REGULAR MEETING OF THE
Board of Directors

Tuesday, December 14, 2021
Las Vegas Convention Center

www.lvcva.com
Board of Directors

JOHN MARZ
Chairman
Councilman
City of Henderson

MARIYLN SPIEGEL
Vice Chair
Corporate Executive
Wynn and Encore

JIM GIBSON
Secretary
Commissioner
Clark County
Commission Office

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

SCOTT DEANGELO
EVP &
Chief Marketing Officer
Allegiant Travel Company

MICHELE FIORE
Councilwoman
City of Las Vegas

MARILYN SPIEGEL
Corporate Executive
Wynn and Encore

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SCOTT DEANGELO
EVP &
Chief Marketing Officer
Allegiant Travel Company

MICHELE FIORE
Councilwoman
City of 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

LVCVA Board Office: 702-892-2802 or email boardofdirectors@lvcaa.com
NOTICE OF PUBLIC MEETING AND AGENDA

REGULAR MEETING OF THE BOARD OF DIRECTORS
TUESDAY, DECEMBER 14, 2021
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
Ms. Marilyn Spiegel, Vice Chair
Commissioner Jim Gibson, Secretary
Mr. Anton Nikodemus, Treasurer
Mr. Scott DeAngelo
Councilwoman Michele Fiore
Mayor Carolyn Goodman
Councilwoman Pamela Goynes-Brown
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 October 12, 2021 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. **Heart + Mind Strategies, LLC., Research Surveys and Reports**
   That the Board consider authorizing the Chief Executive Officer (CEO)/President to execute a three (3) year contract with Heart + Mind Strategies, LLC., in the amount of $1,204,350, for research surveys and reports.

   For possible action.

   That the Board consider authorizing the CEO/President to execute a Sponsorship Agreement with the Professional Bull Riders, LLC (PBR), in the amount of $6,400,000, for the 2022-2026 PBR Teams Series and World Championship Event to be held at T-Mobile Arena in Las Vegas.

   For possible action.

OPERATIONS DIVISION

3. **American Express Advertising & Sponsorship Agreement Extension**
   That the Board consider authorizing the CEO/President to execute an extension to the Advertising and Sponsorship Agreement with American Express Open, in the amount of $750,000, for the period from November 1, 2021 to October 31, 2021.

   For possible action.

GENERAL GOVERNMENT DIVISION

4. **Las Vegas Monorail Convention Center Station Sponsorship and Wireless Service Agreement with Boingo LLC**
   That the Board consider authorizing the CEO/President to execute an agreement with Boingo, LLC, for an advertising sponsorship of, and exclusive provision of wireless services at, the Las Vegas Monorail's Convention Center Station for the period from January 1, 2022 through December 31, 2023, with one (1) optional eight (8) year extension, in the amount of $5,750,000.

   For possible action.

5. **Quarterly Budget and Statistical Report**
   The LVCVA Budget and Statistical Report for the quarter ending September 30, 2021 is presented to the Board of Directors for its information and review.

   This is an information item and does not require Board action.
6. **Cisco Network Upgrade, ConvergeOne, Inc.**
   That the Board consider authorizing the CEO/President to execute agreements with ConvergeOne, Inc., in the amount of $1,193,152, to upgrade the Las Vegas Convention Center’s campus backbone network infrastructure.

   For possible action.

7. **Amendment to Clark County Self-Funded Interlocal Medical and Dental Benefits Plan Agreement**
   That the Board consider approving and authorizing the Board Chair to sign an amendment to the Interlocal Agreement for the Health, Accident, and Life Benefit Program among Clark County, the LVCVA, the Clark County Water Reclamation District, the University Medical Center of Southern Nevada, the Las Vegas Valley Water District, the Clark County Regional Flood Control District, the Regional Transportation Commission of Southern Nevada, the Southern Nevada Health District, Henderson District Public Libraries, Mount Charleston Fire Protection District, the Las Vegas Metropolitan Police Department, and the Moapa Valley Fire Protection District, to adopt: 1) a new Exclusive Provider Organization (EPO) within the Self-Funded Medical and Dental Benefits Plan; and 2) revisions to the PPO Benefit Plan.

   For possible action.

8. **Contracts Report**
   Pursuant to Board Policies (1.04 and 5.01) and Chapters 332 and 338 of the Nevada Revised Statutes, the Contracts Report serves to notify the Board of Directors of the following: 1) Contractual commitments, change orders, or amendments to contracts executed under the CEO’s Signature Authority that exceed $50,000; 2) Contractual commitments and amendments to contracts related to the Las Vegas Convention Center District (LVCCD) projects as executed under the delegated authority of the CEO/President; and 3) Public works contracts awarded by the LVCVA.

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

**COMMITTEES**

9. **Audit Committee Report and Recommendations**
   The Audit Committee met on December 7, 2021, to discuss items A and B. The Audit Committee Chair will present a report to the Board of Directors.

   **The Audit Committee Chair will present a report and give the Committee’s recommendations, if any, to the Board of Directors.**

   **Item A. Resolution to Augment Fiscal Year 2022 Budget**
   That the Board consider approving the proposed budget augmentation and the adoption of the associated Resolution 2021-02 to augment the fiscal year 2022 General Fund budget.

   For possible action.

   **Item B. Internal Audit Report**
   That the Board receive a report on the internal audit program.

   This is an information item and does not require Board action.
COMMENT 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
The Regular Meeting of the Board of Directors (Board) of the Las Vegas Convention and Visitors Authority (LVCVA) was held on October 12, 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

<table>
<thead>
<tr>
<th>Councilman John Marz, Chair</th>
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<td>Ms. Marilyn Spiegel, Vice Chair</td>
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<td>Mr. Scott DeAngelo</td>
<td>Ms. Mary Beth Sewald………………..via phone</td>
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<td>Mayor Pro Tem Michele Fiore……………… via phone</td>
<td>Mr. Steve Thompson</td>
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LVCVA Executive Staff present

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<tr>
<th>Steve Hill, CEO/President</th>
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<tr>
<td>Caroline Bateman, General Counsel</td>
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<td>Ed Finger, Chief Financial Officer</td>
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<td>Brian Yost, Chief Operating Officer</td>
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<td>Lori Nelson-Kraft, Sr. VP of Communications</td>
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<td>Kate Wik, Chief Marketing Officer</td>
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<td>Stana Subaric, Senior Vice President of People &amp; Culture</td>
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**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 except for Member Anton Nikodemus, and Members Michele Fiore and Mary Beth Sewald were attending telephonically.

The Pledge of Allegiance was performed.

Treasurer Nikodemus entered the meeting at 9:01 a.m.

**COMMENTS FROM THE FLOOR BY THE PUBLIC**

There were no comments on the floor by the public.

**APPROVAL OF AGENDA AND MINUTES**

Secretary Jim Gibson moved, and it was carried by unanimous vote of the voting members, to approve the October 12, 2021, Regular Meeting of the Board of Directors agenda, and to approve the minutes of the September 14, 2021, Regular Meeting of the Board of Directors.
PRESENTATIONS

Presentations by the LVCVA Staff

Lori Nelson-Kraft, Senior Vice President of Communications, described the Hospitality Heroes recognition program and shared a video introducing the Hospitality Heroes Award recipients, Cindy Brown and Vernon Green. The recipients were presented with their awards.

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): PACK EXPO, Las Vegas Souvenir & Resort Gift Show, International Wireless Communications Expo, National Business Aviation Association tradeshow, American Rental Association show, Marijuana Business Conference & Cannabis Expo, National Hardware Show, and SEMA Show.

Kate Wik, Chief Marketing Officer, and Mr. Yost provided information on, and presented a video highlighting the U.S. Travel Association’s 56th annual IPW show that recently took place in Las Vegas.

Ms. Wik delivered video presentations on the LVCVA’s marketing efforts as they relate to sports initiatives, wedding campaigns and messaging, and the business platform. Ms. Wik highlighted sports marketing integrations with the *Jimmy Kimmel Live* show, Fox Sports, and Extra TV.

Stana Subaric, Senior Vice President of People & Culture, introduced and welcomed Lezlie Young, the LVCVA’s new Vice President of Guest Experience.


Ms. Subaric recognized LVCVA Groundskeepers Jimmy Edwards and Albert Santos for their efforts in assisting a citizen in distress.

Ms. Nelson-Kraft informed the Board that the Hospitality Heroes program would be conducting a celebration in the coming months, honoring all of the year’s winners and finalists.

Ms. Nelson Kraft referenced the attached Highlights & Accomplishments Report and provided information on the LVCVA’s News Bureau’s Historical Archive Collection.

Steve Hill, Chief Executive Officer (CEO)/President, provided an update on federal funds that the LVCVA anticipates receiving from the National Commission on Tourism as part of an Economic Development Administration program, for use in direct marketing efforts.

Mr. Hill provided information on the National Football Foundation’s announcement of its Annual Dinner event taking place in Las Vegas in December.

Mr. Hill provided an update on discussions held during a panel at the Vegas Chamber’s DC Fly-In event in Washington, D.C. regarding transportation issues related to Interstate 15 (I-15). Mr. Hill described the development of coalitions to mitigate obstacles for tourism in Las Vegas, and to identify potential solutions for transportation challenges.

Mr. Hill described the locations where I-15 narrows and creates “bottlenecks” and discussed potential solutions and costs to diminish those challenges.

Member Carolyn Goodman expressed excitement for Mr. Hill’s efforts on easing transportation congestion on I-15.

Member Sewald (telephonically) thanked Mr. Hill for his participation on the Fly-In panel.
LVCVA STAFF REPORTS AND REQUESTED ACTIONS

GENERAL GOVERNMENT DIVISION

ITEM 1. **Sale of Ten Acre Parcel on Las Vegas Boulevard to CB Investment SpA**
Mr. Hill shared a PowerPoint presentation illustrating historical information on the land parcel for potential sale, and provided information on the potential buyer, Claudio Fischer, and negotiations leading up to the potential sale. Ed Finger, Chief Financial Officer, detailed the documents relating to the land sale, including the Purchase and Sale Agreement, Declaration of Restrictive Covenants, License Agreement, and Access Agreement. Mr. Hill requested that the Board consider authorizing him to do the following: 1) Execute a Purchase and Sale Agreement, Declaration of Restrictive Covenants, License Agreement, and Access Agreement with CB Investment SpA (Buyer), for the sale and licensed use of ten acres of land at Las Vegas Boulevard and Elvis Presley Boulevard (Parcel), in the amount of $120,000,000; 2) Expend up to $5,000,000 for license fees, closing costs, and other contractual items; and 3) Execute any additional documents necessary for the consummation of the Parcel sale and license agreement.

**Fiscal Impact**
- **FY 2022:** Revenue: $120,000,000 of sale proceeds
- **FY 2022 and after:** Expenditure: $5,000,000 of license fees, closing costs and other contractual items.

Vice Chair Spiegel moved, and it was carried by unanimous vote of the voting members, to authorize the CEO/President to do the following: 1) Execute a Purchase and Sale Agreement, Declaration of Restrictive Covenants, License Agreement, and Access Agreement with CB Investment SpA (Buyer), for the sale and licensed use of ten acres of land at Las Vegas Boulevard and Elvis Presley Boulevard (Parcel), in the amount of $120,000,000; 2) Expend up to $5,000,000 for license fees, closing costs, and other contractual items; and 3) Execute any additional documents necessary for the consummation of the Parcel sale and license agreement.

ITEM 2. **Banking and Financial Services**
Mr. Finger provided historical information on the prior banking services agreement and a recent RFP for the LVCVA’s banking services, and requested that the Board consider authorizing the Chief Financial Officer to execute necessary agreements with Wells Fargo Bank, N.A., in the amount of $988,100, for the LVCVA’s banking and financial services for an initial period of November 16, 2021 through November 15, 2026 with one (1) optional contract extension, subject to future Board approval, for an additional five (5) year term.

**Fiscal Impact**
- Estimated FY 2022: $126,400 ($119,000 credit card processing fees)
- Estimated FY 2023: $192,200 ($181,000 credit card processing fees)
- Estimated FY 2024: $196,200 ($184,700 credit card processing fees)
- Estimated FY 2025: $200,300 ($188,400 credit card processing fees)
- Estimated FY 2026: $204,400 ($192,200 credit card processing fees)
- Estimated FY 2027: $68,600 ($64,500 credit card processing fees)
- Total five-year expenditure - $988,100

Vice Chair Spiegel moved, and it was carried by unanimous vote of the voting members, to authorize the Chief Financial Officer to execute necessary agreements with Wells Fargo Bank, N.A., in the amount of $988,100, for the LVCVA’s banking and financial services for an initial period of November 16, 2021 through November 15, 2026 with one (1) optional contract extension, subject to future Board approval, for an additional five (5) year term.
MARKETING DIVISION

ITEM 3. Las Vegas Events Update
Pat Christenson of Las Vegas Events (LVE) provided a PowerPoint presentation with a recap of LVE’s activities during the first quarter of fiscal year FY 2022 including U.S. Bowling Congress Open Championships, 4th of July Fireworks initiative, USA Basketball, NBA Summer League, Downtown Rocks Concert Series, Life is Beautiful, and events in Laughlin and Mesquite. Mr. Christenson provided a preview of LVE’s planned FY 2022 second quarter activities including Indian National Finals Rodeo, National Finals Rodeo, Cowboy Christmas, Cliff Keen Wrestling Invitational, World Series of Team Roping, America’s Party, Rock ‘n’ Roll Half Marathon, and events in Laughlin and Mesquite.

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

COMMENTS FROM THE FLOOR BY THE PUBLIC

Daniel Braisted expressed a desire to see debates in Las Vegas, encouraged the communication of past, current, and future events to Chambers of Commerce, provided information on an inventing booth during the National Hardware Show, and encouraged attendance to that show.

Mike Lamoreaux, General Manager and Vice President of Freeman Company, emphasized the importance of connectivity via I-15, and encouraged Board support of Mr. Hill’s work on the matter.

ADJOURNMENT

Chair Marz adjourned the meeting at 10:14 a.m.

Respectfully submitted,

Date Approved: December 14, 2021

Silvia Perez
Executive Assistant to the Board

John Marz
Chair
JULY-SEPTEMBER 2021

PRESENTED OCTOBER 2021
SELLING THE DESTINATION

LAS VEGAS SECURES NEW TRADESHOW TO U.S.

The sales team secured a new trade show produced by Emerald X and ComeXposium inside the Convention Center. The first ever SIAL America food show will be hosted annually March 2022 through 2025.

The 50-year-old food show attracts more than 700,000 attendees and 16,000 exhibitors annually throughout its nine events in France, Canada, the UAE, etc.

The Communications Department, in partnership with Emerald X and ComeXposium, hosted a press conference to announce the new show generating 30 positive news stories throughout 16 markets.

LVCVA LEVERAGED ANNOUNCING THE NEW SHOW TO DEMONSTRATE LAS VEGAS’ COMMITMENT TO RECOVERING AND GROWING TRADESHOWS.

Prepared and submitted a bid to host the UFI conference in 2023, a prestigious International Tradeshow. If successful, Las Vegas would be the first to host this show within the U.S.
LAS VEGAS HOSTS TRAVEL DECISION MAKERS

The destination was center stage in September after LVCVA secured and hosted U.S. Travel Association’s IPW international travel conference that attracted 600 travel buyers and 300 travel writers from 52 countries.

The LVCVA Global Leisure Sales team conducted 220 sales appointments.

The announcement by the White House to ease entry restrictions on international air travel starting in November coincided with IPW in a meaningful way, shifting the conversation with travel buyers from “when the time is right” to planning for the return of International visitors.

Buyers and sellers converse during the opening day of U.S. Travel Association’s IPW show at the Las Vegas Convention Center.

Buyers and sellers converse during the opening day of U.S. Travel Association’s IPW show at the Las Vegas Convention Center.
GLOBAL LEISURE SALES

Global Leisure sales hosted or presented destination updates to:

- **Uniglobe Travel**, the top selling travel agency in Western Canada
- **WestJet Vacation** at their Fall Product Launch to over 1,000 top selling agents
- **Air Canada** Fall product launch with 1,500 agents and **45 call center agents for Air Canada Vacations.**
- **Paull Travel**, Alberta Canada to **30 top clients**
- **Hotel Beds**, top international clients representing **450K committed hotel room nights** this calendar year
- **Top Mexican tour operators**
- **Brand USA**
  - **America’s Musical Journey** to 262 Asia/Pacific-region travel agents
  - **Mexico** Sales Training to **125 travel agents**
ENHANCING AND GROWING
CLIENT RELATIONSHIPS THROUGH
DOMESTIC GROUP SALES

Attended Connect Marketplace in Tampa and conducted 140 appointments with meeting planners as well as hosted a dinner reception with 75 corporate, association, sports and specialty market customers.

Sponsored breakout sessions for the Society For Incentive Travel Excellence attended by some of the destination’s top incentive and corporate customers.

Conducted sales calls with BCD, American Kidney Foundation and Estee Lauder as part of attending the Meeting Professionals International (MPI) New York golf outing attended by 62 clients.

Attended the Maritz Global Events conference in Seattle to network with its 500 attendees and top customers.

Chicago Sales Mission Week included participation from 9 Las Vegas resort and mission partners and networking with 71 travel advisors.

Hosted FAM trips for 14 travel advisors as well as deployed a booking incentive program for Apple Leisure Group Vacations to grow travel agent bookings.

Participated in several in-person travel industry events to network and sell the destination including:

- **Virtuoso Travel Week** - a global travel advisor event where LVCVA conducted 70 appointments
- **ASTA Global Conference** - attended by 1000 travel advisors
- **Global Travel Marketplace West** in Tucson, AZ to connect with the most influential travel advisors in North America; 55 appointments were conducted
- **Travel Agent Forum** at Caesars Palace with 900 travel advisors and co-hosted a reception at Circa Las Vegas’ Stadium Swim
- **Tour Connection** serving the entertainment travel market; 10 appointments were conducted
- **Cruise Planners Bootcamp** at Caesars Palace - Presented destination updates to 100 domestic travel advisors

Planning future dream trips at Virtuoso Travel Week in Las Vegas
SELLING DIGITAL ASSETS INSIDE WEST HALL.

Partnered with Advertising and Sales to develop a digital advertising sales package.

SHOWTIME INSIDE THE CONVENTION CENTER

Social media videos highlighted the return of business events and the emphasis of health and safety protocols showcasing recent shows: MAGIC and Pizza Expo.

Toolkits for building clients and resort partners to promote the importance of in-person meetings were created with web banners, signage and testimonial videos.

Targeted meeting planners and tradeshow executives on social media channels with the creation of a :30-second sizzle reel highlighting West Hall’s most prominent features including the Convention Center Loop garnering more than 6K views.
REducing our footprint through sustainability efforts

The Facilities Services Department continues to increase its sustainability efforts throughout the Convention Center. Results this quarter include:

Identified the Central Kitchen for LED conversion and completed 68 of 136 fixtures, resulting in 16,092 kwhs and 11.4 metric tons of greenhouse gas emissions saved annually.

Implemented a landscaping water reduction program that converted 5 areas to xeriscape, resulting in an estimated 105,000 gallons saved annually.

Centerplate recycled 5,725 gallons of fry grease into biofuel.

Republic Services and Western Elite recycled over 400 tons of materials.

Installed nearly 100 “Solar” hand sanitizer dispensers replacing standard battery-operated dispensers that used 400 “D” batteries.

Supported show management sustainability goals by providing an overall report on waste, water, and energy from move-in through move-out to give them a better understand of their impact on the environment.

Providing excellence in the customer experience

Nearly 240,000 attendees from 23 shows came through the Convention Center July-September ranking their overall customer service experience a 4.5 out of 5 for cleanliness.

Submitted the Convention Center’s stringent COVID-safety and cleaning protocols to the leading worldwide cleaning association for recertification of the (GBAC) accreditation, the gold standard of prepared facilities.

Launched the Convention Center directory mobile app on IOS and Android to allow guests inside the convention center to explore the campus as well as helpful information for parking, amenities and building schedules.

Implemented a new QR code for the Convention Center directory to enhance guest interaction when attending events inside the facility.

Created LVCC 411 on the LVCVA intranet as well as “FAST FACT” information sheets to provide a repository of information important for Ambassadors to know about show information, parking details and hours of operation of all building partners.

Overall customer service

4.5 OUT OF 5 FOR CLEANLINESS
MARKETING THE DESTINATION TO DRIVE VISITATION

UNDERSTANDING VISITOR SENTIMENT

The research department tracked, analyzed and published various data to assist the organization and resort partners in understanding trends, visitor origins, air and auto traffic to shape future messaging.

Research efforts focused on:

- COVID-19 vaccinations/travel trends
- Special event study for CONCACAF
- Sport-driven visitation study
- S. Nevada tourism tracking
- Daily auto traffic from feeder markets
- Citywide convention calendars
- Convention Center customer experience

LIVE IN VEGAS CAMPAIGN

 Positioned the destination as the Entertainment Capital of the World with a social media and radio campaign highlighting sporting events, concerts and festivals taking place throughout the summer including:

- Weekly Instagram posts have resulted in 115,400 views.
- A radio takeover in July featuring artist interviews, DJ chatter and giveaways happened in 6 key feeder markets including LA, San Diego, Chicago, Phoenix, Dallas and San Francisco.

CELEBRATING MEXICAN INDEPENDENCE DAY

With Mexico serving as one of the top international travel markets for Las Vegas, several efforts to spotlight the events and activations surrounding Mexican Independence Day included:

- Promoting the live entertainment, special menus and events in a press release distributed to key travel reporters.
- Partnership with the Mexican Consulate. A unified resort marquee takeover. Video, drone and photo content was captured and shared with all major Mexico news outlets. Results of coverage are still pending.

- The News Bureau produced “Latin Legends,” a photo exhibit celebrating historic Latino performances in Las Vegas. The exhibit is currently on display in Central Hall’s administrative case.

- Social media created a series of Instagram stories and produced content for VisitLasVegas.com.

Carlos Santana, performing at the Palms in 2002, is part of the Latin Legends exhibit.
Among the videos published include:

- **5 Downtown Hotspots Worth Visiting** resulted in over 25K organic views.
- **Trending in Vegas** showcasing Delilah at Wynn Las Vegas, Tournament of Kings at Excalibur and 50th Anniversary Fireworks at the Plaza resulted in 350K organic views.
- **Five “Insta-worthy Vegas Moments** highlighted the Neon Museum, CATCH at Aria, Tea Lounge at Waldorf Astoria, Fremont Street Experience and Chandelier Bar at Cosmopolitan resulted in 23K organic views.
- **Fear of Missing Out (FOMO)** highlighted the Star Trek Convention at Rio, a reggae concert at Mandalay Beach and a day at Virgin Hotels resulted in 22K views.
- **Ultimate Night Out** highlighted hidden gems like speakeasy bars, the Barbershop at the Cosmopolitan, Mama Rabbit at Park MGM, Lakeside at Wynn Las Vegas and T-Mobile arena resulted in 17K organic views.

The "EXTRA TV" sponsorship featured segments in July, August and September promoting pool season and entertainment offerings at Resorts World, Cromwell, Wynn Las Vegas, Fremont Street Experience, Planet Hollywood, Park MGM, the LINQ and New York, New York. A segment about Weddings in Las Vegas was also featured. The segments reached 1.45M households, garnered nearly 250K views across the TV show’s social channels and an additional 53K more impressions on LVCVA social channels.

Launched "The Greatest Arena on Earth", the first phase of a new national consumer campaign positioning Vegas as the ultimate sports destination.

The :30 spot is running on a variety of broadcast and cable placements, connected TV, paid and organic social media and promoted through earned media outreach.

Created and distributed 9 press releases that resulted in 400 news stories that generated 500 million impressions including coverage in LA Times, Conde Nast Traveler and the Washington Post.
To leverage the tentpole marketing moment surrounding the Las Vegas Raiders home opener on Monday Night Football (Sept. 13), a weeklong campaign was developed and ran leading up to and through the NFL season kickoff week.

Partnerships included:

- A weeklong integration with **FOX Sports**
- **theScore**, a mobile app used by sports fans that delivered **10M impressions**
- A **television buy** featuring “The Greatest Arena on Earth” creative was featured **across 18 key feeder markets**
- A first-time ever **partnership with Fanatics** to offer a **promo-code for Raiders merchandise** on NFLSHop.com
- The first integration with **Jimmy Kimmel Live** that featured Cousin Sal exploring sports experiences in Las Vegas

Integrated campaign, called The Greatest Arena on Earth, positions Las Vegas as the ultimate sports destination.
LEVERAGING SPECIAL EVENTS IN THE DESTINATION

Hosted a spectacular Fourth of July fireworks show from the rooftops of 7 resort/casinos along the Las Vegas Strip to celebrate the full reopening of the destination and the return of live entertainment.

- Secured CNN live from Las Vegas as part of two hours of coast-to-coast coverage of Fourth of July festivities culminating with a live feed of Las Vegas’ fireworks show at 11 p.m. PST.

Hosted Concacaf Gold Cup Final in conjunction with Allegiant Stadium, that served as the first sold out sporting event inside the facility. 84% of attendees visited from out of town and generated 44,225 room nights and garnered an estimated economic impact of $78.8M.

GENERATING ROOM NIGHTS

Through online travel agency (OTA) partnerships with Expedia and Priceline, generated 362K room nights from 16 targeted cities in July and August for the destination.

15,500 hotel referrals were generated in July from the VisitLasVegas.com’s “Deals” page.
**SPORTS MARKETING AND INDUSTRY INITIATIVES**

**Secured** the postseason college football all-star game "East-West Shrine Bowl" for January 2022 inside Allegiant Stadium.

**Conducted venue site visits with NFL leadership for the 2022 Pro Bowl and NFL Draft events.**

**Revitalized the Las Vegas PR Sports Executive Committee** comprised of 40+ local sports franchises, venues and hotel partner PR executives to expand the outreach of sports and special events and assist the destination in its positioning of the “Sports and Entertainment Capital of the World”.

**Utilized the LVCA volunteer portal** for the first time to invite the local community to engage and help support large events hosted in Las Vegas by assisting in volunteer roles at various events. **440 locals have already volunteered** and assisted at Concacaf Gold Cup Finals, WWE SummerSlam, Raiders vs. Ravens game and Leagues Cup.

Volunteers carry out banners to place on the field before the Leagues Cup Final.
AIRLINE SERVICE DEVELOPMENT

Ongoing efforts to recover and grow important and underserved markets include:

- Inaugurated 19 new markets by 5 airlines that will result in 11,000 additional weekly seats into the destination in partnership with McCarran International Airport.

- Announced 13 new markets by 6 airlines that will result in 7,400 additional weekly seats into the destination.

Avelo and Flair, two airlines not currently serving Las Vegas, announced intentions to serve the destination, with Avelo having already started service in September.

Conducted headquarter visits with American and Southwest Airlines and also met in person with senior airline executives from Frontier and Avelo.

Hosted an 800-person reception during the American Association of Airport Executives Conference in July and a reception during the Allegiant Conference in September attended by 250 domestic airport executives to show partnership and support to our premier local carrier during their annual event.

EXTENDED DESTINATIONS SUPPORTING THE RETURN OF LIVE ENTERTAINMENT IN LAUGHLIN

Launched “Live in Laughlin” on its website and through social media efforts to showcase the exciting summer lineup of live shows and events.

HELPING OUR COMMUNITY

Coordinated and hosted Clark County’s Job Fair in West Hall on July 9 that brought 125 employers together with more than 5,000 job seekers.

- LVCVA’s People and Culture Department interviewed 200+ candidates and made 55 job offers

Hosted the Las Vegas Police Department’s Convention Center Area Command Family Night and Wellness Fundraiser with Behind the Badge, a 501(C) Non-Profit organization for officers and their families.

Partnered with Las Vegas Metropolitan Police Department, Clark County Public Works and neighboring property stakeholders (e.g. Westgate, Marriott, 7-11, The Diplomat Apartments, etc.) on a new initiative to identify and address safety challenges surrounding the convention center district.

LVCVA HIGHLIGHTS & ACCOMPLISHMENTS | JULY-SEPTEMBER 2021 | ©2021 LVCVA
SPREADING THE GOOD WORD

NEW EXHIBIT DEBUTS INSIDE THE CONVENTION CENTER

Produced an exhibit inside Central Hall telling the story of how State leaders invested in important tourism infrastructure projects to help tourism grow with funding to support the West Hall expansion and Allegiant Stadium. The exhibit highlights key milestones and leadership behind the passage of the Southern Nevada Tourism Improvements Act (Senate Bill 1) in 2016.

LIGHTS, CAMERA, ACTION!

Set up “The Studio,” a state-of-the-art production studio inside the Convention Center offering in-house video recording, television live shots, live streaming, photography and audio recordings capabilities for ambassadors, customers and resort partners.

CELEBRATING HOSPITALITY INDUSTRY EXCELLENCE

Honored Samantha Fry, Pool Operations Manager at Treasure Island Hotel & Casino with the Hospitality Heroes Industry Award for her exceptional leadership and commitment to create a memorable Las Vegas experience for her guests.

Portion of the Southern Nevada Tourism Improvements Act (Senate Bill 1) exhibit inside Central Hall.
To maintain a healthy and safe environment against COVID-19, an ambassador COVID-19 policy requiring proof of vaccination or a weekly negative test was implemented. To date, 78% of full-time employees are fully vaccinated.

GREAT WORK GETS RECOGNIZED

13 LVCVA Ambassadors were recently promoted including:

Blane Blood  
Services Manager

Carol Chelian  
Guest Experience Manager

James Daugherty  
Perimeter Security Officer

Alvin Harris  
Services Supervisor

Korrdan Harts  
Perimeter Security Officer

Tyler Hatley  
Traffic Field Supervisor

Jason Holmes  
Security Sergeant

Angel Lugo  
Mechanic

Welder Supervisor

Lisa Motley  
Senior Director of Sports Marketing & Special Events

Merlin Sarmento  
Convention Service Manager

Cheryl Smith  
Director of Airline Service Development

Sunshine Smith  
Manager of Maintenance

Kody Stover  
Communications Specialist

YOU’RE HIRED!

14 new full-time ambassadors joined the LVCVA to help ensure we have optimal staffing to serve our convention center operations including plumbers, security officers, HVAC technicians, facility support, traffic management, engineering, legal and guest experience.

In order to service the needs for upcoming shows, 26 On-Call Ambassadors were hired into full-time positions and 140 furloughed On-Call Ambassadors returned to assist in traffic management and registration services.

JOB PERFORMANCE FEEDBACK AND RECOGNITION

Providing feedback and setting goals for the FY year ahead is an important part of managing the workforce. The P&C team facilitated the annual performance review process for all Ambassadors with department heads including guidance for the evaluation process and merit increases.
**INVESTING IN A HEALTHY WORKFORCE**

Hosted “Medicine on the Move”, a free on-site medical wellness clinic to bring preventative services to Ambassadors. **32** Ambassadors took advantage of appointments that included mammograms, wellness exams, flu shots and COVID vaccine shots.

Facilitated the annual benefit open enrollment period for Ambassadors to learn about new offerings such as the Exclusive Provider Organization (EPO) plan and life insurance. Hosted an informational meeting attended by 135 Ambassadors to help Ambassadors determine if they should adjust their plan.

**LEAVING A LASTING LEGACY**

Planned and hosted the Client Services building dedication in memory of beloved ambassador TJ Spain. TJ’s mom, wife, children and grandchildren joined Ambassadors in honoring and preserving his legacy at the LVCVA.

TJ Spain’s family at the dedication and unveiling of the Taryle Spain Services Building.
Fred Bradford, Vice President of Customer Safety was elected as Executive Board Secretary for the Las Vegas Security Chiefs Association (LVSCA). He will serve a two-year term.

Jennifer Curry-Ekke, Senior Director of Purchasing recently graduated from the Vegas Chamber's prestigious Leadership Las Vegas Class of 2021.

Lisa Motley, Senior Director of Sports Marketing & Special Events, awarded Sports Business Journal's 2021 “Game Changer” award, honoring women ascending the ranks in sports.
RECOMMENDATION
That the Board of Directors consider authorizing the Chief Executive Officer (CEO)/President to execute a three (3) year contract with Heart + Mind Strategies, LLC., in the amount of $1,204,350, for research surveys and reports.

For possible action.

FISCAL IMPACT
FY 2022: $242,850 (includes $12,500 reimbursable travel expenses)
FY 2023: $396,200 (includes $25,000 reimbursable travel expenses)
FY 2024: $378,450 (includes $25,000 reimbursable travel expenses)
FY 2025: $186,850 (includes $12,500 reimbursable travel expenses)

Total three-year expenditure - $1,204,350

PURPOSE AND BACKGROUND
The Las Vegas Convention and Visitors Authority (LVCVA) has been conducting annual visitor profile studies since the early 1970s to illuminate evolving visitor characteristics and behaviors over time to steer marketing decisions by the LVCVA and external partners. These profiles are derived from surveys that are contracted out to professional research vendors specializing in data collections, data entry, and statistical analysis and reporting. Currently, the LVCVA conducts these surveys annually for Las Vegas, and on a staggered every-other-year basis for the destinations of Laughlin and Mesquite, Nevada.
The LVCVA publicly issued Request for Proposal (RFP) #22-4698 in August 2021, and ten (10) proposals from qualified vendors were received and evaluated.

An Evaluation Team consisting of representatives from the LVCVA Research Center and Advertising departments evaluated the proposals based on criteria including background and experience, technical capabilities, pricing, and enhanced services.

Based on the final evaluation of the RFP responses, and subsequent presentations from the top scored vendors, staff recommends the Board approves Heart + Mind Strategies, LLC. (Heart + Mind) as the most qualified company to provide the research services needed by the LVCVA.

Heart + Mind is a research-based consultancy which takes a scientific approach to understanding consumer decision-making. It specializes in communications research to provide insights into communications and advertising efforts. Heart + Mind specializes in multiple industries including Travel/Tourism/Hospitality, Financial Services, and Government, and its notable clients include: Amazon, American Gaming Association, Google, Intermountain Healthcare, NHTSA, UBS, and the US Travel Association.
TO: BOARD OF DIRECTORS

FROM: H. FLETCH BRUNELLE
VICE PRESIDENT OF MARKETING

SUBJECT: PROFESSIONAL BULL RIDERS TEAMS SERIES SPONSORSHIP AGREEMENT
LAS VEGAS, NEVADA – 2022 – 2026

RECOMMENDATION
That the Board of Directors consider authorizing the Chief Executive Officer (CEO)/President to execute a Sponsorship Agreement with the Professional Bull Riders, LLC (PBR), in the amount of $6,400,000, for the 2022-2026 PBR Teams Series and World Championship Event to be held at T-Mobile Arena in Las Vegas.

For possible action.

FISCAL IMPACT
FY 2023: $1,100,000 Expenditure
FY 2024: $1,250,000 Expenditure
FY 2025: $1,250,000 Expenditure
FY 2026: $1,350,000 Expenditure
FY 2027: $1,450,000 Expenditure

PURPOSE AND BACKGROUND
The PBR Teams Series will launch in June 2022 with 10 events throughout the United States. The annual Teams Series will culminate with the World Championship Event in Las Vegas each fall. The Teams World Championship is estimated to attract 21,000 visitors and generate nearly $39.8 million in total economic impact each year.

The Sponsorship Agreement will designate Las Vegas as the “Official Resort and Global Gaming Destination” for PBR and PBR Teams. The Sponsorship Agreement will also include a media and brand awareness campaign for the destination that will provide television, social, and digital media assets.
MEETING DATE: DECEMBER 14, 2021

TO: BOARD OF DIRECTORS

FROM: BRIAN YOST
CHIEF OPERATING OFFICER

SUBJECT: AMERICAN EXPRESS ADVERTISING & SPONSORSHIP AGREEMENT EXTENSION

RECOMMENDATION

That the Board of Directors consider authorizing the Chief Executive Officer (CEO)/President to execute an extension to the Advertising and Sponsorship Agreement with American Express Open, in the amount of $750,000, for the period from November 1, 2021 to October 31, 2021.

For possible action.

FISCAL IMPACT

FY 2022: $500,000
FY 2023: $250,000

BOARD ACTION:

STEVE HILL
CEO/PRESIDENT

PURPOSE AND BACKGROUND

The American Express Open Lounge (Lounge) has been operating as a benefit to select American Express cardholders in the Central Hall at Las Vegas Convention Center (LVCC) under an Advertising and Sponsorship agreement (Agreement) since 2011.

The Lounge provides a branding opportunity for American Express Open to target convention delegates and exhibitors attending conventions at the LVCC. In addition, the Lounge offers a customer service element to the LVCC and improves the potential customer experience for LVCC guests.

American Express has requested that the Las Vegas Convention and Visitors Authority continue the Agreement for a one-year period, effective retroactively to November 1, 2021. The proposed revenue rate is the same as the rate during the first year of the Agreement and reflects decreased convention attendance during the effective period of the proposed Agreement extension.

The Lounge receives positive feedback from attendees, exhibitors and show management and has been a valuable addition to the services offered at the LVCC.
**LAS VEGAS CONVENTION AND VISITORS AUTHORITY**
**BOARD OF DIRECTORS MEETING**
**AGENDA DOCUMENTATION**

<table>
<thead>
<tr>
<th>MEETING DATE:</th>
<th>DECEMBER 14, 2021</th>
<th>ITEM NO. 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>TO:</td>
<td>BOARD OF DIRECTORS</td>
<td></td>
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<tr>
<td>FROM:</td>
<td>INGRID REISMAN</td>
<td></td>
</tr>
<tr>
<td></td>
<td>VICE PRESIDENT OF MARKETING</td>
<td></td>
</tr>
<tr>
<td>SUBJECT:</td>
<td>LAS VEGAS MONORAIL CONVENTION CENTER STATION SPONSORSHIP AND WIRELESS SERVICE AGREEMENT WITH BOINGO LLC</td>
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</tr>
</tbody>
</table>

**RECOMMENDATION**
That the Board of Directors consider authorizing the Chief Executive Officer (CEO)/President to execute an agreement (Agreement) with Boingo, LLC (Boingo), for an advertising sponsorship of, and exclusive provision of wireless services at, the Las Vegas Monorail’s Convention Center (LVCC) Station for the period from January 1, 2022 through December 31, 2023, with one (1) optional eight (8) year extension, in the amount of $5,750,000.

For possible action.

**FISCAL IMPACT**
Minimum annual revenue:
- FY 2022: $250,000
- FY 2023: $550,000
- FY 2024: $562,500
- FY 2025: $525,000
- FY 2026: $562,500
- FY 2027: $600,000
- FY 2028: $600,000
- FY 2029: $600,000
- FY 2030: $600,000
- FY 2031: $600,000
- FY 2031: $300,000

**BOARD ACTION:**

<table>
<thead>
<tr>
<th>STEVE HILL</th>
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<tr>
<td>CEO/PRESIDENT</td>
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</tbody>
</table>
The Las Vegas Convention and Visitors Authority (LVCVA), issued a Request for Information (RFI) #21-4684 in March 2021 for advertising, sponsorship and naming right services for the Las Vegas Monorail. This RFI was issued to identify organizations which could represent the LVCVA in that effort.

The Board awarded Intersection Media, LLC (Intersection) the primary agreement from the RFI. The LVCVA retained the right under the Intersection Agreement to negotiate and contract advertising assets directly with specific brands, one of which is Boingo.

The Agreement provides Boingo with the following rights (Rights):

1. To brand the LVCC Monorail Station the Boingo Station at the Las Vegas Convention Center, including interior and exterior signage;
2. To the exclusive use of the 10,000 square foot private event space in the station;
3. To sublease the LVCC Monorail Station;
4. To wrap one of the nine Monorail trains, or extend those rights to an approved sponsor;
5. To lay dark fiber within the Monorail’s existing cable tray; and
6. To operate an exclusive fee-based wireless network at the LVCC Monorail Station.

In exchange for the Rights, Boingo will pay the LVCVA a Base Fee of $600,000 in January of each calendar year. In addition to the Base Fee, Boingo will pay the LVCVA 46% of all revenues in excess of $300,000 per calendar year generated under the Agreement. Such revenues include those generated from the wireless network, and from leasing, events, advertising, and/or retail activities at the LVCC Monorail Station. The LVCVA will retain the right to approve all proposed advertisers and artwork.

In the first year of the Agreement, the LVCVA will provide a tenant improvement (TI) of $25 per square foot for the 10,000 square foot private event space. This $250,000 TI will be applied as a credit to the Base Fee as follows:

1. $100,000 against the first Base Fee payment.
2. $75,000, in each year, against the January 2024 and January 2025 payments, if the Agreement is extended.

The Agreement will have an optional eight (8) year extension.
RECOMMENDATION
The Las Vegas Convention and Visitors Authority Budget and Statistical Report for the quarter ending September 30, 2021 is presented to the Board of Directors for its information and review.

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

FISCAL IMPACT
None

PURPOSE AND BACKGROUND
Internal policies require that interim financial reports, which permit comparison of recorded transactions and account balances with the approved budget and policy compliance, be prepared and distributed to the Board of Directors on a periodic basis. In addition, information which may interest the Board is presented.
FINANCIAL HIGHLIGHTS:

- Year-to-date General Fund total operating revenues are 294% higher than last year. (Pg. 2)
- Year-to-date room tax earnings are up 228% compared to last year. (Pg. 3)
- Year-to-date Average Daily Rate (ADR) of $129.84 is up 50.0% compared to last year. (Pg. 4)
- Year-to-date Occupancy Rate (OR) of 73.9%. (Pg. 5)
- Year-to-date Average Rooms Occupied Daily (AROD) is 117,976. (Pg. 5)

FINANCE COMMENTS:

This report reflects operating results for the first three months of FY 2022 and a summary of the first fiscal-quarter investment activities. General Fund Room tax revenues for the current fiscal year-to-date show a 228% increase compared to the prior year. The large increase is due to low occupancy and ADR during the first few months of the COVID-19 pandemic. Compared to the same timeframe for FY 2019, the last year not impacted by the pandemic, the decrease is 5% or $3.8 million.

The investment report reflects compliance with policy requirements including maturities, ROI, and diversification. Year to date effective rate of return was 0.75%. The investment report, included herein, was prepared by FHN, the LVCVA’s investment portfolio manager.
## GENERAL FUND

**FY 2022**

**July 1, 2021 through September 30, 2021**

### Statement of Sources & Uses of Funds

For the Period Ending September 30, 2021 (a)

<table>
<thead>
<tr>
<th></th>
<th>YTD Actual</th>
<th>Prior YTD Actual</th>
<th>% of Change</th>
<th>Annual Budget</th>
<th>% of Budget</th>
<th>Prior Year Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Room Tax &amp; Gaming Fees (b)</td>
<td>67,427,631</td>
<td>20,798,855</td>
<td>224%</td>
<td>204,364,300</td>
<td>33%</td>
<td>112,668,673</td>
</tr>
<tr>
<td>LVCC Revenue</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Facility Use</td>
<td>7,770,759</td>
<td>11,250</td>
<td>68973%</td>
<td>27,500,000</td>
<td>28%</td>
<td>2,845,107</td>
</tr>
<tr>
<td>Ancillary</td>
<td>3,431,548</td>
<td>291,070</td>
<td>1079%</td>
<td>23,500,000</td>
<td>15%</td>
<td>2,511,457</td>
</tr>
<tr>
<td>Other (c)</td>
<td>452,236</td>
<td>265,361</td>
<td>70%</td>
<td>3,913,200</td>
<td>12%</td>
<td>3,740,827</td>
</tr>
<tr>
<td>Monorail (b)</td>
<td>5,036,124</td>
<td>-</td>
<td>100%</td>
<td>14,500,000</td>
<td>35%</td>
<td>2,266,358</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>$84,118,298</td>
<td>$21,366,536</td>
<td>294%</td>
<td>$273,777,500</td>
<td>31%</td>
<td>$124,032,422</td>
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<table>
<thead>
<tr>
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<th>Actual</th>
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</thead>
<tbody>
<tr>
<td><strong>EXPENDITURES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General Government</td>
<td>4,842,417</td>
<td>3,431,016</td>
<td>41%</td>
<td>17,169,300</td>
<td>28%</td>
<td>11,064,160</td>
</tr>
<tr>
<td>Marketing</td>
<td>11,884,573</td>
<td>11,535,874</td>
<td>3%</td>
<td>82,000,000</td>
<td>14%</td>
<td>52,041,490</td>
</tr>
<tr>
<td>Advertising</td>
<td>3,282,468</td>
<td>1,899,068</td>
<td>73%</td>
<td>21,636,200</td>
<td>15%</td>
<td>8,195,338</td>
</tr>
<tr>
<td>Special Events</td>
<td>8,029,033</td>
<td>2,821,458</td>
<td>185%</td>
<td>27,461,962</td>
<td>29%</td>
<td>9,679,338</td>
</tr>
<tr>
<td>Operations</td>
<td>13,897,498</td>
<td>2,997,835</td>
<td>364%</td>
<td>64,457,000</td>
<td>22%</td>
<td>19,759,533</td>
</tr>
<tr>
<td>Collection Allocation (b)</td>
<td>6,742,763</td>
<td>2,079,866</td>
<td>224%</td>
<td>20,436,430</td>
<td>33%</td>
<td>11,266,867</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td>$48,678,752</td>
<td>$24,765,137</td>
<td>97%</td>
<td>$233,160,892</td>
<td>21%</td>
<td>$112,006,923</td>
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</table>

<table>
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</thead>
<tbody>
<tr>
<td><strong>EXCESS (DEFICIENCY) OF REVENUES</strong></td>
<td>$35,439,546</td>
<td>($3,398,601)</td>
<td>1143%</td>
<td>$40,616,608</td>
<td>87%</td>
<td>$12,025,499</td>
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</table>

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</thead>
<tbody>
<tr>
<td><strong>OTHER FINANCING SOURCES &amp; (USES)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transfers to Other Funds (11,753,545)</td>
<td>(10,639,730)</td>
<td>10%</td>
<td>(47,014,181)</td>
<td>25%</td>
<td>(42,558,922)</td>
<td></td>
</tr>
<tr>
<td>Transfers from Other Funds</td>
<td>2,213</td>
<td>21,659</td>
<td>-90%</td>
<td>140,500</td>
<td>2%</td>
<td>184,209</td>
</tr>
<tr>
<td>Proceeds - Sale of Capital Assets</td>
<td>-</td>
<td>-</td>
<td>0%</td>
<td>25,000</td>
<td>0%</td>
<td>20,264</td>
</tr>
<tr>
<td><strong>Total Sources &amp; (Uses)</strong></td>
<td>$(11,751,332)</td>
<td>$(10,616,071)</td>
<td>11%</td>
<td>$(46,848,681)</td>
<td>25%</td>
<td>$(42,354,449)</td>
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</tbody>
</table>

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<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>NET CHANGE IN FUND BALANCE</strong></td>
<td>$23,688,214</td>
<td>$(14,016,672)</td>
<td>269%</td>
<td>$(6,232,073)</td>
<td>380%</td>
<td>$(30,328,950)</td>
</tr>
</tbody>
</table>

(a) Using the modified accrual basis of accounting.

(b) Report has been adjusted from the general ledger at September 30, 2021 to reflect actual room tax, gaming fees, while the general ledger reports estimates for the quarter. It also reflects estimated Monorail revenue based on cash collections.

(c) Other includes interest and other charges & fees.

### YEAR-TO-DATE GENERAL FUND EXPENDITURES & USES

![Pie chart showing Year-to-Date General Fund Expenditures and Uses]
## Gross Room Tax Revenue

**FY 2022**  
July 1, 2021 through September 30, 2021

### Room Tax: FY 2021 Actual to FY 2022 Actual

<table>
<thead>
<tr>
<th>Month</th>
<th>Activity Received</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>Variation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jun-Aug</td>
<td>$4,715,239</td>
<td>$19,991,471</td>
<td></td>
<td>$15,276,232</td>
</tr>
<tr>
<td>Jul-Sep</td>
<td>$7,747,280</td>
<td>$25,252,927</td>
<td></td>
<td>$17,505,647</td>
</tr>
<tr>
<td>Aug-Oct</td>
<td>$8,007,375</td>
<td>$21,854,744</td>
<td></td>
<td>$13,847,369</td>
</tr>
<tr>
<td>Sep-Nov</td>
<td>$9,068,014</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Oct-Dec</td>
<td>9,667,339</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nov-Jan</td>
<td>7,241,808</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jan-Mar</td>
<td>5,810,853</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Feb-Mar</td>
<td>7,235,049</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mar-Apr</td>
<td>12,214,987</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Apr-May</td>
<td>14,877,647</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>May-Jun</td>
<td>18,842,793</td>
<td></td>
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</tbody>
</table>

$111,240,941 $67,099,142

### Year-to-Date Room Tax

**Compared to Prior Years**

<table>
<thead>
<tr>
<th></th>
<th>FY2022</th>
<th>FY2021</th>
<th>FY2020</th>
<th>FY2019</th>
<th>FY2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FY2022</strong></td>
<td>$67.1</td>
<td>$20.5</td>
<td>$70.9</td>
<td>$66.7</td>
<td>$69.5</td>
</tr>
</tbody>
</table>

$0 $20 $40 $60 $80

---

**Las Vegas Convention and Visitors Authority**

Page 3
CLARK COUNTY BLENDED AVERAGE DAILY RATE: FY 2021 ACTUAL TO FY 2022 ACTUAL

<table>
<thead>
<tr>
<th>Month</th>
<th>High Year</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>Variation</th>
</tr>
</thead>
<tbody>
<tr>
<td>June</td>
<td>2022</td>
<td>$74.50</td>
<td>$120.11</td>
<td>61.2% ↑</td>
</tr>
<tr>
<td>July</td>
<td>2022</td>
<td>92.75</td>
<td>138.23</td>
<td>49.0% ↑</td>
</tr>
<tr>
<td>August</td>
<td>2022</td>
<td>92.51</td>
<td>131.19</td>
<td>41.8% ↑</td>
</tr>
<tr>
<td>September</td>
<td>2018</td>
<td>95.18</td>
<td>125.68</td>
<td>54.5% ↑</td>
</tr>
<tr>
<td>October</td>
<td>2019</td>
<td>93.30</td>
<td>131.23</td>
<td>50.0% ↑</td>
</tr>
<tr>
<td>November</td>
<td>2020</td>
<td>86.18</td>
<td>123.79</td>
<td></td>
</tr>
<tr>
<td>December</td>
<td>2020</td>
<td>84.61</td>
<td>114.35</td>
<td></td>
</tr>
<tr>
<td>January (1)</td>
<td>2019</td>
<td>80.07</td>
<td>145.06</td>
<td></td>
</tr>
<tr>
<td>February</td>
<td>2020</td>
<td>83.70</td>
<td>120.18</td>
<td></td>
</tr>
<tr>
<td>March</td>
<td>2017</td>
<td>97.28</td>
<td>134.51</td>
<td></td>
</tr>
<tr>
<td>April</td>
<td>2019</td>
<td>103.35</td>
<td>124.80</td>
<td></td>
</tr>
<tr>
<td>May</td>
<td>2019</td>
<td>117.69</td>
<td>129.08</td>
<td></td>
</tr>
<tr>
<td>Average</td>
<td></td>
<td>$91.76</td>
<td>$129.84</td>
<td></td>
</tr>
</tbody>
</table>

(1) Average daily rate changed for January 2019 due to revised room nights occupied from Research.

Average Daily Rate (ADR) is a blended average of the taxable rates for all of the hotels and motel units in the Las Vegas, Laughlin and Mesquite areas. ADR shown herein is tied to LVCVA’s room tax received for the month of hotel/motel activity.
# Occupancy Rate: FY 2021 Actual to FY 2022 Actual

<table>
<thead>
<tr>
<th>Month</th>
<th>FY 2021 # of Rooms</th>
<th>Occupancy Rate (OR)</th>
<th>Avg Rooms Occupied Daily (AROD)</th>
<th>FY 2022 # of Rooms</th>
<th>Occupancy Rate (OR)</th>
<th>Avg Rooms Occupied Daily (AROD)</th>
<th>Variations (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>June</td>
<td>105,830</td>
<td>42.0%</td>
<td>44,449</td>
<td>158,059</td>
<td>73.9%</td>
<td>116,806</td>
<td>162.8%</td>
</tr>
<tr>
<td>July</td>
<td>134,118</td>
<td>42.3%</td>
<td>56,732</td>
<td>160,434</td>
<td>77.3%</td>
<td>124,015</td>
<td>118.6%</td>
</tr>
<tr>
<td>August</td>
<td>138,092</td>
<td>42.6%</td>
<td>58,827</td>
<td>160,434</td>
<td>70.5%</td>
<td>113,106</td>
<td>92.3%</td>
</tr>
<tr>
<td>September</td>
<td>143,514</td>
<td>46.6%</td>
<td>66,878</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>October</td>
<td>151,093</td>
<td>46.6%</td>
<td>70,409</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>November</td>
<td>151,968</td>
<td>38.8%</td>
<td>58,964</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>December</td>
<td>153,399</td>
<td>30.4%</td>
<td>46,633</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>January</td>
<td>155,590</td>
<td>31.7%</td>
<td>49,322</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>February</td>
<td>155,590</td>
<td>41.8%</td>
<td>65,037</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>March</td>
<td>155,930</td>
<td>54.7%</td>
<td>85,294</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>April</td>
<td>157,131</td>
<td>64.3%</td>
<td>101,035</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>May</td>
<td>157,005</td>
<td>69.3%</td>
<td>108,804</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average</td>
<td>153,463</td>
<td>45.9%</td>
<td>67,699</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(1) Rank for record high year is from fiscal year 2008 to current.

**Occupancy Rate (OR)** is based on a monthly survey of all hotel and motel properties in Clark County. OR shown herein is tied to the month of hotel/motel activity. (Survey is conducted by LVCVA Research)

![OCCUPANCY RATE (Year-to-Date Average)](chart.png)
### ROOM TAX DISTRIBUTION - BUDGET FOR FY 2022

Based on LVCVA's Budgeted Room Tax

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LVCVA Retains for Operations &amp; Marketing</strong></td>
<td>$181,514,631</td>
<td>32.0%</td>
</tr>
<tr>
<td>4 - 5% distributed to LVCVA</td>
<td>$203,164,300</td>
<td></td>
</tr>
<tr>
<td>SB 1 - restricted for LVCCD Activities</td>
<td>$20,857,500</td>
<td></td>
</tr>
<tr>
<td>(Less: Collection Allocation Paid to Entities)</td>
<td>(20,436,430)</td>
<td></td>
</tr>
<tr>
<td>(Less: Debt Service for Transportation)</td>
<td>(22,070,739)</td>
<td></td>
</tr>
<tr>
<td><strong>Portion Distributed to Entity / Jurisdiction</strong></td>
<td>$80,206,755</td>
<td>14.1%</td>
</tr>
<tr>
<td>1 - 2% Room Tax Retained by Entity</td>
<td>$59,770,325</td>
<td></td>
</tr>
<tr>
<td>Collection Allocation to Entities</td>
<td>$20,436,430</td>
<td></td>
</tr>
<tr>
<td><strong>State of Nevada Schools (3%)</strong></td>
<td>$128,000,000</td>
<td>22.5%</td>
</tr>
<tr>
<td><strong>Clark County School District (1 5/8%)</strong></td>
<td>$69,875,000</td>
<td>12.3%</td>
</tr>
<tr>
<td><strong>Clark County Transportation (1%)</strong></td>
<td>$43,000,000</td>
<td>7.6%</td>
</tr>
<tr>
<td><strong>Stadium Authority (.88%)</strong></td>
<td>$26,998,675</td>
<td>4.8%</td>
</tr>
<tr>
<td><strong>State General Fund - Tourism (3/8%) (1)</strong></td>
<td>$16,125,000</td>
<td>2.8%</td>
</tr>
<tr>
<td><strong>Nevada Department of Transportation</strong></td>
<td>$22,070,739</td>
<td>3.9%</td>
</tr>
<tr>
<td><strong>TOTAL 12% - 13.38% ROOM TAX</strong></td>
<td>$567,790,800</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

---

1) A portion of proceeds are allocated to NV Commission on Tourism (NCOT)
The Las Vegas Convention Center District (LVCCD) Capital Fund was created as a result of the passage of Senate Bill 1 (SB1), in the 30th Special Session of the Nevada Legislature, providing for a one-half of one percent (0.5%) increase to transient lodging tax. The revenues are legislatively restricted to support the capital financing program for the convention center expansion and renovation program. The LVCCD Capital Fund was created to properly account for all restricted LVCCD resources, in compliance with statutory intent and appropriate reporting standards.
Client Management Team

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Monthly Investment Report
Las Vegas Convention and Visitors Authority
Total Portfolio
September 2021
Portfolio Summary

### SECTOR ALLOCATION

- LGIP 47.5%
- Agy 25.8%
- Tsy 16.3%
- CD 6.5%
- EMS 0.0%
- CP 3.9%

### ACCOUNT SUMMARY

<table>
<thead>
<tr>
<th>9/30/21</th>
<th>8/31/21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Value</td>
<td>$233,365,520</td>
</tr>
<tr>
<td>Book Value</td>
<td>$232,290,777</td>
</tr>
<tr>
<td>Variance</td>
<td>$1,074,742</td>
</tr>
<tr>
<td>Par Value</td>
<td>$232,330,996</td>
</tr>
<tr>
<td>Net Asset Value</td>
<td>$100,463</td>
</tr>
<tr>
<td>Avg Weighted Yield</td>
<td>0.75%</td>
</tr>
<tr>
<td>Years to Maturity</td>
<td>0.90</td>
</tr>
<tr>
<td>Effective Duration</td>
<td>0.87</td>
</tr>
</tbody>
</table>

*Book Value is Amortized

All percentages may not total to 100% due to rounding.

### MATURITY DISTRIBUTION

- 0-1Y: 74.19%
- 1-2Y: 3.86%
- 2-3Y: 8.62%
- 3-4Y: 6.92%
- 4-5Y: 6.41%

### CREDIT QUALITY (MOODY'S)

- Aaa: 40.4%
- Aa3: 0.0%
- Aa2: 0.0%
- Aa1: 0.0%
- A1: 0.0%
- A2: 0.0%
- A3: 0.0%
- P-1: 10.3%
- P-2: 0.0%
- NR-EMS: 0.0%
- NR-Agency: 1.7%
- NR-LGIP: 47.5%

NR: Not Rated

### MONTH-END PORTFOLIO BOOK YIELD

- Oct-20: 0.60%
- Nov-20: 0.65%
- Dec-20: 0.70%
- Jan-21: 0.75%
- Feb-21: 0.80%
- Mar-21: 0.85%
- Apr-21: 0.90%
- May-21: 0.95%
- Jun-21: 1.00%
- Jul-21: 1.05%
- Aug-21: 1.10%
- Sep-21: 0.60%

### TOP ISSUERS

<table>
<thead>
<tr>
<th>Issuer</th>
<th>% Portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td>NV LGIP</td>
<td>47.5%</td>
</tr>
<tr>
<td>U.S. Treasury</td>
<td>16.3%</td>
</tr>
<tr>
<td>FFCB</td>
<td>11.2%</td>
</tr>
<tr>
<td>FNMA</td>
<td>10.3%</td>
</tr>
<tr>
<td>Scotia Capital</td>
<td>6.5%</td>
</tr>
<tr>
<td>Mizuho Bank</td>
<td>3.9%</td>
</tr>
<tr>
<td>FHLB</td>
<td>2.6%</td>
</tr>
<tr>
<td>FAMCA</td>
<td>1.7%</td>
</tr>
<tr>
<td>BofA EMS</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

Per Book Value
The LVCVA's total investment portfolio is diversified into various types of assets which are allowed by its investment policy and by Nevada Revised Statues. A summary breakdown of the assets is as follows:

<table>
<thead>
<tr>
<th>Fund</th>
<th>Authorized Limits*</th>
<th>U.S. Treasury &amp; Agency</th>
<th>Demand Deposits</th>
<th>Commercial Paper</th>
<th>CD</th>
<th>LGIP</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Fund</td>
<td>100%</td>
<td>$18,998,956</td>
<td>$544</td>
<td>-</td>
<td>$46,293,687</td>
<td>$65,293,187</td>
<td></td>
</tr>
<tr>
<td>OPEB Reserve</td>
<td></td>
<td>1,992,907</td>
<td>67</td>
<td>-</td>
<td>320,170</td>
<td>2,313,144</td>
<td></td>
</tr>
<tr>
<td>Capital Fund</td>
<td></td>
<td>43,950,026</td>
<td>8,422</td>
<td>-</td>
<td>30,751,216</td>
<td>74,709,664</td>
<td></td>
</tr>
<tr>
<td>LVCCD</td>
<td></td>
<td>32,939,120</td>
<td>200</td>
<td>-</td>
<td>7,742,331</td>
<td>55,681,652</td>
<td></td>
</tr>
<tr>
<td>LVCCD Debt Service</td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>9,685,317</td>
<td>9,685,317</td>
<td></td>
</tr>
<tr>
<td>Debt Service Funds</td>
<td></td>
<td>-</td>
<td>5</td>
<td>8,994,773</td>
<td>-</td>
<td>24,607,813</td>
<td></td>
</tr>
<tr>
<td>Totals</td>
<td></td>
<td>$97,881,009</td>
<td>$9,238</td>
<td>$8,994,773</td>
<td>$15,000,000</td>
<td>$110,405,757</td>
<td>$232,290,777</td>
</tr>
</tbody>
</table>

Figures may not total due to rounding.
* To ensure diversification of the LVCVA's portfolio, the investment policy contains the maximum levels for each type of investment.
<table>
<thead>
<tr>
<th>Item / Sector</th>
<th>Parameters</th>
<th>In Compliance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weighted Average Maturity</td>
<td>Weighted Average Maturity (WAM) must be less than 2.5 years</td>
<td>Yes: 0.9 Yrs</td>
</tr>
<tr>
<td>U.S. Treasuries</td>
<td>100% sector limit, no issuer limit, maximum maturity 10 years</td>
<td>Yes: 16.3%</td>
</tr>
<tr>
<td>Federal Agencies</td>
<td>100% sector limit, 20% issuer limit, maximum maturity 10 years</td>
<td>Yes: 25.8%</td>
</tr>
<tr>
<td>Money Market Mutual Funds</td>
<td>25% sector limit, rated AAA or its equivalent by an NRSRO, consisting of securities issued by Federal Government or agencies of the Federal Government.</td>
<td>Yes: 0.0%</td>
</tr>
<tr>
<td>Commercial Paper &amp; Bankers Acceptance</td>
<td>25% sector limit, maximum maturity 270 days for CP and 180 days for Banker's Acceptance, minimum rating of A-1 (S&amp;P) or P-1 (Moody's)</td>
<td>Yes: 3.9%</td>
</tr>
<tr>
<td>Negotiable Certificate of Deposit</td>
<td>25% sector limit, minimum rating of A-1 (S&amp;P) P-1 (Moody's) F-1 (Fitch) by at least two, must be collateralized beyond the FDIC limits</td>
<td>Yes: 6.5%</td>
</tr>
<tr>
<td>LGIP</td>
<td>50% sector limit</td>
<td>*Yes: 47.5%</td>
</tr>
<tr>
<td>Deposits and Repo</td>
<td>40% sectors limit, repo max maturity of 7 days, repo collateralized at 102% of market value</td>
<td>Yes: 0.0%</td>
</tr>
</tbody>
</table>

*May exceed limit for up to ten business days if approved by CFO.
Securities' market values are derived from the Entity's custodian.
### Historical Book Values

**Las Vegas Convention and Visitors Authority**

**9/30/2021**

#### Figures in Millions, Average Daily Balance

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Jul</th>
<th>Aug</th>
<th>Sep</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
<th>Jan</th>
<th>Feb</th>
<th>Mar</th>
<th>Apr</th>
<th>May</th>
<th>Jun</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fiscal Year 2019</strong></td>
<td>$433.7</td>
<td>$426.6</td>
<td>$417.2</td>
<td>$790.9</td>
<td>$959.1</td>
<td>$954.0</td>
<td>$956.7</td>
<td>$973.7</td>
<td>$947.3</td>
<td>$896.7</td>
<td>$923.4</td>
<td>$833.9</td>
</tr>
<tr>
<td><strong>Fiscal Year 2020</strong></td>
<td>$817.3</td>
<td>$791.6</td>
<td>$736.8</td>
<td>$770.9</td>
<td>$896.0</td>
<td>$832.9</td>
<td>$803.0</td>
<td>$725.3</td>
<td>$676.5</td>
<td>$666.5</td>
<td>$638.1</td>
<td>$600.6</td>
</tr>
<tr>
<td><strong>Fiscal Year 2021</strong></td>
<td>$501.6</td>
<td>$453.0</td>
<td>$431.0</td>
<td>$407.9</td>
<td>$400.0</td>
<td>$377.4</td>
<td>$345.7</td>
<td>$339.5</td>
<td>$302.0</td>
<td>$282.1</td>
<td>$285.6</td>
<td>$260.8</td>
</tr>
<tr>
<td><strong>Fiscal Year 2022</strong></td>
<td>$204.9</td>
<td>$212.8</td>
<td>$223.8</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: Figures are in millions and represent the average daily balance.
### Purchase YTM Per 6-Month Maturity Intervals

**Las Vegas Convention and Visitors Authority**

<table>
<thead>
<tr>
<th>Years</th>
<th>Purchase Yield</th>
<th>% of Portfolio*</th>
</tr>
</thead>
<tbody>
<tr>
<td>0 to .5</td>
<td>0.35%</td>
<td>64.74%</td>
</tr>
<tr>
<td>.5 to 1.0</td>
<td>2.37%</td>
<td>9.45%</td>
</tr>
<tr>
<td>1.0 to 1.5</td>
<td>2.05%</td>
<td>1.70%</td>
</tr>
<tr>
<td>1.5 to 2.0</td>
<td>2.33%</td>
<td>2.15%</td>
</tr>
<tr>
<td>2.0 to 2.5</td>
<td>1.24%</td>
<td>3.46%</td>
</tr>
<tr>
<td>2.5 to 3.0</td>
<td>1.11%</td>
<td>5.16%</td>
</tr>
<tr>
<td>3.0 to 3.5</td>
<td>1.18%</td>
<td>4.36%</td>
</tr>
<tr>
<td>3.5 to 4.0</td>
<td>0.58%</td>
<td>2.56%</td>
</tr>
<tr>
<td>4.0 to 4.5</td>
<td>0.75%</td>
<td>2.12%</td>
</tr>
<tr>
<td>4.5 to 5.0</td>
<td>0.83%</td>
<td>4.29%</td>
</tr>
</tbody>
</table>

*Based on Book Value

Percentages may not total to 100% due to rounding.
Las Vegas Convention and Visitors Authority

Maturity Distribution

9/30/2021

Par Value in Millions

- 0-3M: $130.41
- 3-6M: $20.00
- 6-12M: $21.96
- 12-18M: $3.95
- 18-24M: $5.00
- 2-10Y: $51.00

EMs
LGIP
CP
CD
Tsy
Agy
Historical Sector Allocation

Las Vegas Convention and Visitors Authority 9/30/2021

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Agency</td>
<td>30.0%</td>
<td>29.7%</td>
<td>30.1%</td>
<td>30.4%</td>
<td>33.7%</td>
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<td>27.9%</td>
<td>34.7%</td>
<td>31.3%</td>
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<td>Treasury</td>
<td>4.7%</td>
<td>4.4%</td>
<td>4.3%</td>
<td>3.4%</td>
<td>1.3%</td>
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<td>0.7%</td>
<td>6.0%</td>
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<td>11.0%</td>
<td>11.6%</td>
<td>11.7%</td>
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<tr>
<td>Certificates of Deposit</td>
<td>1.5%</td>
<td>5.4%</td>
<td>6.0%</td>
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<td>7.3%</td>
<td>7.1%</td>
<td>6.9%</td>
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<tr>
<td>LGIP</td>
<td>46.7%</td>
<td>49.1%</td>
<td>49.5%</td>
<td>49.9%</td>
<td>48.7%</td>
<td>49.9%</td>
<td>49.9%</td>
<td>49.2%</td>
<td>43.2%</td>
<td>42.0%</td>
<td>46.4%</td>
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<td>EMS</td>
<td>6.1%</td>
<td>2.3%</td>
<td>0.3%</td>
<td>1.9%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>1.6%</td>
<td>0.0%</td>
<td>0.1%</td>
<td>0.2%</td>
<td>0.0%</td>
<td>0.0%</td>
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<tr>
<td>Total</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

Percentages may not total to 100% due to rounding.
Issuer Allocation

Las Vegas Convention and Visitors Authority

9/30/2021

NV LGIP: 47.5%
U.S. Treasury: 16.3%
FFCB: 11.2%
FNMA: 10.3%
Scotia Capital: 6.5%
Mizuho Bank: 3.9%
FHLB: 2.6%
FAMCA: 1.7%
BofA EMS: 0.0%

Percentages may not total to 100% due to rounding.
Historical Earnings and Average Weighted Yield

Las Vegas Convention and Visitors Authority 9/30/2021

Fiscal Year-to-Date Earnings

<table>
<thead>
<tr>
<th>Fiscal YTD ($000s)</th>
<th>Jul</th>
<th>Aug</th>
<th>Sep</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
<th>Jan</th>
<th>Feb</th>
<th>Mar</th>
<th>Apr</th>
<th>May</th>
<th>Jun</th>
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<tbody>
<tr>
<td>FY 2019</td>
<td>$674</td>
<td>$1,385</td>
<td>$2,102</td>
<td>$3,498</td>
<td>$5,140</td>
<td>$7,007</td>
<td>$8,872</td>
<td>$10,670</td>
<td>$12,677</td>
<td>$14,591</td>
<td>$16,558</td>
<td>$18,311</td>
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<tr>
<td>FY 2020</td>
<td>$1,759</td>
<td>$3,503</td>
<td>$5,045</td>
<td>$6,517</td>
<td>$8,136</td>
<td>$9,637</td>
<td>$10,969</td>
<td>$12,258</td>
<td>$13,306</td>
<td>$14,287</td>
<td>$15,134</td>
<td>$15,899</td>
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<tr>
<td>FY 2021</td>
<td>$631</td>
<td>$1,149</td>
<td>$1,588</td>
<td>$1,948</td>
<td>$2,274</td>
<td>$2,563</td>
<td>$2,836</td>
<td>$3,107</td>
<td>$3,344</td>
<td>$3,552</td>
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<td>FY 2022</td>
<td>$154</td>
<td>$306</td>
<td>$449</td>
<td></td>
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</table>

Monthly Book Rate of Return vs Benchmark

<table>
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<tr>
<th>Book Rate of Rtn</th>
<th>Jul</th>
<th>Aug</th>
<th>Sep</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
<th>Jan</th>
<th>Feb</th>
<th>Mar</th>
<th>Apr</th>
<th>May</th>
<th>Jun</th>
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</thead>
<tbody>
<tr>
<td>Custom Benchmark*</td>
<td>0.07%</td>
<td>0.07%</td>
<td>0.07%</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Variance</td>
<td>0.82%</td>
<td>0.74%</td>
<td>0.71%</td>
<td></td>
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<td></td>
<td></td>
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<td></td>
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</tbody>
</table>

*Benchmark: ICE BofAML 0-1 Year US Treasury Note Index (6 Month Moving Average)
Las Vegas Convention and Visitors Authority

Investment Activity

9/30/2021

Number of Positions at Month End

Positions

---|---|---|---|---|---|---|---|---|---|---|---
93 | 89 | 86 | 84 | 80 | 78 | 76 | 79 | 75 | 78 | 76 | 78

Purchases and Redemptions* (Excluding LGIP & MMF)

Number of Transactions

---|---|---|---|---|---|---|---|---|---|---|---
1 | 1 | 0 | 0 | 0 | 0 | 0 | 5 | 0 | 5 | 0 | 2
3 | 5 | 3 | 2 | 4 | 2 | 2 | 4 | 2 | 2 | 0 | 0
6 | 6 | 3 | 2 | 4 | 2 | 2 | 7 | 4 | 7 | 2 | 2

*Redemptions include maturities, calls, and sells (excluding paydowns)
<table>
<thead>
<tr>
<th>Investments</th>
<th>Par Value</th>
<th>Market Value</th>
<th>Book Value</th>
<th>% of Portfolio</th>
<th>Days to Maturity</th>
<th>YTM 365 Equiv.</th>
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<tbody>
<tr>
<td>Federal Agency Non-Callables</td>
<td>59,916,000.00</td>
<td>61,163,101.68</td>
<td>59,948,896.08</td>
<td>25.81</td>
<td>396</td>
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<td>Treasury Notes</td>
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<td>37,787,580.00</td>
<td>37,932,113.21</td>
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<td>Commercial Paper Discounts</td>
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<td>8,994,772.50</td>
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<td>Negotiable Certificates of Deposit</td>
<td>15,000,000.00</td>
<td>15,005,070.00</td>
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<td>6.46</td>
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<td>Demand Deposits</td>
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<tr>
<td>NV Local Gov Inv Pool</td>
<td>110,405,757.31</td>
<td>110,405,757.31</td>
<td>110,405,757.31</td>
<td>47.53</td>
<td>1</td>
<td>0.091</td>
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<tr>
<td><strong>Total Earnings</strong></td>
<td><strong>232,290,777.45</strong></td>
<td><strong>233,365,519.84</strong></td>
<td><strong>232,290,777.45</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>329</strong></td>
<td><strong>0.753</strong></td>
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<table>
<thead>
<tr>
<th>Total Earnings</th>
<th>September 30</th>
<th>Month Ending</th>
<th>Fiscal Year To Date</th>
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</thead>
<tbody>
<tr>
<td>Current Year</td>
<td>142,948.95</td>
<td>449,165.33</td>
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<tr>
<td>Average Daily Balance</td>
<td><strong>223,759,942.04</strong></td>
<td><strong>213,693,839.76</strong></td>
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<tr>
<td>Effective Rate of Return</td>
<td>0.78%</td>
<td>0.83%</td>
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MEETING DATE: December 14, 2021

TO: BOARD OF DIRECTORS

FROM: ED FINGER
CHIEF FINANCIAL OFFICER

SUBJECT: CISCO NETWORK UPGRADE, CONVERGEONE, INC.

RECOMMENDATION
That the Board of Directors consider authorizing the Chief Executive Officer (CEO)/President to execute agreements with ConvergeOne, Inc., in the amount of $1,193,152, to upgrade the Las Vegas Convention Center’s campus backbone network infrastructure.

For possible action.

FISCAL IMPACT
FY 2022: $1,193,152 Expenditure

PURPOSE AND BACKGROUND
The proposed backbone network infrastructure upgrades (Project) will replace the legacy Cisco network infrastructure currently powering the Las Vegas Convention Center (LVCC), including the Las Vegas Convention and Visitors Authority’s (LVCVA) administrative and building operations network, transporting data, voice, video, alarm, environmental, life safety, and remote teleworker traffic.

Much of the backbone equipment is nearly 12 years old and is no longer supported by Cisco. The LVCVA can no longer get spare parts or software support on this legacy equipment. Upgrading the equipment will modernize the network technology up to the same Cisco hardware and software platform deployed in the West Hall and will unify the LVCC’s administrative backbone network. ConvergeOne installed and programmed the West Hall network infrastructure.
The Project will consist of:

- Replacing existing switch ports 1 for 1 for all currently connected devices while adding capacity where needed
- Increasing overall backbone speed and redundancy
- Redeploying all devices behind new firewall(s) while bolstering firewall threat detection technology
- Updating VPN remote teleworker technology and security
- Note: Additional building technology items will be deployed in the Phase 3 expansion project and will require purchase of additional network ports; not included in this upgrade.

The Project was included in the approved fiscal year 2022 budget.

This procurement is exempt from competitive bidding under NRS 332.115; however, the Project will utilize the State of Nevada Participating Addendum under the National Association of State Procurement Officials (NASPO) contract.

ConvergeOne is an authorized fulfillment partner for Cisco under this agreement.
## LAS VEGAS CONVENTION AND VISITORS AUTHORITY
### BOARD OF DIRECTORS MEETING
#### AGENDA DOCUMENTATION

<table>
<thead>
<tr>
<th>MEETING DATE:</th>
<th>DECEMBER 14, 2021</th>
<th>ITEM NO. 7</th>
</tr>
</thead>
<tbody>
<tr>
<td>TO:</td>
<td>BOARD OF DIRECTORS</td>
<td></td>
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<tr>
<td>FROM:</td>
<td>ED FINGER, CHIEF FINANCIAL OFFICER</td>
<td></td>
</tr>
<tr>
<td>SUBJECT:</td>
<td>AMENDMENT TO CLARK COUNTY SELF-FUNDED INTERLOCAL MEDICAL AND DENTAL BENEFITS PLAN AGREEMENT</td>
<td></td>
</tr>
</tbody>
</table>

### RECOMMENDATION
That the Board of Directors consider approving and authorizing the Board Chair to sign an amendment to the Interlocal Agreement for the Health, Accident, and Life Benefit Program among Clark County, the Las Vegas Convention and Visitors Authority (LVCVA), the Clark County Water Reclamation District, the University Medical Center of Southern Nevada, the Las Vegas Valley Water District, the Clark County Regional Flood Control District, the Regional Transportation Commission of Southern Nevada, the Southern Nevada Health District, Henderson District Public Libraries, Mount Charleston Fire Protection District, the Las Vegas Metropolitan Police Department, and the Moapa Valley Fire Protection District, to adopt: 1) a new Exclusive Provider Organization (EPO) within the Self-Funded Medical and Dental Benefits Plan; and 2) revisions to the PPO Benefit Plan.

For possible action.

### FISCAL IMPACT:
- PPO - No Rate Changes
- EPO - Maintains Rates of Previous HMO

### BOARD ACTION:

STEVE HILL
CEO/PRESIDENT

---

### PURPOSE AND BACKGROUND
The Self-Funded Health, Accident, and Life Benefit Program (the Program) was established in 1984 to provide group medical and dental benefits to the employees of Clark County and participating entities. Historically, the Program Interlocal Agreement provided a Preferred Provider Organization (PPO) Plan while the Program’s participating entities entered into agreements with Health Maintenance Organizations (HMOs) to provide enrollees with an alternative to the Self-Funded PPO.
Effective January 1, 2022, a new Exclusive Provider Organization (EPO) Plan will be added to the Program. The proposed amendment to the Interlocal Agreement adopts the EPO Plan and establishes rates for the EPO. Additionally, the PPO Benefit Plan, which is incorporated by reference into the Interlocal Agreement, contains the following amendments:

- Clarification that copayments for inpatient mental health and substance abuse partial hospitalization are due daily.
- Updating the eligibility age for colorectal preventative services from 50 years to 45 years as recommended by the United States Preventative Services Task Force.
- Changes to the annual wellness benefit, including:
  1. Removing minor outpatient surgical procedures from the list of reimbursable items.
  2. Adding language that claims must be submitted within 12 months from the date of service.
- Updating the timeline for the Plan Administrator to make a determination on first level appeals from 30 days to 20 days.

The Clark County Board of County Commissioners approved the proposed amendment to the Interlocal Agreement and the proposed amendments to the PPO Benefit Plan on August 17, 2021 and September 9, 2021, respectively.

The proposed amendment to the Interlocal Agreement, which sets forth the purpose, powers, rights, objectives, and responsibilities of the parties to the Agreement, as well as the EPO and PPO rates, is attached for the Board’s review.
AMENDMENT TO INTERLOCAL AGREEMENT

WHEREAS, CLARK COUNTY, NEVADA; CLARK COUNTY WATER RECLAMATION DISTRICT; UNIVERSITY MEDICAL CENTER OF SOUTHERN NEVADA; THE LAS VEGAS CONVENTION AND VISITORS AUTHORITY; THE LAS VEGAS VALLEY WATER DISTRICT; CLARK COUNTY REGIONAL FLOOD CONTROL DISTRICT; THE REGIONAL TRANSPORTATION COMMISSION OF SOUTHERN NEVADA; THE SOUTHERN NEVADA HEALTH DISTRICT; THE HENDERSON DISTRICT PUBLIC LIBRARIES; THE MOUNT CHARLESTON FIRE PROTECTION DISTRICT; THE LAS VEGAS METROPOLITAN POLICE DEPARTMENT; AND THE MOAPA VALLEY FIRE PROTECTION DISTRICT have jointly established a health, accident and life benefit program for their officers, employees, retirees and their dependents pursuant to an Interlocal Agreement, as amended, hereinafter referred to as the Agreement, and

WHEREAS, pursuant to the Agreement, the parties hereto subsequently adopted a self-funded group medical and dental preferred provider organization (PPO) plan and a self-funded group medical and dental exclusive provider organization (EPO) plan, hereinafter referred to as the Benefit Plan Plans; and

WHEREAS, the parties have also entered into agreements with certain Health Maintenance Organizations, hereinafter referred to as HMO contracts, in order to provide enrollees with an alternative to the Self-Funded Benefit Plan, and

WHEREAS, the rising cost of health care requires that, from time to time, the premiums paid by the parties be increased to maintain the Benefit Plan Plans.

NOW, THEREFORE, it is agreed between the parties that the terms and conditions of the Agreement be amended to read as follows:

1. Each public agency will adopt and abide by aspecified Benefit Plan documents, which establish establish the terms and conditions of a self-funded medical and dental benefit program for enrolled employees, retirees and eligible dependents. Each public agency shall also authorize the adoption of such other agreements or HMO contracts as may be necessary to implement and maintain the health, accident and life benefit program.

2. Clark County shall establish an internal service fund for the deposit of contributions and the payment of expenses for the operation of the benefit program.

3. On or before the 1st day of each month, beginning November 1, 1984, each public entity, which is a party to the Agreement, shall pay to Clark County its proportionate share of the monthly charges necessary to operate the Benefit Plan Plans. In addition, each public entity shall budget, each year beginning July 1, 2001, an extra month (13th month) employer share in order to provide funds when, and if, the Executive Board determines, by majority
vote of the members present, to remit additional funds, by the end of the fiscal year, in order to pay for unanticipated expenditures. The share of each public entity shall be calculated based on the number of employees, retirees and dependents participating in the Benefit Plans. Effective January 1, 2014, the above referenced 13th month employer share premium payment will be replaced with a billing to each public entity for its portion of the underfunded retiree loss incurred the previous full calendar year. Each public entity’s portion of the underfunded retiree loss will be based on each agency’s proportionate share of the retirees enrolled in the Benefit Plans. The rates for the Benefit Plans shall be as set forth in the rate schedule attached hereto as Exhibit “A” and incorporated herein by this reference. The rates for continuation of coverage pursuant to the Consolidated Omnibus Budget Reconciliation Act of 1985, hereinafter referred to as “COBRA” P.L. 99-272, Title X, 10003, 100 Stat. 82, 232-237, shall be set forth in the rate schedule attached hereto as Exhibit “B” and incorporated herein by this reference.

4. A public agency, requesting participation in the Benefit Plans, shall pay an actuarially determined amount to fund their share of the Benefit Plans reserves and assets. The funding amount shall be paid on behalf of each participant who initially enrolls in the Benefit Plans.

5. The internal service fund, together with all interest or other accumulations, shall be used for the payment of expenses and charges necessary to provide the health, accident and life benefit program.

6. Clark County shall establish an Executive Board not to exceed seven members, which shall consist of representatives of management appointed from the governmental agencies participating in this agreement. The Executive Board shall meet periodically to review the financial performance of the program, evaluate and recommend contractors to the Board of County Commissioners, and negotiate plan changes with the Service Employees International Union subject to the approval of the governing bodies.

7. Clark County shall establish a seven-member committee, which shall consist of representatives from both labor and management appointed from the governmental agencies participating in the self-funded group medical and dental PPO plan. Effective January 1, 1991, the committee membership shall be increased to nine members. Effective December 1, 1994, the committee membership shall be increased to ten members through the addition of a labor representative. The committee shall meet periodically to resolve disputes and appeals from the claims administrator. Any disputes and appeals related to the self-funded group medical and dental EPO plan will be resolved by the claims administrator and shall not be discussed by the committee.
8. Each public agency may withdraw from this Agreement and participation in the benefit program by giving notice thereof sixty days prior to the anniversary date of the benefit program. Upon the public agency’s withdrawal from the Benefit Plans the public agency may be eligible for a distribution of reserves and/or net assets to the extent that:

   A. All claims and expenses attributable to the public agency have been paid;

   B. As required by NRS 354.6215, and as a result of the public agency’s withdrawal from the Benefit Plans, the Board of County Commissioners has determined that an amount of the reserve or balance is no longer required, either in whole or in part; and

   C. The amount of such excess reserve or balance is a result of contributions or premiums paid directly attributable to the public agency.

9. The effective date of the Las Vegas Valley Water District’s participation in this Agreement shall be January 1, 1991.

10. The Regional Transportation Commission of Southern Nevada and the Clark County Regional Flood Control District, effective January 1, 2002, shall be recognized as separate participating members in this Agreement.

11. The effective date of the Southern Nevada Health District’s participation in this Agreement shall be August 1, 2009.

12. The effective date of the Mount Charleston Fire Protection District’s participation in this Agreement shall be May 19, 2015.

13. The effective date of the Las Vegas Metropolitan Police Department’s participation in this Agreement shall be January 1, 2016. Participation is limited to the employer’s appointed staff and dependents, and effective July 1, 2019, Deputy Sheriffs.

14. The effective date of the Chief of the Moapa Valley Fire Protection District’s participation in this Agreement shall be July 27, 2020. Participation is limited to the Chief of the District and his or her covered dependents.

15. Effective January 1, 2014, any participating public agency’s contemplated change in the employer/employee premium contribution calculation is subject to prior approval by the Plan Administrator, and may not be made absent Plan Administrator approval.

16. Nothing in this Agreement shall be construed as limiting the ability of any party hereto to decline to participate in any individual health, life or accident program jointly adopted by the parties pursuant to this Agreement, nor does it preclude any party hereto from providing its employees with a health, life or accident program not jointly adopted under this Agreement. Any party choosing not to participate in such jointly adopted program shall notify, in writing,
the Chief Financial Officer, or designee, not later than sixty days prior to the initial effective date of that program or, if already in place, sixty days prior to the anniversary date of that program.

17. This Interlocal Agreement embodies all of the agreements of the parties hereto with respect to any matter covered or mentioned in this Interlocal Agreement. No prior agreements or understandings pertaining to such matters, whether written or oral, shall be effective for any purpose after the effective date of this Agreement. No provision of this Interlocal Agreement shall be modified or added to except by an agreement in writing signed by the parties hereto. For the purpose of interpretation, this Interlocal Agreement has been prepared by all the parties hereto.
IN WITNESS WHEREOF, the parties hereto have caused this contract to be signed and intend to be legally bound thereby.

DATE: ____________________________

ATTEST:
BY: ______________________________
    LYNN MARIE GOYA, County Clerk

COUNTY OF CLARK

BY: ______________________________
    MARILYN KIRKPATRICK, Chair
    Board of County Commissioners

CLARK COUNTY WATER RECLAMATION DISTRICT

BY: ______________________________
    TICK SEGERBLOM, Chair
    Board of Trustees

ATTEST:
BY: ______________________________
    LYNN MARIE GOYA, County Clerk

UNIVERSITY MEDICAL CENTER OF SOUTHERN NEVADA

BY: ______________________________
    WILLIAM MCCURDY II, Chair
    Board of Trustees

ATTEST:
BY: ______________________________
    LYNN MARIE GOYA, County Clerk

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BY: ______________________________
    JOHN MARZ, Chair
    Board of Directors

ATTEST:
BY: ______________________________
    MARILYN SPIEGEL, Vice Chair

LAS VEGAS VALLEY WATER DISTRICT

BY: ______________________________
    MARILYN KIRKPATRICK, President
    Board of Directors

ATTEST:
BY: ______________________________
    JOHN ENTSMINGER, Secretary

CLARK COUNTY REGIONAL FLOOD CONTROL DISTRICT

BY: ______________________________
    DEBRA MARCH, Chair
    Board of Directors

ATTEST:
BY: ______________________________
    DEANNA HUGHES, Secretary
REGIONAL TRANSPORTATION COMMISSION
OF SOUTHERN NEVADA
BY: ________________________________

DEBRA MARCH, Chair
Board of Commissioners

SOUTHERN NEVADA HEALTH DISTRICT
BY: ________________________________

SCOTT BLACK, Chair
Board of Health

HENDERSON DISTRICT PUBLIC LIBRARIES
BY: ________________________________

DAVID ORTLIPP, Chair
Board of Trustees

MOUNT CHARLESTON FIRE PROTECTION DISTRICT
BY: ________________________________

ROSS MILLER, Chair
Board of Fire Commissioners

LAS VEGAS METROPOLITAN POLICE DEPARTMENT
BY: ________________________________

SHERIFF JOSEPH LOMBARDO

MOAPA VALLEY FIRE PROTECTION DISTRICT
BY: ________________________________

Marilyn Kirkpatrick, Chair
Board of Fire Commissioners

APPROVED AS TO FORM:
STEVEN B. WOLFSON, District Attorney
BY: ________________________________

MARY ANNE MILLER
Deputy District Attorney
RATES EFFECTIVE 01/01/22

CLARK COUNTY, NEVADA
AND AFFILIATES
RATES EXHIBIT A

**LIFE INSURANCE**

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</tr>
<tr>
<td>Retiree</td>
<td>$0.040*</td>
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<td>*Per $1,000 of coverage</td>
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<td>Spouse</td>
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<tr>
<td>Children</td>
<td>$1.54</td>
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<tr>
<td>Spouse/Children</td>
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**PREFERRED PROVIDER ORGANIZATION MEDICAL/DENTAL**

**ACTIVE EMPLOYEE RATES & EMPLOYEES WHO RETIRED BEFORE 12/31/02**

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</tr>
</thead>
<tbody>
<tr>
<td>Employee</td>
<td>$528.10</td>
</tr>
<tr>
<td>Spouse</td>
<td>$460.11</td>
</tr>
<tr>
<td>Children</td>
<td>$438.66</td>
</tr>
<tr>
<td>Spouse/Children</td>
<td>$852.69</td>
</tr>
<tr>
<td>Retiree Medicare</td>
<td>$354.88</td>
</tr>
<tr>
<td>Spouse Medicare</td>
<td>$445.38</td>
</tr>
</tbody>
</table>

**RETIREE RATES FOR EMPLOYEES WHO RETIRED 01/01/03 & AFTER**

<table>
<thead>
<tr>
<th></th>
<th>0-5 Years of Service</th>
<th>6-9 Years of Service</th>
<th>10 or More Years of Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retiree</td>
<td>$633.71</td>
<td>$580.91</td>
<td>$528.10</td>
</tr>
<tr>
<td>Spouse</td>
<td>$552.13</td>
<td>$506.12</td>
<td>$460.11</td>
</tr>
<tr>
<td>Children</td>
<td>$527.22</td>
<td>$482.54</td>
<td>$438.66</td>
</tr>
<tr>
<td>Spouse/Children</td>
<td>$1,023.23</td>
<td>$937.97</td>
<td>$852.69</td>
</tr>
<tr>
<td>Retiree Medicare</td>
<td>$425.84</td>
<td>$390.36</td>
<td>$354.88</td>
</tr>
<tr>
<td>Spouse Medicare</td>
<td>$534.46</td>
<td>$489.93</td>
<td>$445.38</td>
</tr>
</tbody>
</table>

Effective January 1, 2003, employees that retire from one of the participating public entities and elect to continue their health benefit coverage through this program, will remit the corresponding retiree premium rate as outlined in Exhibit “A” based on their cumulative years of service with any of the public entities within the benefit plan. Years of service is defined as the total of all years of service worked at any of the participating entities covered by this plan since 1984, or from the date any new entity joined the Clark County Self-Funded Group Medical and Dental Benefits Plans.
## Preferred Provider Organization Medical/Dental

### Rates for Retirees with Part B Medicare Only

<table>
<thead>
<tr>
<th></th>
<th>0-5 Years of Service</th>
<th>6-9 Years of Service</th>
<th>10 or More Years of Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member Only</td>
<td>$579.63</td>
<td>$526.83</td>
<td>$474.03</td>
</tr>
<tr>
<td>Member &amp; Spouse both Medicare Part B</td>
<td>$1,077.69</td>
<td>$978.89</td>
<td>$880.06</td>
</tr>
<tr>
<td>Member &amp; Spouse one Medicare Part B</td>
<td>$1,131.76</td>
<td>$1,032.97</td>
<td>$934.14</td>
</tr>
<tr>
<td>Member &amp; Child</td>
<td>$1,106.85</td>
<td>$1,009.38</td>
<td>$912.69</td>
</tr>
<tr>
<td>Member &amp; Family both Medicare Part B</td>
<td>$1,548.78</td>
<td>$1,410.74</td>
<td>$1,272.65</td>
</tr>
<tr>
<td>Member &amp; Family one Medicare Part B</td>
<td>$1,602.86</td>
<td>$1,464.81</td>
<td>$1,326.72</td>
</tr>
</tbody>
</table>

Effective January 1, 2003, employees that retire from one of the participating public entities and elect to continue their health benefit coverage through this program, will remit the corresponding retiree premium rate as outlined in Exhibit “A” based on their cumulative years of service with any of the public entities within the benefit plan. Years of service is defined as the total of all years of service worked at any of the participating entities covered by this plan since 1984, or from the date any new entity joined the Clark County Self-Funded Group Medical and Dental Benefits Plans.

Effective January 1, 2008, premiums will be rounded down by one half of one cent for employees that are working less than 40 hours per week and are responsible for a prorate share of their health benefit cost.

## Exclusive Provider Only Medical/Dental/Vision

### Active Employee Rates & Retiree Rates

<table>
<thead>
<tr>
<th></th>
<th>$616.85</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employee</td>
<td>$616.85</td>
</tr>
<tr>
<td>Spouse</td>
<td>$538.01</td>
</tr>
<tr>
<td>Children</td>
<td>$512.65</td>
</tr>
<tr>
<td>Spouse/Children</td>
<td>$1,008.11</td>
</tr>
<tr>
<td>Retiree Medicare</td>
<td>$616.85</td>
</tr>
<tr>
<td>Spouse Medicare</td>
<td>$538.01</td>
</tr>
<tr>
<td>Surviving Spouse Medicare</td>
<td>$616.85</td>
</tr>
</tbody>
</table>
RATES EFFECTIVE 01/01/22

CLARK COUNTY, NEVADA
AND AFFILIATES
MONTHLY COBRA RATES FOR CONTINUATION COVERAGE
UNDER THE SELF-FUNDED GROUP MEDICAL AND DENTAL BENEFITS PLANS
EXHIBIT B

PREFERRED PROVIDER ORGANIZATION
EMPLOYEE & NON-PERS RETIREES COBRA RATES

<table>
<thead>
<tr>
<th>Rate Type</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member Only</td>
<td>$542.84</td>
</tr>
<tr>
<td>Member &amp; Spouse</td>
<td>$1,014.60</td>
</tr>
<tr>
<td>Member &amp; Child</td>
<td>$992.88</td>
</tr>
<tr>
<td>Member &amp; Family</td>
<td>$1,418.88</td>
</tr>
</tbody>
</table>

EXCLUSIVE PROVIDER ONLY
EMPLOYEE & NON-PERS RETIREES COBRA RATES

<table>
<thead>
<tr>
<th>Rate Type</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member Only</td>
<td>$629.19</td>
</tr>
<tr>
<td>Member &amp; Spouse</td>
<td>$1,177.96</td>
</tr>
<tr>
<td>Member &amp; Child</td>
<td>$1,152.09</td>
</tr>
<tr>
<td>Member &amp; Family</td>
<td>$1,657.46</td>
</tr>
</tbody>
</table>

The above rates for continuation of coverage represent 102 percent of the applicable premium for similarly situated beneficiaries of the Plans with respect to whom a qualifying event has not occurred pursuant to the Consolidated Omnibus Budget Reconciliation Act of 1985 (COBRA), P.L. 99-272, Title X, Section 10003, 100 Stat. 82, 232-237. Clark County Risk Management will collect the entire continuation of coverage rate from the individual who has requested continued coverage.
RECOMMENDATION
Pursuant to Board Policies (1.04 and 5.01) and Chapters 332 and 338 of the Nevada Revised Statutes, the Contracts Report serves to notify the Board of Directors of the following: 1) Contractual commitments, change orders, or amendments to contracts executed under the CEO’s Signature Authority that exceed $50,000; 2) Contractual commitments and amendments to contracts related to the Las Vegas Convention Center District (LVCCD) projects as executed under the delegated authority of the Chief Executive Officer (CEO)/President; and 3) Public works contracts awarded by the Las Vegas Convention and Visitors Authority.

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

FISCAL IMPACT
TBD

PURPOSE AND BACKGROUND
General Counsel will present the quarterly Contracts Report regarding the general contractual commitments and amendments performed under the CEO’s Signature Authority as well as the commitments and amendments executed pursuant to the Board’s delegation of authority to the CEO/President, and/or to comply with statutory reporting requirements.
AMENDMENTS TO CONTRACTS AND AGREEMENTS RELATED TO THE LAS VEGAS CONVENTION CENTER DISTRICT (LVCCD):
This exhibit provides a list of individual project contracts and amendment approvals of less than $1M each made by the LVCVA staff based upon authority granted to the CEO during the April 9, 2018 LVCVA Board meeting for the LVCCD project. Approvals greater than $1M will be approved by the LVCVA Board.

<table>
<thead>
<tr>
<th>Amendment Date</th>
<th>Contractor/Supplier</th>
<th>Description/Justification</th>
<th>Original Amount</th>
<th>Amendment Amount</th>
<th>Revised Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>August 2021</td>
<td>The Boring Company dba Vegas Loop</td>
<td>LVCCD Campus Wide People Mover - Amendment (CWPM) #2: Add Funds to Increase Discretionary Allowance</td>
<td>$47,675,000</td>
<td>$300,000</td>
<td>$47,975,000</td>
</tr>
<tr>
<td>September 2021</td>
<td>Samsung SDS America, Inc.</td>
<td>Testing and Replacement of Damaged Wayfinding Systems</td>
<td>$6,182,691</td>
<td>$64,298</td>
<td>$6,246,989</td>
</tr>
</tbody>
</table>

AMENDMENTS TO CONTRACTS AND AGREEMENTS:
In compliance with Board Policy, 5.01 Article V Procurement and Disposition of Property, we are providing the following list of contract amendment(s) with a change to the monetary amount, and/or materially affects either party’s rights, for the period July 1, 2021 through September 30, 2021. The original contract(s) were previously approved in accordance with LVCVA policy; however, the monthly report is required to be delivered to the governing body per board policy.

<table>
<thead>
<tr>
<th>Amendment Date</th>
<th>Contractor/Supplier</th>
<th>Description/Justification</th>
<th>Original Amount</th>
<th>Amendment Amount</th>
<th>Revised Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>August 2021</td>
<td>Concept Matters, LLC.</td>
<td>Extend Services for NFL Consultant</td>
<td>$101,000</td>
<td>$78,000</td>
<td>$179,000</td>
</tr>
</tbody>
</table>
USE OF CONSTRUCTION CONTRACT CONTINGENCY RELATED TO THE LAS VEGAS CONVENTION CENTER DISTRICT (LVCCD):

In compliance with Board Policy, 5.01 Article V Procurement and Disposition of Property, the following information is provided to inform you of the cumulative use of construction contract contingency amounts, related to the LVCCD, for the period of July 1, 2021 through September 30, 2021.

OWNER CONTROLLED CONTINGENCY EXPENDITURES (NON-GMP)

<table>
<thead>
<tr>
<th>Contractor</th>
<th>LVCVA Contract No.</th>
<th>OCC No.</th>
<th>Description</th>
<th>Agreed Upon Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>NONE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

CMAR GMP CONTINGENCY EXPENDITURES

<table>
<thead>
<tr>
<th>Contractor</th>
<th>LVCVA Contract No.</th>
<th>CMAR No.</th>
<th>Description</th>
<th>Agreed Upon Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>NONE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

USE OF DISCRETIONARY ALLOCATION ALLOWANCE FOR ALL OTHER CONTRACTS

<table>
<thead>
<tr>
<th>Contractor</th>
<th>LVCVA Contract No.</th>
<th>Description</th>
<th>Agreed Upon Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>TVS Design</td>
<td>4483</td>
<td>• Revised Traffic Plans, Rigging Design Changes on Plans, and Reimbursement for Permit Costs</td>
<td>$14,139</td>
</tr>
<tr>
<td>The Boring Company dba Vegas Loop</td>
<td>4570</td>
<td>• Warehouse Transformer Installation for Additional Power Requirements for Fleet Charing</td>
<td>$25,225</td>
</tr>
<tr>
<td>The Boring Company dba Vegas Loop</td>
<td>4570</td>
<td>• Concrete Casing Block Forms</td>
<td>$6,000</td>
</tr>
<tr>
<td>The Boring Company dba Vegas Loop</td>
<td>4570</td>
<td>• Upgrade to Central Station Audio System</td>
<td>$96,836</td>
</tr>
<tr>
<td>McCarthy Building Company</td>
<td>4599</td>
<td>• Change Sisal Wall Fabric to Solid, Cleanable Surface</td>
<td>$11,676</td>
</tr>
<tr>
<td>McCarthy Building Company</td>
<td>4599</td>
<td>• Change Plastic Laminate to Solid Surface</td>
<td>$9,767</td>
</tr>
<tr>
<td>McCarthy Building Company</td>
<td>4599</td>
<td>• Replace Carpet in Office</td>
<td>$6,719</td>
</tr>
<tr>
<td>McCarthy Building Company</td>
<td>4599</td>
<td>• Add Secondary Drain Pans Below Fan Coils</td>
<td>$1,999</td>
</tr>
<tr>
<td>McCarthy Building Company</td>
<td>4599</td>
<td>• Add Sound Attenuation Insulation in Ceiling in Locker Rooms</td>
<td>$820</td>
</tr>
<tr>
<td>McCarthy Building Company</td>
<td>4599</td>
<td>• Ice Machine Relocation</td>
<td>$9,852</td>
</tr>
<tr>
<td>McCarthy Building Company</td>
<td>4599</td>
<td>• Delete Scope Credit for Card Readers</td>
<td>($5,342)</td>
</tr>
<tr>
<td>McCarthy Building Company</td>
<td>4599</td>
<td>• Add Hardware Flush Valves ILO Battery Operated</td>
<td>$8,606</td>
</tr>
</tbody>
</table>
McCarthy Building Company 4599  • Remove TV Locations ($1,160)
McCarthy Building Company 4599  • Bronze Lot Reconfiguration $2,349
McCarthy Building Company 4599  • Briefing Room Changes $5,124
McCarthy Building Company 4599  • Swing Gate Relocation $6,500
McCarthy Building Company 4599  • Replace Existing Wall Carpet $26,496
McCarthy Building Company 4599  • Site Soil Re-compaction $51,868

**REVIEW OF DELEGATED POWERS AND DUTIES:**
Individual project contracts of less than $1M each made by the LVCVA staff based upon authority granted to the CEO during the April 9, 2018 Board meeting, for the period of July 1, 2021 through September 30, 2021.

<table>
<thead>
<tr>
<th>Contractor</th>
<th>LVCVA Contract No.</th>
<th>Item No.</th>
<th>Description</th>
<th>Agreed Upon Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>NONE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**PUBLIC WORKS:**
In compliance with N.R.S. 338.143 - 338.1446, we are providing the following list of projects meeting the definition of “public works” for the period of April 1, 2021 through June 30, 2021. The projects were previously approved in accordance with LVCVA policy; however, the quarterly report is required to be delivered to the governing body per NRS.

**Contracts already approved by the LVCVA Board of Directors:**

<table>
<thead>
<tr>
<th>Award</th>
<th>Vendor</th>
<th>Amount</th>
<th>Description</th>
<th>Other Bids Received from</th>
</tr>
</thead>
<tbody>
<tr>
<td>NONE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Contracts awarded between $25,000 and $249,999.99:**

<table>
<thead>
<tr>
<th>Award</th>
<th>Vendor</th>
<th>Amount</th>
<th>Description</th>
<th>Other Bids Received from</th>
</tr>
</thead>
<tbody>
<tr>
<td>8/16/2021</td>
<td>Kone, Inc.</td>
<td>$152,848</td>
<td>Replace Escalator Bullgear Equipment</td>
<td>Schindler Elevator Corporation</td>
</tr>
</tbody>
</table>

**Contracts awarded under $25,000:**

<table>
<thead>
<tr>
<th>Award</th>
<th>Vendor</th>
<th>Amount</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>9/3/2021</td>
<td>Precision Pump</td>
<td>$12,500</td>
<td>Repair of Central Plant Pumps</td>
</tr>
<tr>
<td>9/20/2021</td>
<td>Ashlan Concrete Cutting</td>
<td>$12,000</td>
<td>Miscellaneous Concrete Repairs</td>
</tr>
<tr>
<td>9/23/2021</td>
<td>McKeon Door of Nevada</td>
<td>$12,000</td>
<td>On Call Freight Door Repairs</td>
</tr>
<tr>
<td>9/20/2021</td>
<td>Andersen Asphalt</td>
<td>$12,000</td>
<td>Miscellaneous Asphalt Repairs</td>
</tr>
<tr>
<td>9/17/2021</td>
<td>Automatic Door and Glass</td>
<td>$11,038</td>
<td>Install Sliding Glass Door</td>
</tr>
<tr>
<td>7/22/2021</td>
<td>North American Video</td>
<td>$10,000</td>
<td>Repairs to Security Systems</td>
</tr>
<tr>
<td>Date</td>
<td>Contractor</td>
<td>Amount</td>
<td>Description</td>
</tr>
<tr>
<td>------------</td>
<td>--------------------------------</td>
<td>---------</td>
<td>--------------------------------------------------</td>
</tr>
<tr>
<td>9/15/2021</td>
<td>McKeon Door of NV</td>
<td>$5,925</td>
<td>• Replace Damaged Egress Door</td>
</tr>
<tr>
<td>7/20/2021</td>
<td>ACCO Engineered Systems</td>
<td>$5,339</td>
<td>• Install 450lbs of Refrigerant</td>
</tr>
<tr>
<td>8/3/2021</td>
<td>Norman Wright Mechanical</td>
<td>$3,150</td>
<td>• Purchase and Install Two Exhaust Fans</td>
</tr>
</tbody>
</table>

**USE OF CONSTRUCTION CONTRACT CONTINGENCY:**
In compliance with Board Policy, 5.01 Article V Procurement and Disposition of Property, the following information is provided to inform you of the cumulative use of construction contract contingency amounts for the period of July 1, 2021 through September 30, 2021. These amounts are a component of the capital project budgets approved by the LVCVA Board of Directors. Contingency allowances were included in the project budgets to serve three core purposes: 1) to account for errors and omissions in the construction documents; 2) to modify or change the scope of the project, and; 3) to pay for unknown/unforeseen conditions. All the change orders presented below were within these criteria and were approved in compliance with the LVCVA’s delegation of authority policies.

<table>
<thead>
<tr>
<th>Contractor</th>
<th>LVCVA Contract No.</th>
<th>Description</th>
<th>Agreed Upon Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>NONE</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**REVIEW OF DELEGATED POWERS AND DUTIES:**
In compliance with Board Policy, 5.01 Article V Procurement and Disposition of Property, the following information is provided to inform you of contractual commitments of $50,000 or greater, approved by LVCVA staff, otherwise not shown in this report, for the period of July 1, 2021 through September 30, 2021.

<table>
<thead>
<tr>
<th>Contractor</th>
<th>Term</th>
<th>Agreed Upon Amount</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>National Collegiate Athletic Association</td>
<td>5/18/2026 – 5/22/2026</td>
<td>$98,562</td>
<td>• National Collegiate Athletic Association (NCAA) Men's Golf Regional Host Contract</td>
</tr>
<tr>
<td>AEG Management Las Vegas, LLC</td>
<td>6/15/2021</td>
<td>$90,000</td>
<td>• Allegiant Stadium Sponsorship Agreement for Meeting Professionals International Reception</td>
</tr>
<tr>
<td>Reno Tahoe Winter Games Coalition, Inc., dba Sports Nevada USA</td>
<td>4/2/2022 – 4/10/2022</td>
<td>$50,000</td>
<td>• World Men’s Curling Championship Sponsorship Agreement</td>
</tr>
</tbody>
</table>

**********END OF REPORT**********
RECOMMENDATION
The Audit Committee met on December 7, 2021, to discuss items A and B. The Audit Committee Chair will present a report to the Board of Directors.

The Audit Committee Chair will present a report and give the Committee’s recommendations, if any, to the Board of Directors.

Item A. Resolution to Augment Fiscal Year 2022 Budget
That the Board consider approval of the proposed budget augmentation and the adoption of the associated Resolution 2021-02 to augment the fiscal year 2022 General Fund budget.

For possible action.

Item B. Internal Audit Report
That the Board receive a report on the internal audit program.

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

FISCAL IMPACT
ITEM A
FY 2022 - General Fund:

Increase in budgeted resources:
Beginning General Fund fund balance $25,171,049

Increase in expenditures and transfers out:
Marketing (Advertising) $400,000
Community Support (Collection Allocation) $4,563,570
Transfers Out (LVCCD Capital) $20,207,479

FISCAL IMPACT
ITEM B
None.

BOARD ACTION:

STEVE HILL
CEO/ PRESIDENT
MEETING DATE: DECEMBER 7, 2021

TO: AUDIT COMMITTEE

FROM: ED FINGER
CHIEF FINANCIAL OFFICER

SUBJECT: RESOLUTION TO AUGMENT FISCAL YEAR 2022 BUDGET

RECOMMENDATION
That the Audit Committee consider recommending to the Board of Directors the approval of the proposed budget augmentation and the adoption of the associated Resolution 2021-02 to augment the fiscal year (FY) 2022 General Fund budget.

For possible action.

FISCAL IMPACT
FY 2022 - General Fund:

Increase in budgeted resources:
Beginning General Fund fund balance $25,171,049

Increase in expenditures and transfers out:
Marketing (Advertising) $400,000
Community Support (Collection Allocation) $4,563,570
Transfers Out (LVCCCD Capital) $20,207,479

COMMITTEE ACTION: APPROVED

PURPOSE AND BACKGROUND
Nevada Revised Statutes (NRS) 354.598005 identifies the procedures and requirements for augmenting or amending a local government’s budget. Two sources of funds that may be considered for augmentation are either a beginning fund balance that is larger than budgeted, or revenues that are larger than originally budgeted. Both beginning fund balance and revenues qualify for fiscal year 2022 augmentation. Only beginning fund balance is being used for this augmentation.
General Fund:
The fiscal year 2022 General Fund actual beginning balance exceeded budget by $25,171,049. Staff recommends augmenting the available resources as follows:

1. Fiscal year 2021 wedding license fee collections exceeded budget. These revenues are restricted to use for marketing the Southern Nevada wedding industry. The $400,000 Marketing augmentation would increase the fiscal year 2022 advertising budget from $82,000,000 to $82,400,000.

2. Fiscal year 2022 room taxes are approximately forty-five percent (45%) ahead of budget through October 2021. Ten percent (10%) of room taxes and gaming fees, not to exceed $25,000,000 per year, are required per interlocal agreement to be returned to Clark County and its incorporated cities for the licensing, collection, and enforcement of room taxes in each jurisdiction. The Community Support collection allocation augmentation would increase the amount budgeted to be returned to Clark County and the cities to from $20,436,430 to $25,000,000 in fiscal year 2022.

3. The additional projected collection allocation above $25,000,000 per year is required, under Senate Bill 1 of the 2016 Special Legislative Session, to be transferred to the Las Vegas Convention Center District (LVCCD) Capital Fund. The projected amount for augmentation in fiscal year 2022 is $4,000,000.

The final proposed augmentation amount is the residual excess beginning fund balance. This amount of $16,207,479, added to the $4,000,000 collection allocation transfer, totals to a $20,207,479 requested augmentation to the LVCCD Capital Fund. There was no LVCCD Capital Fund transfer in the original fiscal year 2022 budget.
RESOLUTION No. 2021-02

RESOLUTION TO AUGMENT BUDGET OF THE
LAS VEGAS CONVENTION AND VISITORS AUTHORITY
FOR THE 2022 FISCAL YEAR

WHEREAS, the resources of certain funds of the Las Vegas Convention and Visitors Authority have now been determined to be higher than budgeted on July 1, 2021,

WHEREAS, the opening fund balance in the General Fund was budgeted to be $43,132,910 and is now determined to be $68,303,959, and

WHEREAS, there is a need to increase appropriations for the purpose of establishing funding for expenditures and other uses in the current year as follows:

<table>
<thead>
<tr>
<th>Revenues and Other Sources</th>
<th>Expenditures and Other Uses</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GENERAL FUND:</strong></td>
<td></td>
</tr>
<tr>
<td>Beginning fund balance in excess of budget</td>
<td>$ 25,171,049</td>
</tr>
<tr>
<td>Increase in Marketing (Advertising) expenditures</td>
<td>-</td>
</tr>
<tr>
<td>Increase in Community Support (Collection Allocation) expenditures</td>
<td>-</td>
</tr>
<tr>
<td>Transfer to LVCCD Capital Projects Fund</td>
<td>-</td>
</tr>
<tr>
<td><strong>TOTAL GENERAL FUND</strong></td>
<td>$ 25,171,049</td>
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NOW THEREFORE, IT IS HEREBY RESOLVED, that the Board of Directors of the LVCVA shall amend its fiscal year 2022 budget by appropriating $25,171,049 for use in the General Fund, thereby increasing appropriations from $280,175,073 to $305,346,122.

PASSED AND ADOPTED this 14th day of December 2021, by the following vote:

Those Voting Aye: ________________

_________________

_________________

_________________

_________________

_________________
Those Voting Nay: _____________


Those Abstaining: _____________


Those Absent: _____________


LAS VEGAS CONVENTION AND VISITORS AUTHORITY

By ________________________________

JOHN MARZ
CHAIRMAN

ATTEST:

_______________________________

ANTON NIKODEMUS
TREASURER
RECOMMENDATION
That the Audit Committee receive a report on the internal audit program.

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

FISCAL IMPACT
None.

PURPOSE AND BACKGROUND
The Audit Committee last met on February 4, 2021, where it recommended approval of the LVCVA’s annual audit plan (Audit Plan) by the Board of Directors. The Board approved the Audit Plan at its February 9, 2021 Regular Meeting.

The approved Audit Plan included the following audits:

- Monorail parts and supplies inventory
- Monorail revenue
- Advertising
- Employee management
- Purchasing process
- Promotional materials
- General IT audit
- A to-be-determined audit

Staff and BDO USA, LLC will provide a report on completed and in-progress audits, as well as the projected completion of the Audit Plan.
- 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

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<tr>
<th>January</th>
<th>May</th>
<th>September</th>
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<th>February</th>
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<th>March</th>
<th>July</th>
<th>November</th>
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<th>April</th>
<th>August</th>
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</table>

### Committee Meetings/Other

- AUDIT COMMITTEE MEETING – FEBRUARY 4
- MARKETING COMMITTEE MEETING – MARCH 1
- COMPENSATION COMMITTEE MEETING – APRIL 8
- MARKETING COMMITTEE MEETING – MAY 17
- PUBLIC HEARING ON THE BUDGET – MAY 26
- POLICY COMMITTEE MEETING – JUNE 29
- COMPENSATION COMMITTEE MEETING – JULY 8
- AUDIT COMMITTEE MEETING – DECEMBER 7
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**
Ms. Marilyn Spiegel, 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
Mayor Kiernan McManus
Mr. Anton Nikodemus

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

**LVCVA REPRESENTATIVES ON THE LAS VEGAS EVENTS BOARD OF DIRECTORS**
Commissioner Jim Gibson
Mayor Carolyn Goodman