



**Regular Meeting of the Board of Directors  
November 8, 2022  
Minutes**

The Regular Meeting of the Board of Directors (Board) of the Las Vegas Convention and Visitors Authority (LVCVA) was held on November 8, 2022 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.

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**Board of Directors (Board)**

*Present unless otherwise noted*

<b>Councilman John Marz, Chair</b>	Mr. Brian Gullbrants
<b>Mr. Anton Nikodemus, Vice Chair</b>	Ms. Jan Jones Blackhurst..... <i>via phone</i>
<b>Commissioner Jim Gibson, Secretary</b>	Mayor Kiernan McManus
<b>Mr. Scott DeAngelo, Treasurer</b>	Commissioner Michael Naft
Councilwoman Michele Fiore..... <i>via phone</i>	Ms. Mary Beth Sewald
Mayor Carolyn Goodman	Mr. Steve Thompson
Councilwoman Pamela Goynes-Brown	Councilman Brian Wursten..... <i>via phone</i>

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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
	Lisa Messina, Chief Sales Officer
	Lori Nelson-Kraft, Senior Vice President of Communications
	Nadine Jones, Senior Vice President of People & Culture

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**OPENING CEREMONIES – CALL TO ORDER**

Chair John Marz called the meeting to order at 9:01 a.m.

Caroline Bateman, General Counsel, acknowledged that all Board members were present either in person or telephonically.

The Pledge of Allegiance was performed.

**COMMENTS FROM THE FLOOR BY THE PUBLIC**

Mr. Dylan Schoenhard requested the Board’s support on the Culinary Union’s attainment of a new contract with Centerplate and provided information on contract history, staffing, and compensation requests.

Ed Uehling referenced a letter he provided to the Board and noted some errors on it. (Mr. Uehling later provided a revised letter correcting those errors, both are attached.) Mr. Uehling commented on the Minutes from the October 11, 2022 Regular Meeting of the Board and clarified that he did not intend to “attack” Billy Vassiliadis and stated he provided facts rather than an opinion, regarding Las Vegas tourism statistics. Mr. Uehling provided his thoughts on the Board’s lack of action on helping increase the number of tourists to Las Vegas.

ET Snell referenced Agenda Item 4, Quarterly Budget & Statistical Report, and provided a handout from a recent Barstow Council meeting he attended, to Chief Executive Officer (CEO)/President Steve Hill. Mr. Snell commented on the operation of rest stops and the roads between Barstow and Las Vegas. Mr. Snell provided information on an upcoming meeting of the California Nevada Highway Safety Corridor Authority.

Cyrus Hojjaty thanked the Board for its time, to which Chair Marz asked what agenda item he would be speaking on and reminded Mr. Hojjaty that the first public comment was reserved for items on the agenda. Mr. Hojjaty stated that he would reserve comment until the second public comment period.

## **APPROVAL OF AGENDA AND MINUTES**

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

**Secretary Jim Gibson moved, and it was carried by unanimous vote of the voting members, to approve the November 8, 2022, Regular Meeting of the Board of Directors agenda, and to approve the minutes of the October 11, 2022 Regular Meeting of the Board of Directors.**

## **PRESENTATIONS**

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

Brian Yost, Chief Operating Officer, delivered a PowerPoint and video presentation on building updates including the Specialty Equipment Manufacturers Association (SEMA) show, Mecum Car Auction, International Pool, Spa and Patio Expo, MJBizCon, and the LDI lighting design show.

Mr. Yost recognized Deanna Hrycak Banks, General Manager for Sodexo at the Las Vegas Convention Center, for receiving the Rising Star Award at Sodexo Live's 2022 Annual Conference.

Kate Wik, Chief Marketing Officer, highlighted the Formula 1 (F1) 2023 Las Vegas Grand Prix launch party including community activations and a fan fest.

Mr. Yost thanked everyone involved with making the F1 launch party a success.

Ms. Wik provided details on the digital media impressions driven by the launch events, and shared video content from the LVCVA's social media channels.

Ms. Wik highlighted the Las Vegas October Pride Month and the Las Vegas Pride Portal and shared a recap video of the activations.

Ms. Wik shared clips from the *Today Show's* Halloween "Viva Las Vegas" themed episode.

Ms. Wik thanked everyone involved in the destination's hosting of Routes World 2022, and provided results including numbers of attendees, exhibitors and meetings conducted during the conference.

Ms. Wik highlighted the inaugural Professional Bull Riders (PBR) Team Series Championship events recently held at T-Mobile Arena and shared an introductory video for the event.

Mr. Hill provided information on Staff's recent trip to Houston, Texas for the purpose of presenting to the National Collegiate Athletic Association (NCAA) Men's Basketball Championship Committee, in hopes of bringing a Final Four game to Las Vegas.

Mr. Hill highlighted records set during the 2022 SEMA show including passenger data for the Las Vegas Monorail and the Las Vegas Convention Center (LVCC) Loop.

Mr. Hill provided an update on the LVCVA's pending land sale transaction for the former Riviera parcel and provided the anticipated closing date.

Mr. Hill thanked LVCVA Staff, R&R Partners, Clark County staff, and the Las Vegas Metropolitan Police Department for their efforts on the F1 kickoff events and launch party.

Mr. Hill recognized that today's board meeting was the last one for outgoing Board Members Mayor Kiernan McManus and Councilwoman Michele Fiore. Mr. Hill thanked both Mayor McManus and Councilwoman Fiore for their service on the LVCVA's Board.

Mr. Hill recognized Lisa Messina, LVCVA Chief Sales Officer, for recently receiving *Smart Meetings Magazine's* Catalyst Award and being featured on the magazine's cover.

Mr. Hill informed the Board of a potential future request to transfer money into the LVCVA's Capital Funds for the purposes of continued development of the Las Vegas Convention Center District and construction of the LVCVA's new office space.

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

### **OPERATIONS DIVISION**

ITEM 1. **American Express Advertising & Sponsorship Agreement Extension**

Mr. Yost provided information on the history and function of the American Express Open Lounge that operates at the LVCC, and requested that the Board consider authorizing the CEO/President to execute an extension to the Advertising and Sponsorship Agreement with American Express Open, in the amount of \$875,000, for the period from November 1, 2022 to December 31, 2023.

Fiscal Impact

FY 2023: \$500,000 Revenue

FY 2024: \$375,000 Revenue

**Vice Chair Anton Nikodemus moved, and it was carried by unanimous vote of the voting members to authorizing the CEO/President to execute an extension to the Advertising and Sponsorship Agreement with American Express Open, in the amount of \$875,000, for the period from November 1, 2022 to December 31, 2023.**

### **GENERAL GOVERNMENT DIVISION**

ITEM 2. **Public Hearing on the Proposed Modification to the Collective Bargaining Agreement with Service Employees International Union (SEIU) Local 1107**

Nadine Jones, Vice President of People & Culture, specified that the three new positions Staff recommended adding to the Collective Bargaining Agreement (CBA) with the SEIU Local 1107 would fall within the Maintenance department and have been budgeted in the FY 2023 budget. Ms. Jones explained that there is no economic impact associated with this request. Ms. Jones stated the titles of the three potential new positions were Kitchen Technician, Laborer, and Lead Groundskeeper. Ms. Jones requested that the Board consider, pursuant to NRS 288.153: 1) Conducting a public hearing on the proposed modification to the Collective Bargaining Agreement (CBA) between the LVCVA and SEIU, effective November 8, 2022 to add new titles, grades, and seniority to the bargaining unit classifications of the CBA; and 2) Authorizing the CEO/President to execute the CBA modification.

**[Chair Marz opened the Public Hearing on the proposed modification to the CBA between the LVCVA and SEIU Local 1107](#)**

There was no discussion of the proposed modification by any interested person.

**Chair Marz closed the Public Hearing on the proposed modification to the CBA between the LVCVA and SEIU Local 1107**

**Secretary Gibson moved, and it was carried by unanimous vote of the voting members to authorize the CEO/President to execute the CBA modification.**

- ITEM 3. **Purchase of Laptop Computers and Associated Peripherals - SHI International, Inc.**  
Ed Finger, Chief Financial Officer, provided specifications for the computers and the quotes Staff received. Mr. Finger explained that even though the current request falls below the CEO/President's signature authority, existing software contracts with SHI, International, Inc. combined with this request, amount to more than the CEO/President's signature authority and therefore require the Board's approval. Mr. Finger requested that the Board consider: 1) Awarding the contract for the purchase of laptop computers to be utilized by LVCVA ambassadors to SHI, International, Inc. in an amount not to exceed \$229,500; 2) Authorizing the CEO/President to sign and execute the contract documents; and 3) Authorizing any residual unexpended balances from this approved expenditure to revert to available general funds.

Fiscal Impact  
FY 2023: \$229,500 Expenditure

**Vice Chair Nikodemus moved, and it was carried by unanimous vote of the voting members to: 1) Award the contract for the purchase of laptop computers to be utilized by LVCVA ambassadors to SHI, International, Inc. in an amount not to exceed \$229,500; 2) Authorize the CEO/President to sign and execute the contract documents; and 3) Authorize any residual unexpended balances from this approved expenditure to revert to available general funds.**

- ITEM 4. **Quarterly Budget & Statistical Report**  
Mr. Finger presented the LVCVA Budget and Statistical Report for the quarter ending September 30, 2022, to the Board, providing room tax, facility revenues, expenditures and investment information.

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

- ITEM 5. **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 Las Vegas Convention Center District (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 information item and did not require Board action.

## **COMMITTEES**

6. **Audit Committee Report and Recommendations**  
The Audit Committee met on November 7, 2022, to discuss items A-E below. Audit Committee Chair Kiernan McManus presented the report as follows:

**Item A. Annual Comprehensive Financial Report (ACFR) Fiscal Year Ended June 30, 2022**

Audit Committee Chair McManus stated that the Audit Committee was presented an unqualified, clean audit opinion on the LVCVA's financial statements and invited Lealan Miller of Eide Bailly, LLP to the podium to discuss the findings.

Mr. Miller thanked members from the Finance Department for their efforts in the “successful” audit, and confirmed that Eide Bailly issued an unqualified opinion, that no entries were identified as needing to be posted, and all report issuance deadlines were met.

Audit Committee Chair McManus thanked Eide Bailly for its work, and congratulated Staff on receiving clean audit results.

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

Item B. Resolution to Augment Fiscal Year 2023 Budget

Mr. Finger described [Nevada] State Law requirements for a budget augmentation and provided details on the LVCVA’s 2022 General Fund Income Statement including beginning original budgeted vs. final Fund balances and sources, and previously unbudgeted resources. Mr. Finger detailed the proposed augmentation use for transfer between the General Fund to the Capital Projects and LVCCD Capital Funds for the purpose of relocating the administrative offices and continuing work on the LVCCD Phase Three project. Mr. Finger provided details on the LVCVA’s ending General Fund balance and economic reserve.

Audit Committee Chair McManus confirmed that the Audit Committee approved the proposed budget augmentation and the adoption of the associated Resolution 2022-05 to augment the FY 2023 General Fund, Capital Projects Fund, and Las Vegas Convention Center District (LVCCD) Capital Fund budgets and made a motion for the Board’s approval.

Fiscal Impact

FY 2023 - General Fund:

Increase in budgeted resources:

Beginning General Fund fund balance \$40,000,000

Increase in transfers out:

Transfers Out (Capital Projects Fund) \$30,000,000

Transfers Out (LVCCD Capital Fund) \$10,000,000

FY 2023 – Capital Projects Fund:

Increase in budgeted resources:

Transfers In (General Fund) \$30,000,000

Increase in budgeted appropriations:

Capital Outlay \$30,000,000

FY 2023 – LVCCD Capital Fund:

Increase in budgeted resources:

Transfers In (General Fund) \$10,000,000

Increase in budgeted appropriations:

Capital Outlay \$10,000,000

**Audit Committee Chair McManus moved, and it was carried by unanimous vote of the voting members to approve the proposed budget augmentation and the adoption of the associated Resolution 2022-05 to augment the FY 2023 General Fund, Capital Projects Fund, and Las Vegas Convention Center District (LVCCD) Capital Fund budgets.**

Item C. Internal Audit Reports

Audit Committee Chair McManus stated that the Audit Committee received a report on the progress of the approved internal audit plan including objectives, reported findings, and next steps.

Mr. Finger provided details on the scopes of the Human Resources and Information Technology audits that were conducted by BDO USA, LLP. Mr. Finger stated that there were a number of observations on the need to improve policies and procedures, and that management responded by making recommendations to the Audit Committee.

Audit Committee Chair McManus confirmed that the identified problems have been addressed.

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

Item D. Proposed 2023 Audit Plan

Mr. Finger described the qualitative and quantitative risk assessment process and shared a list of the areas considered for the proposed 2023-2025 audit plan, detailing the timeline of specific audits to be conducted by BDO USA, LLP, as well as other third-party reviews.

Audit Committee Chair McManus stated that the Audit Committee approved the calendar year 2023 audit plan and recommends its approval to the Board.

Member Carolyn Goodman asked if there has been any recommendation for an increase on insurance as a preventative measure, to which Mr. Finger responded that this was considered in Staff's recommendation to hire a new third party insurance broker, that was recently approved by the Board.

Member Goodman emphasized the importance of evaluating internet security.

**Vice Chair Nikodemus moved, and it was carried by unanimous vote of the voting members to approve the proposed 2023 audit plan.**

Item E. Reappointment of Internal Audit Firm

Audit Committee Chair McManus confirmed that the Audit Committee approved Staff's recommendation to: 1) Reappoint BDO USA, LLP as the internal audit firm for the period from January 1, 2023, through December 31, 2023, in the amount of \$225,000; 2) Authorize for the Chief Financial Officer (CFO) to exercise two optional one-year extensions with BDO in the amount of \$225,000 per year; and 3) Authorize for the CFO to execute the agreements, and moved for the Board's approval.

Member Mary Beth Sewald disclosed that she is employed by the Vegas Chamber where she serves as President & CEO, and that Item E contemplates the reappointment of BDO USA, LLP as the LVCVA's internal audit firm. Member Sewald stated that Bill Nelson, Partner of BDO USA, LLP, serves on the Vegas Chamber Board of Trustees. While Mr. Nelson serves on the Vegas Chamber Board of Trustees, he is not a member of its executive committee, and therefore does not exercise a supervisory role over Member Sewald in her official capacity. Member Sewald stated that the independence of judgement of a reasonable person in her situation would not materially affect her position with the Vegas Chamber, and therefore will be voting on Agenda Item 6E.

**Vice Chair Nikodemus moved, and it was carried by unanimous vote of the voting members to: 1) Reappointment of BDO USA, LLP as the internal audit firm for the period from January 1, 2023, through December 31, 2023, in the amount of \$225,000; 2) Authorize for the CFO to exercise two optional one-year extensions with BDO in the amount of \$225,000 per year; and 3) Authorize for the CFO to execute the agreements, and moved for the Board's approval.**

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**COMMENTS FROM THE FLOOR BY THE PUBLIC**

Mr. Hojjaty requested a meeting to discuss the effectiveness of shut-down mandates over the past three years, and commented on housing prices, hotel fees and quality of service, and the increasing violence on the Las Vegas Strip. Mr. Hojjaty provided thoughts on local government structure, the Las Vegas Loop, and new hotels in Las Vegas.

Mr. Snell commented on the development of the two-way road between Las Vegas and Barstow and emphasized the need of examining its safety. Mr. Snell provided information on an upcoming meeting of the California Nevada Highway Safety Corridor Authority and provided an update of his request to the San Bernardino Coroner's Office regarding highway deaths on the two-lane road between Las Vegas and Barstow. Mr. Snell requested support of the California Nevada Highway Safety Corridor Authority.

Mr. Uehling questioned the impact of social media impressions on the revenue of Las Vegas and recited a portion of the LVCVA's mission statement, emphasizing the importance of the "to attract visitors" portion of that statement. Mr. Uehling provided his thoughts on the rate of increase of visitors to Las Vegas and stated that the LVCVA is "focusing on the wrong things" and "discouraging visitors." Mr. Uehling described a friend's recent experience with hotel pricing. Mr. Uehling reiterated the purpose of the LVCVA as being "to attract visitors."

**ADJOURNMENT**

Chair Marz adjourned the meeting at 10:15 a.m.

Respectfully submitted,

Date Approved: December 13, 2022

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Silvia Perez  
Executive Assistant to the Board

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John Marz  
Chair

8November2022

To: Members of the LVCVA Board of Directors  
From: Ed Uehling [ed.uehling@yahoo.com](mailto:ed.uehling@yahoo.com), 702-808-6000  
Re: Minutes of October 11, 2022 meeting as reported in today's agenda

Dear members of the Board:

The LVCVA usually does a better-than-average job of reporting public comments, however, it's accounting of my comments (Ed Uehling provided his opinion of the work of Mr. Billy Vassiliadis of R&R Partners .....” at the October 11 meeting is inaccurate and misleading on several levels:

1. I was not providing an opinion; I provided concrete data about the absurdly low improvement in tourism numbers in the 15 years since 2007 (39,000,000 tourists). That figure is 43,000,000 in 2016, about 0.3% increase per year for the #1 tourist destination in the world, during a period producing about 5%/year tourism increase globally.
2. The only reason for my reference to Billy Vassiliadis, for whom I have great admiration, was that I hoped his presentation (on the same agenda) would explain that disaster (my opinion that should be a major concern for the LVCVA Board) and offer hope for some solution.

Ironically, he presented a program of advertising that will REDUCE tourism. Rather than express concern y'all endorsed his plan.

I'm not attacking Billy. I'm attacking this do-nothing board that offers nothing, but welcomes all kinds of gifts from the people and institutions you are supposed to be supervising and stand by as a tacit agreement of mutual cooperation between the community and the resort industry that has existed since 1947 or earlier.



8November2022

To: Members of the LVCVA Board of Directors  
From: Ed Uehling [ed.uehling@yahoo.com](mailto:ed.uehling@yahoo.com), 702-808-6000  
Re: Minutes of October 11, 2022 meeting as reported in today's agenda

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