



**Regular Meeting of the Board of Directors
September 14, 2021
Minutes**

The Regular Meeting of the Board of Directors (Board) of the Las Vegas Convention and Visitors Authority (LVCVA) was held on September 14, 2021, at the Las Vegas Convention Center, 3150 Paradise Road, Las Vegas, Nevada 89109. This meeting was properly noticed and posted in accordance with the State of Nevada Executive Department Declaration of Emergency Directives 006 and 044, dated March 22, 2020 and April 19, 2021, respectively.

Board of Directors (Board)

Present unless otherwise noted

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

LVCVA Executive Staff present	Steve Hill, CEO/President
	Caroline Bateman, General Counsel
	Ed Finger, Chief Financial Officer
	Brian Yost, Chief Operating Officer
	Lori Nelson-Kraft, Sr. VP of Communications
	Kate Wik, Chief Marketing Officer
	Stana Subaric, Senior Vice President of People & Culture. <i>via phone</i>

OPENING CEREMONIES – CALL TO ORDER

Chairman John Marz called the meeting to order at 9:00 a.m.

Caroline Bateman, General Counsel, acknowledged that all Board Members were present either in person or telephonically, with the exception of Members Jim Gibson, Michael Naft, and Brian Wursten, who were absent.

The Pledge of Allegiance was performed.

Secretary Gibson joined the meeting telephonically.

COMMENTS FROM THE FLOOR BY THE PUBLIC

There were no comments from the floor by the public.

APPROVAL OF AGENDA AND MINUTES

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AND MINUTES**

Member Michele Fiore moved, and it was carried by unanimous vote of the voting members, to approve the September 14, 2021, Regular Meeting of the Board of Directors agenda, and to approve the minutes of the August 10, 2021, Regular Meeting of the Board of Directors.

PRESENTATIONS

Presentations by the LVCVA Staff

Steve Hill, Chief Executive Officer (CEO)/President, informed the Board that the LVCVA has implemented the requirement of either proof of COVID-19 vaccination or weekly testing for its employees. Mr. Hill reported that, to date, about 73% of employees have been vaccinated.

Mr. Hill also informed the Board of possible vaccination requirements from producers of upcoming shows at the Las Vegas Convention Center (LVCC). Chair Marz asked if the LVCVA has enough staff to be able to accommodate show requests for the use of only vaccinated LVCVA employees, to which Mr. Hill replied that there is a sufficient number of vaccinated ambassadors to be able to accommodate those requests through changes in shift assignments.

Mr. Hill informed the Board that the National Football Foundation has announced that its annual dinner and four-day event will move to Las Vegas in early December, with the LVCVA being its presenting sponsor.

Mr. Hill informed the Board that the Professional Bull Riders (PBR) has decided to move its Finals event to Fort Worth, Texas, and stated discussions have been held for a different PBR event to take place in Las Vegas.

Mr. Hill provided comments on a recent Las Vegas Raiders football game.

LVCVA STAFF REPORTS AND REQUESTED ACTIONS

MARKETING DIVISION

ITEM 1. **Advertising Production Partner Agreement – Townhouse**

Kate Wik, Chief Marketing Officer, explained that subsequent to the Board's approval of Grey Group as the LVCVA's social brand agency, staff determined it is best to work directly with Grey Group's production arm (Townhouse), to enable quicker turnaround and flexibility for social production needs. Ms. Wik stated that the budget for the proposed agreement with Townhouse is accounted for within the parameters of the Grey Group agreement, and doesn't change the scope with Grey Group, but enables a direct billing mechanism to allow for faster, more seamless direct bill for social production projects. Ms. Wik requested that the Board consider authorizing the Chief Executive Officer (CEO)/President to enter in a two-year service agreement, with two (2) optional one-year extensions, in the amount of \$10 Million, with Townhouse for the purpose of content production for advertising.

Fiscal Impact

FY 2022: \$2.5 Million Expenditure

FY 2023: \$2.5 Million Expenditure

Contract Extension Impact

FY 2024: \$2.5 Million Expenditure

FY 2025: \$2.5 Million Expenditure

Member Fiore moved, and it was carried by unanimous vote of the voting members, to authorize the CEO/President to enter in a two-year service agreement, with two (2) optional one-year extensions, in the amount of \$10 Million, with Townhouse for the purpose of content production for advertising.

OPERATIONS DIVISION

ITEM 2. **BID #22-4691, On-Site Medical Services Agreement – Sunrise Hospital and Medical Center**

Brian Yost, Chief Operating Officer, provided background on the RFP conducted for medical services, and requested that the Board consider authorizing the CEO/President to execute a five (5) year contract in the amount of \$1,329,570 with an additional three (3) year extension option with Sunrise Hospital and Medical Center for on-site medical services at the LVCC.

Fiscal Impact

FY 2022: \$238,000 Expenditure

FY 2023: \$255,000 Expenditure

FY 2024: \$272,000 Expenditure

FY 2025: \$278,800 Expenditure

FY 2026: \$285,770 Expenditure

Member Jan Jones Blackhurst acknowledged that she sits on the Sunrise Hospital's Board of Directors and would be abstaining from voting on this item to avoid the appearance of a conflict.

Member Fiore moved, and it was carried by unanimous vote of the voting members, with the exception of Jan Jones Blackhurst who abstained, to authorize the CEO/President to execute a five (5) year contract in the amount of \$1,329,570 with an additional three (3) year extension option with Sunrise Hospital and Medical Center for on-site medical services at the LVCC.

GENERAL GOVERNMENT DIVISION

3. **2021 Refunding Bond Sale Resolution**

Ed Finger, Chief Financial Officer, explained this was a request to pay off a set of bonds by issuing new bonds at lower interest rates, and stated there would be a savings of about \$1 million with a potential sale date of September 30th. Mr. Finger requested that the Board consider: 1) Approval and adoption of Resolution 2021-01 (2021 Bond Resolution) providing for issuance of LVCVA, Nevada Revenue Refunding Bonds, Series 2021 (2021 Bonds) in the maximum principal of \$30,000,000; 2) Authorizing the Chair of the Board to sign the 2021 Bond Resolution; 3) Authorizing the CEO/President or the Chief Financial Officer (CFO) to arrange for the sale of the Bonds and to execute agreements necessary for issuance; 4) Authorizing an expenditure in the amount of \$199,000 to issue the bonds; and 5) Authorizing the CFO and the Finance Department to complete all other necessary measures to fulfill the requirements of the 2021 Bond Resolution.

Fiscal Impact

FY 2022: \$ 199,000 Costs of issuance (paid from bond proceeds)

FY 2022-2027: (\$ 970,000) Estimated total reduced debt service payments

Member Fiore moved, and it was carried by unanimous vote of the voting members, to: 1) Approve and adopt Resolution 2021-01 (2021 Bond Resolution) providing for issuance of LVCVA, Nevada Revenue Refunding Bonds, Series 2021 (2021 Bonds) in the maximum principal of \$30,000,000; 2) Authorize the Chair of the Board to sign the 2021 Bond Resolution; 3) Authorize the CEO/President or the Chief Financial Officer (CFO) to arrange for the sale of the Bonds and to execute agreements necessary for issuance; 4) Authorize an expenditure in the amount of \$199,000 to issue the bonds; and 5) Authorize the CFO and the Finance Department to complete all other necessary measures to fulfill the requirements of the 2021 Bond Resolution.

COMMENTS FROM THE FLOOR BY THE PUBLIC

Daniel Braisted referred to his attached handouts and provided thoughts on the use of conventions to diversify the Las Vegas economy, citing a recent Alternative Medicine Conference that he attended.

Cyrus Hojjaty provided his thoughts on several subjects including the following: the representation of the County Commission at meetings, the diversification of the Las Vegas economy, convention attendance, and housing. Mr. Hojjaty invited public sector representatives to “be more in touch”.

Secretary Jim Gibson asked permission to speak during public comment to which Caroline Bateman, General Counsel confirmed. Secretary Gibson explained that he and Commissioner Naft were willing to attend the Board meeting in person, but given the nature of the agenda, were invited to attend telephonically. Secretary Gibson provided his contact information and invited Mr. Hojjaty to reach out regarding his concerns.

Ms. Desiree Stokes Blum provided thoughts on the LVCVA’s lead distribution process. Ms. Blum requested that leads be distributed to all LVCVA paying participants on a timely basis, as well as be sent to Vegas Means Business members. Additionally, Ms. Blum requested that the preferred providers contracted independently with hotels not be given priority status but should be an open process to diverse business members.

Ed Uehling commented on the member composition of the LVCVA Board.

Mr. [name not provided] asked if he could be given more time to speak, to which Chair Marz stated he was allowed three minutes. Mr. [name not provided] indicated that he was here in the name of Christ and encouraged the audience to repent and turn to Jesus Christ. Mr. [name not provided] commented on Las Vegas’s relationship with China, read excerpts from and provided his thoughts on the Open Meeting Law, and requested an audit from the [Clark] County Commissioners.

ADJOURNMENT

Chair Marz adjourned the meeting at 9:34 a.m.

Respectfully submitted,

Date Approved: October 12, 2021

Silvia Perez
Executive Assistant to the Board

John Marz
Chair

September 14, 2021

Dear John Marz:
Chairman of LVCVA Board

Subject: Insights For Building Clark County and the State of Nevada

Thank you, the Board, and Staff for long hours and dedication for a Better County

Majority of business people have heard the following story of the massive rainstorm.

>> Cars are floating down the streets. A high clearance military truck is sweeping the neighborhoods to rescue the isolated folks stranded in their homes. The truck pulls up to Jim's house, who is on his porch.

Captain yells to Jim, "Jim get on the truck now, we can't wait".

Jim answers "Go ahead Captain, I have been a good missionary and I will wait for God to rescue me."

>Water is up to the 2nd floor of Jim's house. Jim has moved up to the second floor. A small boat with members of the local Service Club, pauses in front of Jim's house and they yell to Jim to get into the boat, we can't wait."

Jim answers "Go ahead guys, I have been a good missionary and I will wait for God to rescue me."

>Water is up to the top of the brick chimney, so is Jim. A helicopter hovers above and lowers a rescue ring to Jim. The load master yells down "Jim slip the ring over your head, now, we are low on fuel and we can't wait."

Jim answers "Go ahead guys, I have been a good missionary and I will wait for God to rescue me."

>Flood waters rise, Jim drowns, sees St Peter, and yells at him "I was a good missionary and waited for your help and you didn't show."

St..Peter calmly responds "We sent a truck, a boat and a helicopter, and you rejected all three, Welcome."

The above story about Clark County. We are coming up on more dinners and another election and soon we will hear more promises to diversify the economy, lower healthcare costs, promises of jobs (BTW Focus on sales and the jobs will come), etc. Yet how many Chambers, Councils, Commissions, and marketing departments are promoting the conventions and conferences, that are open to the public, to learn of new opportunities for the County, let alone personally attend some of the conventions or conferences

Another possible action step for the County, would be to develop or relocate an active school for manufacturing representatives and trade association to the County. If you were responsible for picking a location for your group's next meeting, would you pick the city with the new building or the city that had 5000 well trained families ready to leave Friday to go the city they left, to come to Las Vegas, and call on acquaintances and potential customers for the new items just demonstrated.

I've attached a copy of an email I sent out to the addressees, blind copied others, and hand delivered to others, afor a national alternative health conference organized by a local County Association, I listed possible reasons to attend. As far as I witnessed, I don't believe anyone. invited attended

Respectfully,

Daniel Braisted, Resident
DanielB702@Aol.com 702-365-1833

From: danielb702@aol.com,

To: ccdistb@clarkcountynv.gov, officeofthemayor@lasvegasnevada.gov, lee@cityofnorthlasvegas.com,

Cc: ward1@lasvegasnevada.gov, ward2@lasvegasnevada.gov, ward4newsletter@lasvegasnevada.gov, ccrear@lasvegasnevada.gov, mfiore@lasvegasnevada.gov, jcervantes@lasvegasnevada.gov, ccdistd@ClarkCountyNV.gov, ccdistg@ClarkCountyNV.gov, danielb702@aol.com,

Subject: DB FREE Passes Locals to American Naturopathic Medical Association Convention Fri Aug 27- Sun Aug 29 Westgate Hotels

Date: Mon, Aug 23, 2021 4:46 pm

Attn: Chairman Marilyn Kirkpatrick and Mayor Carolyn Goodman
plus Mayor John Lee

CC: others

Please forward this invite to others on your teams

As mentioned last Tuesday and Wednesday Meetings
The American Naturopathic Medical Association Convention
is Fri Aug 27- Sun Aug 29 Westgate Hotel Las Vegas

FREE ADMISSION for Locals

Website www.anma.org

there are meetings going on days before the convention .. not sure of prices

Call 702-450-3477 tell them you are a resident of Las Vegas,

Give them your name, and state you want to attend their ANMA Conference this Fri-Sun Aug 27-29, 2021

They will have a packet and info at will call for you at the Westgate Hotel

Looks like they are a local organization

I do not work for ANMA nor represent them, just relaying possible, information

I am very interested in the various sciences they represent. I have experienced some of the benefits of the sciences.

I and alternative medical community have great respect for all medical professionals, especially those on surgical teams, who can stand for 16 hours and reconnect blood vessels, nerves, bones, repair/replace organs, etc.

Who should spend at least 1/2 day walking the 85 exhibits?

Any person who campaigned or will campaign to lower health costs...

Anyone responsible for convicts and homeless ...

Possibly provide a quick view (5 minutes) of the person's emotional frequencies on check in, daily, and send back some balancing tones

Anyone who monitors folks on parole ..

Possibly send good behavior supporting frequencies to the individual, anywhere in the world

Anyone responsible for hospital, dental, and clinic care ...

Possibly a quick scan (15 minutes) of some of the patient's 120,000 frequencies, using a hand held device and a non evasive jawbone conducting device.

The provided 3D pictures help to pinpoint the area of concern

Anyone who cares for military and civilian pilots (other military personnel) flying on ... short and long flights ...

With pilots permission many of their bodily functions would be reviewed on the ground, then boosted or tempered from the ground, while they are in flight

Anyone involved for sports management be it high school, college, pro-levels ..

Reported that 2008 Chinese Olympic swim team put frequencies on special threads sewn into their swimsuits They took first place and it was legal

Any HR director with employees on extended disability ...

Possibly walking the booths could identify new protocols to help those employees back to work or to quit

One exhibitor was able to reverse his adopted 9 month old son with cerebral palsy.

Son is now 39 with 2 black belts and good with 5 languages