



**Regular Meeting of the Board of Directors
October 8, 2019
Minutes**

The Regular Meeting of the Board of Directors (Board) of the Las Vegas Convention and Visitors Authority (LVCVA) was held on October 8, 2019, 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 Larry Brown, Chair
Ms. Marilyn Spiegel, Vice Chair
Councilman John Marz, Secretary
Mr. Greg Lee, Treasurer
Mayor Pro Tem Michele Fiore
Mayor Carolyn Goodman
Councilwoman Pamela Goynes-Brown

Mr. Tom Jenkin
Mr. Anton Nikodemus
Mayor Kiernan McManus
Councilman George Rapson.....*via phone*
Ms. Mary Beth Sewald
Mr. Steve Thompson
Commissioner Lawrence Weekly

LVCVA Executive Staff in Attendance

Steve Hill, CEO/President
Caroline Bateman, Legal Counsel
Ed Finger, Chief Financial Officer
Brian Yost, Chief Operating Officer
Lori Nelson-Kraft, Sr. VP of Communications & Government Affairs
Fletch Brunelle, Vice President of Marketing

OPENING CEREMONIES – CALL TO ORDER

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

INVOCATION The invocation was delivered by Mary Lou Anderson of Spirit and Serve, LLC.

FLAG SALUTE The Pledge of Allegiance followed the invocation.

COMMENTS FROM THE FLOOR BY THE PUBLIC

There were no comments on the floor by the public.

APPROVAL OF AGENDA AND MINUTES

APPROVAL OF THE AGENDA AND MINUTES **Member Lawrence Weekly moved and it was carried by unanimous vote of the voting members present, including Member George Rapson via telephone, to approve the October 8, 2019, Regular Meeting of the Board of Directors agenda, and the September 10, 2019, Regular Meeting of the Board of Directors minutes.**

COMMITTEE APPOINTMENTS

Pursuant to Board Policy 1.04(6), the Board Chair has the authority to select the Chair and Members of the Board's Committees, subject to ratification by the Board.

The Board shall consider and vote to ratify the Board Chair's selection of Committee Members and Chairs.

This item was taken out of order, after the Presentation by National Association of Home Builders.

Chair Brown appointed Member Kiernan McManus to serve as Vice Chair of the Audit Committee of the Board of Directors.

Chair Brown moved and it was ratified by unanimous vote of the voting members present, including Member Rapson via telephone, to appoint Member McManus to serve as Vice Chair of the Audit Committee of the Board.

PRESENTATIONS

Presentation by National Association of Home Builders (NAHB)

Lori Nelson-Kraft, Sr. VP of Communications and Government Affairs, introduced John Schreiber, Vice President of Sales. Mr. Schreiber welcomed Jerry Howard, CEO of NAHB, Brett Diggs, Executive Vice President/Chief of Staff, and Geoff Cassidy, Senior Vice President of Exhibitions and Meetings to the Board meeting. Mr. Schreiber discussed the expansion of the NAHB show into an annual commitment with the International Builders' Show from 2027-2039 at the Las Vegas Convention Center (LVCC).

Mr. Howard thanked Steve Hill, CEO/President, and Mr. Schreiber for their efforts in the partnership, and expressed enthusiasm for making Las Vegas the home of the NAHB show.

Mr. Hill expressed excitement for the announcement and thanked the Board for their commitment to the expansion and renovation of the LVCC facility, commented on the upcoming arrival of the Raiders football team and new stadium facility, and described the impact of the NAHB show on Las Vegas.

Mr. Hill and Mr. Howard signed a ceremonial illustration of the annual commitment.

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

Presentation by U.S. Travel Association

Ms. Nelson-Kraft introduced Tori Barnes, Executive Vice President of Public Affairs and Policies for the U. S. Travel Association to provide a presentation about its federal advocacy efforts on behalf of the tourism industry including facilitating international inbound travel, adding qualified countries to the Visa Waiver program, staffing for CBP [Customs and Border Patrol] officers, increasing infrastructure investment, and Real ID initiatives.

Member Mary Beth Sewald asked if Ms. Barnes was working with anyone in the State of Nevada on the Real ID public education campaign, to which Ms. Barnes answered they are working with industry partners such as LVCVA and the Department of Motor Vehicles Association, as well as Governors.

Chair Brown remarked about Chamber of Commerce participation, to which Ms. Barnes acknowledged the U.S. Chamber of Commerce is part of the advocacy group in Washington, D.C.

Member Pamela Goynes-Brown asked if consideration was taken regarding the cost difference between passports and Real IDs, to which Ms. Barnes described options such as use of a traditional ID for domestic travel via the TSA Pre Check program.

Chair Brown acknowledged he recently obtained a Real ID and polled the audience on how many did not have a Real ID yet.

Ms. Nelson-Kraft reminded the Board about the LVCVA's collaboration with U.S. Travel Association on the issues discussed.

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

Presentations by the LVCVA Staff

Brian Yost, Chief Operating Officer, delivered a PowerPoint presentation on the LVCCD Phase Two expansion project, highlighting the installation of the final cantilever beam forming the south lobby entry, north lobby construction, beginning installation of the beams supporting the terrace, and framing of the ribbon feature.

Mr. Yost delivered a video presentation on the following Convention Center October highlights:

- Mecum Collector Car Auctions – Oct. 10-12
- Big Boy Toys Expo – Oct. 11-13
- Wedding MBA – Oct. 14-16
- SupplySide West and Food & Ingredients N.A. – Oct. 15-19
- National Business Aviation Association – Oct. 22-24

Fletch Brunelle, Vice President of Marketing, delivered a video presentation on sales and marketing updates:

- Monster Energy Cup – Oct. 19
- Airline Development
 - LVCVA's participation at World Routes in Adelaide, Australia – Sept. 21-24 and announcement of Las Vegas as the host city of World Routes 2021
 - KLM Airlines' addition of a fourth flight April – August 2020
 - Delta Airlines' recent announcement of twice daily nonstop service from Portland beginning April 2020
- Marketing Initiatives/Public Relations Efforts
 - Second set of articles with publishing partner triplelift
 - Wedding partnerships with *The Knot* and *Wedding Wire*
 - Mexican Independence Day "El Grito" media coverage

Ed Finger, Chief Financial Officer, provided a PowerPoint presentation update on a recent bond sale and described the financial model utilized.

Mr. Hill provided further detail on interest rates, notified the Board of a recent Request for Information (RFI) process followed by a current Request for Proposal (RFP) for rooftop solar on the expansion of the convention center, and an anticipated final proposal window of December or January. Mr. Hill informed the Board of a planned celebratory event around the commencement of boring by The Boring Company, and explained the introduction of a consent agenda concept for this and future LVCVA Board meetings.

Member Carolyn Goodman asked if solar was being planned for Phases Two and Three, to which Mr. Hill explained it is currently being planned for Phase Two, and determinations are being made since significant updates would need to be made to the roof structure to support solar in Phase Three.

Member Goodman asked if the Board will be notified when a decision is made, to which Mr. Hill confirmed.

Member Goodman inquired about an article referencing the connection between the current Monorail system and new underground system, to which Mr. Hill clarified that if the question was about a partnership between the two then the answer is no, but rather the article may have been referencing the development of a working relationship between the LVCVA and the Monorail given the importance of both transportation systems to the destination.

Member Goodman recommended notification to both parties that LVCVA should be kept informed on the progress, to which Mr. Hill confirmed.

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

CONSENT AGENDA

Matters listed on the Consent Agenda are considered routine and may be approved in a single motion or may be moved to the discussion portion of the agenda.

Member Anton Nikodemus disclosed the two properties mentioned in item 3 are either a subsidiary or joint venture of MGM Resorts International, and he will be abstaining from voting on that item.

Member Thompson disclosed he is employed by Boyd Gaming and stated the independence of judgement of a reasonable person in his situation would not be materially affected regarding the agreement to hold the IBC Youth Bowling Championship, in part, at Boyd Properties, by his position with Boyd Gaming and will be voting on item 2. Member Thompson asked General Counsel if the disclosure recusal was sufficient pursuant to NRS 281A, to which Caroline Bateman, General Counsel, confirmed the disclosure is sufficient as to form.

MARKETING DIVISION

ITEM 1. **Request to Approve LVE Event Funding: Fremont Street Experience Downtown Hoedown – Las Vegas, NV – December 4, 2019**

That the Board consider approval of the distribution of funds to Las Vegas Events (LVE) in an amount not to exceed \$125,000 to fund the Fremont Street Experience Downtown Hoedown scheduled to occur on December 4, 2019.

Fiscal Impact

FY 2020: Not to exceed \$125,000

ITEM 2. **Request to Approve LVE Event Funding: International Bowling Campus Youth Championship Events – July 8-26, 2020**

That the Board consider approval of the distribution of funds to LVE in an amount not to exceed \$100,000 to fund the International Bowling Campus (IBC) Youth Championship Events scheduled to occur July 8-26, 2020. The events will be held at Boyd Gaming properties, Station Casinos properties, and South Point.

Fiscal Impact

FY 2021: Not to exceed \$100,000

ITEM 3. **Request to Approve LVE Event Funding: Pac-12 Conference Men's and Women's Basketball Tournaments – March 2021 and March 2022**

That the Board consider approval of the distribution of funds to LVE in an amount not to exceed \$1,000,000 to fund the Pac-12 Men's Basketball Tournaments scheduled to occur March 10-13, 2021 and March 9-12, 2022, and the Pac-12 Women's Basketball Tournaments scheduled to occur March 4-7, 2021 and March 3-6, 2022. The men's events will be held at T-Mobile Arena. The women's events will be held at Mandalay Bay Events Center.

Fiscal Impact

FY 2022: Not to exceed \$500,000

FY 2023: Not to exceed \$500,000

Chair Brown moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, and with the exception of Member Nikodemus who abstained from voting on Agenda Item 3 only, to approve the items on the Consent Agenda as requested by staff.

LVCVA STAFF REPORTS AND REQUESTED ACTIONS

OPERATIONS DIVISION

ITEM 4. **Contract #4116 Cox Nevada Telcom, L.L.C. Contract Amendment - Potential Revenue Change and 5G Cellular Service Enablement**

Mr. Yost requested that the Board consider: 1) Amending the Cox Nevada Telcom, L.L.C. (Cox) telecommunications provider license (Contract #4116) to reflect a potential revenue change; 2) Allowing the installation and enablement of 5G cellular services at the LVCC; and 3) Directing the Chief Executive Officer (CEO)/President to execute the contract amendment documents.

Fiscal Impact

FY 2020: \$124,800 Estimated gross revenue gain*
FY 2021: \$249,600 Estimated gross revenue gain*

* Amounts shown represent the estimated annual gain to Cox's gross revenue. The LVCVA collects a 46% commission on Cox's gross revenue. 5G technology is positioned to provide significantly higher data transmission speeds than current cellular technologies. The potential impact of 5G technology on wired and Wi-Fi Internet sales revenue cannot be fully determined at this time.

Vice Chair Spiegel moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to 1) Amend the Cox Nevada Telcom, L.L.C. (Cox) telecommunications provider license (Contract #4116) to reflect a potential revenue change; 2) Allow the installation and enablement of 5G cellular services at the LVCC; and 3) Direct the Chief Executive Officer (CEO)/President to execute the contract amendment documents.

GENERAL GOVERNMENT DIVISION

ITEM 5. **Contract #4596 - Procurement of Desktop and Laptop Computers**

Mr. Finger requested that the Board consider: 1) Approving the procurement of Dell desktop and laptop computers; 2) Awarding Contract #4596 for the lease of computers to Dell Financial Services, Inc., Round Rock, Texas, in an amount not to exceed \$435,000 for the lease term of November 1, 2019 through October 31, 2022; and 3) Authorizing the CEO/President to execute the contract documents.

Fiscal Impact

FY 2020: \$145,000 Expenditure
FY 2021: \$145,000 Expenditure
FY 2022: \$145,000 Expenditure

Member Goodman questioned the length of the contract considering challenges in staying current with technology.

Mr. Finger clarified the agreement has not been signed, explained unit testing has been conducted, and stated three years is a reasonable period of time for the contract.

Treasurer Gregory Lee moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to 1) Approve the procurement of Dell desktop and laptop computers; 2) Award Contract #4596 for the lease of computers to Dell Financial Services, Inc., Round Rock, Texas, in an amount not to exceed \$435,000 for the lease term of November 1, 2019 through October 31, 2022; and 3) Authorize the CEO/President to execute the contract documents.

ITEM 6.

Purchase of Microsoft Enterprise Mobility and Security Suite (Contract Joinder)

Mr. Finger requested that the Board consider: 1) Approving the purchase of 501 Microsoft Enterprise Mobility and Security Suite – E3 Licenses and 220 Azure Active Directory Premium – P1 Licenses from SHI International, Inc., in an amount not to exceed \$117,887.00 for the term of November 1, 2019 through July 31, 2021; and 2) Authorizing the CEO/President to execute the contract documents.

Fiscal Impact

FY 2020: \$44,909.33 Expenditure
FY 2021: \$67,364.00 Expenditure
FY 2022: \$ 5,613.67 Expenditure

Vice Chair Spiegel moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to: 1) Approve the purchase of 501 Microsoft Enterprise Mobility and Security Suite – E3 Licenses and 220 Azure Active Directory Premium – P1 Licenses from SHI International, Inc., in an amount not to exceed \$117,887.00 for the term of November 1, 2019 through July 31, 2021; and 2) Authorize the CEO/President to execute the contract documents.

ITEM 7.

HNTB Corporation Professional Service Agreement – LVCC Campus-Wide People Mover

Mr. Hill provided background on the technical oversight that HNTB would provide to the Boring Company, and the LVCVA and Cordell, through this proposed Agreement and requested that the Board consider: 1) Approving a Professional Service Agreement in the amount not to exceed \$525,500 with HNTB Corporation for third-party review services of the design and construction of the LVCC Campus Wide People Mover; and 2) Authorizing the CEO/President to execute the contract documents.

Fiscal Impact

FY 2020: \$525,500.00 Expenditure

Member Michele Fiore asked if the contract would be necessary had a traditional people mover been used, to which Mr. Hill responded he did believe the technical oversight would be necessary.

Member Fiore asked if the two items pertaining to the people mover had been included in the budget, to which Mr. Hill confirmed they were included in the project budget.

Member Goodman asked what the process was for notification on progress and action items, to which Mr. Hill explained any consultant on this type of project would work through the owner's representative, Cordell, which has responsibility and oversight on the LVCVA's behalf on this project.

Treasurer Lee moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to 1) Approve a Professional Service Agreement in the amount not to exceed \$525,500 with HNTB Corporation for third-party review services of the design and construction of the LVCC Campus Wide People Mover; and 2) Authorize the CEO/President to execute the contract documents.

ITEM 8. **Nova Geotechnical and Inspection Services, LLC Professional Services Agreement - LVCC Campus-Wide People Mover**

Randy Shingleton, Vice President of Facilities, requested that the Board consider: 1) Authorizing the CEO/President to execute a Professional Services Agreement with Nova Geotechnical and Inspection Services, LLC for an amount not to exceed \$2,000,000 to provide material testing and special inspections services for the construction of the LVCC Campus-Wide People Mover project.

Fiscal Impact

FY 2020: \$1,500,000 Expenditure

FY 2021: \$ 500,000 Expenditure

Mr. Shingleton advised the Board of clarification of regulatory requirements that resulted in adjustments in the design and construction parameters for the project and therefore a cost reduction for this item. Mr. Shingleton verbally amended the request for a not-to-exceed amount of \$1,350,000 inclusive of a \$50,000 contingency, and thanked Mr. Finger and Terry Miller of Cordell Corporation for their work negotiating the proposed agreement.

Vice Chair Spiegel moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to 1) Authorize the CEO/President to execute a Professional Services Agreement with Nova Geotechnical and Inspection Services, LLC for an amount not to exceed \$1,350,000 to provide material testing and special inspections services for the construction of the LVCC Campus-Wide People Mover project.

ITEM 9. **Turner Martin-Harris Joint Venture Professional Service Agreement – LVCC Phase Two Expansion Construction Manager at Risk (CMAR) Reconciled Guaranteed Maximum Price (GMP)**

Mr. Hill requested that the Board consider the following as they relate to the Turner Martin-Harris Joint Venture Professional Service Agreement for the LVCC Phase 2 Construction Manager at Risk Guaranteed Maximum Price: 1) Approving Amendment No. 4 to Contract No. 18-4493 for a total contract price of \$882,326,996 (increasing the total project cost from \$935,102,101 to \$980,326,996); and 2) Authorizing the Chief Executive Officer (CEO)/President to sign and execute the contract documents.

Fiscal Impact

FY 2021: \$45,224,895 Expenditure

Mr. Hill detailed the project cost increase and the three major considerations involved, including the original scope and requirements of the project, direction received from Board members and clients with emphasis on the safety and security of the building as well as the customer experience, and the financial model/plan. Mr. Hill detailed the changes to the financial model since its initial approval in September 2018 and outlined the considerations in determining inclusions in the project such as safety enhancements, pedestrian bridge, lighting system, floor box system, stairwell gills, atrium, reduction in support space for meeting rooms and north lobby, and other reductions in electrical, mechanical, and plumbing systems.

Treasurer Lee moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to 1) Approve Amendment No. 4 to Contract No. 18-4493 for a total contract price of \$882,326,996 (increasing the total project cost from \$935,102,101 to \$980,326,996); and 2) Authorize the Chief Executive Officer (CEO)/President to sign and execute the contract documents.

ITEM 10. **Contracts Report**

Ms. Bateman notified the Board there were no amendments or use of contingency, performed under the delegated authority of the Chief Executive Officer (CEO)/President, to contracts or agreements previously approved by the Board and/or to comply with statutory reporting requirements, pursuant to Board Policies (1.04, 2.01, 6.03, and/or 7.02) and Chapter 332 of the Nevada Revised Statutes (NRS).

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

COMMITTEES

ITEM 11. **Policy Committee Report**

The Policy Committee met on October 3, 2019. Policy Committee Chair Steve Thompson, along with LVCVA staff, presented a report to the Board regarding recommended amendments to Board Policies.

Recommended Amendments to Board Policies from the Policy Committee.

That the Board consider adopting the recommended amendments to Board Policies from the Policy Committee.

Member Goodman referenced section 1.03(1) of the Board Policies and shared an observation that the Chief Officer of the Board has been an elected officer for more than 20 years, acknowledged an undesirable perception of a private sector member taking leadership of the Board, and stated her recommendation will differ from that modification to Board Policies.

Member Goodman referenced section 1.04, inquiring about the removal of language regarding delegation to the CEO to execute or amend agreements within 10% of the original bid amount, to which Ms. Bateman clarified that the section had been removed after the draft policies were posted. Member Goodman reiterated her opinion that the Chair of the Board should remain a publicly elected official.

Member Fiore expressed her appreciation for updates to the Board Policies, and asked for clarification on the edits to the section on *LVCVA Mission Oversight Powers and Duties*, to which Ms. Bateman clarified the language in the section referenced by Member Fiore was a repetition and was not eliminated, but moved to the section regarding the CEO/President, for ease of reference.

Member Fiore quoted section 2(d)(3) of Board Policy 1.04 regarding grants to incorporated cities and chambers of commerce as deemed necessary to solicit and promote tourism and inquired on certain exclusions, to which Mr. Hill explained it would be a delegation of some of the LVCVA's responsibility to attract tourism.

Member Fiore recommended the amendment of Policy 1.04, section 2(d)(3) to ensure inclusion of certain bodies.

Member Fiore reiterated Member Goodman's comments on the officer positions, and questioned the deletions of compliance with Nevada Open Meeting Law and Legal Counsel's approval of contracts, and recommended the abeyance of the Board Policies until it is "cleaned up."

Chair Brown asked staff to address the questions set forth.

Ms. Bateman stated the section on Open Meeting Law under question was repeated in the document, and moved to a new section that includes compliance requirements.

Chair Brown asked if there was a timing issue on adopting the new Board Policies, to which Mr. Hill answered it would be helpful to approve the Board Policies other than the sections in question to put them in place as soon as possible.

Ms. Bateman stated the sections regarding Open Meeting Law and Public Records Compliance have been moved to the new Policy 3.01, Sections 4 and 14 respectively.

Chair Brown asked staff to address the issue regarding Legal Counsel reviewing and signing off on contracts, to which Ms. Bateman explained there is a duty to obtain prior approval from the CEO before entering into any contractual agreements and all agreements go through General Counsel for approval to form, and detailed the contract approval process.

Chair Brown asked if that was written in the Board Policies, to which Ms. Bateman stated it is under Policy 3.01, section 5, of the proposed new Board Policies.

Member Fiore asked for the number, to which Ms. Bateman responded section number 5.

Member Fiore recited the Board Policy and referenced the use of the word "assist" is light, and commented Legal Counsel was taken out, to which Ms. Bateman recited the Policy as follows: "Review and approve as to form and legality, all agreements, contracts, leases, funds, insurance policies, instruments and other documents to which LVCVA proposes to become a party or otherwise bound."

Member Fiore referred to section 3.01, responsibilities of counsel, and specified the word "Legal" is constantly erased throughout, to which Ms. Bateman clarified the word "Legal" was replaced with "General" Counsel for consistency with universal industry-wide standards, and the use of General Counsel versus Legal Counsel does not change the meaning that an attorney will be approving agreements.

Member Fiore expressed her belief that an attorney is needed for approval of contracts and forms, to which Ms. Bateman clarified "Legal" Counsel is being replaced with "General" Counsel and General Counsel can't be anything but an attorney.

Member Fiore asked Ms. Bateman to address her question regarding chambers of commerce, to which Ms. Bateman acknowledged a mistake in inadvertently excluding verbiage that allows annual grants in cash or in kind to be distributed to other groups or associations, citing NRS 244A.621.

Member Fiore asked if the clarification would be amended into the Board Policies, to which Chair Brown confirmed it would be a potential amendment.

Member Fiore reiterated her thoughts on the election of officers, sharing her opinion that the Chairman needs to be an elected official and recommending that amendment.

Chair Brown acknowledged the change is not a reflection on the current Chair, and the change was proposed to give the Board the discretion and doesn't preclude a public official from being Chair, nor does it preclude private sector members from being Chair.

Member Fiore asked if it was part of the NRS that the Chair be an elected official, to which Ms. Bateman clarified it is not, and the statute designates there are three or four officers, allowing the Secretary and Treasurer roles be served by one person, or the option of separating those roles, but there is no language in the statute that requires the designation of elected versus business sector members.

Member Fiore inquired if the Policy would be kept at two [public] and two [private] at which point Member Goodman interjected stating as legislature created it, there are two elected officials and two from private sector, but the procedure for the past 20+ years has been in place due to public perception.

Chair Brown expressed his agreement with Member Goodman that it's not statute, but has been practice, and the intent of the Board is to clarify policies and reiterated the change is not criticism to any public official holding the Chair seat, rather to make it the Board discretion.

Mr. Hill explained the Legislature doesn't actually address the makeup of the membership of the Executive Committee other than the number of members, to which Ms. Bateman confirmed.

Member Goodman stated research on behalf of her office determined possible legislative history behind the statute specifying two [elected] and two [private] officers.

Chair Brown recapped there were two outstanding matters, and Member Fiore reiterated the requested amendment of the aforementioned policy, to which Ms. Bateman clarified it was Board Policy 1.04 Section 2(d)(3) that will now read: "Provide annual grants in cash or in kind to the chambers of commerce or the incorporated cities within the county, which represent the residents of those cities, or other nonprofit groups or associations as deemed necessary to solicit and promote tourism."

Chair Brown acknowledged and apologized to Policy Committee Chair Thompson for having overstepped boundaries, to which Mr. Thompson expressed appreciation for the Board's participation and support for Board Members' decision-making abilities, emphasized the goal of the [Policy] Committee was to try to be as close to the NRS as possible and without mandate on the Chairman position, the Committee suggested what the statutes implied should be done.

Chair Brown moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to adopt the recommended amendments to Board Policies from the Policy Committee, and include the additional amendment to Policy 1.04 Section 2(d)3 as deliberated.

COMMENTS FROM THE FLOOR BY THE PUBLIC

Retired U.S. Air Force Lieutenant Colonel Denny Weddle discussed a funding request regarding Aviation Nation's Salute to the veterans for the Air Force's 72nd birthday at Nellis Air Force Base November 16-17, 2019, and described activities during the event as well as additional partnerships through their community partners program.

Michael Garwood acknowledged the repaving of Maryland Parkway, the demolition of the El Cid Hotel, the widening of Interstate 15, and bargains for tourists.

ADJOURNMENT

Chair Brown adjourned the meeting at 10:57 a.m.

Respectfully submitted,

Date Approved: November 12, 2019

Silvia Perez
Executive Assistant to the Board

Larry Brown
Chair



Las Vegas Convention and Visitors Authority

MEMORANDUM

Date: October 8, 2019
To: LVCVA Board of Directors
From: Steve Hill
CEO/President
Re: Highlights and Accomplishments

Attached, please find a recap of highlighted activity and accomplishments by each division within the Authority for August 2019 – September 2019.

If you have any suggestions or questions, please give me a call at 892-2800.

AGENCY-WIDE ACCOMPLISHMENTS

Hosted the 24th Annual Boyd International Aviation Forecast Summit in late August with McCarran International Airport. As a leading international forum for the world's aviation decision makers, 300 attendees including airline CEOs and senior executives shared insights on the industry's future. Contributing departments included Air Service Development and Brand/International PR, and Steve Hill addressed attendees on what is happening in Las Vegas.



Installed Lili, a chat bot on VegasMeansBusiness.com and created a demo video promoting Lili at the LVCVA's IMEX booth showcasing the chat bot's abilities to answer user questions. Contributing departments included Brand Advertising /Marketing Systems, Sales, and Specialty Markets.

Hosted the Annual International Summit in late August, welcoming nearly 60 international representatives from the digital, sales, MICE and public relations teams to Las Vegas. The summit brings representatives from all over the world for destination training, networking and teambuilding opportunities, and to help strengthen relationships for those who represent Las Vegas in our global markets. Created three days of immersive destination training, one-on-one strategy sessions, as well as meetings with resort and allied partners to help educate and inspire our international offices. Contributing departments included Brand/International PR, Digital Engagement, Global Development, Public Relations, and Sales.



Hosted the Las Vegas Metro Chamber of Commerce's (LVMCC) annual Washington DC Fly-Ins, which included hosting clients at LVMCC's Annual Gala representing Consumer Technology Association, National Association of Broadcasters, US Travel Association; sponsoring exhibit space at "Nevada Lights Up the Capitol" event, with LVCVA's mission highlighted to over 500 guests over the course of the evening; and partnering with Association of Equipment Manufacturers (AEM)

(owners of triannual CONEXPO- CON/AGG trade show) to host a rooftop reception during AEM's "Hill Week". Guest list included White House staffers, five members of Congress, multiple AEM board members and Executive AEM staff. Contributing departments included Washington DC Office, Public Relations, and Business Sales.



Weddings: Conducted Quarterly Update meeting with the Clark County Clerk, per the LVCVA Interlocal Agreement with Clark County, and prepared the Annual Wedding Campaign Report to the Clark County Commission which will be presented in October 2019. Contributing departments included Brand Advertising/Marketing Systems, Research Center, and Specialty Markets.

MARKETING

Air Service Development

- **Secured new nonstop international service from Munich, Germany on Eurowings.** The seasonal twice weekly flights will begin April 2020 with an economic impact of \$20M.
- **Hawaiian Airlines will return service from Maui to Las Vegas** four times weekly beginning December 15, with 65% of estimated seats being Hawaiians traveling to Las Vegas. The result is an estimated annual economic impact of over \$40M.
- **Allegiant Airlines added new twice-weekly service from Fort Collins, Colorado to Las Vegas** beginning November 21, with an estimated annual economic impact of \$18.6M.
- **Attended and exhibited at the Worldwide Route Development Forum (World Routes)** in late September in Adelaide, Australia, and conducted 35 airline meetings to discuss air services.

Brand Advertising & Marketing Systems

- **The LVCVA Partner Extranet received its first leisure offer submitted directly from a Las Vegas hotel partner** (Hilton Grand Vacations) which is live on [VisitLasVegas.com/deals](https://www.visitlasvegas.com/deals). Las Vegas hotel partners are now able to submit new leisure offers at their own convenience as well as edit or cancel existing offers on the webpage.
- Worked with the Downtown Convention Alliance to **update and publish the Downtown Convention and Events Brochure** on [VegasMeansBusiness.com](https://www.vegasmeansbusiness.com).
- Collaborated with the Leisure Sales team to **launch TrackMyLasVegasBookings.com with Travel Agent University**, an online program that rewards travel agents for confirmed bookings to the destination and provides interactive training modules to educate agents about the destination. There were a total of 24,968 room nights booked through the program in Q1.

Brand/International PR

- **Welcomed 59 journalists from 15 countries for Media FAMs** including: US, Canada, Mexico, UK, Australia, France, China, Japan, South Korea, Brazil, Argentina, Ecuador, Uruguay, Paraguay, and Colombia. Media attending the FAM covered various verticals including luxury travel, meetings and conventions, LGBT offerings, and events such as IMEX America, El Grito (Mexican Independence Day) and Life is Beautiful.
- **Arranged and conducted nearly 20 one-on-one media appointments and interviews during IMEX America.** Other PR initiatives including group interviews with international media, coordination of destination experiences for media, World Routes press conference, and other LVCVA-led efforts amounted to more than 65 press clips exceeding 5 million impressions.

- **Welcomed top-tier international media from Canada, UK, Mexico, Australia, Japan, South Korea and China during Life is Beautiful** music festival including Architectural Digest from China (circ. 1.2M, WeChat followers 300K, Weibo followers 300K.) Coverage will include two stories focusing on hotels and one featuring the festival.

Business Sales

- The Chicago office **partnered with Family Promise, a new client, on bringing their event to Las Vegas for the first time**, resulting in 800 room nights at the M Resort for the fall of 2020.
- Through targeted engagement at local client events, the Chicago Office added **Las Vegas to the potential site list for the American Academy of Pediatric Dentistry's (AAPD) 2025/2026 Annual Conference for the first time in 15 years**, a potential for 8,000 room nights annually.
- Casey Shields **partnered with MGM Resorts to secure the Fraternal Order of Police convention for 2023**, worth 45,000 room nights and an overall economic impact of \$16.1M. The last time this convention was in Las Vegas was 1973.
- **Successfully introduced a new booth design at IMEX America 2019**. Preliminary results of IMEX America include the following;
 - 550 total business appointments (LVCVA and hotel/allied partners)
 - 526 "Badge Scans" – up from 350 at IMEX America 2018
 - 6 LVCVA Generated Leads – does not include leads generated by hotel partners
 - 87,000 potential room nights
- Trade Show Sales **continues to revise the convention center calendar to incorporate changes to the Phase 3 Renovation schedule**, and met with Informa Exhibitions and ConExpo – CON/AGG senior management to discuss Phase 3 scheduling of construction and to mediate any anticipated potential show disruption.
- **Secured commitment for National Apartment Association to bring their 11,000-attendee "Apartmentalize" program back to Las Vegas in 2025**. NAA's last event in the destination was held at the Mandalay Bay in 2015.

Digital Engagement

- **Partnered with Brazilian travel brand Le Postiche, and Copa Airlines on a digital campaign leading up to Father's Day in Brazil** which included hosting two influencers creating content to inspire travel to the destination. Both influencers exceeded their deliverables with 40 in-feed Instagram posts resulting in 645K engagements, and 200+ Instagram stories resulting in 13.4M views.
- **Hosted two influencers from Mexico with a collective following of 6.4M followers** on Instagram, who posted 6 in-feed Instagram posts resulting in 378K engagements and 4.6M total impressions.

- **Partnered with Virgin Atlantic and Park MGM to create an immersive virtual reality experience on the mezzanine level of Virgin's upper-class lounge at Heathrow Airport of "On the Record", the newest nightclub in Las Vegas** that hosts approximately 40,000 visitors each month. Consumers were encouraged to put the virtually reality headsets on for a guided tour of the nightclub, highlighting how there is no place in the world that does nightlife like Las Vegas.



- **Partnered with Tencent and WeMeet to launch a program on WeChat, the largest mobile app in China** with over 1 billion monthly active users to provide Chinese business travelers with information about how to get around the city, how to navigate various tradeshow and the extensive dining, entertainment and hotel options around the city.
- **Produced a video series of the destination and its offerings, in partnership with Flight Centre, one of the largest travel outlets in Australia** with over 9.7 million monthly active users on their websites and social.
- **Partnered with Best Day Travel and hosted 4 influencers from Mexico who collectively have 7 million followers on Instagram, during El Grito** to experience the destination and create content around the large breadth of offerings in the destination. To date, they have created 16 in-feed Instagram posts generating 836,447 engagements.
- **Hosted 7 international influencers from Brazil and the UK** with a collective following of 7+ Million on Instagram, who have so far created 30 in-feed posts on Instagram, generating 2 million engagements.
- **Launched a new business-focused digital video series called Why Vegas**, which highlights key reasons why doing business in Las Vegas makes sense. The 60-second videos can be found on <https://www.vegasmmeansbusiness.com/>

Extended Destinations

- Performed 45 sales calls to golf course management, PGA golf leaders, travel agencies, travel and tour professionals as well as hosting three networking events for 33 tour and travel professionals. **This mission resulted in one RFP lead and six potential RFPs for future golf groups. Secured a FAM opportunity for new group business to Mesquite.** It also allowed us to add three new AAA office contacts for distribution of Laughlin's town-wide fun books in the Inland Empire area.

Global Development

- **Hosted US Travel Association leaders and 55 members of their IPW Advisory group for two days of meetings at Vdara**, and secured two major changes: reduced transportation and staffing requirements to IPW 2020 that allow us to invest our funds on more elements that highlight the destination and support our resort partners.
- **Organized the International Summit Business Session**, bringing several LVCVA departments to meet and present to our 14 international offices.

International Sales

- Along with 13 Resort Partners, **hosted 7 events in Auckland, NZ, Melbourne & Sydney, AU during the New Zealand/Australia Sales Mission**, which consisted of agent events as well as B2B meetings. Total attendance for all events included 255 Agents, Business Development Managers & Directors from an array of companies including Helloworld, Flight Centre, Excite Holidays & House of Travel.
- **Attended Brand USA Travel Week Europe, London**, September 9-12, exclusive to European travel business to the United States. Set up with 36 appointments per exhibitor, focusing on European hosted buyers and travel trends exclusively for a more in-depth perspective of the opportunities available from this region.
- **Attended Brand USA India Mission**, September 22-27, to educate the India travel industry including tour operators, travel agents, incentive and meeting agents on the limitless potential of the Las Vegas as a travel destination.

Leisure Sales

- **Hosted nine events during Virtuoso Travel Week**, exposing 250 luxury travel advisors to Downtown/Fremont Street Experience, Opium/Cosmopolitan, Aces WNBA Basketball, Aviators Baseball, Maverick Helicopters, Heartbreak Hotel, and High Roller. **Participated in the Virtuoso Travel Week with 400 individual appointments** showcasing our Partner Alliance and Learn and Earn Program. Negotiated a registration desk for the full conference – a first for this event – that provided us 40 hours of face to face selling with the attendees of the conference.
- **Registered 600 new travel advisors on our Learn and Earn program, and 20,092 verified contacts in the Learn and Earn database** since its relaunch.
- Dana Schwartz, Sales Executive, **prospected a Rainbow 6 Esports event produced by ESL Gaming during XLIVE Esports Summit**. This created a lead for accommodations for five one-week periods during March-April, June-July and September-October of 2020 for 60 players and 30 crew for each event.
- **Facilitated a client activation with 65 travel advisors and 6 mission partners** in addition to Delta Vacations University, reaching 150 travel advisors, and utilized an interactive tradeshow booth to reach approximately 2000 attending travel advisors.
- **Worked with IntelTravel Quest to negotiate and coordinate valuable in-kind experiences with mission partners** (complimentary & discounted shows, tours and attractions) in exchange for marketing opportunities which include tradeshow access for LVCVA and all contributing suppliers in addition to presentation time during IntelTravel Quest Conference scheduled in February 2020.

Meetings Incentives Conventions and Exhibitions (MICE) and Specialty Markets

- WTC Las Vegas
 - **Hosted an international webinar with 11 World Trade Centers (WTCs) and the Consumer Technology Association to introduce a new “WTC Delegate and Exhibition Program”** for members of the WTCA. As a result, several WTCs have expressed strong interest in sending first-time delegations to CES.
 - Cheryl Smith was re-elected to chair the WTCA Member Advisory Council on Conferences and Exhibitions. Also joined the Member Advisory Council on Business Clubs as a new member.
- Esports

Prospected a WorldGaming contact from the XLIVE Esports Summit and **created an originated lead and source venues for 199 hotel rooms for a first-time esports tournament in Las Vegas** in April 2020.
- MICE LATIN AMERICA:
 - IMEX Americas
 - **Hosted 14 meeting planners from Mexico and Brazil for Las Vegas FAM experience** to showcase various opportunities for MICE groups interested in Las Vegas.
 - Worked with Connect Worldwide in Mexico City, MCI Sao Paulo, MCI Buenos Aires, SITE Latin America and A/V Business & Communications to reach 93 additional meeting planners throughout Latin America to extend our reach in the region.
 - Total of 107 meeting planners experienced Las Vegas through site inspections, shows, restaurants and attraction visits during IMEX America 2019.
 - AMPROFEC 2019
 - Jim McMichael spoke at AMPROFEC (Mexican trade show association) to highlight Las Vegas' success in the trade show industry and promote and drive attendance to IAEE's Expo Expo trade show coming to Las Vegas in December 2019.
- MICE UNITED KINGDOM and EUROPE:
 - IMEX Americas
 - Hosted 13 meeting planners who attended a three-day pre-FAM prior to IMEX America show, creating opportunities for the planners to site-tour hotels, engage in destination attraction experiences and provided the MICE sales team a chance to spend quality time over three days to learn their business and build solid relationships.
 - The MICE UK team conducted 10 appointments in our stand, one of which was Clarion Events from the UK who provided two live leads.

- MICE CANADA:
 - IMEX America
 - Joanna Zwink spoke extensively to hotel and industry partners regarding their Canadian groups and hosted Air Canada and buyers from 4 agencies to discuss our hosted buyer program and a pre-IMEX 2020 FAM.
- LGBT:
 - **Continued work with Int'l Gay Bowling Organization to host their 2021 Annual tournament** bringing the group back to Las Vegas for the first time since 1986. Bid pitch takes place November 2019.

Research Center

- Joined in RTC Land Use Working Group to present local tourism trends and discuss long term outlook.
- Devised and distributed updated Convention Center Customer Experience survey report to COO and assigned staff.
- Presented market trend data and **participated in strategy discussion with Laughlin hotel partners.**
- **Compiled and released 2018 Las Vegas international visitation estimates by country.**
- **Crafted citywide convention planning calendar thru 2023** in concert with the Business Sales team.
- **Participated in meeting planner in-depth interviews** as part of the Business Brand Planning effort **to steer messaging to target meeting planners and corporate decision makers.**
- **Refined an event evaluation tool** for Sports Marketing & Special Event teams **to assess future special event opportunities.**

Sports Marketing

- **Launched a collaboration initiative with UFC to further drive tourism to the destination,** which will include B2B, Events, Marketing, Public Relations and Sales components that leverage both global brands' capabilities.
- **Revitalized the PR Sports Executive Committee,** which is comprised of all major teams, venues, and hotel partners to further promote Las Vegas as the "Sports Capital of the World" through collaborative PR strategies.
- **Developed and executed an expense free online ticket management system** to be more accountable and ensure that our assets are being utilized to the greatest extent in promoting and selling the destination.

- **LVCVA worked with NASCAR to host the second Burnout Blvd down Las Vegas Blvd,** to capitalize on the magnitude of the second NASCAR weekend kicking off the Monster Energy NASCAR Cup Series Playoffs.

OPERATIONS

Overall Operations

- **Finalized third party Employee Health and Safety Audit creating action plans to address identified deficiencies.**
- **Received a demonstration on a new product (Lap Laser) that is meant to speed up the floor marking process and save man-hours.** The product is the third one demonstrated to us in a series of products intended to decrease the amount of move-in time needed for show clients and contractors, and increase available space/days for sale as a result.
- **Launched Innovation Work Group with executives from Freeman to address technological advancement and solutions** in the convention industry and at the LVCC. The group will meet monthly.
- **Began sustainability consultant work designed to detail paths forward in energy conservation, water efficiency and waste management.** Will also assist with the development of a messaging program for both internal and external audiences.

Client Services

- **Launched ongoing carpet recycle efforts during MAGIC,** where almost 90,000 square yards of carpet were diverted from landfill through collaboration with an organization that shreds, bundles and repurposes the resulting waste product.

Engineering

- **Replaced 430 fluorescent lamps in the warehouse and C Hall tunnel with LEDs,** approximately 134,028 kWh's/\$11,000 annual savings, NVE rebate submitted, amount TBD.

Industry Initiatives & Event Design

- **Welcomed the NFL Draft Planning team for their first all staff planning meeting for the 2020 Draft.** Additionally, planned and executed NFL Draft footprint discussions with resort property presidents from MGM Resorts and Caesars Entertainment and **held the first Las Vegas Local Organizing Committee (LVLOC) meeting for the 2020 NFL Draft.**

FINANCE

Audio/Visual

- **Successfully delivered new music distribution and paging services technology** per MAGIC Show Management request. The technology pushed existing audio system and AV staff to its limits.

- **Assisted P2 with their office space remodel project** by terminating, testing and labeling new network cables that provide services to the existing work areas and new training PCs.
- **Upgrade of telephone and voicemail infrastructure to include consolidation and upgrade** of two end-of-life voicemail platforms, migration of physical servers to virtual server network, and migration of Avaya CM Platform to the current version to improve reliability.
- **Upgraded Laughlin Office Connectivity**, providing a 4x speed improvement while reducing costs from the dedicated leased line that was previously used. The work involved the installation of a new firewall which now utilizes an encrypted VPN connection back to the LVCC with a faster 20Mb fiber connection.

Information Technology

- **Deployed a new file repository server for ambassadors' general document use**, which is also being replicated to the Microsoft cloud for disaster recovery purposes.
- **Assisted The Boring Company's office setup** in the Red Lot, including Gigabit fiber connection over secure VPN.
- **Implemented the Budget vs. Actuals Tracking System (BATS) Pilot Application** for departments to track budgets vs. actuals over the course of the fiscal year.
- **ITD is conducting trials on a hybrid cloud storage architecture that will greatly expand the capacity and backup security of our digital assets**, which will allow for local storage caching of data with primary storage using unlimited cloud-based storage resources.
- **Completed vendor qualifying review for a Master Technology Integration vendor for the LVCCD project**, which will utilize a state-of-the-art data network backbone to connect multiple building technology, control, and safety systems. The Master Technology Integrator will work with the LVCVA, Cordell, and the general and specialty contractors to design the backbone technology network for the LVCCD expansion and future renovation phases.

Purchasing & Business Services

- Co-hosted the Clark County Regional Business Development Advisory Council (RBDAC) 8th annual Committed to Our Business Community (CTOBC) Networking Event at the LVCC, with over 70 exhibitors and hundreds of attendees to promote the inclusion of local, small and disadvantaged businesses in the contracting and procurement processes of public agencies.

PEOPLE & POSSIBILITIES

Organizational Development

- **Established new P&P Computer Lab** with 10 available computers to assist ambassadors with skill development, email/network access, online learning, and safety training. Provides access to Workforce, Vista, Outlook, and NeoGov while promoting an accessible, digital work environment.

Diversity

- **The LVCVA participated in the inaugural Cristo Rey St. Viator College Preparatory High School Corporate Work Study program** by hosting four students in the Public Affairs Department specifically in the host committee and archival areas. The program provides a professional environment for low income high school students to gain job experience, provide real services to local business and realize the relevance of their education. Each student participates for one academic year.

Learning & Development

- **Kicked off NEOGOV e-Forms implementation project** to digitally transform manual documents into electronic forms. Increases Authority-wide efficiencies and productivity by identifying current and future workflow processes and enabling timely execution and tracking of essential documents.

Total Rewards

- **Partnered with Morgan Stanley, our deferred compensation provider, to conduct one-on-one meetings to discuss retirement planning** with our ambassadors. With a 90% participation rate, ambassadors attended these personalized meetings to take advantage of this financial planning opportunity to secure their futures.
- **Hosted pre-open enrollment highlights meetings** to inform ambassadors of upcoming health insurance changes for the 2020 calendar year. With over 100 fulltime ambassadors in attendance, participants learned of changes to healthcare administrators, co-pay increases under the HMO plan, changes to our flexible spending account carrier and cost savings measures.

PUBLIC AFFAIRS

Communications

- **Orchestrated a media campaign surrounding a construction milestone of the Convention Center expansion.** The tradesmen and women signing and hoisting of the final Exhibition Hall beam resulted in **57 news stories** including all local news outlets and industry trades.
- **Coordinated media coverage utilizing the Research Department's Labor Day visitation** featured in 95 local and national news stories.
- Managed media inquiries for variety of public records requests.

Community Relations

- Welcomed and onboarded four Cristo Rey St. Viator College Preparatory High School interns to the Public Affairs team to begin their school year-long internship.
- **Partnered with Vitalant to host the 3rd Annual Blood Drive for Tourism Challenge** that resulted in collecting 372 units of blood.
- Host Chair Oscar Goodman attended and greeted visitors at six conventions, community and sporting events.

Government Affairs/Advocacy

- **Coordinated and hosted “Travel Talks” roundtable** in partnership with U.S. Travel Association featuring U.S. Congresswoman Susie Lee
 - More than 30 executives from the tourism, gaming and transportation industries joined together to federally advocate on a variety of issues important to S. Nevada.
 - Roundtable generated 10 local news stories including the Review Journal, KTNV, ABC, and KLAS NBC.
- **Hosted opening night reception for 100-plus business, community and political leaders attending the Las Vegas Metro Chamber of Commerce D.C. Fly In** at LVCVA's DC office.
- The Senate Transportation/HUD Appropriations bill to fund the U.S. Department of Transportation (USDOT) 2020 budget was approved by the Transportation Committee on September 23 and includes important language to the Destination to study and address the impact of visitation on roadways when disbursing federal aid funding. The bill also directs the USDOT to complete the National Travel and Tourism Infrastructure Strategic Plan by December, using language LVCVA provided, to recognize the importance of tourism to the U.S. economy and the critical need for infrastructure to reduce traveler mobility gaps.

Las Vegas News Bureau Media Outreach

- **Published 16 news stories in the LVCVA Newsroom** (press@lvcva.com) resulting in 158 asset downloads and 11,260 pages views by variety of media.
- **Shot, edited and distributed 20 video and photography destination and event packages for local, regional, trade and national media** for activities that resulted in 151 media placements (e.g. Los Angeles Times, San Diego Union Tribune and MSN Mexico) and a publicity value of \$349,000.
- **Serviced 90 photo and video requests** from trade and consumer media, meeting planners, travel professionals and resort partners including Good Morning America, ABC News, PBS and Barrett Jackson Magazine.

- **Las Vegas Newswire (online news outlet to showcase the faces and places of the hospitality industry)**
 - **Produced 50 news stories** featuring a variety of topics including:
 - Interactive art exhibit at Delano
 - MGM store for guests who travel with pets
 - Vegas Stronger anniversary and community calendar
 - Zero-waste carpet recycling at the Las Vegas Convention Center
 - Hospitality Heroes features

AUDIT SERVICES

- **Formalized project plan to help operations groups update / implement new control processes and structure.**
- **Finalizing arrangements to bring ALGA (Association of Local Government Auditors) training session to LVCC.**

AWARDS & RECOGNITION

- **R&R received the PR News Platinum Award for the category of Best Use of YouTube** for Only Vegas Moments – “Now and Then.”
- LVCVA is one of five agencies to have **received the National Procurement Institute’s Achievement of Excellence in Procurement (AEP) Award every year since its inception - 24 consecutive years.** The award recognizes organizations that demonstrate excellence by obtaining a high score based on standardized criteria that are designed to measure innovation, professionalism, productivity, e-procurement, and leadership attributes of the procurement organization.
- **Received Center of Excellence Award from Exhibitor Magazine.** Article featuring our building will run in the October 2019 issue.
- Justin Tully passed the examination to earn the Certified Internal Auditor (CIA) designation.
- Las Vegas News Bureau archivist Kelli Luchs **received “The Spotlight Award” from the Society of American Archivists** for her good work of the profession and archival collections.
- The Las Vegas News Bureau received the **“Award of Excellence”** for their “Las Vegas Lineup” from the **American Association of State and Local History**, the nation's most prestigious competition in state and local history.