



**Regular Meeting of the Board of Directors
September 12, 2023
Minutes**

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

Board of Directors (Board)

Present unless otherwise noted

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

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

OPENING CEREMONIES – CALL TO ORDER

Chair Jim Gibson called the meeting to order at 9:05 a.m.

Caroline Bateman, General Counsel, acknowledged that Board Members Jim Gibson, Pamela Goynes-Brown, Carolyn Goodman, Brian Gullbrants, Michael Naft, Steve Thompson, Steve Walton, and Brian Wursten were present either in person or virtually.

Member Cedric Crear entered the meeting at 9:07 a.m.

Member Jan Jones Blackhurst entered the meeting at 9:27 a.m.

The Pledge of Allegiance was performed.

COMMENTS FROM THE FLOOR BY THE PUBLIC

There were no comments from the floor by the public.

APPROVAL OF AGENDA AND MINUTES

APPROVAL OF THE AGENDA AND MINUTES

Secretary Goynes-Brown moved, and it was carried by unanimous vote of the voting members, to approve the September 12, 2023 Regular Meeting of the Board of Directors agenda, and to approve the minutes of the August 8, 2023 Regular Meeting of the Board of Directors.

PRESENTATIONS

Presentations by the LVCVA Staff

Lori Nelson-Kraft, Senior Vice President of Communications thanked former dean of the University of Nevada Las Vegas William F. Harrah College of Hospitality, Stowe Shoemaker, Ph.D., for his contributions to the hospitality industry in Las Vegas, and to the Hospitality Heroes Program Selection Committee. Mr. Shoemaker thanked LVCVA Staff for the recognition and expressed appreciation for the hospitality industry in Las Vegas.

Ms. Nelson-Kraft provided information on the current Selection Committee members. Ms. Nelson-Kraft shared videos recognizing Patrick Rue, Engineering Manager at The Venetian Resort Las Vegas, and Ariel Anderson, Guest Experience Manager at the Bellagio Resort & Casino, as the quarterly recipients of the Hospitality Hero Award. Chair Gibson presented the awards to the recipients.

Brian Yost, Chief Operating Officer, delivered a presentation on Las Vegas Convention Center (LVCC) building show updates including PACK EXPO Las Vegas 2023, National Funeral Directors Association (NFDA) International Convention & Expo, Mobile World Congress Las Vegas 2023, and International GSE Expo.

Mr. Yost provided an update on the LVCC Phase Three Renovation Project as it relates to the administrative offices.

Lisa Messina, Chief Sales Officer, highlighted the increase in lead volume for Las Vegas resulting from the LVCVA's investment in the Cvent platform, and detailed the metrics as compared to the previous year. Ms. Messina shared information on recent announcements of new business to Las Vegas and future efforts to focus on demand for the LVCC after its renovation.

Kate Wik, Chief Marketing Officer, delivered a presentation highlighting LVCVA marketing efforts including social media activations leveraging the performances of global female artists at Allegiant Stadium.

Ms. Wik provided information on the LVCVA's launch of a new TikTok channel, *Vegas en Español*, in anticipation of Latin American artist Karol G's upcoming performance in Las Vegas, and commented on the growth of that channel since its inception.

Ms. Wik shared videos of content and activations created for the fanbase of Blackpink, and their resulting social media engagements.

Ms. Wik provided information on social media strategies leveraging the upcoming performances of pop artist Beyonce in Las Vegas and their resulting social media impressions.

Ms. Wik detailed the methodology utilized to engage an artist's fanbase prior to that artist's Las Vegas appearance.

Ms. Wik discussed social media activations surrounding the kickoff of the National Football League (NFL) football season and shared clips of social media content in partnership with the NFL. Ms. Wik provided information on the LVCVA's sponsorship with the Las Vegas Raiders, including placement of the "*Greatest Arena on Earth*" campaign and other assets through television, radio, and social media.

Ms. Wik shared content from the LVCVA's partnership with ExtraTV featuring an Ultimate Girls Weekend in Las Vegas including concerts, shopping, and spas.

Ms. Wik highlighted the LVCVA's Global Sales department's Canadian Sales Mission including participating partners, associated media events, and attendance.

Steve Hill, Chief Executive Officer (CEO)/President, provided background and historical information on the sale of the 10-acre parcel of land by the LVCVA, and updated the Board on the status of its sale to Brett Torino. Mr. Hill described the original intended use of the land for surface parking, and provided information on Mr. Torino's planned use of the land for a mid-rise building, which would require excavation work by the LVCVA. Mr. Hill informed the Board that there would be an agenda item presented in the future related to the costs of that excavation work and stated that the price paid by Mr. Torino for the land would be unchanged, but that the LVCVA would incur estimated costs of between \$8M to \$11M for the required excavation, fill, and compacting work. Mr. Hill outlined the projected timeline of the work to be performed and the closing of the land sale.

Mr. Hill provided information on the LVCVA's previous efforts to incorporate solar energy into its infrastructure, and the subsequent challenges encountered including tariffs and supply chain complications that resulted in the termination of the project at the time. Mr. Hill shared the LVCVA's plan to revisit the use of solar energy as recommended by its sustainability consultant and informed the Board that an agenda item related to rooftop solar would be presented in the future.

Mr. Hill recalled his recent opportunity to attend a U.S. Senate Subcommittee hearing and share an update of large upcoming events in Las Vegas during a 15-week period including IMEX America, UFI The Global Association of the Exhibition Industry, SEMA Show 2023, Formula 1 (F1) Las Vegas Grand Prix, AWS re:Invent 2023, Pac-12 Football Championship Game, 2023 Wrangler National Finals Rodeo, NBA In-Season Tournament, Las Vegas Bowl, New Year's Eve, CES 2024, World of Concrete, National Automobile Dealers Association, Super Bowl LVIII and several Las Vegas Raiders and Vegas Golden Knights home games.

Mr. Hill thanked the LVCVA's partners at the Las Vegas Metropolitan Police Department, Clark County Fire Department, Harry Reid International Airport, and the Regional Transportation Commission for their coordination efforts for large scale events.

LVCVA STAFF REPORTS AND REQUESTED ACTIONS

ITEM 1. **Special Events Update**

Terry Miller of Miller Project Management provided an update on the F1 Las Vegas Grand Prix including the following: temporary vehicular bridge on Flamingo Road; track setup including temporary structures, lighting, barriers and fencing, pedestrian bridges, and employee parking.

Member Crear requested an overall synopsis of parking locations, to which Mr. Miller responded that he is currently in discussions with Las Vegas resort property partners about their employees' parking.

Member Crear clarified that his question didn't pertain only to employee parking, but parking for locals and visitors who would be attending the race, to which Mr. Miller stated that Uber, Lyft and shuttle pickup/drop-off areas have been identified and discussed at monthly stakeholder meetings, and confirmed that a full report would be provided for locals to navigate the F1 race.

Member Crear asked if the parking plan would be presented at the next LVCVA Board meeting, to which Mr. Miller confirmed he would work with Mr. Yost to communicate the plan to the Board.

Member Crear requested a plan be provided to the Board sooner rather than later, as he would prefer to be prepared should his office receive phone calls regarding questions about parking.

Mr. Miller discussed the areas of F1 signage that will be presented to Clark County for its potential approval, including track barrier signage, overhead LED screens, pedestrian bridge signage, and track run-off signage.

Member Gullbrants commended Mr. Miller on his work and asked when the city is anticipated to return to its normal state after the F1 Las Vegas Grand Prix, to which Mr. Miller responded he anticipates all components from the race to be removed by mid-December, with a focus on Las Vegas Boulevard being ready by the Thanksgiving holiday.

Don Ross and Andrew Simon, Co-Chairs of the Las Vegas Super Bowl Host Committee's Events & Hospitality Subcommittee (Subcommittee), shared their observations on the growth of sports and special events in Las Vegas and thanked LVCVA Staff and the Board for its contributions to that growth.

Mr. Ross outlined the mission, responsibilities, and membership of the Subcommittee.

Mr. Simon and Mr. Ross highlighted the Subcommittee's efforts as related to the August 23, 2023, Super Bowl LVIII Press Conference, shared announcements made during that press conference regarding ancillary and charitable events and locations, and provided coverage results from that press conference.

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

ITEM 2. **LVCVA Exhibition Booth Construction – World Travel Market London 2023 – Conex Exhibition Services**

Fletch Brunelle, Vice President of Marketing, provided information on the services offered by Conex Exhibition Services (Conex) as well as its background and experience. Mr. Brunelle clarified that the contract value for the World Travel Market booth design and build-out would be under the CEO/President's Signature Authority; however, the combined amount from the proposed WTM booth contract request and a previously approved booth construction contract with Conex for the LVCVA's IMEX exhibition booth, would exceed the CEO/President's Signature Authority. Mr. Brunelle shared economic impact and attendance information from the 2022 WTM event and estimated economic impact and attendance information for the 2023 WTM event, and requested that the Board consider: 1) Authorizing the CEO/President to execute an agreement with Conex Exhibition Services, in the amount of \$244,000 for the design and build-out of the LVCVA's exhibition booth for World Travel Market London 2023 which will take place November 6-8, 2023 in London, England; and 2) Authorizing any residual unexpended balances from this approved expenditure to revert to available general funds.

Fiscal Impact

FY 2024: \$244,000 Expenditure

Member Gullbrants stated that he currently serves as the Chief Operating Officer for Wynn Resorts North America and that members of the Wynn Las Vegas team would be attending the 2023 WTM London event and utilizing the LVCVA's booth and exhibition space for meetings and other business activities. Member Gullbrants stated that since the Wynn Las Vegas team would directly benefit from the LVCVA's booth, the independence of judgment of a reasonable person in his situation may be materially affected by his employment with Wynn Resorts and that he would be recusing from deliberating and voting on this Agenda Item 2.

Member Jones Blackhurst indicated that the same comments as Mr. Gullbrants applied to her affiliation with Caesars Entertainment and she recused from deliberating and voting on Agenda Item 2.

Secretary Goynes-Brown moved, and it was carried by unanimous vote of the voting members, with the exception of Members Gullbrants and Jones Blackhurst who abstained, to: 1) Authorize the CEO/President to execute an agreement with Conex Exhibition Services, in the amount of \$244,000 for the design and build-out of the LVCVA's exhibition booth for World Travel Market London 2023 which will take place November 6-8, 2023 in London, England; and 2) Authorize any residual unexpended balances from this approved expenditure to revert to available general funds.

ITEM 3.

Las Vegas Convention Center (LVCC) Building Lease Rates Schedule

Ms. Messina outlined Board Policy as it relates to procedures for submitting lease rate schedules to the Board and stated that the most recent lease rates schedule change was submitted to the Board in 2015 and went into effect in 2018. Ms. Messina detailed the current rate per square foot at \$0.35, and proposed the recommendation that effective January 1, 2026, the current rate will increase from \$0.35 per square foot to \$0.36 per square foot, and a penny thereafter through 2030. Ms. Messina stated that the 3% increase represents recent increases in costs including labor and energy, and is still either under or in line with, the LVCVA's top competing convention centers. Ms. Messina requested that the Board consider approving the proposed building lease rates schedule for the Las Vegas Convention Center, effective January 1, 2026.

Fiscal Impact

Facility Lease Rates – estimated annual incremental revenue:

FY 2026: \$0.6 million

FY 2027: \$1.6 million

FY 2028: \$2.7 million

FY 2029: \$4.2 million

FY 2030: \$5.1 million

Member Gullbrants moved, and it was carried by unanimous vote of the voting members, to approve the proposed building lease rates schedule for the Las Vegas Convention Center, effective January 1, 2026

ITEM 4.

Bid #24-4784, On-Call Traffic Control Support

Mr. Yost detailed the LVCVA's previous utilization of third-party temporary safety, customer parking, and traffic control services, and emphasized the importance of these services to ensure safety and efficiency in the LVCVA's parking lots during large shows. Mr. Yost requested that the Board consider: 1) Awarding Bid #24-4784, On-Call Traffic Control Support, to Las Vegas Parking, Inc., Las Vegas, Nevada, in the amount of \$500,000 for an initial term of one (1) year from October 1, 2023 – September 30, 2024, with three (3) additional one (1) year extension options in the total amount of \$1,615,000; 2) Authorizing the CEO/President to execute the contract documents; and 3) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact

FY 2024: \$375,000 Expenditure

FY 2025: \$510,000 Expenditure

FY 2026: \$535,000 Expenditure

FY 2027: \$555,000 Expenditure

FY 2028: \$140,000 Expenditure

Member Michael Naft moved, and it was carried by unanimous vote of the voting members, to: 1) Award Bid #24-4784, On-Call Traffic Control Support, to Las Vegas Parking, Inc., Las Vegas, Nevada, in the amount of \$500,000 for an initial term of one (1) year from October 1, 2023 – September 30, 2024, with three (3) additional one (1) year extension options in the total amount of \$1,615,000; 2) Authorize the Chief Executive Officer (CEO)/President to execute the contract documents; and 3) Authorize any residual unexpended balances from this authorization to revert to available general funds.

ITEM 5.

On-Call Janitorial Support Services - Premier Property Preservation

Randy Shingleton, Vice President of Facilities, discussed the LVCVA's utilization of on-call janitorial services for 12 of its largest tradeshow, and stated that the proposed request is for approval of the remaining extensions of a contract originally approved by the Board in 2021. Mr. Shingleton requested that the Board consider: 1) Authorizing the CEO/President to extend an agreement with Premier Property Preservation for on-call janitorial support for a period of October 1, 2023 to September 30, 2025 in the amount of \$290,000; and 2) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact

FY 2024: \$140,000

FY 2025: \$140,000

FY 2026: \$ 10,000

Member Naft moved, and it was carried by unanimous vote of the voting members, to approve the following: 1) Authorizing the CEO/President to extend an agreement with Premier Property Preservation for on-call janitorial support for a period of October 1, 2023 to September 30, 2025 in the amount of \$290,000; and 2) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

ITEM 6.

Workforce Software – Ambassador Time and Attendance System

Ed Finger, Chief Financial Officer (CFO), stated that cumulative expenditure for the current time and attendance software contract has exceeded \$250,000 and that the proposed authorization requests an amount in excess of the current annual contract value due to the contemplation of inflationary increases to the underlying contract over an extended period of time. Mr. Finger requested that the Board consider: 1) Authorizing the CEO/President to extend and/or renew software and hardware license agreements with, and to purchase ancillary hardware from, WorkForce Software (WorkForce), in an amount not to exceed \$100,000 per year until the LVCVA's current time and attendance management system is no longer needed or is replaced; and 2) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact

Annually - Not to exceed \$100,000 Expenditure

Secretary Goynes-Brown moved, and it was carried by unanimous vote of the voting members to: 1) Authorize the CEO/President to extend and/or renew software and hardware license agreements with, and to purchase ancillary hardware from, WorkForce, in an amount not to exceed \$100,000 per year until the LVCVA's current time and attendance management system is no longer needed or is replaced; and 2) Authorize any residual unexpended balances from this authorization to revert to available general funds.

ITEM 7. **Interlocal Agreement for Staffing Services – Clark County Stadium Authority**

Mr. Hill acknowledged the previous efforts of Jeremy Aguero and Brian Gordon of Applied Analysis as Staff for the Clark County Stadium Authority (Stadium Authority) and stated that Mr. Aguero and Mr. Gordon's current working relationship with the Oakland A's creates a conflict with their role as Staff for the Stadium Authority. Mr. Hill noted that Clark County currently acts as fiscal agent for the Stadium Authority via an interlocal agreement. Mr. Hill stated that he has discussed with LVCVA Staff, its administration of services to the Stadium Authority. Mr. Hill acknowledged a conflict on his part, as Chairman of the Stadium Authority, and stated that Lawrence Epstein, Vice Chairman of the Stadium Authority, would oversee conversations regarding the proposed interlocal agreement between the Stadium Authority and the LVCVA, and Mr. Finger would oversee those discussions on the LVCVA's behalf.

Mr. Finger provided background information on the creation, responsibilities, and efforts of the Stadium Authority, noting that pre-existing law contemplated the Stadium Authority as a governmental entity with a public Board, with administrative efforts intended to be outsourced. Mr. Finger detailed the scope of work as related to agreements between Clark County and Applied Analysis with the Stadium Authority, and stated that the LVCVA would assume those efforts under the proposed interlocal agreement.

Mr. Finger stated that the LVCVA would use existing staff and contracted employees to coordinate and review the work of third-party attorneys, develop review professionals and other professionals necessary to facilitate the Stadium Authority's oversight responsibilities for the new Major League Baseball (MLB) ballpark, administer Stadium Authority Board agendas and meetings, and perform other oversight functions for both the MLB ballpark and Allegiant Stadium. Mr. Finger stated that the Stadium Authority would be charged by the LVCVA for the actual cost of these efforts in an amount not to exceed \$600,000 annually.

Mr. Finger detailed the funding of the Stadium Authority for its administrative responsibilities and requested that the Board consider authorizing him to execute an interlocal agreement with the Clark County Stadium Authority, in the amount of \$600,000, for the LVCVA staff to provide services to the Stadium Authority.

Fiscal Impact

Per Fiscal Year - \$600,000 expenditure and reimbursement, (Subject to Budgetary Approval)

Member Naft moved, and it was carried by unanimous vote of the voting members to authorize the CFO to execute an interlocal agreement with the Clark County Stadium Authority (Stadium Authority), in the amount of \$600,000, for the LVCVA staff to provide services to the Stadium Authority.

ITEM 8. **Emergency Escalator Repair - Las Vegas Monorail Sahara Station - KONE**

Mr. Finger stated that there existed a current emergency at the Monorail's Sahara Station affecting the safety and welfare of the public with both up and down escalators not operating. He explained that passengers on the Monorail, specifically those with physical impairments, may not be able to safely exit the system. The proposed request would allow an award directly to the LVCVA's current escalator repair company KONE, instead of conducting a bid process. Mr. Finger confirmed that the cost of the repairs is the responsibility of the private landowner, and the LVCVA believes that it will recover the costs of this repair. Mr. Finger requested that the Board consider: 1) Determining that an emergency exists, pursuant to Nevada Revised Statutes 332.112, at the Las Vegas Monorail's Sahara Station due to both escalators (Escalators) ceasing operation that affects the safety and welfare of the public; 2) Authorizing the CEO/President to execute a proposal with KONE, in the amount of \$262,000 for the repair and replacement of parts for the Escalators; and 3) Authorizing any residual unexpended balances from this authorization to revert to available general funds.

Fiscal Impact
FY 2024: \$262,000 Expenditure

Member Gullbrants moved, and it was carried by unanimous vote of the voting members to: 1) Determine that an emergency exists, pursuant to Nevada Revised Statutes 332.112, at the Las Vegas Monorail's Sahara Station due to both escalators ceasing operation that affects the safety and welfare of the public; 2) Authorize the CEO/President to execute a proposal with KONE, in the amount of \$262,000 for the repair and replacement of parts for the Escalators; and 3) Authorize any residual unexpended balances from this authorization to revert to available general funds.

COMMENTS FROM THE FLOOR BY THE PUBLIC

ET Snell informed the Board that a lobbyist would be assisting him in creating a ballot measure for a 10-lane superhighway between Barstow and Las Vegas, provided information on the recent approval of a 3,600-employee freight depot, and commented on the number of fatalities on the road between Barstow and Las Vegas. Mr. Snell compared political donations to bribes and inquired on the use of a consultant to conduct an engineering study regarding the recent re-design of a rest-stop along the road between Barstow and Las Vegas.

ADJOURNMENT

Chair Gibson adjourned the meeting at 10:34 a.m.

Respectfully submitted,

Date Approved: October 10, 2023

Silvia Perez
Executive Assistant to the Board

James B. Gibson
Chair