Liability Insurance Policy**

Mr. Finger provided that the Las Vegas Monorail's current liability insurance policy was originally placed as part of a competitive Board-approved insurance program. He noted that the current broker is Alliant Insurance Services and that the cost of placement has increased approximately 6% year-over-year. Mr. Finger requested that the Board considers authorizing the Chief Strategy Officer to execute a Las Vegas Monorail liability insurance policy with Westchester, a Chubb Company (Chubb), in the amount of \$722,105 for the policy period from December 10, 2024, through December 10, 2025.

Fiscal Impact

FY 2024: \$400,512 Expenditure

FY 2025: \$321,593 Expenditure

**Secretary Goynes-Brown moved, and it was carried by unanimous vote of the voting members, to authorize the Chief Strategy Officer to execute a Las Vegas Monorail liability insurance policy with Westchester, a Chubb Company (Chubb), in the amount of \$722,105 for the policy period from December 10, 2024, through December 10, 2025.**

ITEM 5.

**Quarterly Budget and Statistical Report**

Jim McIntosh, Chief Financial Officer, presented the LVCVA's Budget and Statistical Report for the quarter ending September 30, 2024. He reported that room tax earnings have increased 9.9% over the prior year due to a rise in average daily rates. Mr. McIntosh reported that total operating revenues in the General Fund are 7.8% higher than the previous year. He provided that the investment report reflects compliance with all policy requirements including weighted maturities, return on investment, and diversification and noted that the effective rate of the whole portfolio is approximately 4.05%.

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

ITEM 6. **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**

Daniel Braisted asked if any of the utility carts purchased would include carts that can transport people from the west end of the Diamond Parking Lot to the West Hall. He asked if the F1 Las Vegas Grand Prix would be televised at any of the local libraries or dining halls. Mr. Braisted congratulated the elected officials who won their races and expressed disappointment that none of the candidates discussed the promotion of conventions. He suggested the installation of an alert system that provides notification when certain lighting in the LVCC facility is not operating properly. Mr. Braisted encouraged that government and private sources offer scholarships and grants to allow locals to attend and report on conventions. He provided information on the upcoming A4M medical convention and encouraged conversation about alternative options for health-related matters.

Pamela Holmes, Lead Usher at Virgin Las Vegas, provided information on an upcoming strike related to union contract negotiations. She stated that Virgin Las Vegas continues to insist on a zero wage increase and she encouraged the leaders of the Las Vegas tourism industry to advise Virgin Las Vegas to sign a fair contract with its union. Ms. Holmes asked that visitors to Las Vegas do not cross the picket lines and requested the Board's solidarity and support.

Shaundell Newsome thanked Members Crear, Goodman, and Wursten for their service. He expressed gratitude for the opportunity to be able to participate in the National Navy Week events with Rear Admiral Martinez de Pinillos. Mr. Newsome described the significance of Veterans Day to him and his family and commented on the impact of NFL Super Bowl LVIII on small businesses and non-profit organizations. He commented on Ms. Wik's assistance with media presence at the 2024 Dr. Martin Luther King, Jr. Parade and provided that information related to the 2025 Dr. Martin Luther King, Jr. Parade would be forthcoming. Mr. Newsome provided a reminder that small businesses employ many Las Vegas residents and encouraged keeping small businesses engaged and involved with the LVCVA's activities.

**ADJOURNMENT**

Chair Gibson adjourned the meeting at 10:06 a.m.

Respectfully submitted,

Date Approved: December 10, 2024

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Silvia Perez  
Executive Assistant to the Board

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James B. Gibson  
Chair