



**Regular Meeting of the Board of Directors  
October 10, 2023  
Minutes**

The Regular Meeting of the Board of Directors (Board) of the Las Vegas Convention and Visitors Authority (LVCVA) was held on October 10, 2023, 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*

**Commissioner Jim Gibson, Chair**  
**Mr. Anton Nikodemus, Vice Chair**  
**Mayor Pamela Goynes-Brown, Secretary**  
**Mr. Scott DeAngelo, Treasurer**  
Councilman Cedric Crear  
Mayor Carolyn Goodman  
Mr. Brian Gullbrants

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

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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 Jim Gibson called the meeting to order at 9:02 a.m.

Caroline Bateman, General Counsel, acknowledged that all Board members were present, except for Member Michael Naft.

The Pledge of Allegiance was performed.

**COMMENTS FROM THE FLOOR BY THE PUBLIC**

Ed Uehling recalled expressing excitement during a previous Board meeting, for new events coming to Las Vegas and questioned how citizens of the [Las Vegas] community benefit from special events in Las Vegas. Mr. Uehling provided information from the [Clark] County’s recent request for an additional 30 days to enter into a lawsuit against the 10,000 individuals who “share their homes” with tourists for profit. Mr. Uehling stated that these individuals are filing their case with the Supreme Court and expressed disagreement with the idea that home sharing is a disturbance to communities. Mr. Uehling noted that home sharing provides revenue for communities and shared his thoughts about displeasure with the Board of Directors and Board of [Clark] County Commissioners wanting to “destroy all of that”.

## **APPROVAL OF AGENDA AND MINUTES**

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

**Member Mary Beth Sewald moved, and it was carried by unanimous vote of the voting members, to approve the October 10, 2023 Regular Meeting of the Board of Directors agenda, and to approve the minutes of the September 12, 2023 Regular Meeting of the Board of Directors.**

## **PRESENTATIONS**

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

Brian Yost, Chief Operating Officer, delivered a presentation on Las Vegas Convention Center (LVCC) building show updates including HLTH 2023 tradeshow, the 2023 NBAA Business Aviation Convention & Exhibition, TwitchCon 2023, and SEMA SHOW 2023.

Lisa Messina, Chief Sales Officer, highlighted awards and accolades received by the LVCVA Destination Sales department including the Best of Meetings Today 2023 Winner for Best in the West CVB/DMO and a nomination for Smart Meetings' Platinum Choice Award.

Ms. Messina acknowledged Vice President of Destination Sales Rebecca DeLuca for being recently appointed as Chair Elect for the Meeting Professionals International Global Board of Trustees.

Ms. Messina reported that as of September 2023, the Sales team exceeded its calendar year goal of 4.5 million group room nights. Ms. Messina provided details on leads distribution and conversions, and comparisons over the previous year.

Kate Wik, Chief Marketing Officer highlighted media and digital impressions resulting from the launch of the Sphere including features in *The New York Times*, CNN, and *Forbes* magazine.

Ms. Wik presented digital marketing efforts featuring dining and entertainment offerings related to Hispanic Heritage Month and shared videos of Spanish-speaking influencers sharing their experiences in Las Vegas.

Ms. Wik reported on the recent launch of the Vegas en Español TikTok account's success in effectively extending the reach of LVCVA marketing efforts.

Ms. Wik reported that September was officially named wedding month in Clark County, with the five millionth issued wedding license being celebrated in 2022 and between 70,000 and 80,000 wedding licenses issues every year. Ms. Wik provided information on a celebration held in recognition of the 70<sup>th</sup> year since the *London Daily Herald* proclaimed Las Vegas as the wedding capital of the world and shared an Extra TV segment featuring weddings offerings in Las Vegas.

Member Jan Jones Blackhurst provided her thoughts on the 70<sup>th</sup> anniversary celebration as being a "spectacular event."

Ms. Wik provided information on a recent announcement of Las Vegas as host city for the World's Best 50 Restaurant Awards and the LVCVA's plans to leverage this exposure to market Las Vegas as one of the world's top culinary destinations.

Member Cedric Crear inquired about the opportunity to highlight local Las Vegas chefs during the World's Best 50 Restaurants event, to which Ms. Wik confirmed that highlighting local chefs was a large part of the event's programming and the event creator is researching the destination's chefs for a special event at a local restaurant.

Ms. Wik reported on top media coverage including articles in *Forbes*, *POPSUGAR*, and *Sunset* magazines.

Ms. Wik congratulated the Las Vegas Aces basketball team for their first win in the WNBA Championship series.

Steve Hill, Chief Executive Officer (CEO)/President commented on the week in sports in Las Vegas as it relates to its professional basketball, football, and ice hockey teams, and commented on the recent opening of the Sphere.

Mr. Hill highlighted the Wall Street Journal's recent announcement of Las Vegas as the number one convention center in the U.S., congratulated two other local convention centers for being included in the top seven, and provided information on a celebratory event held for LVCVA Ambassadors for their efforts in the accomplishment.

Mr. Hill provided a progress update on the construction of the LVCVA's new office facility, noting that the new Board Room should be completed in time for the January 2024 Board meeting, and highlighted a large LED screen feature that will be included in the Board Room. Mr. Hill informed the Board that if the new Board Room is not available, the LVCVA will hold its January 2024 meeting at a different location due to the CES tradeshow occupying the entire Las Vegas Convention Center building.

Mr. Hill updated the Board on a soil excavation and compacting process (Excavation Work) to be performed at the parcel of land that the LVCVA is in process of selling to Mr. Brett Torino, noting that a Request for Proposals (RFP) is currently out for that project. Mr. Hill stated that responses to the RFP are expected to be received at the end of October, a request for the Board's approval to potentially be presented at the November 2023 Board meeting with the Excavation Work to begin in January 2024.

Mr. Hill clarified that there would be two requests presented to the Board related to Excavation Work - one to authorize contracting with a vendor for the Excavation Work, and the second to revise the purchase and sale agreement previously authorized by the Board to include the LVCVA's commitment to perform the Excavation Work.

Mr. Hill reported on the LVCVA's initial intent to enhance its sustainability efforts with the use of rooftop solar. He noted a shift to that intent based on conversations with NV Energy regarding the LVCVA's participation in a utility scale project to be built by NV Energy. The utility scale project would provide an alternate sustainability solution beneficial to the LVCVA.

Mr. Hill referenced the upcoming Audit Committee Meeting and noted that the LVCVA's financial statements audit would not be completed in time for that Committee meeting but there would be ongoing conversations with the Audit Committee regarding the audit and the LVCVA's excess ending fund revenue.

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

### ITEM 1. **Special Events Update**

Kenny Utler, Director of Digital Marketing for the Formula 1 (F1) Las Vegas Grand Prix, provided a presentation on the F1 Las Vegas app which will include event and entertainment schedules, wayfinding and navigation, and ticket management.

Member Crear stated that he anticipated an update regarding traffic and parking related to F1, since he requested one at the previous Board meeting, to which Mr. Yost responded that the components of the traffic plan are currently being discussed, are expected to be submitted to Clark County on October 19, and will be shared widely via media and other sources once complete.

Trevor Bobb, Senior Vice President of Volunteer Operations for the Las Vegas Super Bowl Host Committee (LVSBC) provided a presentation on the Volunteer Services Committee's TEAM LV Volunteer Program including number of accepted volunteers, tiers and uniforms, volunteer locations, volunteer training and orientation, credentials, and packet pick-up.

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

ITEM 2. **Las Vegas Events Update**

Tim Keener, President of Las Vegas Events (LVE), provided a summary of LVE's fiscal year 2023 third and fourth quarter activities, including the following: Rock 'n' Roll Running Series; Pac-12 Basketball Tournament; West Coast Conference Basketball Tournament; Mountain West Basketball Championships; Mint 400; U.S. Bowling Congress Women's Championships; Downtown Rocks Summer Concert Series; National Basketball Association Summer League; Senior Softball U.S.A. World Championships; and Life is Beautiful.

Mr. Keener provided a summary of LVE's activities in Laughlin including Laughlin Bullhead Airshow, WON BASS Laughlin Open; Rockets Over the River, and concerts by Brooks & Dunn, Sam Hunt, and REO Speedwagon & Styx.

Mr. Keener provided a summary of LVE's activities in Mesquite, including Mesquite Motor Mania, Mesquite Balloon Festival, Pylon Mecca II National Championship Series, Triple Crown Best of the West baseball event, Mesquite Amateur golf event, Mesquite Rib Fest, and Mesquite Super Run.

Mr. Keener provided a preview of upcoming LVE Events including Indian National Finals Rodeo, Cliff Keen Las Vegas Wrestling Invitational, Downtown Hoedown, Wrangler National Finals Rodeo, Cowboy Christmas, YETI Junior World Finals, World Series of Team Roping Finale, Group W Productions events, and New Year's Eve fireworks.

Mr. Keener provided information on upcoming events including the WON BASS U.S. Open and Rod Steward concert in Laughlin, and the 2023 Nevada Open in Mesquite.

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

ITEM 3. **Formula 1 Las Vegas Grand Prix Resort Corridor Employee Transportation Services**

Mr. Yost emphasized the importance of being able to transport resort corridor employees to their work locations during the F1 Las Vegas Grand Prix race circuit. Mr. Yost stated that the LVCVA will offer its approximately 4,300 parking spaces to employees of resort corridor properties. Mr. Yost confirmed that the Las Vegas Monorail (Monorail) would be an optional means of transportation for resort corridor employees, but an alternate means of transportation should be available should ridership exceed the Monorail's capacity. Mr. Yost requested that the Board consider: 1) Authorizing the CEO/President to award a contract for transportation services, pursuant to a competitive solicitation, in the amount of \$300,000, to transport resort corridor employees from satellite parking locations to the F1 Las Vegas Grand Prix circuit; and 2) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Member Carolyn Goodman asked if the bus service would be a gratuitous ride for the resort corridor employees, to which Mr. Yost answered that the proposed expenditure would be used to pay for the buses, and the Monorail option would be paid by the employee or their employer.

Member Goodman recommended that employers "step up to the plate" to pay for the transportation of its employees, to which Mr. Hill commented that he anticipates that would be the case and noted that the Monorail offers rides to locals for \$1, so it would be inexpensive to the employer.

Member Jones Blackhurst stated that she serves on the Board of Directors for Caesars Entertainment and Agenda Item 3 contemplates transportation services for resort corridor employees, including Caesars employees. Ms. Jones Blackhurst reported that Caesars employees will benefit from the proposed contract for transportation service and the independence of judgment of a reasonable person in her situation may be materially affected

by her position on the Board of Directors for Caesar Entertainment, and she would therefore abstain from deliberating or voting on Agenda Item 3.

Member Goodman stated that she sits on the Regional Transportation Commission (RTC) Board and expressed interest in the RTC's ability to compete in the contract process.

Fiscal Impact

FY 2023: \$300,000 Expenditure

**Vice Chair Anton Nikodemus moved, and it was carried by unanimous vote of the voting members, to authorize the CEO/President to: 1) Authorize the CEO/President to award a contract for transportation services, pursuant to a competitive solicitation, in the amount of \$300,000, to transport resort corridor employees from satellite parking locations to the F1 Las Vegas Grand Prix circuit; and 2) Authorize any residual unexpended balances from this authorization to revert to available general funds.**

ITEM 4.

**Super Bowl LVIII - Economic Impact Certification**

Mr. Hill provided information on Ms. Bateman's previous efforts to allow advertising on public streets for events in Las Vegas that exceed \$250,000,000 in economic impact as certified by the Board and subsequently approved by the Clark County Commission. Mr. Hill stated that the economic impact of Super Bowl LVIII was projected by Applied Analysis to be \$700,000,000 and noted that the F1 Las Vegas Grand Prix and Super Bowl LVIII were the only two events anticipated to be presented to the Board for certification. Mr. Hill requested that the Board consider: 1) Certifying the economic impact of Super Bowl LVIII, to be held at Allegiant Stadium in Las Vegas on February 11, 2024, to be \$250,000,000 or greater for the purpose of Special Event designation pursuant to Nevada Revised Statutes 484B.313; and 2) Authorizing the CEO/President to execute all necessary certification documents.

Member Goodman expressed her "high regard" for the research of Applied Analysis and expressed concern in using the word "certify" for this approval. Member Goodman stated she would be voting in the positive, as she understands the concept of the request and suggested utilizing the word "estimate" instead of "certify." Ms. Bateman clarified that statutory language requires a certification rather than an estimation and deferred to Member Goodman to vote at her own discretion.

**Member Sewald moved, and it was carried by unanimous vote of the voting members, to: 1) Certify the economic impact of Super Bowl LVIII, to be held at Allegiant Stadium in Las Vegas on February 11, 2024, to be \$250,000,000 or greater for the purpose of Special Event designation pursuant to Nevada Revised Statutes 484B.313; and 2) Authorize the CEO/President to execute all necessary certification documents.**

ITEM 5.

**Customer Safety Consulting – Critical Training Solutions**

Mr. Yost reported that the LVCVA conducted a review of existing department policies and the development or recommendation for new policies in its Customer Safety Department, as a result of the LVCVA's 2024 Audit Plan. Mr. Yost reported that the work is currently being performed by Critical Training Solutions (CTS) which is doing an "outstanding job". Mr. Yost stated that Staff has identified a need to continue with policy revisions and training for its Customer Safety Ambassadors and requested that the Board consider: 1) Authorizing the CEO/President to execute an agreement with CTS, in the amount of \$300,000, for customer safety consulting and training services; and 2) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Member Michelle Romero stated that she has previously worked with CTS and recognized it for its expertise and high standards.

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Fiscal Impact  
FY 2024: \$300,000 Expenditure

**Member Romero moved, and it was carried by unanimous vote of the voting members, to: 1) Authorize the CEO/President to execute an agreement with CTS, in the amount of \$300,000, for customer safety consulting and training services; and 2) Authorize any residual unexpended balances from this authorization to revert to available general funds.**

Member Goodman stated that her aye vote was not registered to which Chair Gibson acknowledged it would be corrected.

ITEM 6. **Administrative Office Furniture – Henriksen/Butler D/B/A HB Workplaces**

Mr. Yost referenced the current construction of the LVCVA's new administrative offices and the need to replace its current "decades old" office furniture. Mr. Yost confirmed that the proposed \$1,600,000 expenditure was included in the Board-approved budget but is over Mr. Hill's CEO's Signature Authority and requires the Board's approval. Mr. Yost requested that the Board consider: 1) Authorizing the CEO/President to execute an agreement with Henriksen/Butler d/b/a HB Workplaces for \$1,600,000 for office furniture; and 2) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact  
FY 2024: \$1,600,000 Expenditure

**Member Sewald moved, and it was carried by unanimous vote of the voting members to: 1) Authorize the CEO/President to execute an agreement with Henriksen/Butler d/b/a HB Workplaces for \$1,600,000 for office furniture; and 2) Authorize any residual unexpended balances from this authorization to revert to available general funds.**

ITEM 7. **LVCVA Ambassador Uniform Rentals and First Aid Supplies – Cintas Uniform Services of Las Vegas**

Mr. Yost provided that the LVCVA currently utilizes Cintas Uniform Services of Las Vegas (Cintas) to provide both uniform rentals and first aid supplies, and has previously contracted with Cintas in the amount of \$248,000, which, in addition to the proposed request, would exceed Mr. Hill's CEO's Signature Authority and therefore requires Board approval. Mr. Yost requested that the Board consider: 1) Authorizing the CEO/President to execute agreements with Cintas Uniform Services of Las Vegas, in the combined amount of \$82,000, for uniform rentals and first aid supplies; and 2) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact  
FY 2024: \$72,000 Expenditure  
FY 2025: \$8,000 Expenditure  
FY 2026 \$2,000 Expenditure

**Member Sewald moved, and it was carried by unanimous vote of the voting members to: 1) Authorize the CEO/President to execute agreements with Cintas Uniform Services of Las Vegas, in the combined amount of \$82,000, for uniform rentals and first aid supplies; and 2) Authorize any residual unexpended balances from this authorization to revert to available general funds.**

ITEM 8. **Bid #24-4778, PWP CL-2023-457, Remove Swale from the Las Vegas Convention Center Silver Parking Lot**

Randy Shingleton, Vice President of Facilities, described the previous installation of a box culvert under the Silver Lot to create a drainage channel (swale) for the prevention of rainwater ponding. Mr. Shingleton explained that a more recent culvert installation on Convention Center Drive was connected to the existing Silver Lot culvert and eliminated the need for the original swale. Mr. Shingleton noted that the swale creates an unlevel surface across portions of the Silver Lot, making it challenging for shows to place exhibits across those portions of the Silver Lot. Mr. Shingleton stated that the proposed contract would remove the swale by excavating, grading and repaving the Silver Lot, creating an additional 50,000 square feet of usable space for clients to place exhibits and creating a better show experience for clients by enabling them to more effectively use the Silver Lot space. Mr. Shingleton requested that the Board consider: 1) Awarding Bid #24-4778, Paving and Grading to Remove Swale in the Las Vegas Convention Center's Silver Parking Lot, to Las Vegas Paving Corporation, Las Vegas, Nevada; 2) Authorizing the CEO/President to execute an agreement with Las Vegas Paving Corporation in the amount of \$318,450; and 3) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact

FY 2023: \$318,450 Expenditure (includes 10% Owners Controlled Contingency)

Member Romero stated that she has family members who work for Las Vegas Paving and would abstain from voting on Agenda Item 8.

Member Goodman asked if these efforts were coordinated with Southern Nevada or State Flood Control, to which Mr. Shingleton confirmed the LVCVA ensured their approval.

**Member Sewald moved, and it was carried by unanimous vote of the voting members to: 1) Award Bid #24-4778, Paving and Grading to Remove Swale in the Las Vegas Convention Center's Silver Parking Lot, to Las Vegas Paving Corporation, Las Vegas, Nevada; 2) Authorize the CEO/President to execute an agreement with Las Vegas Paving Corporation in the amount of \$318,450; and 3) Authorizing any residual unexpended balances from this authorization to revert to available general funds.**

ITEM 9. **Las Vegas Convention Center Network Infrastructure - Cisco License and Maintenance Coverage Renewals - ConvergeOne, Inc.**

Ed Finger, Chief Financial Officer, detailed the functions of the Cisco "backbone" network including connecting over 200 computing devices, and managing the intelligence of the building including phone systems, security cameras, and locks. Mr. Finger stated that the proposed request consists of networking and cybersecurity software and services and does not include Cox revenue-generating infrastructure. Mr. Finger requested that the Board consider: 1) Authorizing the CEO/President to execute an agreement with ConvergeOne, Inc. for network operating system licenses and hardware maintenance coverage for the period from October 24, 2023, through December 31, 2026, in the amount of \$1,605,000; and 2) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact

FY 2024: \$ 835,000 Expenditure

FY 2025: \$ 350,000 Expenditure

FY 2026: \$ 420,000 Expenditure

**Vice Chair Nikodemus moved, and it was carried by unanimous vote of the voting members to: 1) Authorize the CEO/President to execute an agreement with ConvergeOne, Inc. for network operating system licenses and hardware maintenance coverage for the period from October 24, 2023, through December 31, 2026, in the amount of \$1,605,000; and 2) Authorize any residual unexpended balances from this authorization to revert to available general funds.**

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

Shaundell Newsome of Sumnu Marketing commented on the recovery of small businesses in Nevada from the COVID-19 pandemic and applauded the content of the meeting as it relates to community development and provided examples of small businesses benefitting from the LVCVA's initiatives.

Mr. Newsome commended the municipalities' investments in providing resources for small businesses including the City of Las Vegas' Entrepreneur Accelerator program, City of Henderson's Launchpad program, the Vegas Chamber's EDGE program, the City of North Las Vegas' Small Business Connector program, and Clark County's Small Business Opportunity Program.

Ed Uehling recalled comments at a Southern Nevada Infrastructure Committee Meeting seven years ago by the then-president of the MGM Grand regarding how unwelcome large-scale events such as New Year's Eve were to Las Vegas. Mr. Uehling stated that two events, F1 Las Vegas Grand Prix and Super Bowl LVIII have since been added, without mention of how Las Vegas residents will benefit from the LVCVA's initiatives.

Mr. Uehling provided his thoughts about the "lies and hypocrisy" regarding the weddings segment and the lack of information available to the residents of China regarding weddings. Mr. Uehling commented on the "stealing" of a portion of the \$2,000,000 that was allocated for weddings promotion.

Daniel Braisted inquired on the number of ransomware attacks to companies and resorts in Clark County and provided information on free tickets for the CES trade show. Mr. Braisted referenced his previously submitted list of ideas, highlighting the concept of allowing Las Vegas residents to share tickets to conventions and trade shows. Mr. Braisted encouraged the collection and distribution of trade show attendee information.

#### **ADJOURNMENT**

Chair Gibson adjourned the meeting at 10:26 a.m.

Respectfully submitted,

Date Approved: November 14, 2023

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Silvia Perez  
Executive Assistant to the Board

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James B. Gibson  
Chair