



**Regular Meeting of the Board of Directors
September 11, 2018
Minutes**

The Regular Meeting of the Board of Directors of the Las Vegas Convention and Visitors Authority (LVCVA) was held on September 11, 2018, 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 Lawrence Weekly, Chair	Mayor Pro Tem Peggy Leavitt..... <i>via telephone</i>
Mr. Chuck Bowling, Vice Chair	Mr. Gregory Lee
Mr. Bill Noonan, Secretary	Mayor John Lee.....absent
Commissioner Larry Brown, Treasurer	Councilman John Marz
Councilwoman Michele Fiore	Councilman George Rapson..... <i>absent</i>
Mayor Carolyn Goodman	Ms. Mary Beth Sewald
Mr. Tom Jenkin..... <i>via telephone</i>	Mr. Maurice Wooden

	Steve Hill, CEO/President
	Luke Puschnig, Esq., CEM, Legal Counsel
	Ed Finger, Chief Financial Officer
LVCVA Executive Staff in Attendance	Jacqueline Peterson, Chief Communications & Public Affairs Officer
	Barbara Bolender, Chief People Officer
	Cathy Tull, Chief Marketing Officer
	Terry Jicinsky, Senior Vice President of Operations

OPENING CEREMONIES – CALL TO ORDER

Chair Lawrence Weekly called the meeting to order at 9:00 a.m.

INVOCATION The invocation was delivered by Pastor Jimmy Monaghan of Canyon Ridge Christian Church.

FLAG SALUTE The Pledge of Allegiance followed the invocation.

COMMENTS FROM THE FLOOR BY THE PUBLIC

Jon Astor-White, President/CEO of Las Vegas Entertainment and Sports Television, discussed the dismissal of a complaint against the LVCVA and R&R Partners. Mr. Astor-White indicated his intention to continue the legal action against the LVCVA and R&R Partners, citing several allegations.

Bill Stanley, representative of the Southern Nevada Building Trades Union, expressed his support of agenda item number 8, and emphasized the effect the Board’s support of that item would have on the creation of thousands of jobs in the Southern Nevada construction industry. Mr. Stanley thanked Chairman Weekly, Mayor [John] Lee, Commissioner [Larry] Brown, LVCVA Board Members, Randy Walker, Luke Puschnig, Dewey Newton, and Guy Martin.

Al Davis, business manager, IBEW Local 357, thanked Chairman Weekly and the Board, Guy Martin, and Dewey [Newton]. Mr. Davis highlighted the impacts the approval of agenda item 8 would have on the community, including a component for disadvantaged workers, disadvantaged business owners, and an apprenticeship piece for the future workforce.

APPROVAL OF AGENDA AND MINUTES

APPROVAL OF THE AGENDA AND MINUTES

Secretary Bill Noonan moved and it was carried by unanimous vote of the voting members present, including Member Tom Jenkin and Member Peggy Leavitt via telephone, to approve the September 11, 2018, Regular Meeting of the Board of Directors' agenda, and the August 14, 2018, Regular Meeting of the Board of Directors' minutes.

PRESENTATIONS – DISCUSSION AND POSSIBLE ACTION

PRESENTED

Presentations by the Las Vegas Convention and Visitors Authority Staff

Terry Jicinsky, Senior Vice President of Operations, highlighted the recent milestones reached at Cashman Center including hosting two sports [baseball and soccer] at one stadium at the same time, and acknowledged the Cashman grounds crew. Mr. Jicinsky presented a time lapse of the conversion of Cashman Stadium from a baseball field to a soccer field, and emphasized the challenges overcome by the Cashman staff during the process.

Member Carolyn Goodman added her compliments on behalf of the Las Vegas Lights, and the baseball and soccer fans.

Mr. Jicinsky mentioned the 51s vacating the field next year, and the Lights becoming sole tenant, and offered a commemorative baseball hat signifying of the conclusion of the 51s baseball seasons at Cashman, and gave highlights of the team's 36 years at the Cashman facility.

Mr. Jicinsky also featured the inaugural season of the Las Vegas Lights including attendance highlights and game schedule updates.

Treasurer Larry Brown recognized Colin Doebler, Grounds Manager, and gave credit to him and his team for the quality of the turf during the dual season. Treasurer Brown highlighted one of the slides in Mr. Jicinsky's presentation, and described the significance the baseball hat has for him.

Mr. Jicinsky delivered a video presentation on the following operations highlights:

- Global Security Exchange Conference (GSX) – September 24-27
- Mr. Olympia – September 14-15

Cathy Tull, Chief Marketing Officer, delivered a video presentation on the following marketing highlights:

- NASCAR Race Weekend
- Mexican Independence Day Celebrations
- Mesquite Super Run – September 21-23
- Life is Beautiful – September 21-23
- Marketing Initiatives
 - Tomorrowland and BEAT Las Vegas
 - Laughlin highlight on *Travelzoo* "48 Hours in Laughlin"
 - Two-part series partnership with *Complex*
 - International PR efforts with *Reader's Digest*

Jacqueline Peterson, Chief Communications & Public Affairs Officer, delivered a PowerPoint presentation on the following public affairs highlights:

- Las Vegas News Bureau's *Las Vegas Newswire*
- Public Affairs: Internal LVCVA blog re-launch
- Domestic Media: *Dallas Morning News*, *Shape Magazine*, *The Daily Mail*
- Host Committee: Unveiling of the City's gateway sign, MAGIC Market Week, Las Vegas Metro Chamber's Service Excellence Awards
- [Customs and Border Patrol] CBP Update regarding LATAM flight from Sao Paulo, Brazil to Las Vegas

Ed Finger, Chief Financial Officer, presented the following finance highlights:

- Sale of \$500 million in bonds for completion of the Las Vegas Convention Center District (LVCCD) Phase Two Expansion and \$80 million for the possible acquisition of Kishner and Siegel properties
- LVCVA's Moody's rating upgrade from A1 to AA3

This was an information item. Not an action item.

STAFF REPORTS – DISCUSSION AND POSSIBLE ACTION

MARKETING DIVISION

ITEM 1. Spartan Weekend – Laughlin, Nevada – November 16-18, 2018

Ms. Tull requested the Board of Directors approve the distribution of funds to Las Vegas Events (LVE) in the amount of \$100,000 to fund the Spartan Weekend November 16-18, 2018. The event will be held in Laughlin, Nevada.

Fiscal Impact

FY 2019 \$100,000 Estimated expenditure

Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member Peggy Leavitt via telephone, to approve the distribution of funds to Las Vegas Events (LVE) in the amount of \$100,000 for Spartan Weekend November 16-18, 2018, in Laughlin Nevada.

ITEM 2. RFP #19-4532 Digital Engagement Services in China

Ms. Tull requested the Board of Directors: 1) Award RFP #19-4532, Digital Engagement Services in China to *Dragon Trail Interactive*, Lexington, Kentucky, for the period of October 1, 2018 through June 30, 2020, at the rate of \$14,500 per month; 2) Authorize the LVCVA Chief Executive Officer (CEO)/President to execute the contract documents; 3) Authorize the LVCVA CEO/President to execute three (3) additional one-year contract extensions according to the RFP documents; and 4) Authorize any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact

FY 2019 \$130,500 Estimated expenditure

FY 2020 \$174,000 Estimated expenditure

Member Greg Lee asked if it was surprising that the company chosen was based out of Lexington, Kentucky.

Ms. Tull replied that it was, and said it was initially expected a Chinese firm would be hired. Ms. Tull mentioned the LVCVA's sales and PR office in China having done digital work, but not having the sufficient experience for desired messaging, and detailed the chosen company's experience and depth of knowledge.

Member Greg Lee moved and it was carried by unanimous vote of the voting members present, including Member Tom Jenkin and Member Peggy Leavitt via telephone, to 1) Award RFP #19-4532, Digital Engagement Services in China to Dragon Trail Interactive, Lexington, Kentucky, for the period of October 1, 2018 through June 30, 2020, at the rate of \$14,500 per month; 2) Authorize the LVCVA Chief Executive Officer (CEO)/President to execute the contract documents; 3) Authorize the LVCVA CEO/President to execute three (3) additional one-year contract extensions according to the RFP documents; and 4) Authorize any residual unexpended balances from this authorization to revert to available general funds.

OPERATIONS DIVISION

ITEM 3. **Emergency Notification System Upgrade Contract #19-4547**

Mr. Jicinsky requested the Board of Directors: 1) Award Contract #19-4547, Emergency Notification System Upgrade, to Johnson Controls Fire Protection, LP (formerly Simplex Grinnell, LP) of Las Vegas, Nevada, in the estimated amount of \$1,174,315; 2) Authorize the CEO/President to execute the contract documents; and 3) Authorize any residual unexpended balances from this authorization to revert to available capital funds.

Fiscal Impact

FY 2019 \$1,174,315 Estimated expenditure

Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member Tom Jenkin and Member Peggy Leavitt via telephone, to 1) Award Contract #19-4547, Emergency Notification System Upgrade, to Johnson Controls Fire Protection, LP (formerly Simplex Grinnell, LP) of Las Vegas, Nevada, in the estimated amount of \$1,174,315; 2) Authorize the CEO/President to execute the contract documents; and 3) Authorize any residual unexpended balances from this authorization to revert to available capital funds.

GENERAL GOVERNMENT DIVISION

ITEM 4. **Quarterly Collection Allocation**

Mr. Finger notified the Board of Directors that room tax collection allocation amounts for the fourth quarter of fiscal year (FY) 2018 is estimated to be \$4,310,467.

This was an information item. Not an action item.

- ITEM 5. **Real Property Acquisition – 3064 Kishner Drive**
Luke Puschnig, Legal Counsel, requested the Board of Directors consider: 1) Delegation of authority to the Chief Executive Officer/President to approve the acquisition of real property located at 3064 Kishner Drive by way of a real property exchange; 2) Authorize Chief Executive Officer/President to expend up to \$10,500,000 for such real property acquisition; and 3) Authorize the Chief Executive Officer/President to sign the relevant documents.

Fiscal Impact
FY 2019 TBA

Steve Hill thanked Mr. Puschnig and Mr. Finger for their work on the acquisition, as well as the Siegel family and organization for understanding the LVCVA's need of the success of the negotiation. Mr. Hill emphasized the importance of the acquisition of the parcel, the shifting of the expansion by 67 feet to the west, the use of the additional 9.64 acres of property, and the benefit of opening up the frontage property on Las Vegas Boulevard.

Vice Chair Chuck Bowling congratulated Mr. Hill and staff.

Vice Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member Tom Jenkin and Member Peggy Leavitt via telephone, to 1) Delegate authority to the Chief Executive Officer/President to approve the acquisition of real property located at 3064 Kishner Drive by way of a real property exchange; 2) Authorize Chief Executive Officer/President to expend up to \$10,500,000 for such real property acquisition; and 3) Authorize the Chief Executive Officer/President to sign the relevant documents.

- ITEM 6. **Resolution to Augment Fiscal Year 2019 Budget**
That the Board of Directors consider approval of the proposed budget augmentation and the associated resolution to augment the FY 2019 Capital Fund Budget.

FY 2019: Increase Capital Project Fund budgeted sources and expenditures by \$80,000,000.

Treasurer Larry Brown moved and it was carried by unanimous vote of the voting members present, including Member Tom Jenkin and Member Peggy Leavitt to approve the proposed budget augmentation and the associated resolution to augment the FY 2019 Capital Fund Budget.

- ITEM 7. **Legal Counsel's Report and Recommendation(s)**
There were no new legal items to report.

This was an information item. Not an action item.

COMMITTEES

- ITEM 8. **Las Vegas Convention Center District Committee Report**
The LVCCD Committee met on September 6, 2018, to discuss items A-C.

Mr. Hill thanked the Oversight Panel for Convention Facilities in Clark County (Oversight Panel) and the LVCCD Committee for their work on the Guaranteed Maximum Price (GMP) contract with Turner Martin-Harris, and thanked Bill Ham, Chairman of the Oversight Panel, for his involvement in the negotiations, as well as thanked LVCVA Owner's Representative, Cordell Corporation, Turner Martin-Harris, TVS Design, and LVCVA staff and its customers. Mr. Hill commented on the various construction projects in Las Vegas, the effect the construction market environment had on the final price of this \$935 million project, and detailed the breakdown of that price. Mr. Hill commented on the structure of the financing for the project, including interest rates, debt issuance, and debt capacity.

Mr. Jicinsky presented a summary of the progression of the LVCCD project.

Rob Svedberg of TVS Design delivered a PowerPoint presentation of the LVCCD project design.

Terry Miller of Cordell Corporation detailed the process of the development of the Construction Manager at Risk (CMAR) and GMP contracts and construction design details, value engineering items, and project delivery date. Mr. Miller provided specifics regarding the price of the CMAR contract inclusive of the GMP and other allowances, contingencies, soft costs, and owner costs associated with Phase Two. Mr. Miller listed the County's conditions that were put on the project as part of the approval process, including 1) the landscape and wall along a pedestrian way; 2) the treatment of the exterior wall on the east side of the building; and 3) covering loading dock canopies. Mr. Miller stated an 8.7 percent increase from the original June 2017 document and detailed the causes of the overage, and expressed his expectance of a timely delivery of the project.

LVCCD Committee Chair Chuck Bowling clarified that there were three items being presented, two of which (A and B) would be combined. Bowling provided a report and gave the Committee's recommendation to Board of Directors for items A and B.

Item A. Las Vegas Convention Center District Phase Two Quality Assurance Agreement for Materials Testing and Special Inspections of Civil and Building Structures Services Within the Building Footprint

Item B. Las Vegas Convention Center District Phase Two Quality Assurance Agreement for Materials Testing and Special Inspections of Civil Site Services

LVCCD Committee Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member Tom Jenkin and Member Peggy Leavitt via telephone, to approve item A, Las Vegas Convention Center District Phase Two Quality Assurance Agreement for Materials Testing and Special Inspections of Civil and Building Structures Services Within the Building Footprint, and item B, Las Vegas Convention Center District Phase Two Quality Assurance Agreement for Materials Testing and Special Inspections of Civil Site Services as recommended by the Committee.

LVCCD Committee Chair Chuck Bowling presented a report and gave the Committee's recommendation to the Board of Directors for item C.

Item C. Las Vegas Convention Center District Phase Two Turner Martin-Harris Joint Venture Construction Manager at Risk Construction Services and Guaranteed Maximum Price

LVCCD Committee Chair Chuck Bowling moved and it was carried by unanimous vote of the voting members present, including Member Tom Jenkin and Member Peggy Leavitt via telephone, to approve item C, Las Vegas Convention Center District Phase Two Turner Martin-Harris Joint Venture Construction Manager at Risk Construction Services and Guaranteed Maximum Price.

ITEM 9. **Compensation Committee Report**

The Compensation Committee met on September 11, 2018, at 8:30 a.m. to discuss items A and B.

Committee Chair Maurice Wooden presented a report to the Board of Directors for items A and B and provided a recommendation.

Item A. Chief Executive Officer/President - Compensation and Terms of Employment

The Compensation Committee recommends that the Board of Directors: 1) The compensation and terms of employment for the Chief Executive Officer (CEO)/President.

Secretary Bill Noonan inquired whether the recommendation would be retroactive to the first of the month, and Mr. Wooden replied that it would indeed be.

Member Michele Fiore clarified the previous CEO's outgoing salary versus the current CEO's incoming salary, and Committee Chair Wooden agreed that was the recommendation from the Committee.

Committee Chair Maurice Wooden moved and it was carried by unanimous vote of the voting members present, including Member Tom Jenkin and Member Peggy Leavitt via telephone, to approve an annual base salary of \$375,000 and a target incentive bonus of 0-40 percent, and terms of employment for the Chief Executive Officer (CEO)/President.

Mr. Hill offered his comments pursuant to the vote, to which Committee Chair Wooden chose to take the comments after completion of item B.

Ms. Bolender provided background on the Compensation Committee's prior approval of item B, and explained the specifics of the item.

Item B. Approval of Special Awards Policy Pursuant to Board Policy 1.04(13)

Treasurer Larry Brown moved and it was carried by unanimous vote of the voting members present, including Member Tom Jenkin and Member Peggy Leavitt via telephone, to approve the Special Awards Policy for Ambassadors pursuant to Board Policy 1.04(13).

Mr. Hill expressed his appreciation to the Board of Directors, and his gratitude for being able to work for the LVCVA with fellow ambassadors, resort partners, and customers. Mr. Hill commented on the LVCVA's placement as the number one convention and visitor's bureau for the past 24 consecutive years, and his plan to keep that title. Mr. Hill described his intent to follow up with the Board regarding his goals, and detailed his priorities including innovation, access to and around the destination, and attracting millennials, and his excitement to be a part of the LVCCD and all the projects happening in Las Vegas.

DIRECTORS' RECOGNITION

Member Peggy Leavitt reminded everyone about Boulder City's "Art in the Park" event, to be held the first weekend of October, congratulated Mr. Hill, and commented on her appreciation of all the meeting's presentations.

Member Carolyn Goodman congratulated Mr. Hill and described the successes of Las Vegas, and her desire to keep the city at number one. She encouraged Mr. Hill to travel and be immersed in the convention business industry. Member Goodman emphasized the leadership changes at several entities throughout the valley. Member Goodman also made note of the opening of the courtyard for the homeless downtown, the dedication of the radial symmetry artwork, and the popularity of downtown within the millennial segment. Member Goodman also informed about the City Council's initial acceptance for building of a Municipal Court, the World Market Center's plans for a 300,000-square foot meeting space, and provided updates on the Pickleball Tournament on September 25-29 at the Plaza Hotel, the Life is Beautiful Festival September 21 – 23, and planning for 1 October remembrances including a memorial service at The Healing Garden.

Member Michele Fiore congratulated Mr. Hill and emphasized the significance of the date, September 11, and encouraged everyone to remember and reflect on the date. Member Fiore provided information on the Northwest Area Command's National Night Out on October 2nd.

Member Mary Beth Sewald reiterated the sentiments regarding 9/11 and congratulations to Mr. Hill, and announced the Las Vegas Metro Chamber of Commerce's (the Chamber) partnership with Anthem as their health insurance carrier. Member Sewald thanked the LVCVA's Hugh Sinnock for his assistance in organizing a meeting between Nellis and the Chamber regarding the "Hiring our Heroes" program, and the possibility of Commander Novotny becoming a new Chamber Board Trustee.

Member John Marz congratulated and expressed his support to Mr. Hill. Member Marz reflected on 9/11, and encouraged the public to talk to their children and grandchildren about the importance of 9/11. He expressed his excitement for upcoming events at Henderson Pavilion, including an upcoming Josh Turner concert.

Member Greg Lee congratulated Mr. Hill on his appointment, and expressed his appreciation of Mr. Hill's focus on innovation and the importance of integration of transportation efforts.

Secretary Bill Noonan also congratulated Mr. Hill and emphasized the significance of the LVCVA's Moody's rating upgrade as mentioned in Mr. Finger's staff presentation, and congratulated Mr. Finger and his team. Secretary Noonan also expressed his condolences to Board Member Greg Lee for the passing of Mr. Lee's mother.

Member Maurice Wooden recognized The Shade Tree Women's Shelter's (Shade Tree) efforts in helping the community.

Vice Chair Chuck Bowling expressed his congratulations to Mr. Hill and inquired regarding the #VegasStronger website. Jacqueline Peterson provided the direct link, lasvegasnewswire.com/events. Vice Chair Bowling highlighted the job well done by the Las Vegas Metropolitan Police Department and the LVCVA on communication regarding 1 October, and summarized sports happenings including the upcoming Vegas Golden Knights season, the WNBA's Rookie of the Year, A'ja Wilson, and the Las Vegas Aces' receipt of the first pick in the WNBA draft for the third consecutive year.

Chair Lawrence Weekly congratulated Mr. Hill, and highlighted the importance of inclusion as a focus for Mr. Hill in his new role. Chair Weekly commended Member Greg Lee for his work in Mesquite and the Rising Star property, applauded Member Wooden and the Wynn for their work with Shade Tree, and encouraged the audience to help the community as well. Chair Weekly also commended Member Fiore and Member Goodman for their work on the Corridor of Hope, thanked the Cashman team, pointed out Commissioner Brown's history with Cashman, and thanked the LVCVA team.

COMMENTS FROM THE FLOOR BY THE PUBLIC

Shaundell Newsome of Sumnu Marketing, described his experience in working with Turner Martin-Harris, and congratulated Mr. Hill. Mr. Newsome shared his 9/11 experience and reflected on the 1 October event from the standpoint of a U.S. Air Force veteran.

Las Vegas citizen Daniel Braisted expressed his concerns about the cleanliness of Las Vegas and the lack of representation of local businesses at conventions in Las Vegas.

Bill Stanley acknowledged the Las Vegas construction workforce and thanked Guy [Martin], Dewey [Newton], and Chair Weekly.

ADJOURNMENT

Chair Lawrence Weekly adjourned the meeting at 10:44 a.m.

Respectfully submitted,

Date Approved: October 9, 2018

Silvia Perez
Executive Assistant to the Board of Directors

Lawrence Weekly
Chair