



2021

LAS
Vegas[®]
CONVENTION AND
VISITORS AUTHORITY

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



MARILYN 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



CAROLYN G. GOODMAN
Mayor
City of Las Vegas



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



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



KIERNAN MCMANUS
Mayor
City of Boulder City



MICHAEL NAFT
Commissioner
Clark County
Commission Office



MARY BETH SEWALD
President and CEO
Vegas Chamber



STEVE THOMPSON
Executive Vice President
Operations
Boyd Gaming Corporation



BRIAN WURSTEN
Councilman
City of Mesquite



NOTICE OF PUBLIC MEETING AND AGENDA
REGULAR MEETING OF THE BOARD OF DIRECTORS
TUESDAY, 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.

2. **Professional Bull Riders Teams Series Sponsorship Agreement - Las Vegas, Nevada – 2022 – 2026**

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.

COMMENTS FROM THE FLOOR BY THE PUBLIC

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

ADJOURNMENT

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

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

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

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

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

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

MINUTES
Regular Meeting of the Board of Directors
October 12, 2021



Regular Meeting of the Board of Directors October 12, 2021 Minutes

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

Councilman John Marz, Chair
Ms. Marilyn Spiegel, Vice Chair
Commissioner Jim Gibson, Secretary
Mr. Anton Nikodemus, Treasurer

Mr. Scott DeAngelo
Mayor Pro Tem Michele Fiore..... *via phone*
Mayor Carolyn Goodman

Councilwoman Pamela Goynes-Brown
Jan Jones Blackhurst
Mayor Kiernan McManus
Commissioner Michael Naft
Ms. Mary Beth Sewald.....*via phone*
Mr. Steve Thompson
Councilman Brian Wursten

LVCVA Executive Staff present

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

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

APPROVAL OF THE 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 acknowledged LVCVA Fire Prevention Technician Darrell Atkinson, for earning the International Code Council's Fire Plans Examiner Certification.

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

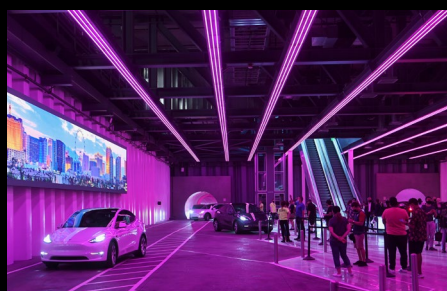
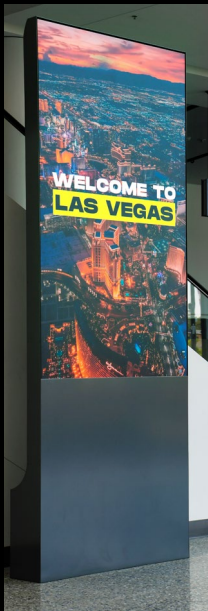
Chair Marz adjourned the meeting at 10:14 a.m.

Respectfully submitted,

Date Approved: December 14, 2021

Silvia Perez
Executive Assistant to the Board

John Marz
Chair



JULY-SEPTEMBER 2021

PRESENTED OCTOBER 2021



HIGHLIGHTS & ACCOMPLISHMENTS

SELLING THE DESTINATION



INSPIRE
FOOD
BUSINESS



SIAL
INSPIRE FOOD BUSINESS

America

SIAL America will debut in Las Vegas in March 2022

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**.



Emerald President and CEO Herve Sedky speaks during SIAL America's news conference



LVCVA LEVERAGED ANNOUNCING THE NEW SHOW TO DEMONSTRATE LAS VEGAS' COMMITMENT TO RECOVERING AND GROWING TRADE SHOWS.



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



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



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.**

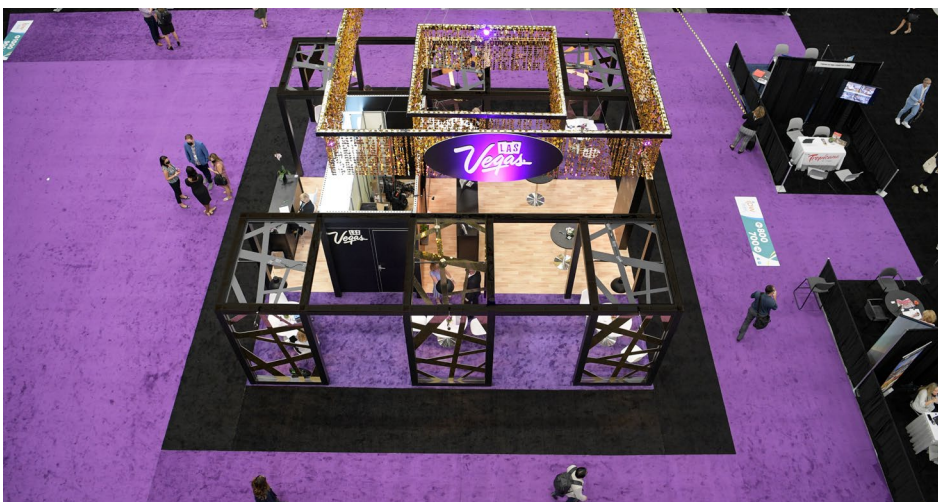
The **LVCVA Global Leisure Sales** team **conducted 220 sales appointments.**

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.

600
TRAVEL BUYERS

300
TRAVEL WRITERS

FROM
52
COUNTRIES



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

IPW CONTINUED...

Media relations efforts at IPW to garner positive news coverage for the destination included:

- **a media brunch** that featured 16 resort and attraction partner activations
- **17 press “FAM” tours** with 28 stops throughout the destination for more than **200 media**
- 40 media appointments
- A local media campaign to tout the economic benefit of Las Vegas hosting IPW yielded **30 positive local news stories**



Attendees have their photo taken during the IPW press brunch.



President and CEO of U.S. Travel Association Roger Dow speaks during the IPW press brunch



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.



Planning future dream trips at Virtuoso Travel Week in Las Vegas

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**



LVCVA CONDUCTED
70
APPOINTMENTS

LAS VEGAS CONVENTION CENTER



The Las Vegas Convention Center West Hall

SELLING DIGITAL ASSETS INSIDE WEST HALL.

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

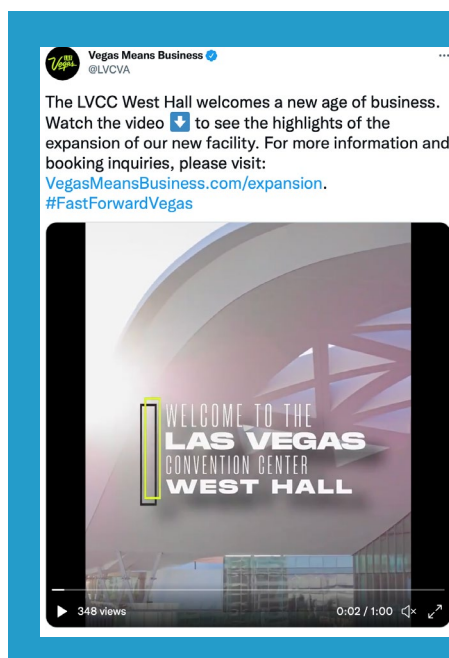


SHOWTIME INSIDE THE CONVENTION CENTER



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 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

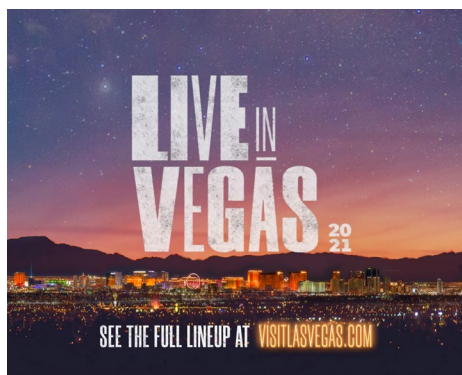
resort partners in understanding trends, visitor origins, air and auto traffic to shape future messaging.

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

IN TIMES OF UNKNOWN,
THE LVCVA LEANS ON
RESEARCH AND DATA
TO HELP GUIDE DECISIONS

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.

LAS VEGAS ON INSTAGRAM

SOCIAL



Instagram is one of the most effective content opportunities to inspire future visitation and emotionally connect with fans of Vegas, a series of Instagram stories were developed and launched to promote various experiences and new offerings to the destination.

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**



PROMOTING ENTERTAINMENT AND SPORTS OFFERINGS



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.



Integrated campaign, called The Greatest Arena on Earth, positions Las Vegas as the ultimate sports destination.



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



THE SCORE MOBILE APP
10M IMPRESSIONS

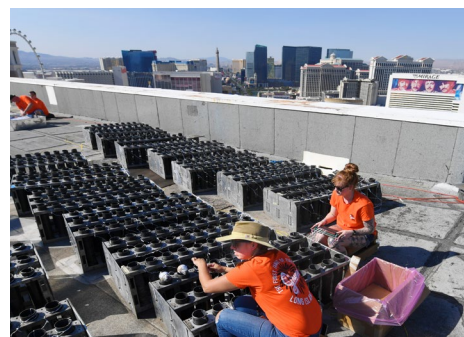


Fireworks explode in the sky over the Las Vegas Strip Sunday, July 4, 2021.

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.

The screenshot shows the 'LAS VEGAS HOTEL DEALS' page on VisitLasVegas.com. The page has a navigation bar with links for HOTELS & CASINOS, SHOWS & EVENTS, FOOD & DRINK, THINGS TO DO, SPORTS, WEDDINGS, EXPERIENCE, and DEALS. The main heading is 'LAS VEGAS HOTEL DEALS'. Below the heading is a paragraph of text: 'Looking for the best deals on Las Vegas hotels? Well, look no further because you've hit the jackpot. Now you can impress your friends while staying within budget thanks to some of the best deals happening in Las Vegas - whether you're looking for rooms at luxury resorts on the Strip, or somewhere a little more classic Vegas, we've got you. What's more, you'll be booking the latest deals directly through the hotels. Are you ready to find cheap deals in Vegas? Let's do this!'. Below the text are three featured deals: 'The LINQ Hotel + Experience' with the tagline 'STAY LONGER AND SAVE', 'The Signature at MGM Grand' with the tagline 'TREAT YOURSELF WITH A \$20 DAILY F&B CREDIT', and 'Holiday Inn Club Vac. - Desert Club Resort' with the tagline 'MILITARY APPRECIATION'. There is also a search bar and a 'Where?' section with filters for On-Strip, Off-Strip, Downtown, Greater Las Vegas, and Surrounding Areas.

VisitLasVegas.com deals page.

SPORTS MARKETING AND INDUSTRY INITIATIVES



MORE THAN JUST A GAME

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



NATIONAL FOOTBALL FOUNDATION

COLLEGE FOOTBALL HALL OF FAME

Secured the presenting sponsorship for 63rd NFF Annual Awards Dinner on Dec. 7 at the ARIA Resort & Casino, billed as one of the most star-studded events in sports by for the National Football Foundation (NFF) and College Hall of Fame.



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”.

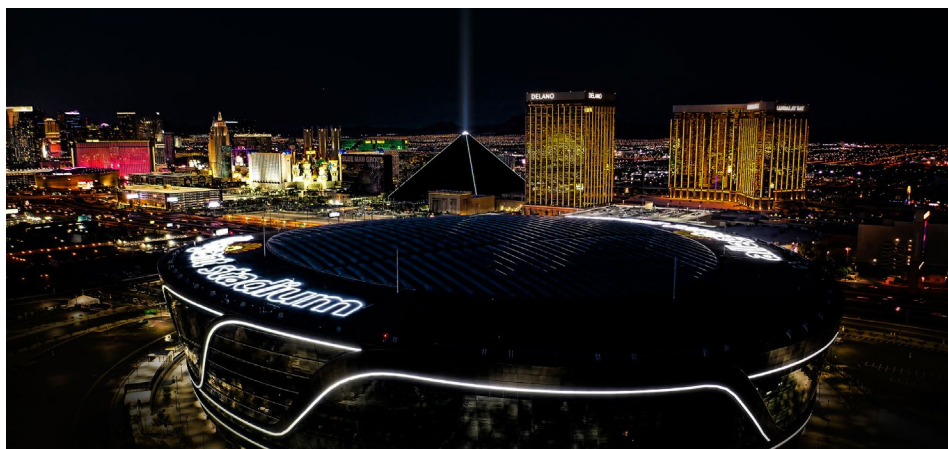


VOLUNTEER PORTAL



www.lvcva.com/signature-events/sporting-events/volunteer-program/

Utilized the LVCVA 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:

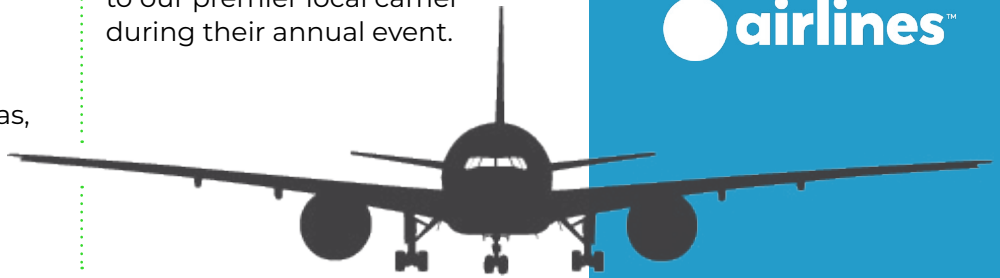
Inaugurated **19 new markets by 5 airlines** that will result in **11K additional weekly seats** into the destination in partnership with McCarran International Airport.

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 shows partnership and support to our premier local carrier during their annual event.



WELCOME

Avelo and Flair, two airlines not currently serving Las Vegas, **announced intentions to serve the destination**

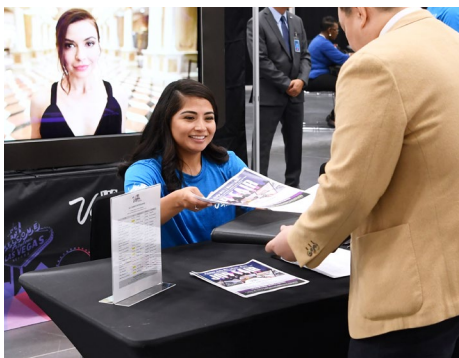
avelo 

flair
airlines™

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



LVCVA People Rewards Administrator Vanessa Ocampo speaks with an attendee during the Clark County Summer Job Fair

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**.

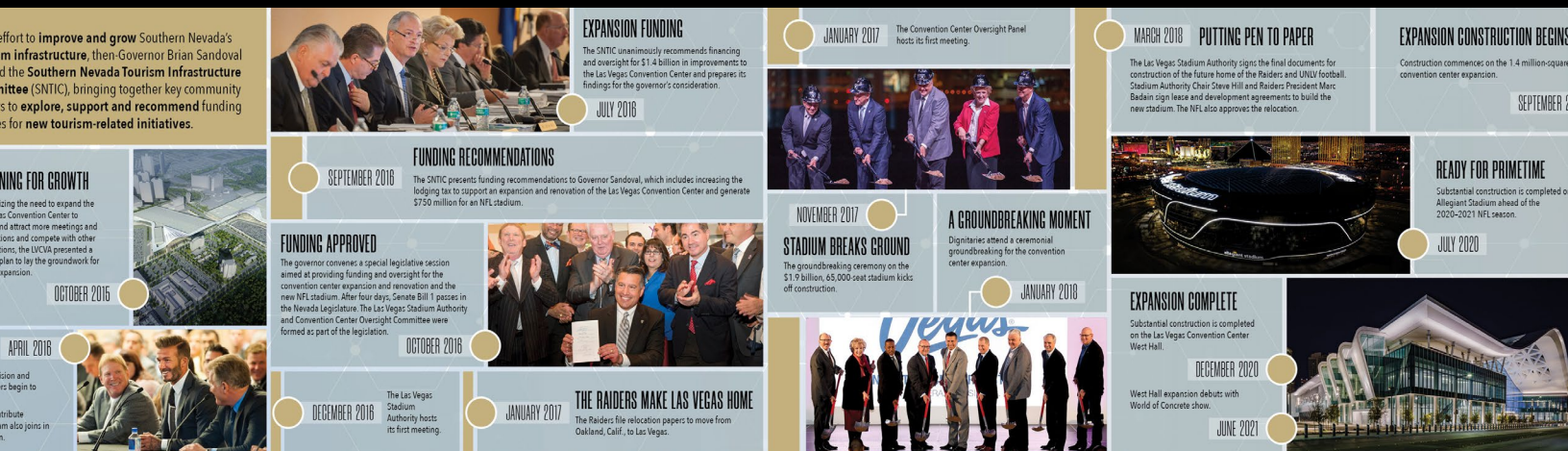
- **LVCVA’s People and Culture** Department interviewed 200+ candidates and **made 55 job offers**

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**.

SPREADING THE GOOD WORD



Portion of the Southern Nevada Tourism Improvements Act (Senate Bill 1) exhibit inside Central Hall.

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



LVCVA Board Chair John Marz, and LVCVA CEO and President Steve Hill present Samantha Fry with her Hospitality Hero award

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.

TAKING CARE OF OUR WORKFORCE

PROTECTING OUR COLLEAGUES AND GUESTS



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.**

78%
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 Sarmiento
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.

AMBASSADOR ACCOLADES



Fred Bradford

Vice President of Customer Safety

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

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


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.



LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BOARD OF DIRECTORS MEETING

AGENDA DOCUMENTATION

MEETING DATE:	DECEMBER 14, 2021	ITEM NO. 1
TO:	BOARD OF DIRECTORS	
FROM:	KATE WIK CHIEF MARKETING OFFICER	<small>DocuSigned by:</small>  <small>8358950B13A7435...</small>
SUBJECT:	HEART + MIND STRATEGIES, LLC., RESEARCH SURVEYS AND REPORTS	

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

BOARD ACTION:	
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STEVE HILL
CEO/PRESIDENT

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.

Las Vegas Convention and Visitors Authority Board of Directors Meeting
Agenda Documentation

Meeting Date: December 14, 2021

Subject: Heart + Mind Strategies LLC.,
Research Surveys and Reports

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.

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BOARD OF DIRECTORS MEETING

AGENDA DOCUMENTATION

MEETING DATE:	DECEMBER 14, 2021	ITEM NO. 2
TO:	BOARD OF DIRECTORS	
FROM:	H. FLETCH BRUNELLE VICE PRESIDENT OF MARKETING	DocuSigned by: <i>H. Fletch Brunelle</i> 1ED8EAB7D2D3409
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

BOARD ACTION:	
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STEVE HILL
CEO/PRESIDENT

PURPOSE AND BACKGROUND

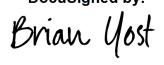
The PBR Teams Series will launch in June 2022 with 10 events throughout the United States. The annual Teams Series will culminate with the World Championship Event in Las Vegas each fall. The Teams World Championship is estimated to attract 21,000 visitors and generate nearly \$39.8 million in total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

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BOARD OF DIRECTORS MEETING

AGENDA DOCUMENTATION

MEETING DATE:	DECEMBER 14, 2021	ITEM NO. 3
TO:	BOARD OF DIRECTORS	
FROM:	BRIAN YOST CHIEF OPERATING OFFICER	<small>DocuSigned by:</small>  <small>9EB6A1EA330F4A7...</small>
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:**

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**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

MEETING DATE:	DECEMBER 14, 2021	ITEM NO. 4
TO:	BOARD OF DIRECTORS	
FROM:	INGRID REISMAN VICE PRESIDENT OF MARKETING <div style="float: right; text-align: right;"> <small>DocuSigned by:</small>  <small>1A7E33F155614B6</small> </div>	
SUBJECT:	LAS VEGAS MONORAIL CONVENTION CENTER STATION SPONSORSHIP AND WIRELESS SERVICE AGREEMENT WITH BOINGO LLC	

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:	
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STEVE HILL
CEO/PRESIDENT

Las Vegas Convention and Visitors Authority Board of Directors Meeting
Agenda Documentation

Meeting Date: December 14, 2021

Subject: Las Vegas Monorail Convention Center Station Sponsorship and Wireless
Service Agreement with Boingo LLC

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.

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BOARD OF DIRECTORS MEETING

AGENDA DOCUMENTATION

MEETING DATE:	DECEMBER 14, 2021	ITEM NO. 5
TO:	BOARD OF DIRECTORS	
FROM:	ED FINGER CHIEF FINANCIAL OFFICER	<div style="border: 1px solid black; padding: 2px;"> <small>DocuSigned by:</small>  <small>93337CA3F6364C0...</small> </div>
SUBJECT:	QUARTERLY BUDGET AND STATISTICAL REPORT	

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

BOARD ACTION:	
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STEVE HILL
CEO/PRESIDENT

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.



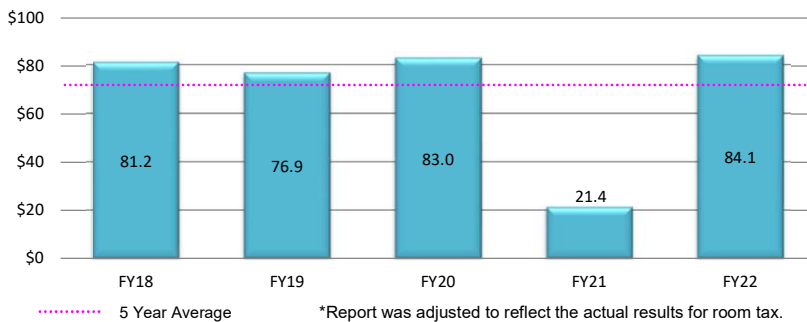
BUDGET AND STATISTICAL REPORT

September FY 2022

GENERAL FUND OPERATING REVENUES: YEAR TO DATE COMPARISONS

YEAR TO DATE - THRU SEPTEMBER 2021

\$ in millions



OPERATING REVENUES INCLUDE:

- * Room Taxes
- * Gaming Fees
- * Facility charges for services:
LVCC & Cashman (prior to FY2020)
- * Interest Earnings

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.

**Statement of Sources & Uses of Funds
For the Period Ending September 30, 2021 (a)**

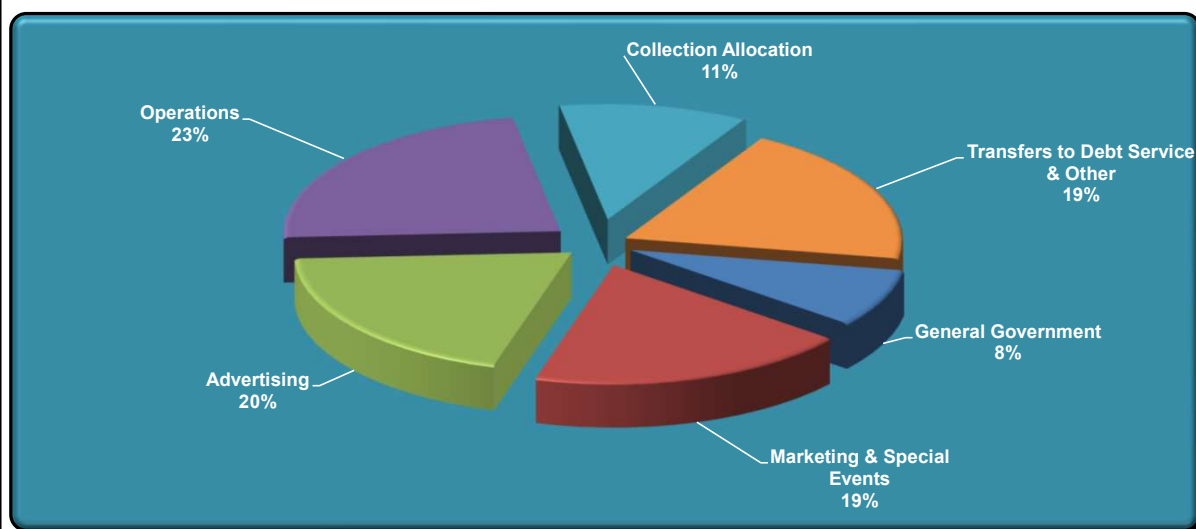
	YTD Actual	Prior YTD Actual	% of Change	Annual Budget	% of Budget	Prior Year Total
REVENUES						
Room Tax & Gaming Fees ^(b)	67,427,631	20,798,855	224%	204,364,300	33%	112,668,673
LVCC Revenue						
Facility Use	7,770,759	11,250	68973%	27,500,000	28%	2,845,107
Ancillary	3,431,548	291,070	1079%	23,500,000	15%	2,511,457
Other ^(c)	452,236	265,361	70%	3,913,200	12%	3,740,827
Monorail ^(b)	5,036,124	-	100%	14,500,000	35%	2,266,358
Total Revenues	\$ 84,118,298	\$ 21,366,536	294%	\$ 273,777,500	31%	\$ 124,032,422
EXPENDITURES						
General Government	4,842,417	3,431,016	41%	17,169,300	28%	11,064,160
Marketing						
Advertising	11,884,573	11,535,874	3%	82,000,000	14%	52,041,490
Marketing & Sales	3,282,468	1,899,068	73%	21,636,200	15%	8,195,538
Special Events	8,029,033	2,821,458	185%	27,461,962	29%	9,679,335
Operations	13,897,498	2,997,835	364%	64,457,000	22%	19,759,533
Collection Allocation ^(b)	6,742,763	2,079,886	224%	20,436,430	33%	11,266,867
Total Expenditures	\$ 48,678,752	\$ 24,765,137	97%	\$ 233,160,892	21%	\$ 112,006,923
EXCESS (DEFICIENCY) OF REVENUES	\$ 35,439,546	\$ (3,398,601)	1143%	\$ 40,616,608	87%	\$ 12,025,499
OTHER FINANCING SOURCES & (USES)						
Transfers to Other Funds	(11,753,545)	(10,639,730)	10%	(47,014,181)	25%	(42,558,922)
Transfers from Other Funds	2,213	21,659	-90%	140,500	2%	184,209
Proceeds - Sale of Capital Assets	-	-	0%	25,000	0%	20,264
Total Sources & (Uses)	\$ (11,751,332)	\$ (10,618,071)	11%	\$ (46,848,681)	25%	\$ (42,354,449)
NET CHANGE IN FUND BALANCE	\$ 23,688,214	\$ (14,016,672)	269%	\$ (6,232,073)	380%	\$ (30,328,950)

(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



ROOM TAX: FY 2021 ACTUAL TO FY 2022 ACTUAL

Month				Variation				
Activity	Received	FY 2021	FY 2022	Month	YTD	% Month	% YTD	
Jun	Aug	\$ 4,715,239	\$ 19,991,471	\$ 15,276,232	\$ 15,276,232	324.0%	324.0%	↑
Jul	Sep	7,747,280	25,252,927	\$ 17,505,647	\$ 32,781,879	226.0%	263.0%	↑
Aug	Oct	8,007,375	21,854,744	\$ 13,847,369	\$ 46,629,248	172.9%	227.8%	↑
Sep	Nov	9,068,014						
Oct	Dec	9,667,339						
Nov	Jan	7,241,808						
Dec	Feb	5,812,557						
Jan	Mar	5,810,853						
Feb	Apr	7,235,049						
Mar	May	12,214,987						
Apr	Jun	14,877,647						
May	Jul	18,842,793						
		\$ 111,240,941	\$ 67,099,142					

YEAR-TO-DATE ROOM TAX
Compared to Prior Years



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

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

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.

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

CLARK COUNTY BLENDED AVERAGE DAILY RATE
(Year-to-Date Average)

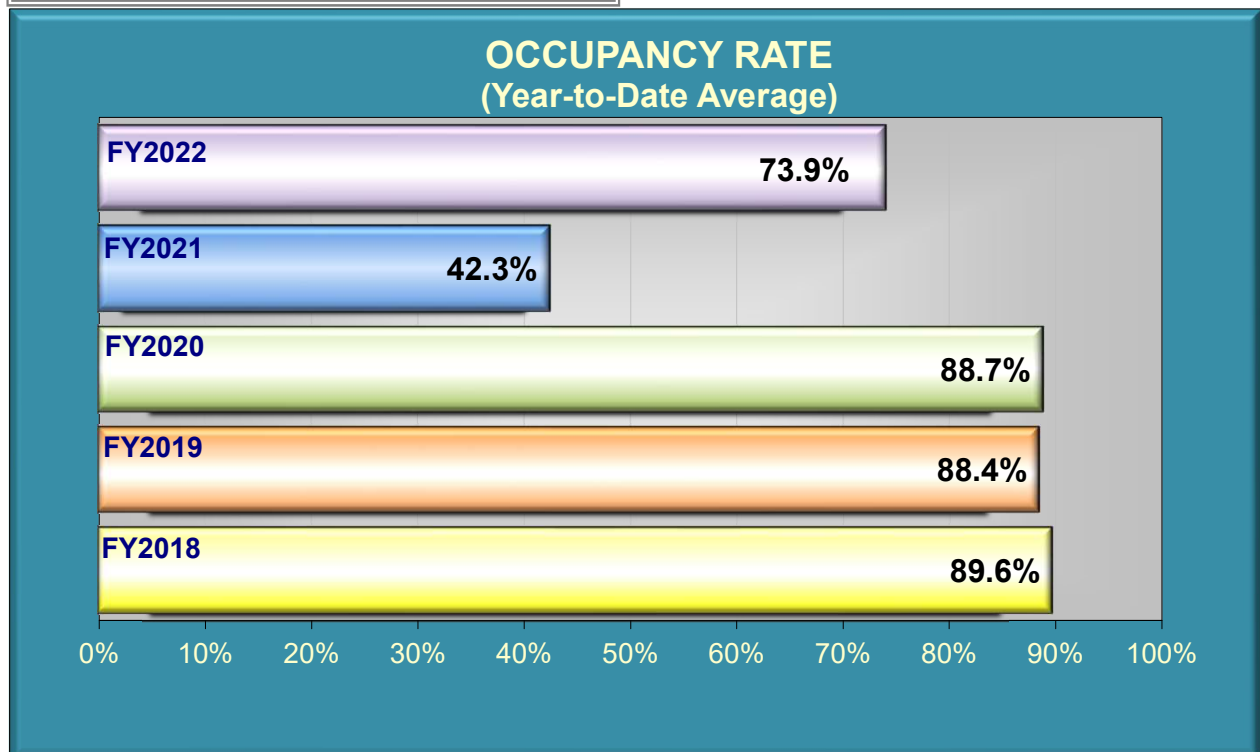


OCCUPANCY RATE: FY 2021 ACTUAL TO FY 2022 ACTUAL

	High ⁽¹⁾	High Year ⁽¹⁾	FY 2021			FY 2022			VARIATIONS (%)			
			# of Rooms	Occupancy Rate (OR)	Avg Rooms Occupied Daily (AROD)	# of Rooms	Occupancy Rate (OR)	Avg Rooms Occupied Daily (AROD)	O.R.		A.R.O.D.	
									Month		Month	
June	91.5%	2017	105,830	42.0%	44,449	158,059	73.9%	116,806	76.0%	↑	162.8%	↑
July	92.5%	2018	134,118	42.3%	56,732	160,434	77.3%	124,015	82.7%	↑	118.6%	↑
August	89.6%	2008	138,092	42.6%	58,827	160,434	70.5%	113,106	65.5%	↑	92.3%	↑
September	90.4%	2017	143,514	46.6%	66,878							
October	90.8%	2016	151,093	46.6%	70,409							
November	86.2%	2020	151,968	38.8%	58,964							
December	82.3%	2020	153,399	30.4%	46,633							
January	84.0%	2008	155,590	31.7%	49,322							
February	87.5%	2008	155,590	41.8%	65,037							
March	91.6%	2017	155,930	54.7%	85,294							
April	89.6%	2018	157,131	64.3%	101,035							
May	89.4%	2015	157,005	69.3%	108,804							
Average				45.9%	67,699		73.9%	117,976	74.7%	↑	124.6%	↑

(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)

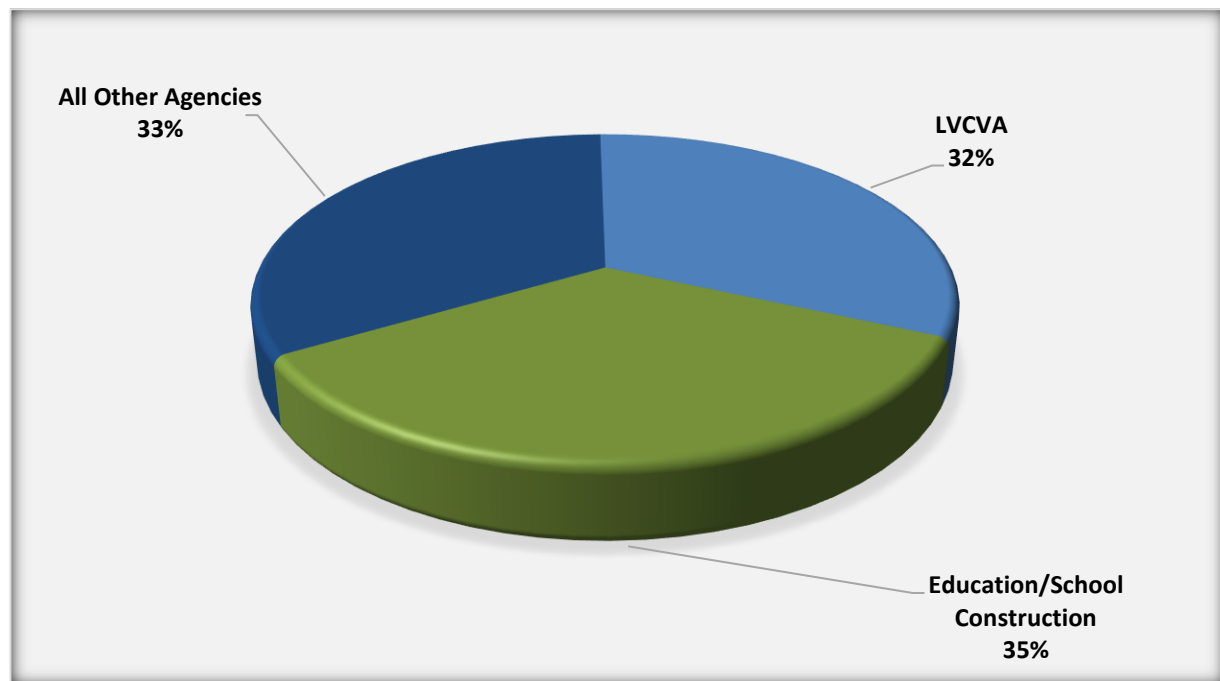


ROOM TAX DISTRIBUTION - BUDGET FOR FY 2022

Based on LVCVA's Budgeted Room Tax

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

⁽¹⁾ A portion of proceeds are allocated to NV Commission on Tourism (NCOT)



**Statement of Sources & Uses of Funds
For the Period Ending September 30, 2021 (a)**

	YTD Actual	Annual Budget	% of Budget	Budget Remaining	Prior Year Total
REVENUES					
Room Tax - SB1 ^(D)	6,938,037	20,857,500	33%	(13,919,463)	11,626,600
Interest ^(C)	131,207	122,200	107%	9,007	1,277,527
Other	5,676	-	0%	5,676	5,608
<i>Total Revenues</i>	\$ 7,074,920	\$ 20,979,700	34%	\$ (13,904,780)	\$ 12,909,735
EXPENDITURES					
Construction WIP	\$ 453,744	\$ 37,208,584	1%	\$ 36,754,840	\$ 140,923,758
<i>Total Expenditures</i>	\$ 453,744	\$ 37,208,584	1%	\$ 36,754,840	\$ 140,923,758
EXCESS (DEFICIENCY) OF REVENUES	\$ 6,621,176	\$ (16,228,884)	41%	\$ 22,850,060	\$ (128,014,023)
OTHER FINANCING SOURCES & (USES)					
Transfers In - LVCCD Debt Service Fund	642	49,600	1%	(48,958)	33,854
Trans Out - LVCCD Debt Service Fund	(9,682,263)	(38,729,053)	25%	29,046,790	(59,134,053)
<i>Total Other Financing Sources & (Uses)</i>	\$ (9,681,621)	\$ (38,679,453)	25%	\$ 28,997,832	\$ (59,100,199)
NET CHANGE IN FUND BALANCE	\$ (3,060,445)	\$ (54,908,337)	6%	\$ 51,847,892	\$ (187,114,222)

(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.

(c) Not adjusted for fair market value.

Finance Comments:

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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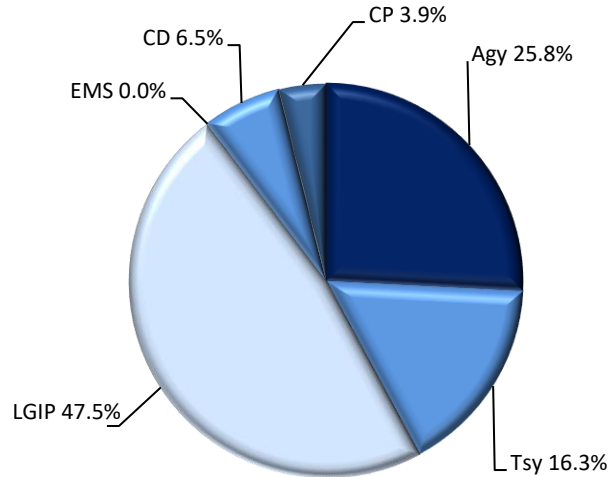
Monthly Investment Report

Las Vegas Convention and Visitors Authority

Total Portfolio

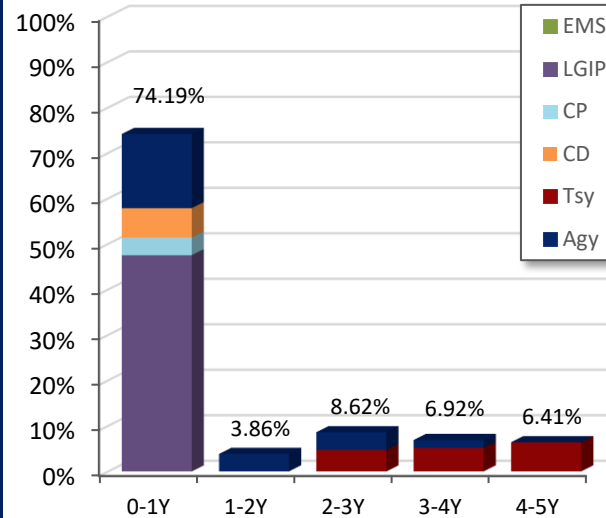
September 2021

SECTOR ALLOCATION



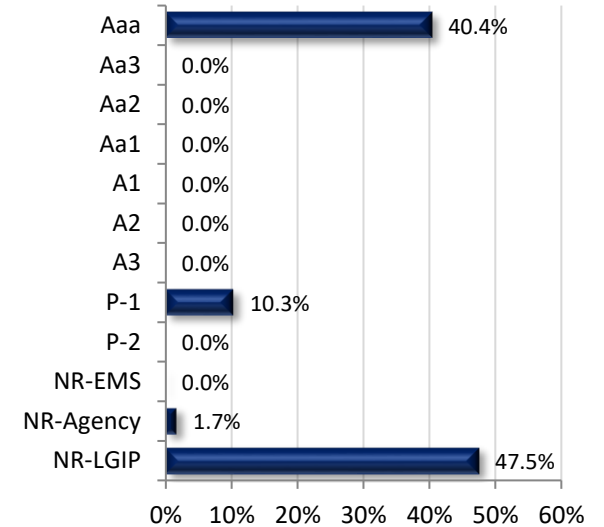
Per Book Value

MATURITY DISTRIBUTION



Per Book Value

CREDIT QUALITY (MOODY'S)



NR: Not Rated

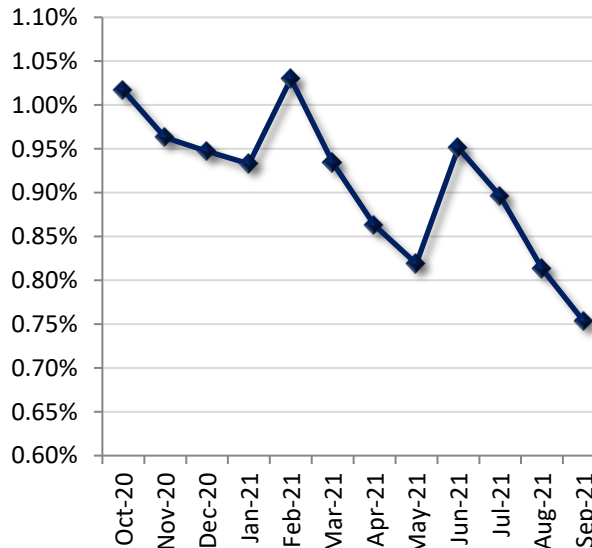
ACCOUNT SUMMARY

	9/30/21	8/31/21
Market Value	\$233,365,520	\$217,727,405
Book Value	\$232,290,777	\$216,288,830
Variance	\$1,074,742	\$1,438,576
Par Value	\$232,330,996	\$216,312,339
Net Asset Value	\$100.463	\$100.665
Avg Weighted Yield	0.75%	0.81%
Years to Maturity	0.90	0.91
Effective Duration	0.87	0.88

*Book Value is Amortized

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

MONTH-END PORTFOLIO BOOK YIELD



Per Book Value

TOP ISSUERS

Issuer	% Portfolio
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%

Portfolio As Of September 30, 2021

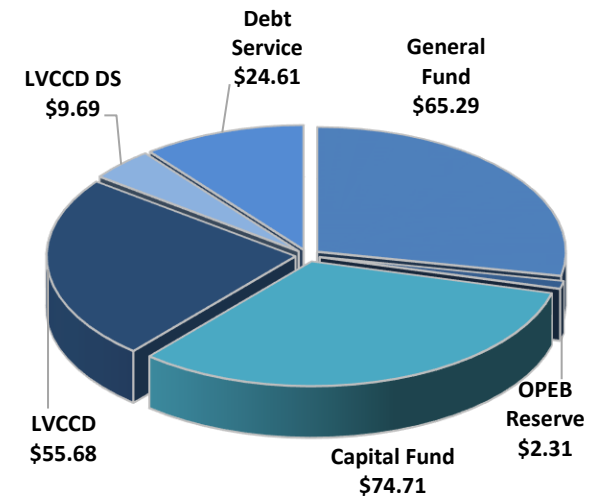
The LVCVA's total investment portfolio is diversified into various types of assets which are allowed by its investment policy and by Nevada Revised Statutes. A summary breakdown of the assets is as follows:

	U.S. Treasury & Agency	Demand Deposits	Commercial Paper	CD	LGIP	Total
General Fund	\$ 18,998,956	\$ 544	\$ -	\$ -	\$ 46,293,687	\$ 65,293,187
OPEB Reserve	1,992,907	67	-	-	320,170	2,313,144
Capital Fund	43,950,026	8,422	-	-	30,751,216	74,709,664
LVCCD	32,939,120	200	-	15,000,000	7,742,331	55,681,652
LVCCD Debt Service	-	-	-	-	9,685,317	9,685,317
Debt Service Funds	-	5	8,994,773	-	15,613,036	24,607,813
Totals	\$ 97,881,009	\$ 9,238	\$ 8,994,773	\$ 15,000,000	\$110,405,757	\$232,290,777
Authorized Limits*	100%	40%	25%	25%	50%	
Actual	42.1%	0.0%	3.9%	6.5%	47.5%	100.0%

Figures may not total due to rounding.

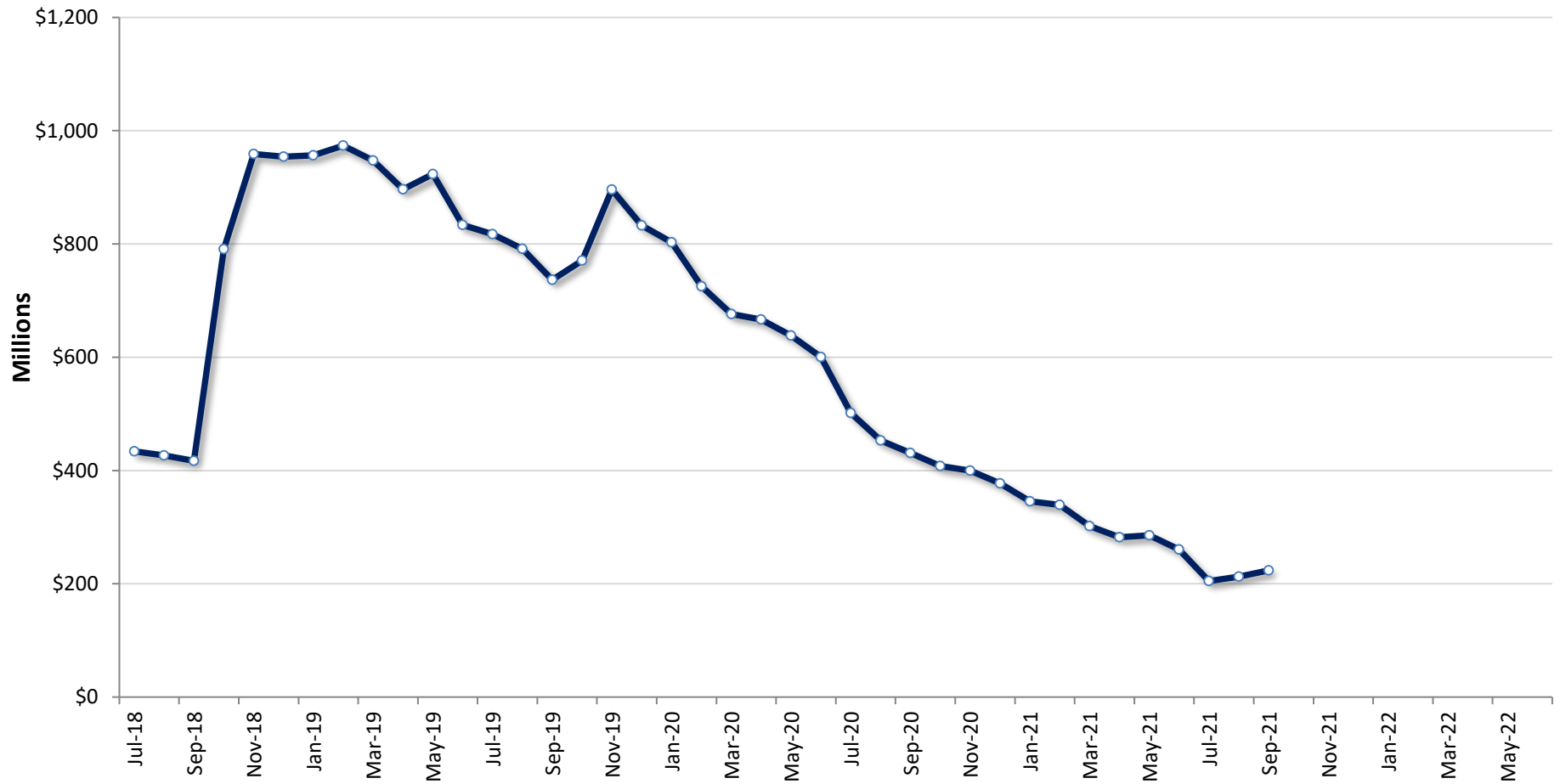
* To ensure diversification of the LVCVA's portfolio, the investment policy contains the maximum levels for each type of investment.

LVCVA Investment Portfolio by Fund
(Millions \$)



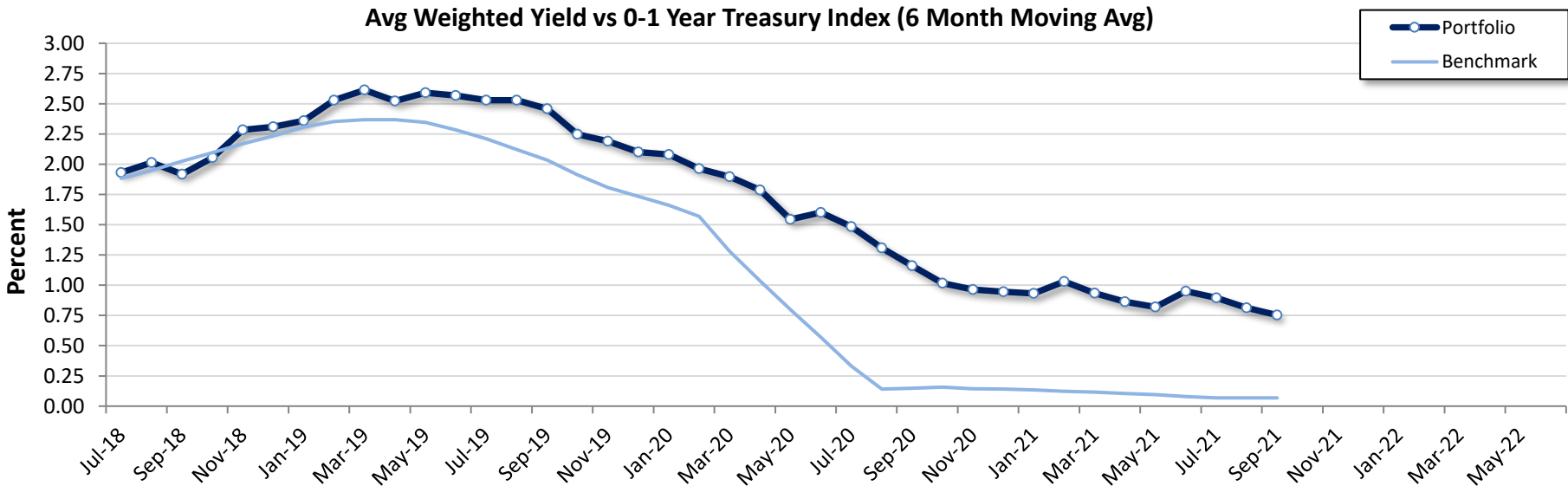
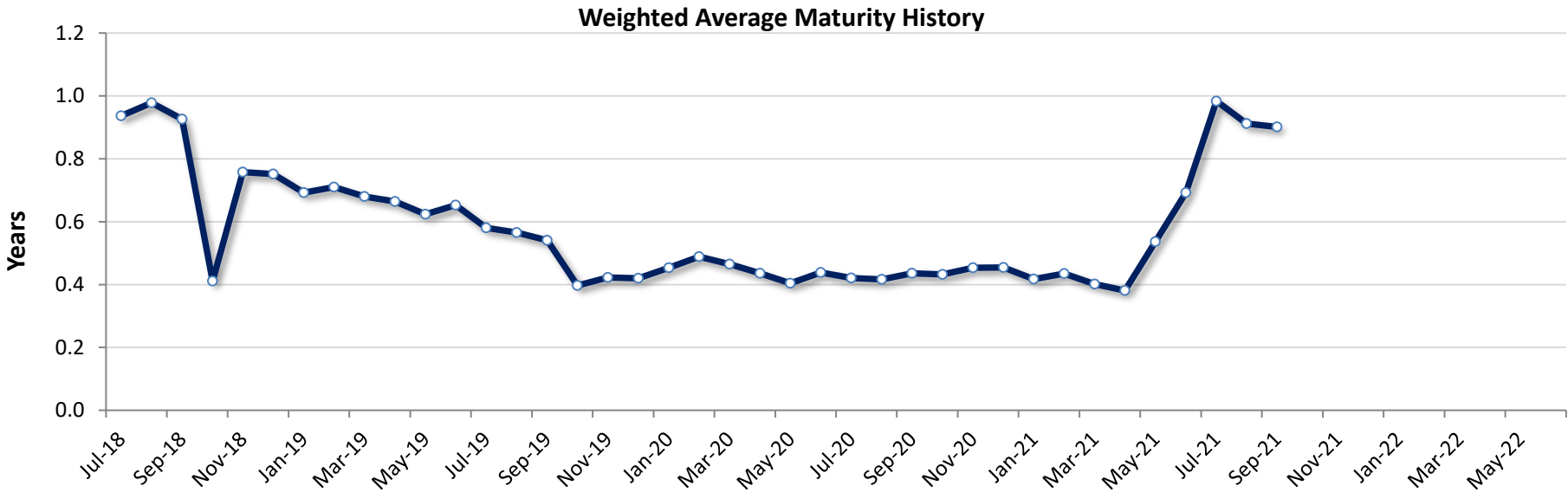
Item / Sector	Parameters	In Compliance
Weighted Average Maturity	Weighted Average Maturity (WAM) must be less than 2.5 years	Yes: 0.9 Yrs
U.S. Treasuries	100% sector limit, no issuer limit, maximum maturity 10 years	Yes: 16.3%
Federal Agencies	100% sector limit, 20% issuer limit, maximum maturity 10 years	Yes: 25.8%
Money Market Mutual Funds	25% sector limit, rated AAA or its equivalent by an NRSRO, consisting of securities issued by Federal Government or agencies of the Federal Government.	Yes: 0.0%
Commercial Paper & Bankers Acceptance	25% sector limit, maximum maturity 270 days for CP and 180 days for Banker's Acceptance, minimum rating of A-1 (S&P) or P-1 (Moody's)	Yes: 3.9%
Negotiable Certificate of Deposit	25% sector limit, minimum rating of A-1 (S&P) P-1 (Moody's) F-1 (Fitch) by at least two, must be collateralized beyond the FDIC limits	Yes: 6.5%
LGIP	50% sector limit	*Yes: 47.5%
Deposits and Repo	40% sectors limit, repo max maturity of 7 days, repo collateralized at 102% of market value	Yes: 0.0%

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



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

Figures in Millions, Average Daily Balance

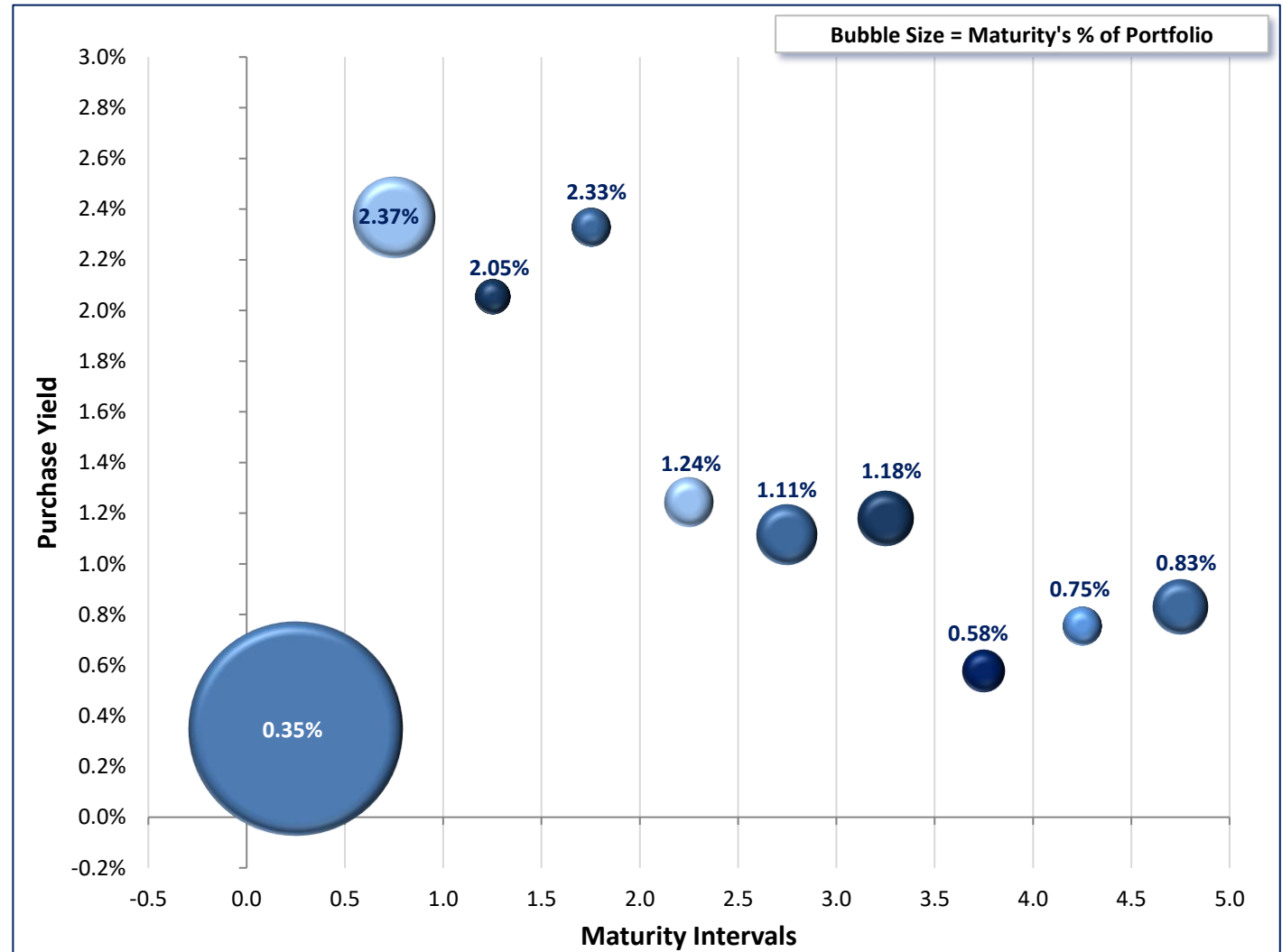


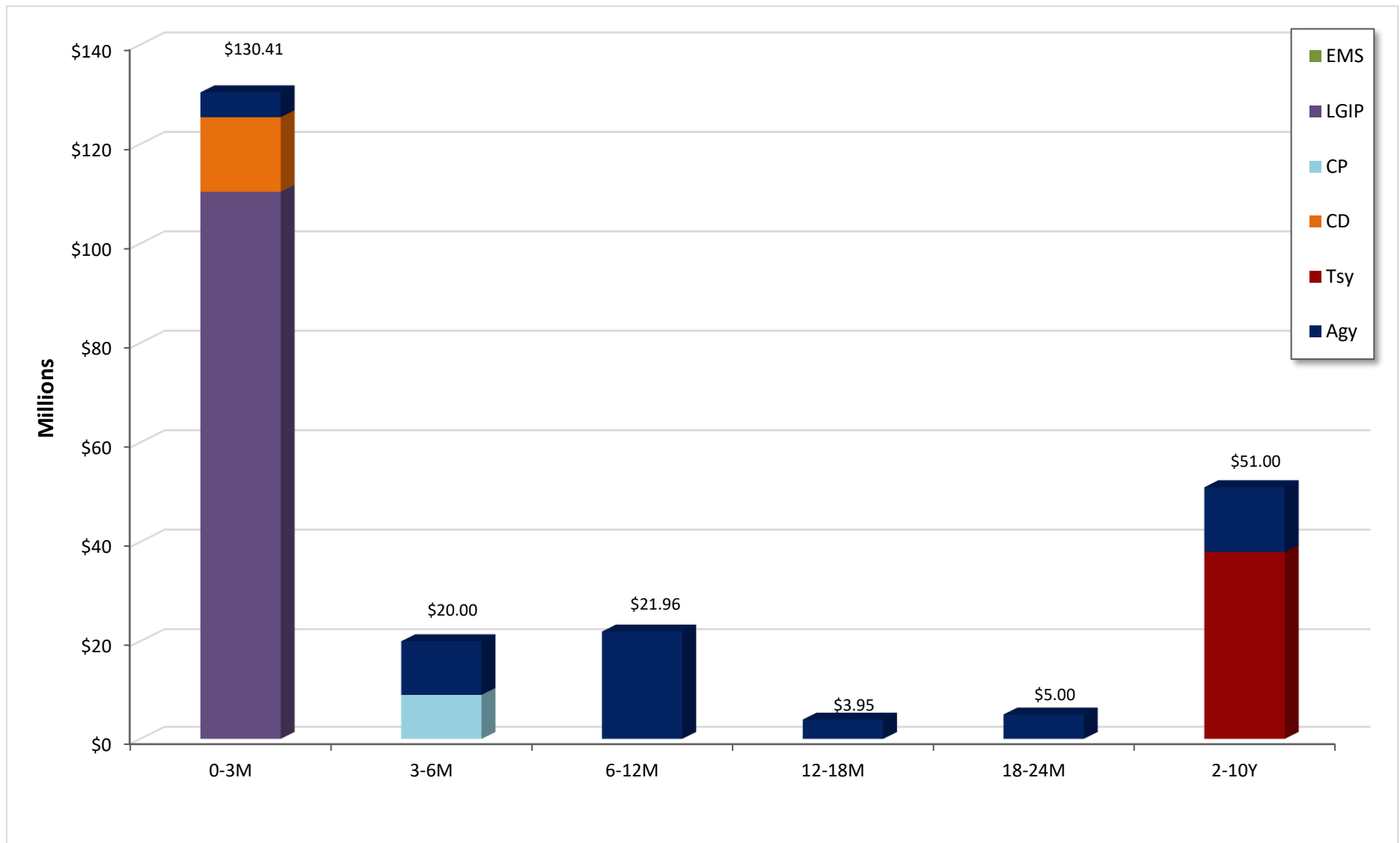
Index: 6 Month Moving Average of the ICE BofAML 0-1 Year US Treasury Note Index

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

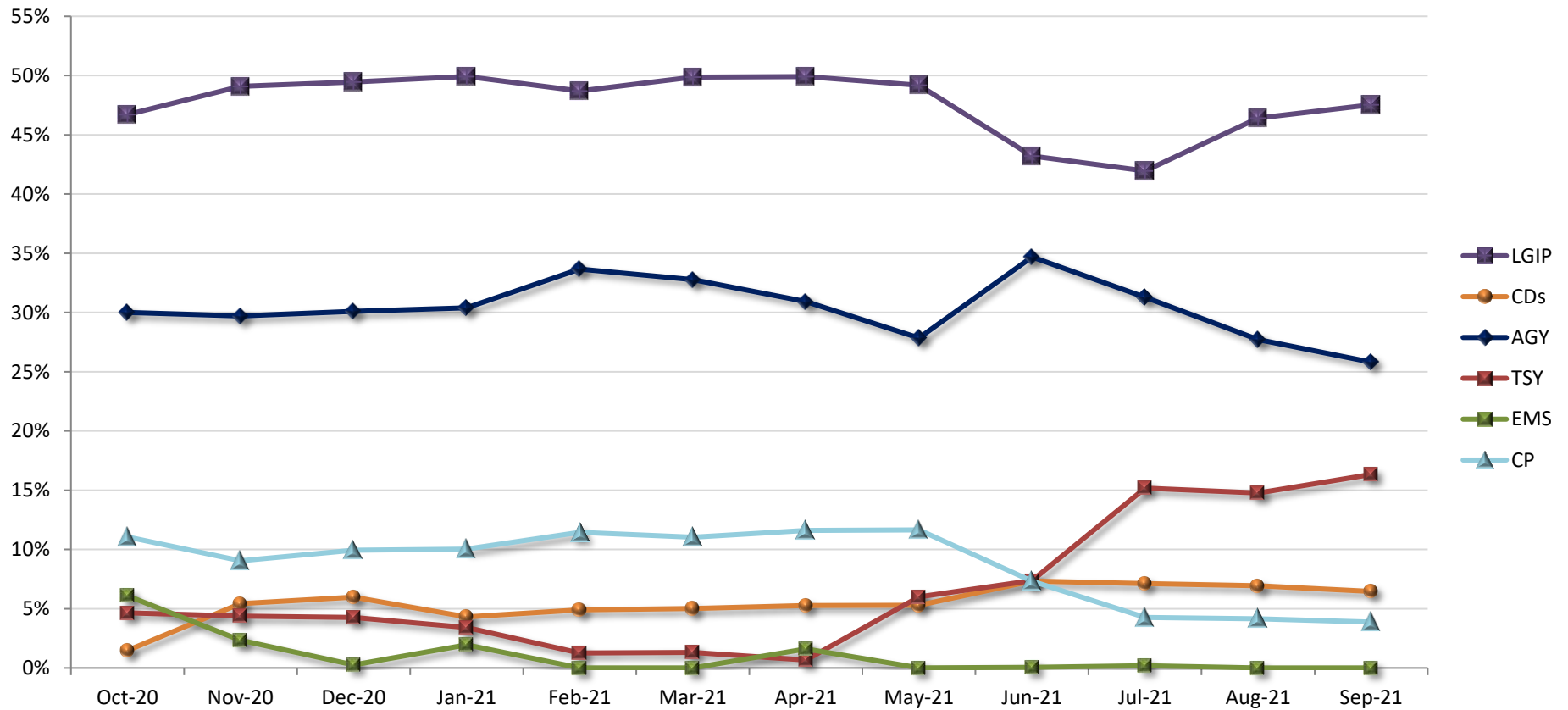
*Based on Book Value

Percentages may not total to 100% due to rounding.



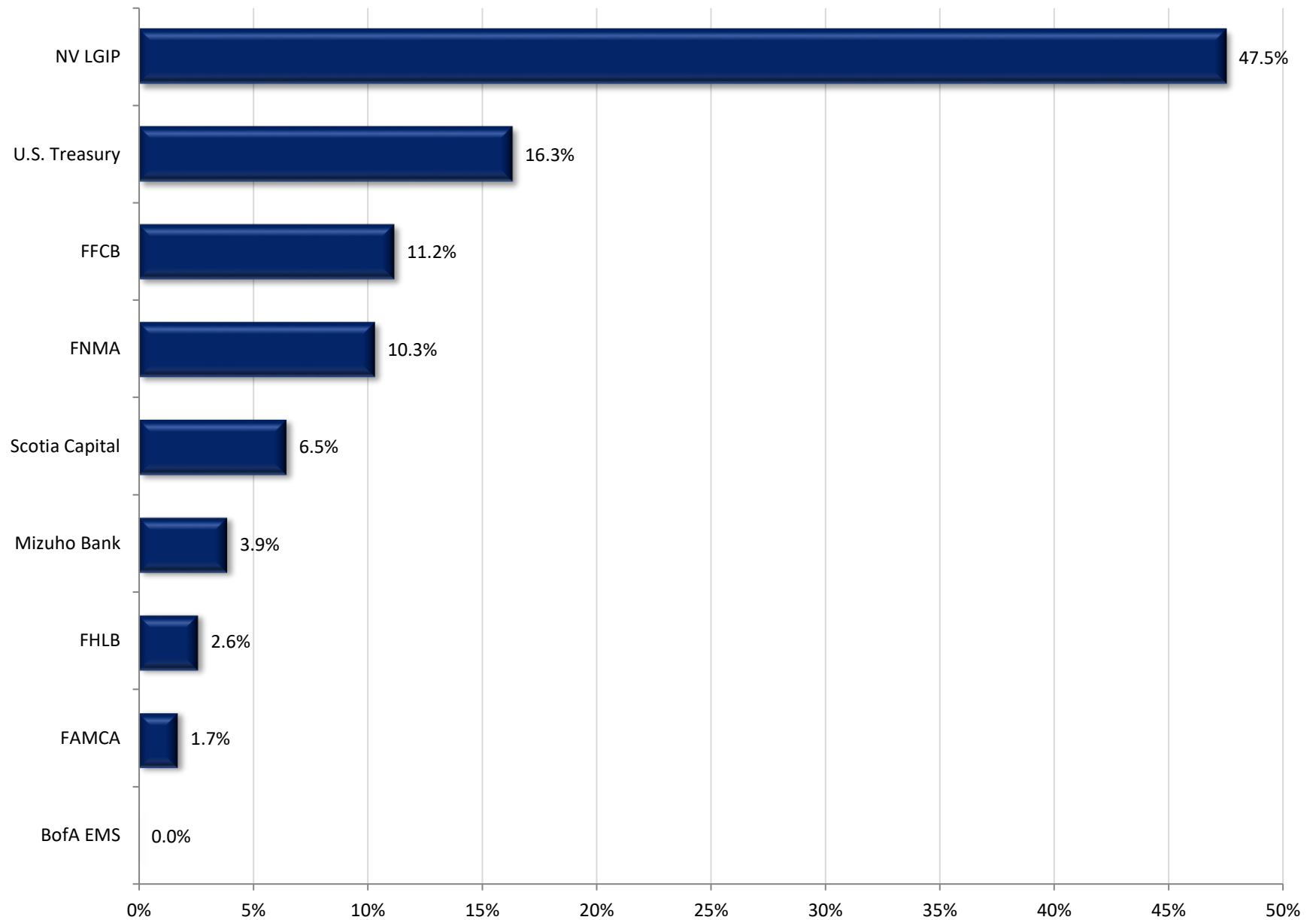


Par Value in Millions

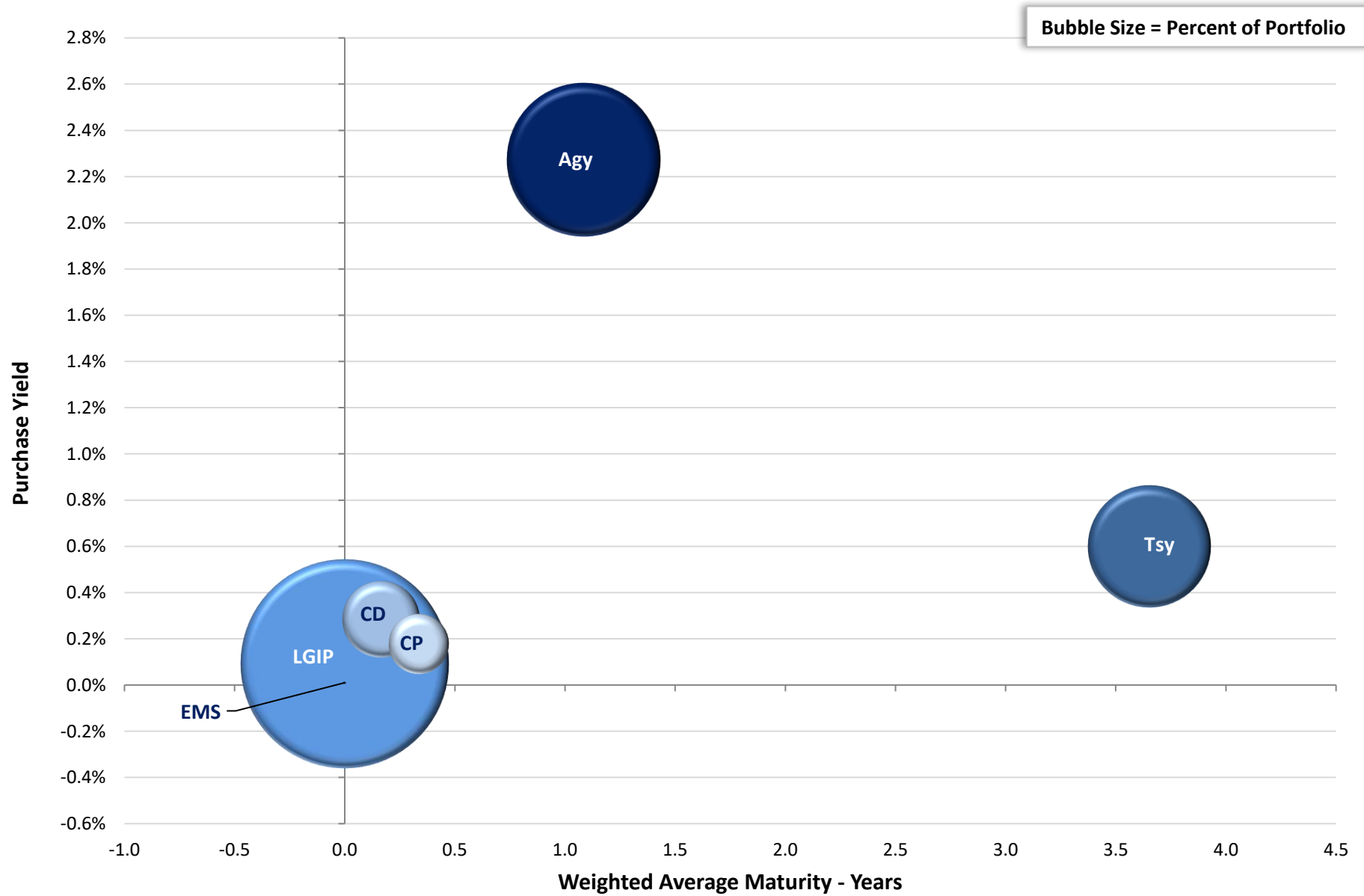


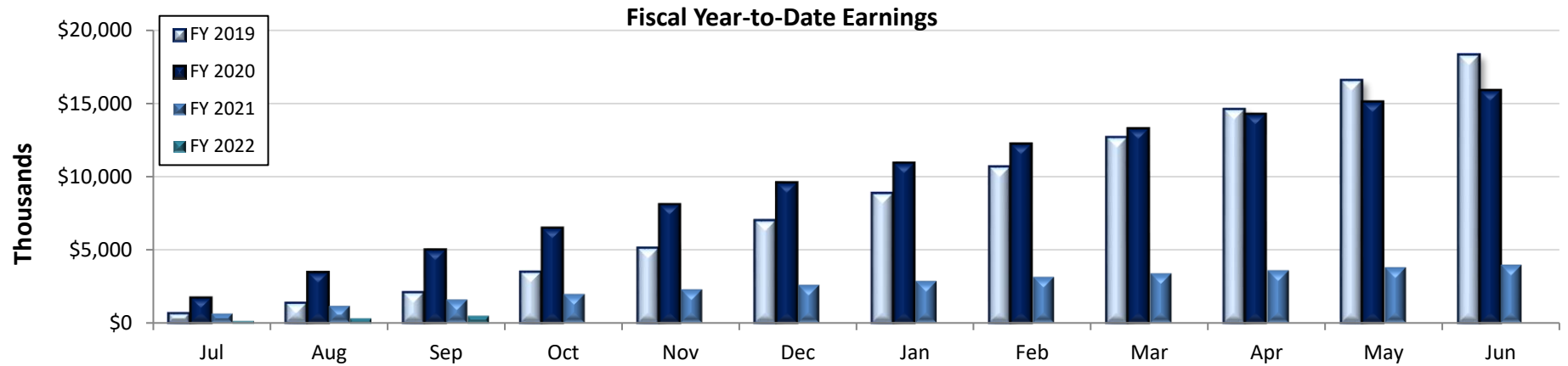
Sector	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21
Agency	30.0%	29.7%	30.1%	30.4%	33.7%	32.8%	30.9%	27.9%	34.7%	31.3%	27.7%	25.8%
Treasury	4.7%	4.4%	4.3%	3.4%	1.3%	1.3%	0.7%	6.0%	7.4%	15.2%	14.8%	16.3%
Commercial Paper	11.1%	9.0%	9.9%	10.0%	11.4%	11.0%	11.6%	11.7%	7.3%	4.3%	4.2%	3.9%
Certificates of Deposit	1.5%	5.4%	6.0%	4.3%	4.9%	5.0%	5.3%	5.3%	7.3%	7.1%	6.9%	6.5%
LGIP	46.7%	49.1%	49.5%	49.9%	48.7%	49.9%	49.9%	49.2%	43.2%	42.0%	46.4%	47.5%
EMS	6.1%	2.3%	0.3%	1.9%	0.0%	0.0%	1.6%	0.0%	0.1%	0.2%	0.0%	0.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Percentages may not total to 100% due to rounding.

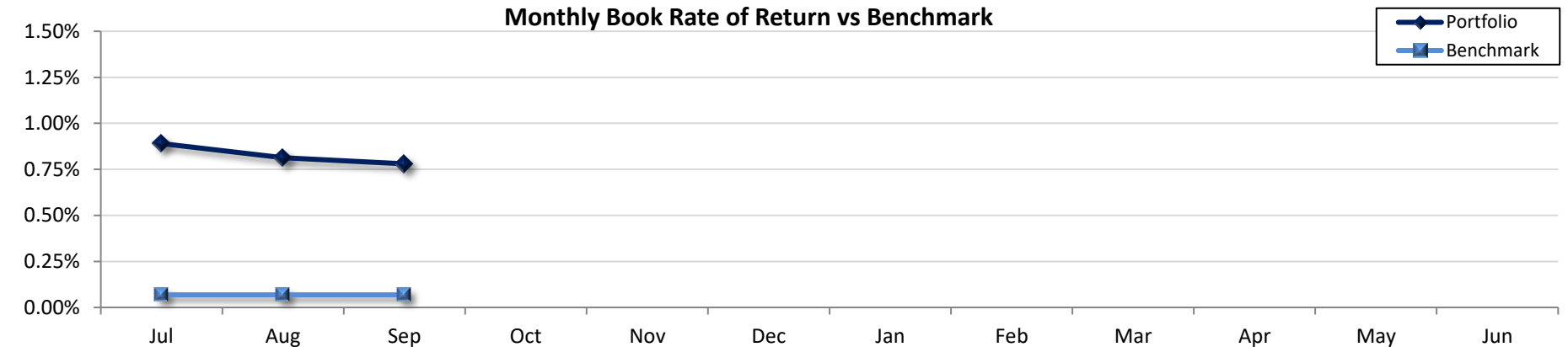


Percentages may not total to 100% due to rounding.





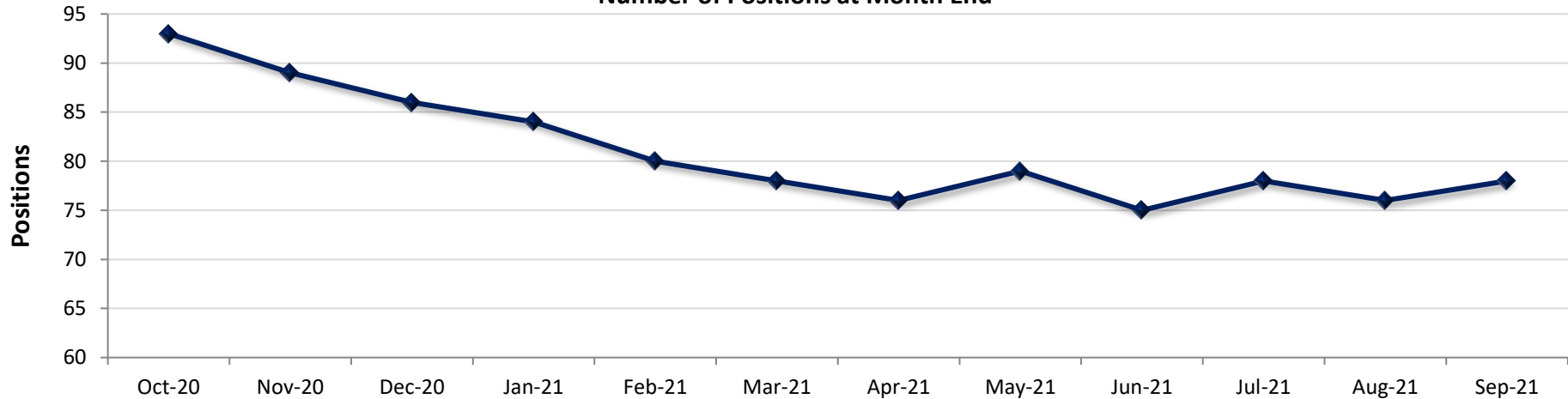
Fiscal YTD (\$000s)	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
FY 2019	\$674	\$1,385	\$2,102	\$3,498	\$5,140	\$7,007	\$8,872	\$10,670	\$12,677	\$14,591	\$16,558	\$18,311
FY 2020	\$1,759	\$3,503	\$5,045	\$6,517	\$8,136	\$9,637	\$10,969	\$12,258	\$13,306	\$14,287	\$15,134	\$15,899
FY 2021	\$631	\$1,149	\$1,588	\$1,948	\$2,274	\$2,563	\$2,836	\$3,107	\$3,344	\$3,552	\$3,750	\$3,930
FY 2022	\$154	\$306	\$449									



	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Book Rate of Rtn	0.89%	0.81%	0.78%									
Custom Benchmark*	0.07%	0.07%	0.07%									
Variance	0.82%	0.74%	0.71%									

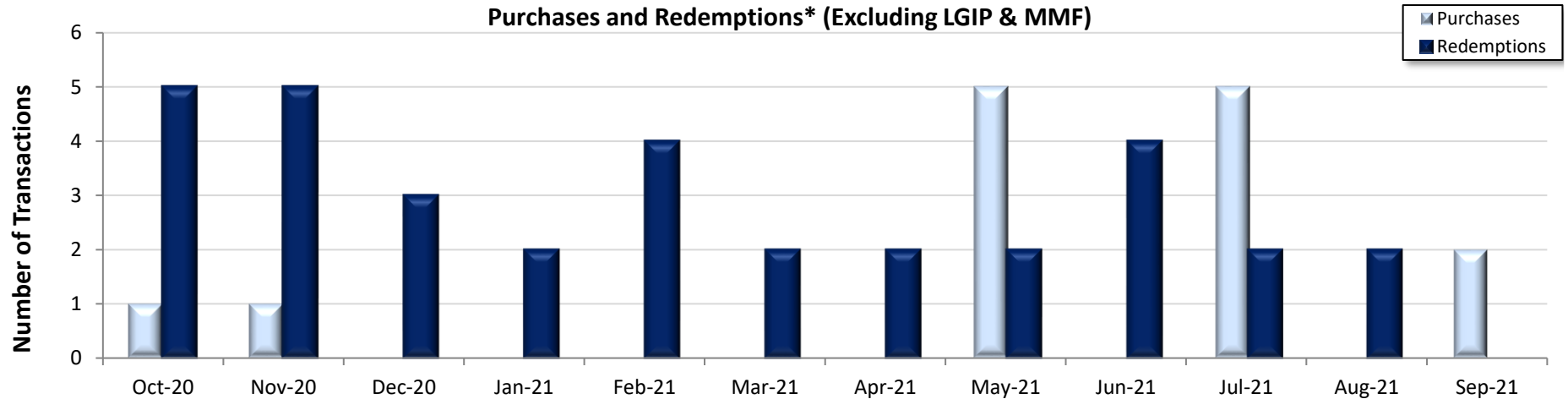
*Benchmark: ICE BofAML 0-1 Year US Treasury Note Index (6 Month Moving Average)

Number of Positions at Month End



	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21
Positions	93	89	86	84	80	78	76	79	75	78	76	78

Purchases and Redemptions* (Excluding LGIP & MMF)



*Redemptions include maturities, calls, and sells (excluding paydowns)

	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21
Purchases	1	1	0	0	0	0	0	5	0	5	0	2
Redemptions	5	5	3	2	4	2	2	2	4	2	2	0
Total Transactions	6	6	3	2	4	2	2	7	4	7	2	2

**Las Vegas Convention & Visitor
Portfolio Management
Portfolio Summary
September 30, 2021**

Investments	Par Value	Market Value	Book Value	% of Portfolio	Days to Maturity	YTM 365 Equiv.
Federal Agency Non-Callables	59,916,000.00	61,163,101.68	59,948,896.08	25.81	396	2.273
Treasury Notes	38,000,000.00	37,787,580.00	37,932,113.21	16.33	1,334	0.598
Commercial Paper Discounts	9,000,000.00	8,994,772.50	8,994,772.50	3.87	123	0.176
Negotiable Certificates of Deposit	15,000,000.00	15,005,070.00	15,000,000.00	6.46	60	0.284
Demand Deposits	9,238.35	9,238.35	9,238.35	0.00	1	0.010
NV Local Gov Inv Pool	110,405,757.31	110,405,757.31	110,405,757.31	47.53	1	0.091
	232,330,995.66	233,365,519.84	232,290,777.45	100.00%	329	0.753

Investments

Total Earnings	September 30	Month Ending	Fiscal Year To Date
Current Year		142,948.95	449,165.33
Average Daily Balance		223,759,942.04	213,693,839.76
Effective Rate of Return		0.78%	0.83%

FHN Financial Main Street Advisors,

Reporting period 09/01/2021-09/30/2021


Run Date: 10/20/2021 - 10:48

Portfolio CONV
AP
PM (PRF_PM1) 7.3.0
Report Ver. 7.3.6.1

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BOARD OF DIRECTORS MEETING

AGENDA DOCUMENTATION

MEETING DATE:	DECEMBER 14, 2021	ITEM NO. 6
TO:	BOARD OF DIRECTORS	
FROM:	ED FINGER CHIEF FINANCIAL OFFICER	<div style="border: 1px solid black; padding: 2px;"> <small>DocuSigned by:</small>  <small>93337CA3F6364C0...</small> </div>
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

BOARD ACTION:	
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STEVE HILL
CEO/PRESIDENT

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.

Las Vegas Convention and Visitors Authority Board of Directors Meeting
Agenda Documentation
Meeting Date: December 14, 2021
Subject: Cisco Network Upgrade, ConvergeOne, Inc.

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

MEETING DATE:	DECEMBER 14, 2021	ITEM NO. 7
TO:	BOARD OF DIRECTORS	
FROM:	ED FINGER, CHIEF FINANCIAL OFFICER	<small>DocuSigned by:</small>  <small>83357CA3F0304C0...</small>
SUBJECT:	AMENDMENT TO CLARK COUNTY SELF-FUNDED INTERLOCAL MEDICAL AND DENTAL BENEFITS PLAN AGREEMENT	

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:	
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DocuSigned by:

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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.

Las Vegas Convention and Visitors Authority Board of Directors Meeting
Agenda Documentation

Meeting Date: December 14, 2021

Subject: Amendment to Clark County Self-Funded Interlocal Medical and Dental
Benefits Plan Agreement

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 PlanPlans; 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 PlanPlans.

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 ~~documentdocuments~~, which ~~established~~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 PlanPlans. 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 ~~Plan~~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 ~~Plan~~Plans. The rates for the Benefit ~~Plan~~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 ~~Plan~~Plans, shall pay an actuarially determined amount to fund their share of the Benefit ~~Plan~~Plans reserves and assets. The funding amount shall be paid on behalf of each participant who initially enrolls in the Benefit ~~Plan~~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 ~~plan~~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 ~~Plan~~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 ~~Plan~~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: _____

COUNTY OF CLARK

ATTEST:

BY: _____

MARILYN KIRKPATRICK, Chair
Board of County Commissioners

BY: _____

LYNN MARIE GOYA, County Clerk

CLARK COUNTY WATER RECLAMATION DISTRICT

ATTEST:

BY: _____

TICK SEGERBLOM, Chair
Board of Trustees

BY: _____

LYNN MARIE GOYA, County Clerk

UNIVERSITY MEDICAL CENTER OF SOUTHERN
NEVADA

ATTEST:

BY: _____

WILLIAM MCCURDY II, Chair
Board of Trustees

BY: _____

LYNN MARIE GOYA, County Clerk

LAS VEGAS CONVENTION AND VISITORS
AUTHORITY

ATTEST:

BY: _____

JOHN MARZ, Chair
Board of Directors

BY: _____

MARILYN SPIEGEL, Vice Chair

LAS VEGAS VALLEY WATER DISTRICT

ATTEST:

BY: _____

MARILYN KIRKPATRICK, President
Board of Directors

BY: _____

JOHN ENTSMINGER, Secretary

CLARK COUNTY REGIONAL FLOOD CONTROL
DISTRICT

ATTEST:

BY: _____

DEBRA MARCH, Chair
Board of Directors

BY: _____

DEANNA HUGHES, Secretary

ATTEST:

BY: _____
ANA DIAZ, Executive Secretary

ATTEST:

BY: _____
FERMIN LEGUEN, M.D.
District Health Officer or Designee

ATTEST:

BY: _____
TRUDY CASEY, Notary

ATTEST:

BY: _____
LYNN MARIE GOYA, County Clerk

ATTEST:

BY: _____
TANAKA WILSON

ATTEST:

BY: _____
LYNN MARIE GOYA, County Clerk

APPROVED AS TO FORM:

STEVEN B. WOLFSON, District Attorney

BY: _____
MARY ANNE MILLER
Deputy District Attorney

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

RATES EFFECTIVE 01/01/22**CLARK COUNTY, NEVADA
AND AFFILIATES
RATES EXHIBIT A****LIFE INSURANCE****RATES**

Employee	\$0.042*
Retiree	\$0.040*
*Per \$1,000 of coverage	
Spouse	\$1.54
Children	\$1.54
Spouse/Children	\$1.54

PREFERRED PROVIDER ORGANIZATION MEDICAL/DENTAL**ACTIVE EMPLOYEE RATES & EMPLOYEES WHO RETIRED BEFORE 12/31/02**

Employee	\$528.10
Spouse	\$460.11
Children	\$438.66
Spouse/Children	\$852.69
Retiree Medicare	\$354.88
Spouse Medicare	\$445.38

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

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

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

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

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 prorated share of their health benefit cost.

EXCLUSIVE PROVIDER ONLY MEDICAL/DENTAL/VISION

ACTIVE EMPLOYEE RATES & RETIREE RATES

Employee	\$616.85
Spouse	\$538.01
Children	\$512.65
Spouse/Children	\$1,008.11
Retiree Medicare	\$616.85
Spouse Medicare	\$538.01
Surviving Spouse Medicare	\$616.85

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**

	<u>RATES</u>
Member Only	\$542.84
Member & Spouse	\$1,014.60
Member & Child	\$992.88
Member & Family	\$1,418.88

**EXCLUSIVE PROVIDER ONLY
EMPLOYEE & NON-PERS RETIREES COBRA RATES**


	<u>RATES</u>
Member Only	\$629.19
Member & Spouse	\$1,177.96
Member & Child	\$1,152.09
Member & Family	\$1,657.46

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.

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BOARD OF DIRECTORS MEETING

AGENDA DOCUMENTATION

MEETING DATE:	DECEMBER 14, 2021	ITEM NO. 8
TO:	BOARD OF DIRECTORS	
FROM:	CAROLINE BATEMAN GENERAL COUNSEL	<small>DocuSigned by:</small>  <small>362257E0F6A14DD...</small>
SUBJECT:	CONTRACTS REPORT	

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

BOARD ACTION:	
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DocuSigned by:

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STEVE HILL
CEO/PRESIDENT

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.

**LAS VEGAS CONVENTION AND VISITORS AUTHORITY
REPORT FOR THE PERIOD ENDED – SEPTEMBER 30, 2021**

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.

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

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.

Amendment Date	Contractor/Supplier	Description/Justification	Original Amount	Amendment Amount	Revised Amount
August 2021	Concept Matters, LLC.	Extend Services for NFL Consultant	\$101,000	\$78,000	\$179,000

*******END OF REPORT*******

**LAS VEGAS CONVENTION AND VISITORS AUTHORITY
REPORT FOR THE PERIOD ENDED SEPTEMBER 30, 2021**

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)

Contractor	LVCVA Contract No.	OCC No.	Description	Agreed Upon Amount
NONE				

CMAR GMP CONTINGENCY EXPENDITURES

Contractor	LVCVA Contract No.	CMAR No.	Description	Agreed Upon Amount
NONE				

**USE OF DISCRETIONARY ALLOCATION ALLOWANCE FOR ALL OTHER
CONTRACTS**

Contractor	LVCVA Contract No.	Description	Agreed Upon Amount
TVS Design	4483	• Revised Traffic Plans, Rigging Design Changes on Plans, and Reimbursement for Permit Costs	\$14,139
The Boring Company dba Vegas Loop	4570	• Warehouse Transformer Installation for Additional Power Requirements for Fleet Charing	\$25,225
The Boring Company dba Vegas Loop	4570	• Concrete Casing Block Forms	\$6,000
The Boring Company dba Vegas Loop	4570	• Upgrade to Central Station Audio System	\$96,836
McCarthy Building Company	4599	• Change Sisal Wall Fabric to Solid, Cleanable Surface	\$11,676
McCarthy Building Company	4599	• Change Plastic Laminate to Solid Surface	\$9,767
McCarthy Building Company	4599	• Replace Carpet in Office	\$6,719
McCarthy Building Company	4599	• Add Secondary Drain Pans Below Fan Coils	\$1,999
McCarthy Building Company	4599	• Add Sound Attenuation Insulation in Ceiling in Locker Rooms	\$820
McCarthy Building Company	4599	• Ice Machine Relocation	\$9,852
McCarthy Building Company	4599	• Delete Scope Credit for Card Readers	(\$5,342)
McCarthy Building Company	4599	• Add Hardware Flush Valves ILO Battery Operated	\$8,606

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.

Contractor	LVCVA Contract No.	Item No.	Description	Agreed Upon Amount
NONE				

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:

Award	Vendor	Amount	Description	Other Bids Received from
NONE				

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

Award	Vendor	Amount	Description	Other Bids Received from
8/16/2021	Kone, Inc.	\$152,848	Replace Escalator Bullgear Equipment	• Schindler Elevator Corporation

Contracts awarded under \$25,000:

Award	Vendor	Amount	Description
9/3/2021	Precision Pump	\$12,500	• Repair of Central Plant Pumps
9/20/2021	Ashlan Concrete Cutting	\$12,000	• Miscellaneous Concrete Repairs
9/23/2021	McKeon Door of Nevada	\$12,000	• On Call Freight Door Repairs
9/20/2021	Andersen Asphalt	\$12,000	• Miscellaneous Asphalt Repairs
9/17/2021	Automatic Door and Glass	\$11,038	• Install Sliding Glass Door
7/22/2021	North American Video	\$10,000	• Repairs to Security Systems

9/15/2021	McKeon Door of NV	\$5,925	• Replace Damaged Egress Door
7/20/2021	ACCO Engineered Systems	\$5,339	• Install 450lbs of Refrigerant
8/3/2021	Norman Wright Mechanical	\$3,150	• Purchase and Install Two Exhaust Fans

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.

Contractor	LVCVA Contract No.	Description	Agreed Upon Amount
		NONE	

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.


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

*****END OF REPORT*****

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

BOARD OF DIRECTORS MEETING

AGENDA DOCUMENTATION

MEETING DATE:	DECEMBER 14, 2021	ITEM NO. 9
TO:	BOARD OF DIRECTORS	
FROM:	ED FINGER CHIEF FINANCIAL OFFICER	<div style="border: 1px solid black; padding: 2px;"> <small>DocuSigned by:</small>  <small>93337CA3F6364C0...</small> </div>
SUBJECT:	AUDIT COMMITTEE 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
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Increase in expenditures and transfers out:

Marketing (Advertising)	\$ 400,000
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Community Support (Collection Allocation)	\$ 4,563,570
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Transfers Out (LVCCD Capital)	\$20,207,479
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FISCAL IMPACT

ITEM B

None.

BOARD ACTION:	
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DocuSigned by:


Steve Hill

STEVE HILL
CEO/PRESIDENT

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

AUDIT COMMITTEE MEETING

AGENDA DOCUMENTATION

MEETING DATE:	DECEMBER 7, 2021	ITEM A
TO:	AUDIT COMMITTEE	
FROM:	ED FINGER CHIEF FINANCIAL OFFICER	<div style="border: 1px solid black; padding: 2px;"> <small>DocuSigned by:</small>  <small>93337CA3F6364C0...</small> </div>
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
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Increase in expenditures and transfers out:

Marketing (Advertising)	\$ 400,000
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Community Support (Collection Allocation)	\$ 4,563,570
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Transfers Out (LVCCD Capital)	\$20,207,479
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COMMITTEE ACTION:	APPROVED
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STEVE HILL
CEO/PRESIDENT

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.

Las Vegas Convention and Visitors Authority Audit Committee Meeting
Agenda Documentation
Meeting Date: December 7, 2021
Subject: Resolution to Augment Fiscal Year 2022 Budget

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:

	Revenues and Other Sources	Expenditures and Other Uses
GENERAL FUND:		
Beginning fund balance in excess of budget	\$ 25,171,049	\$ -
Increase in Marketing (Advertising) expenditures	-	400,000
Increase in Community Support (Collection Allocation) expenditures	-	4,563,570
Transfer to LVCCD Capital Projects Fund	-	20,207,479
TOTAL GENERAL FUND	<u>\$ 25,171,049</u>	<u>\$ 25,171,049</u>

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

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

AUDIT COMMITTEE MEETING

AGENDA DOCUMENTATION

MEETING DATE:	DECEMBER 7, 2021	ITEM B
TO:	AUDIT COMMITTEE	
FROM:	ED FINGER CHIEF FINANCIAL OFFICER	<div style="border: 1px solid black; padding: 2px;"> <small>DocuSigned by:</small>  <small>93337CA3F6364C0...</small> </div>
SUBJECT:	INTERNAL AUDIT REPORT	

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.

COMMITTEE ACTION:	PRESENTED
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STEVE HILL
CEO/PRESIDENT

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.

2021 BOARD OF DIRECTORS REGULAR MEETING SCHEDULE



JANUARY

S	M	T	W	T	F	S
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FEBRUARY

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JUNE

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JULY

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NOVEMBER

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DECEMBER

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

Regular Meetings

JANUARY	12	MAY	11	SEPTEMBER	14
FEBRUARY	09	JUNE	08	OCTOBER	12
MARCH	09	JULY	13	DECEMBER	14
APRIL	06	AUGUST	10		

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

LVCVA REPRESENTATIVES ON THE LAS VEGAS EVENTS BOARD OF DIRECTORS

Commissioner Jim Gibson
Mayor Carolyn Goodman

LVCCD COMMITTEE

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

MARKETING COMMITTEE

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