

2022



REGULAR MEETING OF THE

Board of Directors

Tuesday, April 12, 2022
Las Vegas Convention Center

www.lvcva.com



Board of Directors



JOHN MARZ
Chairman
Councilman
City of Henderson



ANTON NIKODEMUS
Vice Chair
President and COO CityCenter
Aria Resort & Casino/
Vdara Hotel & Spa



JIM GIBSON
Secretary
Commissioner
Clark County
Commission Office



SCOTT DEANGELO
Treasurer
EVP &
Chief Marketing Officer
Allegiant Travel Company



MICHELE FIORE
Councilwoman
City of Las Vegas



CAROLYN G. GOODMAN
Mayor
City of Las Vegas



**PAMELA GOYNES-
BROWN**
Councilwoman
City of North Las Vegas



BRIAN GULLBRANTS
President
Wynn Resorts Las Vegas



JAN JONES BLACKHURST
Caesars Entertainment
Board of Directors
Chief Executive in Residence,
UNLV International
Gaming Institute



KIERNAN MCMANUS
Mayor
City of Boulder City



MICHAEL NAFT
Commissioner
Clark County
Commission Office



MARY BETH SEWALD
President and CEO
Vegas Chamber



STEVE THOMPSON
Executive Vice President
Operations
Boyd Gaming Corporation



BRIAN WURSTEN
Councilman
City of Mesquite



NOTICE OF PUBLIC MEETING AND AGENDA
REGULAR MEETING OF THE BOARD OF DIRECTORS
TUESDAY, APRIL 12, 2022
9:00 A.M.

Las Vegas Convention Center – Board Room
3150 Paradise Road
Las Vegas, Nevada 89109

This meeting is noticed in conformance 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:

Councilman John Marz, Chair
Mr. Anton Nikodemus, Vice Chair
Commissioner Jim Gibson, Secretary
Mr. Scott DeAngelo, Treasurer
Councilwoman Michele Fiore
Mayor Carolyn Goodman
Councilwoman Pamela Goynes-Brown

Mr. Brian Gullbrants
Ms. Jan Jones Blackhurst
Mayor Kiernan McManus
Commissioner Michael Naft
Ms. Mary Beth Sewald
Mr. Steve Thompson
Councilman Brian Wursten

THIS PUBLIC MEETING IS PROPERLY NOTICED AND POSTED AT THE FOLLOWING LOCATIONS:

LVCVA Website: www.lvcva.com/agenda
Nevada Public Notice Website: <https://notice.nv.gov/>

*THE BOARD OF DIRECTORS (BOARD) MAY:
CONSIDER AGENDA ITEMS OUT OF ORDER;
COMBINE TWO OR MORE AGENDA ITEMS FOR CONSIDERATION; AND
REMOVE OR DELAY DISCUSSION ON ANY AGENDA ITEM AT ANY TIME.*

AGENDA

OPENING CEREMONIES

Call to Order
Roll Call
Pledge of Allegiance

COMMENTS FROM THE FLOOR BY THE PUBLIC

The first public comment period is limited to comments on items on the agenda. Items raised under this portion of the agenda cannot be deliberated or acted upon until the notice provisions of the Nevada Open Meeting Law have been met. If you wish to speak to the Board at this time, please step up to the podium and clearly state your name and spell your first and last name for the record. COMMENTS ARE LIMITED TO THREE (3) MINUTES IN LENGTH.

APPROVAL OF AGENDA AND MINUTES

Approval of the Agenda.
For possible action.

Approval of the Minutes from the March 8, 2022, Regular Meeting of the Board.
For possible action.

PRESENTATIONS

Presentations by the LVCVA Staff

LVCVA staff will deliver presentations on Operations, Marketing and Sales achievements, People and Culture, and General Government highlights.

This is an information item and does not require Board action.

LVCVA STAFF REPORTS AND REQUESTED ACTIONS

MARKETING DIVISION

1. **27th World Route Development Forum - Las Vegas, Nevada – October 15-18, 2022**

That the Board consider: 1) Approving an expenditure of \$4,208,000 for Host Destination Support expenses associated with the LVCVA hosting the 27th World Route Development Forum (Routes World) to take place October 15-18, 2022; and 2) Authorizing the Chief Executive Officer (CEO)/President to execute all necessary contract documents related to the LVCVA's Routes World hosting duties.

For possible action.

2. **Airline Consultation Services Agreement**

That the Board consider authorizing the CEO/President to: 1) Execute an agreement with Ailevon Pacific Aviation Consulting (APAC), in the amount of \$1,845,000, for airline consultation services and aviation transportation advocacy efforts, for the term of July 1, 2022 through June 30, 2025; and 2) Execute two optional one-year contract extensions with APAC, in the total amount of \$1,230,000.

For possible action.

OPERATIONS DIVISION

3. **2022 NFL Draft, Budget Authorization Request - Las Vegas, Nevada – April 28-30, 2022**

That the Board consider the following as they relate to the 2022 NFL Draft in Las Vegas, Nevada on April 28 – 30, 2022: 1) Approving an expenditure in the amount of \$525,000 for increased costs associated with the event; and 2) Authorizing the CEO/President to execute any contract documents.

For possible action.

4. **Soccer United Marketing Sponsorship Agreement - Las Vegas, Nevada – July 2022**

That the Board consider the following as they relate to a Sponsorship Agreement with Soccer United Marketing, LLC, for an international soccer match to be held at Allegiant Stadium in July 2022: 1) Approving an expenditure of \$425,000; and 2) Authorizing the CEO/President to execute the contract documents.

For possible action.

GENERAL GOVERNMENT DIVISION

5. **Las Vegas Convention Center Loop Operations and Management Agreement**

That the Board consider authorizing the CEO/President to execute an agreement with TBC -The Boring Company, DBA Vegas Loop (Provider), for operations and management of the Las Vegas Convention Center Loop (System), in an amount not to exceed \$4,500,000 for the period beginning July 1, 2022, through June 30, 2023.

For possible action.

COMMENTS FROM THE FLOOR BY THE PUBLIC

This public comment period is for any matter that is within the jurisdiction of the Board. Items raised under this portion of the agenda cannot be deliberated or acted upon until the notice provisions of the Nevada Open Meeting Law have been met. If you wish to speak to the Board at this time, please step up to the podium and clearly state your name and spell your first and last name for the record. COMMENTS ARE LIMITED TO THREE (3) MINUTES IN LENGTH.

ADJOURNMENT

Persons are invited to submit written remarks for all matters, both on and off the agenda. Written remarks presented for inclusion in the Board's minutes must be flat, unfolded, on paper of standard quality, and 8½ by 11 inches in size. Written remarks shall not exceed five (5) pages in length. The LVCVA will not accept for filing any submission that does not comply with this rule. On a case-by-case basis, the Board may permit the filing of noncomplying [sic] written remarks, documents, and related exhibits pursuant to NRS 241.035(1)(e).

To submit ideas to the LVCVA, please visit <https://www.lvcva.com/who-we-are/meetings-and-minutes/>

The Board's meeting rooms are accessible to persons with disabilities. If special arrangements are required, please contact the Customer Safety Department at: 702-892-7400, which is a 24-hour Dispatch Control Center, or contact Silvia Perez in the Board Office at: 702-892-2802 or sperez@lvcva.com

Members of the Board may participate in this meeting via telephone conference call.

For information or questions regarding this agenda please contact:
Silvia Perez, Executive Assistant to the Board
3150 Paradise Road, Las Vegas, Nevada 89109
702-892-2802 or sperez@lvcva.com

Supporting materials for this meeting are available at 3150 Paradise Road, Las Vegas, NV 89109 or by contacting Silvia Perez at 702-892-2802 or sperez@lvcva.com

MINUTES
Regular Meeting of the Board of Directors
March 8, 2022



Regular Meeting of the Board of Directors March 8, 2022 Minutes

The Regular Meeting of the Board of Directors (Board) of the Las Vegas Convention and Visitors Authority (LVCVA) was held on March 8, 2022, 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	Mr. Brian Gullbrants..... <i>absent</i>
Mr. Anton Nikodemus, Vice Chair <i>absent</i>	Ms. Jan Jones Blackhurst..... <i>via phone</i>
Commissioner Jim Gibson, Secretary	Mayor Kiernan McManus
Mr. Scott DeAngelo, Treasurer	Commissioner Michael Naft
Councilwoman Michele Fiore	Ms. Mary Beth Sewald
Mayor Carolyn Goodman <i>via phone</i>	Mr. Steve Thompson
Councilwoman Pamela Goynes-Brown	Councilman Brian Wursten

	Steve Hill, CEO/President
	Caroline Bateman, General Counsel
LVCVA Executive Staff present	Ed Finger, Chief Financial Officer
	Brian Yost, Chief Operating Officer
	Lori Nelson-Kraft, Sr. VP of Communications
	Kate Wik, Chief Marketing Officer

OPENING CEREMONIES – CALL TO ORDER

Chairman John Marz called the meeting to order at 9:02 a.m.

Caroline Bateman, General Counsel, acknowledged that all Board members were present either in person or telephonically, except for Members Michael Naft, Jim Gibson, Michele Fiore, Anton Nikodemus, and Brian Gullbrants.

The Pledge of Allegiance was performed.

Members Fiore, Gibson, and Naft entered the meeting at 9:03 a.m.

COMMENTS FROM THE FLOOR BY THE PUBLIC

William Stanley representing the Southern Nevada Building Trades Union referenced Agenda Item 1, reflected on the passage of Senate Bill 1, and highlighted its commitment to complete projects under a Project Labor Agreement. Mr. Stanley emphasized the importance and effects of construction projects in the community and expressed excitement for the LVCVA's potential upcoming Phase Three renovation project.

APPROVAL OF AGENDA AND MINUTES

APPROVAL OF THE AGENDA AND MINUTES

Member Mary Beth Sewald moved, and it was carried by unanimous vote of the voting members, to approve the March 8, 2022, Regular Meeting of the Board of Directors agenda, and to approve the minutes of the February 8, 2022, Regular Meeting of the Board of Directors.

COMMITTEE APPOINTMENTS

Pursuant to Board Policy 1.04(5), members of the Board's Committees are selected by the Board Chair, after first soliciting the other Board Members' interest in serving in the various capacities and considering their relevant expertise, and subject to ratification by the Board.

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

Chair Marz shared his proposed changes to Committee Memberships as follows:

Vice Chair Nikodemus to Chair the Compensation Committee, and no longer serve on the Policy Committee.

Member Gullbrants to serve on the Policy and Marketing Committees.

Treasurer DeAngelo to replace John Marz as Chair of the Marketing Committee, and Marz to serve as Member of the Marketing Committee.

Member Sewald moved, and it was carried by unanimous vote of the voting members, to ratify the Board Chair's changes to Committee Memberships.

PRESENTATIONS

Presentations by the LVCVA Staff

Brian Yost, Chief Operating Officer, delivered a PowerPoint and video presentation on building updates including the following events at the Las Vegas Convention Center (LVCC): ACE Hardware Spring Convention and Exhibition; National Automobile Dealers Association; Las Vegas Food & Beverage Industry Week featuring Bar & Restaurant Expo, International Pizza Expo, and SIAL America; and International Wireless Communications Expo.

Kate Wik, Chief Marketing Officer, delivered video presentations describing trending topics related to Las Vegas including the announcement of BTS performances in Las Vegas, the lifting of the mask mandate, and celebrity sightings.

Ms. Wik highlighted marketing efforts in the Weddings segment including celebration of the issuance of the five millionth wedding license and the 2/22/22 wedding date. Ms. Wik shared media segments showcasing those efforts.

Ms. Wik provided an update on the "Vegas On" campaign and shared a clip of the third episode of the series.

Ms. Wik provided a summary on the Rock 'n' Roll Las Vegas Running Series events and described marketing efforts related to the events.

Ms. Wik provided information on upcoming Ultimate Vegas Sports week events as part of *The Greatest Arena on Earth* campaign, and shared social media promotional content.

Ms. Wik commented on Marketing efforts related to the upcoming National Football League (NFL) Draft in Las Vegas.

Ms. Wik shared clips from three EXTRA TV segments covering NASCAR, weddings, March Madness, and entertainment lineups.

Ms. Wik pointed out additional Marketing initiatives including Black History Month, NFL Super Bowl social media content, Galentine's Day, and Food & Beverage Industry Week.

Ed Finger, Chief Financial Officer acknowledged International Women's Day, and thanked the women of the Board and of the LVCVA for their service. Mr. Finger recognized Laurae Clifford, Senior Director of Destination Group Sales, for being named one of the 2022 Smart Women in Meetings Stellar Performer.

Lori Nelson-Kraft, Senior Vice President of Communications, informed the Board that she and Steve Hill, Chief Executive Officer (CEO)/President will be traveling to Washington, D.C. alongside resort partner Chief Sales Officers and Executive Vice Presidents, in tandem with the U.S. Travel Association's Destination Capitol Hill advocacy event. Ms. Nelson-Kraft stated the goal is to advocate, educate, and plan for Vegas's future in the meetings and conventions sector specifically.

Steve Hill, Chief Executive Officer (CEO)/President, commented on the rising gas prices and air service recovery.

Mr. Hill informed the Board that a joint meeting of the Oversight Panel for Convention Facilities in Clark County and the LVCVA's Las Vegas Convention Center District (LVCCD) Committee will be scheduled in the near future, to discuss the planning of the renovation of the LVCVA's North and Central Halls.

Mr. Hill provided a status update on the LVCVA's recent land sale and potential closing timeframe.

Mr. Hill commented on the LVCVA's relationship with the Las Vegas Metropolitan Police department and discussed progress of its expansion of the Convention Center Area Command station, as well as officer staffing for special events.

Mr. Hill described upcoming projects in Las Vegas including construction on the intersection of Tropicana and Interstate 15, and the replacement of the water main on Las Vegas Boulevard. Mr. Hill highlighted the LVCVA's discussion with resort stakeholders and transportation entities to coordinate those efforts to minimize impact on special events.

Mr. Hill commented on the "exceptional" performance of Allegiant Stadium events in bringing visitors to Las Vegas.

LVCVA STAFF REPORTS AND REQUESTED ACTIONS

GENERAL GOVERNMENT DIVISION

ITEM 1. **Las Vegas Convention Center District Phase Three Renovation Project - Construction Manager at Risk (CMAR) Pre-Construction and Construction Services Agreement**

Mr. Yost outlined previous approvals and actions relating to the Project, described the competitive selection process for the CMAR, and requested the Board consider the following: 1) Awarding RFP #22-4709-1, Pre-Construction and Construction Services for the Las Vegas Convention Center District (LVCCD) Phase Three Renovation Project (Project), to HUNT/PENTA Joint Venture; 2) Authorizing the Chief Executive Officer (CEO)/President to execute contract documents with proposed CMAR HUNT/PENTA Joint Venture, in the amount of \$2,800,000 for pre-construction services in connection with the Project; and 3) Authorizing the CEO/President to execute contract documents with HUNT/PENTA, in the amount of \$432,200,000, for construction services in connection with the Project.

Mr. Hill commented on the close scoring between the top contractors.

Fiscal Impact

FY 2022: Expenditure: \$ 1,000,000
FY 2023: Expenditure: \$ 20,000,000
FY 2024: Expenditure: \$100,000,000
FY 2025: Expenditure: \$200,000,000
FY 2026: Expenditure: \$114,000,000

Member Sewald moved, and it was carried by unanimous vote of the voting members, to 1) Award RFP #22-4709-1, Pre-Construction and Construction Services for the Las Vegas Convention Center District (LVCCD) Phase Three Renovation Project (Project), to HUNT/PENTA Joint Venture; 2) Authorize the Chief Executive Officer (CEO)/President to execute contract documents with proposed CMAR HUNT/PENTA Joint Venture, in the amount of \$2,800,000 for pre-construction services in connection with the Project; and 3) Authorize the CEO/President to execute contract documents with HUNT/PENTA, in the amount of \$432,200,000, for construction services in connection with the Project.

ITEM 2.

Vegas Loop Construction and Management Agreement and Granting of Easement

Mr. Finger described the area of the easement and noted that this easement is consistent with previously granted easements for the Encore and Resorts World lines, and reminded the Board that the LVCVA owns the Vegas Convention Center Loop System, and The Boring Company will own, maintain and be responsible for connecting lines outside of the LVCVA campus. Mr. Finger described the conditions of the easements and pointed out the conceptual illustrations on the agenda item. Mr. Finger requested that the Board consider authorizing the CEO/President to execute an agreement with TBC - The Boring Company, DBA Vegas Loop (Provider), for: 1) the construction and management of an underground transportation connection (Project) between the Westgate Las Vegas Resort campus and the Las Vegas Convention Center (LVCC), and 2) the granting of perpetual easements on and under the LVCC campus for the Project.

Secretary Gibson moved, and it was carried by unanimous vote of the voting members, to authorize the CEO/President to execute an agreement with TBC - The Boring Company, DBA Vegas Loop (Provider), for: 1) the construction and management of an underground transportation connection (Project) between the Westgate Las Vegas Resort campus and the Las Vegas Convention Center (LVCC), and 2) the granting of perpetual easements on and under the LVCC campus for the Project.

ITEM 3.

2022 Refunding Bond Sale Resolution

Mr. Finger indicated that this is a refunding of the 2012 [Clark] County General Obligation deal used to finance land improvements and land acquisitions, and the reason for the sale is to lower interest rates. Mr. Finger stated that prior approval was received from the Clark County and Debt Management Commissions. Mr. Finger summarized the competitive bid results, and requested that the Board consider: 1) Approval and adoption of Resolution 2022-02 (2022 Bond Resolution) providing for issuance of Clark County, Nevada, General Obligation (Limited Tax) LVCVA, Nevada Revenue Refunding Bonds, Series 2022 (2022 Bonds) in the maximum principal of \$15,370,000; 2) Authorizing the Chair of the Board to sign the 2022 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; and 4) Authorizing the CFO and the Finance Department to complete all other necessary measures to fulfill the requirements of the 2022 Bond Resolution.

Fiscal Impact

FY 2022: \$ 160,000 Estimated costs of issuance (paid from bond proceeds)
FY 2023-2033: (\$ 730,000) Estimated total reduced debt service payments

Secretary Gibson moved, and it was carried by unanimous vote of the voting members, to: 1) Approve and adopt Resolution 2022-02 (2022 Bond Resolution) providing for issuance of Clark County, Nevada, General Obligation (Limited Tax) LVCVA, Nevada Revenue Refunding Bonds, Series 2022 (2022 Bonds) in the maximum principal of \$15,370,000; 2) Authorize the Chair of the Board to sign the 2022 Bond Resolution; 3) Authorize the CEO/President or the CFO to arrange for the sale of the Bonds and to execute agreements necessary for issuance; and 4) Authorize the CFO and the Finance Department to complete all other necessary measures to fulfill the requirements of the 2022 Bond Resolution.

ITEM 4.

Appointment of External Audit Firm

Mr. Finger described the previous external audit firm's (BDO USA, LLP) scope of work and noted that having a separate external audit firm to perform the external audit would allow BDO to more robustly perform their internal audit services. Mr. Finger summarized the results of the RFP and requested that the Board consider the following: 1) Awarding RFP #22-4718 External Auditing Services, to Eide Bailly LLP (Eide Bailly), Las Vegas, Nevada; 2) Authorizing the CFO to execute a one-year agreement with Eide Bailly in the amount of \$80,000; 3) Authorizing the CFO to execute four (4) possible one-year contract extensions in the total amount of \$320,000.

Chair Marz disclosed that Eide Bailly serves as the accounting firm for his personal business as well as his personal accountant. Chair Marz stated that the independence of judgement of a reasonable person in his situation would not be materially affected regarding the staff recommended appointment of Eide Bailly as the LVCVA's external audit firm, and that he did not participate in the RFP process to award the contract, therefore he will be voting on this matter.

Mr. Hill stated that Eide Bailly also serves as his personal accounting firm and he was not involved in their selection.

Member Sewald stated that she would be recusing from the vote and any discussion on Agenda Item 4 item since Chris Wilcox, Partner with Eide Bailly serves on the Executive Committee of the Vegas Chamber Board, whom she is employed by, and exercises a supervisory role over her.

Fiscal Impact

FY 2022: \$80,000
Fiscal Impact if Contract Extension(s) are Executed
FY 2023: \$80,000
FY 2024: \$80,000
FY 2025: \$80,000
FY 2026: \$80,000

Treasurer Scott DeAngelo moved, and it was carried by unanimous vote of the voting members, to: 1) Award RFP #22-4718 External Auditing Services, to Eide Bailly LLP (Eide Bailly), Las Vegas, Nevada; 2) Authorize the CFO to execute a one-year agreement with Eide Bailly in the amount of \$80,000; 3) Authorize the CFO to execute four (4) possible one-year contract extensions in the total amount of \$320,000.

COMMENTS FROM THE FLOOR BY THE PUBLIC

Shaundell Newsome commented on HUNT/PENTA's commitment to diversity, equity and inclusion, and emphasized the importance of the continuing support and mentorship of small businesses.

Daniel Braisted encouraged the communication of the LVCVA's importance to the County and the State, and presented the idea of developing slides depicting construction project status updates. Mr. Braisted suggested that staff presentations delivered at Board meetings be made available to Board members for sharing.

ADJOURNMENT

Chair Marz adjourned the meeting at 9:53 a.m.

Respectfully submitted,

Date Approved: April 12, 2022

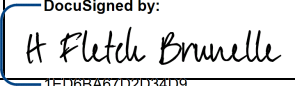
Silvia Perez
Executive Assistant to the Board

John Marz
Chair

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BOARD OF DIRECTORS MEETING

AGENDA DOCUMENTATION

MEETING DATE:	APRIL 12, 2022	ITEM NO. 1
TO:	BOARD OF DIRECTORS	
FROM:	H. FLETCH BRUNELLE VICE PRESIDENT OF MARKETING	<small>DocuSigned by:</small>  <small>1ED6BA67D2D34D9...</small>
SUBJECT:	27th WORLD ROUTE DEVELOPMENT FORUM LAS VEGAS, NEVADA – OCTOBER 15-18, 2022	

RECOMMENDATION

That the Board of Directors consider: 1) Approving an expenditure of \$4,208,000 for Host Destination Support expenses associated with the Las Vegas Convention and Visitors Authority (LVCVA) hosting the 27th World Route Development Forum (Routes World) to take place October 15-18, 2022; and 2) Authorizing the Chief Executive Officer (CEO)/President to execute all necessary contract documents related to the LVCVA's Routes World hosting duties.

For possible action.

FISCAL IMPACT

FY 2023: \$4,208,000
 (\$1,000,000) (Anticipated Sponsorship Contributions)
\$3,208,000 Total Anticipated LVCVA Net Expenditure

BOARD ACTION:	
----------------------	--

DocuSigned by:

2A5248300DE947422...
STEVE HILL
CEO/PRESIDENT

PURPOSE AND BACKGROUND

Routes World is the global meeting place for airline, airport, destination, and aviation stakeholders. Routes World presents an unrivaled platform for senior decision makers to discuss, develop, and plan air service strategy on a comprehensive and global scale. Over three intensive days, 3,000 delegates will participate in more than 13,000 face-to-face meetings to discuss new and existing air services.

Las Vegas Convention and Visitors Authority Board of Directors Meeting
 Agenda Documentation
 Meeting Date: April 12, 2022
 Subject: 27th World Route Development Forum
 Las Vegas, Nevada – October 15-18, 2022

The LVCVA and Harry Reid International Airport are strategic partners in Las Vegas air service development and are closely involved in maintaining current, and attracting new, domestic and international routes. Both organizations have been long-time supporters and participants of Routes World.

Las Vegas hosted Routes World in 2013. Since that time, Las Vegas has added nonstop service from 345 markets by 56 unique airlines, including 82 new international markets added by 35 airlines. In total, 84 new cities have been added to the Las Vegas air service route map since Routes World 2013. Annual capacity since Routes World 2013 is up 18%, and more than 12,000 airline seats are being added into the destination every single day.

Additional major wins for Las Vegas after hosting Routes World 2013 include first ever services from China, including nonstop flights from Beijing through Hainan Airlines, and services from South America including LATAM's introduction of flights from Sao Paulo, Brazil. Most recently, after a relationship that began in 2013, and immediately following Routes World 2018 in Guangzhou, China, KLM Royal Dutch Airlines announced new services to Las Vegas from Amsterdam which began in June 2019 and recently returned post-pandemic in December 2021.

The LVCVA Host Destination Support expenses include: a host sponsorship fee; hospitality and refreshment breaks; conference registration staff; transportation and logistics; two delegate receptions; and a conference networking village. Staff anticipates that sponsorships from Harry Reid International Airport, resort stakeholders, and the local hospitality community will help underwrite an estimated \$1 million in expenses.

FY 2023 Expenditures:

Sponsorship Fee	\$1,120,000
Required Host City Hospitality Functions	\$1,300,000
Ground Transportation	\$ 163,000
Hosted Media and Airline Executive Program	\$ 350,000
Exhibition Networking Village & Production	\$ 875,000
Las Vegas Conference Booth Construction	\$ 400,000
<hr/>	
Sub Total Anticipated Event Cost:	\$4,208,000
Anticipated Sponsorship Revenue	(\$1,000,000)

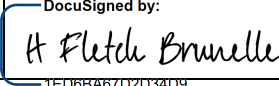
Total Anticipated LVCVA Net Expenditure \$3,208,000

This proposed expenditure has been planned in the FY 2023 budget.

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BOARD OF DIRECTORS MEETING

AGENDA DOCUMENTATION

MEETING DATE:	APRIL 12, 2022	ITEM NO. 2
TO:	BOARD OF DIRECTORS	
FROM:	H. FLETCH BRUNELLE VICE PRESIDENT OF MARKETING	<small>DocuSigned by:</small>  <small>1ED6BA67D2D34D9...</small>
SUBJECT:	AIRLINE CONSULTATION SERVICES AGREEMENT	

RECOMMENDATION

That the Board of Directors consider authorizing the Chief Executive Officer (CEO)/President to: 1) Execute an agreement with Ailevon Pacific Aviation Consulting (APAC), in the amount of \$1,845,000, for airline consultation services and aviation transportation advocacy efforts, for the term of July 1, 2022 through June 30, 2025; and 2) Execute two optional one-year contract extensions with APAC, in the total amount of \$1,230,000.

For possible action.

FISCAL IMPACT

FY 2023: \$615,000 Expenditure
FY 2024: \$615,000 Expenditure
FY 2025: \$615,000 Expenditure
FY 2026: \$615,000 Expenditure (Potential)
FY 2026: \$615,000 Expenditure (Potential)

The proposed agreement includes a maximum annual consumer price index adjustment increase of 3.5%.

BOARD ACTION:	
----------------------	--

DocuSigned by:

AF32B50DE997422...
STEVE HILL
CEO/PRESIDENT

PURPOSE AND BACKGROUND

Air service development is a vital component of the LVCVA's strategic plan to increase annual visitation to Las Vegas. A competitive process was established to evaluate the qualifications of companies which provide these air service development services. The LVCVA and Harry Reid International Airport reviewed all proposals and recommend the contract be awarded to APAC.

Las Vegas Convention and Visitors Authority Board of Directors Meeting
Agenda Documentation
Meeting Date: April 12, 2022
Subject: Airline Consultation Services Agreement

APAC is a well-established air service development firm with offices in the United States and Australia, having worked for airlines, airports, and destinations in multiple countries. APAC's resume is particularly strong in air service development in both domestic and international markets. APAC understands the unique airline environments in various countries and has leveraged its years of airline industry experience, data, and tools to develop new service for Las Vegas.

APAC staff members have a combined 50+ years of experience working for American Airlines, Canadian Airlines, Continental Airlines, Delta Air Lines, Hawaiian Airlines and Southwest Airlines.

Since 2017, Ailevon Pacific Aviation Consulting (APAC) has served as the LVCVA's air service development consultant of record. APAC provides air service data analysis, short and long-term planning, and continuous airline engagement. Over the past seven years, APAC was instrumental in attracting 319 new airline routes to Las Vegas and introduced 25 new airlines to the destination, representing 69 international markets from 30 countries.

APAC worked throughout the pandemic to successfully recover domestic air service to the destination. As of June, Las Vegas has recovered 125 markets, up five from June 2019. In the year ahead, APAC will focus on recovering international air service in as much as borders open and other travel restrictions are lifted.

The firm's deep knowledge of airline network planning translates into highly valuable and actionable solutions for Las Vegas. As part of this agreement, the scope of services of APAC will provide the LVCVA the ability to continue to develop and grow Las Vegas air service.

Services covered in this contract include:

1. Advocacy services for the LVCVA with US and international carriers to inform, advocate, convince and secure additional air service carriers for new routes and additional seat capacities
2. Strategic planning assistance to attract new, and retain current, air service
3. Data, analysis, and intelligence that will improve the LVCVA's ability to understand Harry Reid International Airport's historic and future air service and air traffic performance: monthly and quarterly reporting to monitor and assess potential markets and carriers, airline industry issues and, forward-looking booking pace insights specific to Las Vegas; advanced ticket and traffic data that will guide LVCVA air travel expectations by market and by carrier for up to six months in the future, and a quarterly recap of work completed and intended benefit to the LVCVA.

Las Vegas Convention and Visitors Authority Board of Directors Meeting
Agenda Documentation
Meeting Date: April 12, 2022
Subject: Airline Consultation Services Agreement

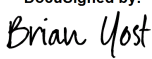
4. Airline headquarter meetings/visits to Las Vegas with top targeted new carriers in the Americas, Asia, Australia/New Zealand, Center/South America, and Europe
5. Exclusive representation of the destination at approved global air service development conferences and airline headquarters, events and presentations in Las Vegas and strategic summit and symposium participation
6. Federal transportation advocacy coordination with the US Travel Association, US Travel and Tourism Advisory Board, and other third parties as directed

The proposed expenditure has been planned for in the FY 2023 budget.

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BOARD OF DIRECTORS MEETING

AGENDA DOCUMENTATION

MEETING DATE:	APRIL 12, 2022	ITEM NO. 3
TO:	BOARD OF DIRECTORS	
FROM:	BRIAN YOST CHIEF OPERATING OFFICER	<small>DocuSigned by:</small>  <small>9EB0A1EA330F4A7...</small>
SUBJECT:	2022 NFL DRAFT, BUDGET AUTHORIZATION REQUEST LAS VEGAS, NEVADA – APRIL 28-30, 2022	

RECOMMENDATION

That the Board of Directors consider the following as they relate to the 2022 NFL Draft in Las Vegas, Nevada on April 28 – 30, 2022: 1) Approving an expenditure in the amount of \$525,000 for increased costs associated with the event; and 2) Authorizing the Chief Executive Officer (CEO)/President to execute any contract documents.

For possible action.

FISCAL IMPACT

FY 2022: \$525,000 Expenditure

BOARD ACTION:	
----------------------	--

DocuSigned by:

AK508F0DE997422...
STEVE HILL
CEO/PRESIDENT

PURPOSE AND BACKGROUND

At the February 11, 2020, LVCVA Board of Directors meeting, the Board approved a budget of \$2.4 million in order for the LVCVA to execute the programming, permitting, transportation, and related operational requirements necessary for the 2020 NFL Draft. Due to the COVID-19 pandemic, the 2020 NFL Draft occurred as a broadcast only event without live fan attendance. However, the NFL awarded Las Vegas the 2022 NFL Draft in replacement.

While the budget for the 2020 NFL Draft included public safety related expenditures, rising costs of materials and services, such as security bollards and traffic barricades, as well as the need for additional transportation and security protocols due to higher than anticipated attendance of NFL Prospects and other guests, has increased the necessary expenditures.

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BOARD OF DIRECTORS MEETING

AGENDA DOCUMENTATION

MEETING DATE:	APRIL 12, 2022	ITEM NO. 4
TO:	BOARD OF DIRECTORS	
FROM:	BRIAN YOST CHIEF OPERATING OFFICER	<small>DocuSigned by:</small>  <small>9EB0A1EA330F4A7...</small>
SUBJECT:	SOCCER UNITED MARKETING SPONSORSHIP AGREEMENT LAS VEGAS, NEVADA – JULY 2022	

RECOMMENDATION

That the Board of Directors consider the following as they relate to a Sponsorship Agreement with Soccer United Marketing, LLC, for an international soccer match to be held at Allegiant Stadium in July 2022: 1) Approving an expenditure of \$425,000; and 2) Authorizing the Chief Executive Officer (CEO)/President to execute the contract documents.

For possible action.

FISCAL IMPACT

FY 2023: \$425,000 Expenditure

BOARD ACTION:	
----------------------	--

DocuSigned by:

A6348F0DE847422...
STEVE HILL
CEO/PRESIDENT

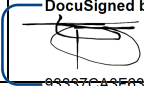
PURPOSE AND BACKGROUND

Soccer United Marketing will produce an international soccer match featuring teams from Mexico and Europe at Allegiant Stadium in July 2022. The match is expected to attract more than 46,000 out-of-town visitors and generate nearly \$69.1 million in estimated economic impact. The Sponsorship Agreement will provide the Las Vegas Convention and Visitors Authority with advertising, marketing and hospitality opportunities before, during, and after the event.

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BOARD OF DIRECTORS MEETING

AGENDA DOCUMENTATION

MEETING DATE:	APRIL 12, 2022	ITEM NO. 5
TO:	BOARD OF DIRECTORS	
FROM:	ED FINGER CHIEF FINANCIAL OFFICER	<small>DocuSigned by:</small>  <small>93337CA3F0304C0...</small>
SUBJECT:	LAS VEGAS CONVENTION CENTER LOOP OPERATIONS AND MANAGEMENT AGREEMENT	

RECOMMENDATION

That the Board of Directors consider authorizing the Chief Executive Officer (CEO)/President to execute an agreement with TBC -The Boring Company, DBA Vegas Loop (Provider), for operations and management of the Las Vegas Convention Center Loop (System), in an amount not to exceed \$4,500,000 for the period beginning July 1, 2022, through June 30, 2023.

For possible action.

FISCAL IMPACT

FY 2023: \$ 4,500,000 Expenditure

BOARD ACTION:	
----------------------	--

DocuSigned by:

416308F0DE9A7422...
STEVE HILL
CEO/PRESIDENT

PURPOSE AND BACKGROUND

The Board approved the award of Request for Proposal 19-4570, *Las Vegas Convention Center District Campus Wide People Mover*, to Provider on March 12, 2019. The Board approved the design and construction contract for the Campus Wide People Mover, now named the Las Vegas Convention Center Loop, with Provider on May 22, 2019.

The Board approved the first Loop Operations and Management Agreement on January 12, 2021. The initial term of the Agreement is from the period February 1, 2021, through June 30, 2022, and provides for an extension for one additional five-year period.

Staff is requesting a single-year extension instead of the five years contemplated in the original approval. There are opportunities to reduce system costs through the realization of autonomous operations and contractual reductions in system overhead costs that will be realized when The Boring Company builds out the larger Vegas Loop.

The Agreement may be terminated for Provider's failure to perform, or for the LVCVA's convenience with 120 days' notice.

2022 BOARD OF DIRECTORS REGULAR MEETING SCHEDULE



JANUARY

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

FEBRUARY

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28					

MARCH

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

APRIL

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

MAY

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

JUNE

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

JULY

S	M	T	W	T	F	S
				1	2	
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

AUGUST

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

SEPTEMBER

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

OCTOBER

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

NOVEMBER

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

DECEMBER

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

- Regular meetings of the Las Vegas Convention and Visitors Authority (LVCVA) Board of Directors (Board) are scheduled for the second Tuesday of each month at 9 a.m., or at the call of the chair.
- All Board meetings of the LVCVA are open to the general public.
- Per NRS 354.596(4): The public hearing on the tentative budget must be held by the governing body not sooner than the third Monday in May and not later than the last day in May.
- Agendas and approved minutes of the Board meetings are posted on the LVCVA website at: www.lvcva.com/agenda.
- Most meetings are held at the Las Vegas Convention Center in the Board Room at 3150 Paradise Road, Las Vegas, Nevada 89109. Locations of meetings are subject to change.

REGULAR MEETINGS

January	11	May	10	September	13
February	8	June	14	October	11
March	8	July	12	November	8
April	12	August	9	December	13

COMMITTEE MEETINGS/OTHER

Marketing Committee Meeting – January 24
 Joint Meeting of the LVCCD Committee & Oversight Panel – May 11
 Public Hearing on the Budget – May 23



Committees of the LVCVA Board of Directors

AUDIT COMMITTEE

Mayor Kiernan McManus, Chair
Commissioner Michael Naft, Vice Chair
Councilwoman Pamela Goynes-Brown
Ms. Mary Beth Sewald
Mr. Steve Thompson
Councilman Brian Wursten

COMPENSATION COMMITTEE

Mr. Anton Nikodemus, Chair
Ms. Mary Beth Sewald, Vice Chair
Mr. Scott DeAngelo
Councilwoman Michele Fiore
Commissioner Michael Naft

POLICY COMMITTEE

Ms. Jan Jones Blackhurst, *Chair*
Councilwoman Pamela Goynes-Brown, Vice Chair
Mayor Carolyn Goodman
Mr. Brian Gullbrants
Mayor Kiernan McManus

LVCVA REPRESENTATIVES ON THE LAS VEGAS EVENTS BOARD OF DIRECTORS

Commissioner Jim Gibson
Mayor Carolyn Goodman

LVCCD COMMITTEE

Commissioner Jim Gibson, Chair
Mr. Anton Nikodemus, Vice Chair
Mayor Carolyn Goodman
Ms. Jan Jones Blackhurst
Councilman John Marz
Commissioner Michael Naft
Mr. Steve Thompson

MARKETING COMMITTEE

Mr. Scott DeAngelo, Chair
Mr. Anton Nikodemus, Vice Chair
Councilwoman Pamela Goynes-Brown
Mr. Brian Gullbrants
Ms. Jan Jones Blackhurst
Councilman John Marz
Ms. Mary Beth Sewald