REGULAR MEETING OF THE

# Board of Directors

Tuesday, January 14, 2020
Las Vegas Convention Center

www.lvcva.com

LAS Vegas CONVENTION AND VISITORS AUTHORITY

# Board of Directors

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Clark County
Commission Office

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# NOTICE OF PUBLIC MEETING AND AGENDA

## REGULAR MEETING OF THE BOARD OF DIRECTORS
## TUESDAY, JANUARY 14, 2020
## 9:00 A.M.

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

## BOARD OF DIRECTORS:

**Commissioner Larry Brown, Chair**
**Ms. Marilyn Spiegel, Vice Chair**
**Councilman John Marz, Secretary**
**Mr. Gregory Lee, Treasurer**
Mayor Pro Tem Michele Fiore
Mayor Carolyn Goodman
Councilwoman Pamela Goynes-Brown
Mr. Tom Jenkin
Mayor Kiernan McManus
Mr. Anton Nikodemus
Councilman George Rapson
Ms. Mary Beth Sewald
Mr. Steve Thompson
Commissioner Lawrence Weekly

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

Las Vegas Convention and Visitors Authority (LVCVA) – 1st Floor Administration Offices
*3150 Paradise Road, Las Vegas, NV 89109*

City Hall, City of Las Vegas
*495 South Main Street, Las Vegas, NV 89101*

City Hall, City of North Las Vegas
*2250 N Las Vegas Blvd., North Las Vegas, NV 89030*

City Hall, City of Henderson
*240 S Water St., Henderson, NV 89015*

Clark County Government Center
*500 South Grand Central Parkway, Las Vegas, NV 89155*

Clark County Law Library
*309 South 3rd Street, Las Vegas, NV 89101*

Grant Sawyer State Office Building
*555 E Washington Avenue, Las Vegas, NV 89101*

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

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 December 10, 2019, Regular Meeting of the Board.
For possible action.

## PRESENTATIONS

**Presentation by Las Vegas Aviators**
Representatives from the Las Vegas Aviators will present updates on awards received by the Las Vegas Aviators and the Las Vegas Ballpark.

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

**Presentation by LVCVA Staff and GRN Vision**
LVCVA staff and representatives from GRN Vision will present an update on LVCVA sustainability efforts.

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

**Presentations by the LVCVA Staff**
LVCVA staff will deliver presentations on the LVCCD Expansion & Renovation, Operations, Marketing and Sales achievements, People and Possibilities, and General Government highlights.

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

## CONSENT AGENDA

Matters listed on the Consent Agenda are considered routine and may be approved in a single motion or may be moved to the discussion portion of the agenda.

### *GENERAL GOVERNMENT DIVISION*

1. **U.S. Travel Association Membership Renewal**
   That the Board consider: 1) Approving an expenditure in an amount not to exceed $117,225 for the U.S. Travel Association annual membership renewal (January 1, 2020 - December 31, 2020); and 2) Authorizing the Chief Executive Officer (CEO)/President to execute the renewal agreement.

   For possible action.

## LVCVA STAFF REPORTS AND REQUESTED ACTIONS

### *MARKETING DIVISION*

2. **Request for Proposal (RFP) #20-4606, Transportation Services**
   That the Board consider: 1) Awarding RFP #20-4606, Transportation Services, to the following firms: Bell Trans DBA Bell Limousine, Omni Limousine, Inc., AWG Ambassador, LLC, and TLC Luxury Transportation; 2) Approving an expenditure for the services in the amount of $330,000 for February 1, 2020 to January 31, 2022; 3) Authorizing the CEO/President to sign and execute the contract documents; and 4) Authorizing the CEO/President to execute one (1) additional (2) two-year extension of the contracts, with the same terms, upon mutual agreement of the parties.

   For possible action.

### *OPERATIONS DIVISION*

3. **Parking Lot Lease Agreement**
   That the Board consider authorizing the CEO/President to execute a parking lot lease agreement with the World Buddhism Association Headquarters in an amount not to exceed $65,000 for LVCVA employee and labor parking.

   For possible action.

## ***GENERAL GOVERNMENT DIVISION***

4. **General Counsel's Fiscal Year 2020 Goals**
   General Counsel will present a report to the Board outlining her fiscal year 2020 goals

   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 at 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, 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.

Members of the Board may participate in this meeting via telephone conference call. The general public may listen to the conference call at the above-referenced meeting location.

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, Nevada 89109 or by contacting Silvia Perez at 702-892-2802 or sperez@lvcva.com

# MINUTES

Regular Meeting of the Board of Directors

December 10, 2019

# Regular Meeting of the Board of Directors
# December 10, 2019
# Minutes

The Regular Meeting of the Board of Directors (Board) of the Las Vegas Convention and Visitors Authority (LVCVA) was held on December 10, 2019, at the Las Vegas Convention Center, 3150 Paradise Road, Las Vegas, Nevada 89109. This meeting was properly noticed and posted in compliance with the Nevada Open Meeting Law.

**Board of Directors (Board)**
*Present unless otherwise noted*

| | |
|---|---|
| **Commissioner Larry Brown, Chair** | Mr. Tom Jenkin.....*absent* |
| **Ms. Marilyn Spiegel, Vice Chair** | Mr. Anton Nikodemus |
| **Councilman John Marz, Secretary** | Mayor Kiernan McManus |
| **Mr. Greg Lee, Treasurer** | Councilman George Rapson.....*via phone* |
| Mayor Pro Tem Michele Fiore.....*absent* | Ms. Mary Beth Sewald.....*absent* |
| Mayor Carolyn Goodman | Mr. Steve Thompson |
| Councilwoman Pamela Goynes-Brown | Commissioner Lawrence Weekly |

| | |
|---|---|
| LVCVA Executive Staff in Attendance | Steve Hill, CEO/President<br>Caroline Bateman, General Counsel<br>Ed Finger, Chief Financial Officer<br>Randy Shingleton, Vice President of Facilities<br>Lori Nelson-Kraft, Sr. VP of Communications & Government Affairs<br>Fletch Brunelle, Vice President of Marketing<br>Stana Subaric, Senior Vice President of People & Possibilities |

## OPENING CEREMONIES – CALL TO ORDER

Chair Larry Brown called the meeting to order at 9:02 a.m.

**INVOCATION** The invocation was delivered by Reverend Mary Bredlau, Chaplain of the County Coroner's Office.

**FLAG SALUTE** The Pledge of Allegiance followed the invocation.

## COMMENTS FROM THE FLOOR BY THE PUBLIC

Aleta Dupree commented on item 9, and expressed the importance of telecommunications and support of item 13 regarding a lease agreement for LVCVA office space.

Michael Urban, Counsel for Service Employees International Union (SEIU) Local 1107, offered copies of the Memorandums of Understanding (MOU) relating to item 12 and stated he is available for questions from the Board.

Bruce Radel, Steward of the SEIU 1107, introduced Chief Steward Maureen [Allred], provided background on the signing of the MOUs, stated his intent to speak on the item when it is open for public hearing.

Chair Brown asked if Mr. Radel would like to speak on the item during his allotted public comment time. Mr. Radel asked if there would be a chance to speak during the hearing, to which Chair Brown replied no.

Mr. Radel explained the allotted time period for use of the Birthday Holiday had been extended from 60 days to 90 days in the LVCVA's employee handbook in September 2016, but hadn't been extended in the Collective Bargaining Agreement (CBA), and explained the proposed modification of the Canine Officer position to become a union position. Mr. Radel stated both issues were addressed by former LVCVA Chief People Officer Barbara Bolender, who advised an MOU to be created to amend those subjects. Mr. Radel expressed confusion as to why the MOUs are being brought to the Board nine months after being signed.

## APPROVAL OF AGENDA AND MINUTES

**APPROVAL OF THE AGENDA AND MINUTES**

**Vice Chair Marilyn Spiegel moved and it was carried by unanimous vote of the voting members present, including Member George Rapson via telephone, to approve the December 10, 2019, Regular Meeting of the Board of Directors agenda, and the November 12, 2019, Regular Meeting of the Board of Directors minutes.**

## PRESENTATIONS

**Presentation by Fremont Street Experience**

Steve Hill, CEO/President, introduced Patrick Hughes, President/CEO of Fremont Street Experience, to present an update on the canopy project. Mr. Hughes provided a PowerPoint and video presentation on the history of Fremont Street Experience, visitation statistics, and the LED screen. Mr. Hughes provided details relative to the upgrade of the LED screen, including funding and financing, technical specifications, content library, show frequency, daily programming, the overall interactive experience, and the completion of the project. Mr. Hughes acknowledged the LVCVA's partnership in the project, as well as the City of Las Vegas and several suppliers for the project.

Member Carolyn Goodman commented on the early completion of the project and the funding support of the LVCVA, and expressed excitement for the public's response.

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

**Presentations by the LVCVA Staff**

Randy Shingleton, Vice President of Facilities, delivered a PowerPoint presentation on the LVCCD Phase Two expansion project, highlighting the installation of exterior glazing panels, the ribbon roof feature, flooring, installation of escalators and drywall, and provided detailed statistics on the progress of the project.

Mr. Shingleton provided a PowerPoint update on the Campus Wide People Mover project including the official commencement of boring on November 15th and the projected timeline of construction of the first tunnel.

Mr. Shingleton delivered a video presentation on the following Convention Center December highlights:

- National Marijuana Business Conference (MJBizCon) – December 11-13
- Cowboy Christmas through December 14
- Elk Camp and Hunter Christmas Expo through December 14

Fletch Brunelle, Vice President of Marketing, delivered a video presentation on sales and marketing updates:

- Marketing Updates
  - National Finals Rodeo – December 5-14
  - International Association of Exhibitions and Events (IAEE) Expo! Expo! – December 3-5
  - Las Vegas Bowl – December 21
  - America's Party – Las Vegas New Year 2019

- Airline Development
    - Delta launched 17 weekly nonstop flights from Long Beach, CA
    - Virgin Atlantic announced additional twice weekly flights from Manchester July – September 2020

- Marketing Highlights
    - Partnership with NHL on national game time broadcast and digital spots through May

- Public Relations Highlights
    - Distribution of press release highlighting Black Friday and Cyber Monday promotions from resort partners
    - Hosted "LIVE with Kelly and Ryan" which filmed four Las Vegas episodes airing in November and December

Stana Subaric, Senior Vice President of People & Possibilities, recognized Chris Meyer, Vice President of Global Sales, who was recently honored with the IAEE's Chairman's Award.

Lori Nelson-Kraft, Senior Vice President of Communications & Government Affairs, presented a video highlighting news coverage of the LVCVA and The Boring Company's November 15 groundbreaking on the first commercial underground transportation system.

Mr. Hill provided a brief report on the progress of the Phase Two expansion and summarized the opportunities to showcase that progress during IAEE's recent visit to Las Vegas, provided information on a video clip of The Boring Company's progress that will be sent out to Board members, and provided updates on design documents and budget estimates of the Phase Three Renovation.

Mr. Hill stated a compensation consultant, Segal [Water Consulting], has been hired as requested by Compensation Committee Chair Marilyn Spiegel, to review compensation of the LVCVA's executive group. Mr. Hill updated the Board on the progress of hiring a consultant to aid with the Request for Proposal (RFP) process for a marketing firm, and clarified neither of these consultant contracts would reach the $100,000 threshold and therefore will not require Board action. Mr. Hill also updated the Board on the NFL Draft, Pac-12 Football Championship, and the Las Vegas Bowl.

Mr. Hill informed the Board on the progress of the rooftop solar effort for the Convention Center with a contract anticipated to be brought to the Board in January.

Mr. Hill expressed excitement for an upcoming LVCVA branding campaign.

Mr. Hill described the Board member briefing process prior to Board meetings, and informed the Board that efforts will be made to reduce the number of briefings conducted by pairing Board members in combined briefings.

Mr. Hill recognized Ken McAvoy with Informa Markets for his leadership and highlighted the importance of Informa Markets to Las Vegas.

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

## CONSENT AGENDA

Matters listed on the Consent Agenda are considered routine and may be approved in a single motion or may be moved to the discussion portion of the agenda.

Mr. Hill explained consent agenda items 1-7 are routine items that have been budgeted, and requested approval.

***MARKETING DIVISION***

ITEM 1. **Request to Approve Las Vegas Events (LVE) Event Funding: NASCAR RaceJam Weekend, February 22, 2020 and Downtown Rocks Concert Series May-October 2020**

That the Board consider approval of the distribution of funds to LVE in the amount not to exceed $265,000 to fund two events that will be held at the Fremont Street Experience in Downtown Las Vegas:

- NASCAR RaceJam Weekend, February 22, 2020 - $105,000
- Downtown Rocks Concert Series, May-October 2020 - $160,000

Fiscal Impact
FY 2020: Not to exceed $265,000

For possible action.

ITEM 2. **International Tourism Bourse (ITB) Berlin, Germany – March 4-8, 2020**

That the Board consider the following as they relate to the LVCVA exhibiting at ITB Berlin, in Berlin, Germany, March 4-8, 2020: 1) Approving an expenditure in an amount not to exceed $110,000 for booth design and construction; and 2) Authorizing the Chief Executive Officer (CEO)/President to sign and execute the contract documents.

Fiscal Impact
FY 2020: Not to exceed $110,000

For possible action.

ITEM 3. **IMEX Frankfurt - Frankfurt, Germany – May 12-14, 2020**

That the Board consider the following as they relate to the LVCVA exhibiting at IMEX Frankfurt, the Worldwide Exhibition for Incentive Travel, Meetings and Events, in Frankfurt, Germany, May 12-14, 2020: 1) Approving an expenditure in an amount not to exceed $121,000 for booth space expenses; 2) Approving an expenditure in an amount not to exceed $120,000 for booth design and construction; and 3) Authorizing the CEO/President to sign and execute the contract documents.

Fiscal Impact
FY 2020: Not to exceed $241,000

For possible action.

***GENERAL GOVERNMENT DIVISION***

ITEM 4. **Clark County Self-Funded Interlocal and Insurance Plan – Medical and Dental Benefits Agreement**

That the Board approve amendments to the Interlocal Agreement and Clark County Self-Funded Health Benefits Plan, effective for the period of January 1, 2020 through December 31, 2020, for an amount not to exceed $10 million.

Fiscal Impact
FY 2020: $3,500,000
FY 2021: $3,650,000

For possible action.

ITEM 5. **Health Plan of Nevada, Inc. Contract Agreement 2020 – Medical and Dental Benefits Agreement**

That the Board consider authorizing the CEO/President to enter into an amendment and extension of the Group Enrollment Agreement with Health Plan of Nevada, Inc. (HPN) for the 2020 calendar year, in an amount not to exceed $4,300,000.

Fiscal Impact
FY 2020: $2,100,000 Expenditure
FY 2021: $2,200,000 Expenditure

For possible action.

ITEM 6. **The Guardian Life Insurance Company - Voluntary Insurance Coverage Agreement**

That the Board consider authorizing the CEO/President to execute an agreement with The Guardian Life Insurance Company of America for voluntary insurance coverage for benefits including injury, ambulance transportation, hospital-related costs, and accidental death, to be deducted from LVCVA ambassador payroll upon election into the program by the ambassador, for the service period of January 1, 2020 through December 31, 2020 with the option to renew for four (4), one-year periods.

Fiscal Impact
None

The total amount of the contract award is based on ambassador enrollment within each plan, and is estimated at $75,000 annually. All premiums are voluntary ambassador payroll deductions. There is no budgetary expense for the LVCVA.

For possible action.

ITEM 7. **Total Administrative Services Corporation (TASC) - Section 125 Plan Agreement**

That the Board consider authorizing the CEO/President to execute an agreement in an amount not to exceed $2,000 with TASC for the administration of a qualified, voluntary Internal Revenue Service Section 125 Plan for flexible savings accounts for LVCVA ambassadors for the service period of January 1, 2020 through December 31, 2020 with the option to renew for four (4), one-year periods.

Fiscal Impact
FY 2020: $1,000
FY 2021: $1,000

**Vice Chair Spiegel moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to approve items 1-7 on the Consent Agenda as requested by staff.**

## LVCVA STAFF REPORTS AND REQUESTED ACTIONS

### *OPERATIONS DIVISION*

ITEM 8. **Utility Services Agreements**

Ed Finger, Chief Financial Officer, requested that the Board consider authorizing the CEO/President to renew existing utility service agreements with Edlen Electrical Services, Freeman Companies, Global Experience Specialist (GES), Pack Expo Services, and Team Company in a cumulative amount of approximately $10 million in revenue for the LVCVA, effective for the period of January 1, 2020 through December 31, 2020, with the option to renew for three (3) one-year periods.

Fiscal Impact
Estimated Revenue
FY 2020: $6,500,000
FY 2021: $3,500,000

**Vice Chair Spiegel moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to authorize the CEO/President to renew existing utility service agreements with Edlen Electrical Services, Freeman Companies, GES, Pack Expo Services, and Team Company in a cumulative amount of approximately $10 million in revenue for the LVCVA, effective for the period of January 1, 2020 through December 31, 2020, with the option to renew for three (3) one-year periods.**

ITEM 9. **Trial Telecommunications Services – Cox Nevada Telcom, LLC**

Mr. Hill requested that the Board consider approving a one-time pricing trial with Cox Nevada Telcom, LLC in an amount not to exceed $125,000 for the National Association of Broadcasters (NAB) Show 2020, to introduce new telecommunications products and alternative pricing strategies.

Fiscal Impact
The LVCVA and NAB will assume equal financial risk and responsibility up to $250,000 with any additional financial exposure extending to Cox Nevada Telcom, LLC (the Provider) at the end of the trial term.

No more than $125,000 by the LVCVA as indemnity of revenues to the Provider.

No more than $125,000 by NAB as indemnity of revenues to the Provider. Any revenue shortfalls beyond these amounts will be absorbed by the Provider.

**Vice Chair Spiegel moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to approve a one-time pricing trial with Cox Nevada Telcom, LLC in an amount not to exceed $125,000 for the NAB Show 2020, to introduce new telecommunications products and alternative pricing strategies.**

ITEM 10. **Clark County Permitting Consultants and Costs**

Mr. Finger requested that the Board consider: 1) Authorizing the CEO/President to execute amended agreements with Muller Construction, Above the Ceiling, and Las Vegas Civil Engineering for exhibitor booth engineering services not to exceed a cumulative amount of $625,000; and 2) Authorizing the CEO/President to pay all Clark County permit fees related to these design services not to exceed $500,000.

Fiscal Impact
CY 2020: Not to exceed $1,125,000

Member Goodman asked if the shows were notified in advance of the assessment taking place, to which Mr. Finger acknowledged there was a delay in the passage of information to the LVCVA and its customers, and assured staff is working to remedy the situation.

Member Goodman asked if the Board will be advised if any problems arise, to which Mr. Finger concurred.

Member Goodman clarified this was only for January and February, to which Mr. Finger responded the request includes the first three large shows, including ConExpo/Con-Agg.

Member Goodman asked if this was a national effort, and will it penalize the LVCVA in the long-term efforts to obtain convention business, to which Mr. Hill commented on recent action to eliminate requirements for indoor booths, and stated the impact would be primarily on booths of a specific size that are constructed outdoors. Mr. Hill informed that there will be future conversations on whether requirements should be modified, particularly looking at wind load on large multi-story outdoor booths.

Chair Brown clarified the International Business Code's intended target was large, outdoor temporary structures, but in relying upon it, Clark County building officials inadvertently captured everything. Chair Brown acknowledged communication errors on the part of the County, assured stakeholder engagement in future communications, and outlined public safety components to be addressed in regard to large multi-story outdoor facilities.

**Vice Chair Spiegel moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to: 1) Authorize the CEO/President to execute amended agreements with Muller Construction, Above the Ceiling, and Las Vegas Civil Engineering for exhibitor booth engineering services not to exceed a cumulative amount of $625,000; and 2) Authorize the CEO/President to pay all Clark County permit fees related to these design services not to exceed $500,000.**

***GENERAL GOVERNMENT DIVISION***

ITEM 11. **Korn Ferry - Professional Services Agreement, Executive Search Firm**

Ms. Subaric requested that the Board consider authorizing the CEO/President to execute an agreement in an amount not to exceed $140,000, with Korn Ferry, to conduct an executive search for the LVCVA's Chief Marketing Officer (CMO), effective for the period of December 15, 2019 through June 30, 2020.

Fiscal Impact
FY 2020: Not to exceed $140,000

**Vice Chair Spiegel moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to authorize the CEO/President to execute an agreement in an amount not to exceed $140,000, with Korn Ferry to conduct an executive search for the LVCVA CMO, effective for the period of December 15, 2019 through June 30, 2020.**

ITEM 12. **Public Hearing on Proposed Amendments to the Collective Bargaining Agreement (CBA) with the Services Employees International Union (SEIU) Local 1107 – 1) Birthday Holiday Usage Time Period; and 2) Canine Officer Membership**

Mr. Finger provided an introduction on agenda item 12, and Ms. Subaric requested that the Board consider, pursuant to NRS 288.153: 1) Conducting a public hearing on proposed amendments to the CBA; 2) Approving the proposed amendment to the CBA, pursuant to a Memorandum of Understanding (MOU), to expand the allotted usage time period during which SEIU employees may utilize their Birthday Holiday; and 3) Approving the proposed amendment to the CBA, pursuant to an MOU, to include Canine Officers.

Fiscal Impact
Birthday Holiday: None
Canine Officer Job Classification: Longevity in 2023 for one employee, payment of $3,100.

Chair Brown asked if any employees have been harmed by the delay in bringing the MOUs to the Board, to which Mr. Finger stated he didn't believe so, and as part of the approval, the prescription would be to the date of the MOU.

**Conduct a Public Hearing on the proposed amendments to the CBA between the LVCVA and SEIU, Local 1107**

**Chair Brown opened the Public Hearing on the proposed amendments to the CBA.**

Mr. Urban distributed copies of the (attached) Memorandums of Understanding, and stated his concerns regarding the effective date of March 1, 2019 and the acceptance of the language by the Board, specifically that of the affected employee's longevity.

Mr. Finger confirmed the hire date of the employees will drive all CBA-entitled benefits received and agreed the March 1, 2019 date is correct.

Chair Brown apologized for his earlier erroneous comment to a public speaker that there would not be another chance to speak, and invited Mr. Radel to express any additional comments, to which Mr. Radel declined.

No additional members of the public expressed interest in addressing the Board during the public hearing.

**Chair Brown closed the Public Hearing on proposed amendments to the CBA between the LVCVA and SEIU, Local 1107**

**Vice Chair Spiegel moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to: 1) Conduct a public hearing on proposed amendments to the CBA; 2) Approve the proposed amendment to the CBA, pursuant to a MOU, to expand the allotted usage time period during which SEIU employees may utilize their Birthday Holiday; and 3) Approve the proposed amendment to the CBA, pursuant to an MOU, to include Canine Officers.**

ITEM 13. **Authorization to Execute Office and Parking Space Lease**

Mr. Finger requested that the Board consider authorizing the CEO/President to enter in to a lease in an amount not to exceed $12,991,000 for office space, including tenant improvements, and parking space at 101 Convention Center Drive with Vegasstarr LLC and Concord Prime LLC.

Fiscal Impact

| Fiscal Year | Net Rent* | Tenant Improvement | Total |
|---|---|---|---|
| FY 2020 | $ 0 | $5,000,000 | $5,000,000 |
| FY 2021 | 1,450,000 | | 1,450,000 |
| FY 2022 | 670,000 | | 670,000 |
| FY 2023 | 1,167,000 | | 1,167,000 |
| FY 2024 | 1,327,000 | | 1,327,000 |
| FY 2025 | 1,366,000 | | 1,366,000 |
| FY 2026 | 1,407,000 | | 1,407,000 |
| FY 2027 | 604,000 | | 604,000 |
| | $7,991,000 | $5,000,000 | $12,991,000 |

This item also authorizes an early termination provision after the third year. The cost of the early termination provision is $1,034,090. If exercised, approximately $4.0 million of rent for years 3-6 would not be paid.

*$1,034,090 of fiscal year 2021 rent is prepaid rent paid to contractor for owner's portion of tenant improvement, abated in rent payments from months 1-22 of the lease.

Member Goodman asked what the long-term plans were as far as any consideration of a lease option to purchase the building, and what measurements will be used to assess future growth and development of the LVCVA. Mr. Finger responded the risk analysis is operational rather than financial. Mr. Finger stated the LVCVA intends to use approximately ¼ of the 300,000 square-foot building and that the option of purchasing the building was explored, but not recommended. Mr. Finger outlined the details of the proposed lease and described other lease scenarios that were considered.

Member Goodman asked what the alternatives were, to which Mr. Finger answered they were to lease other space, build on property, or renovate inside existing facilities. Member Goodman asked how deeply those alternatives were explored specifically the improvements on the back side of the property on Joe Brown Drive, to which Mr. Finger answered the facility on Joe Brown Drive isn't viable for administrative office space and further detailed the evaluations of several alternative options that have taken place in the past, leading to the selection of the current recommendation.

Member Goodman asked why the South Hall option failed, to which Mr. Finger explained converting meeting space to administrative office space creates a revenue loss of approximately $1 million per year, and the cost of the proposed lease is "washed" by that revenue loss, not including the at least $15 million in renovation costs for converting South Hall space into office space.

Member Goodman asked if there was a long-term plan for the LVCVA property on Joe Brown Drive, and expressed her thoughts on the importance of proximity between administrative office space and the convention center. Mr. Finger agreed on the importance of proximity, and stated the 101 Convention Center Drive address is ideal, as it is "on the front door" of the expansion. Mr. Finger clarified the LVCVA property on Joe Brown Drive that Member Goodman referred to is the land on the east side of Joe Brown Drive which houses the Public Affairs department, and a small parking lot which is utilized during shows. Mr. Finger confirmed the property will be used in the future, and is a valuable asset.

Member Goodman asked what the long-term plans are for office space and how old the [101 Convention Center Drive] building is, to which Mr. Finger replied it was built in the '70s. Mr. Hill reiterated the breadth of due diligence in office space options described by Mr. Finger, and agreed moving administrative offices outside of walking distance of the convention center campus is not a good idea. Mr. Hill stated the move to 101 Convention Center Drive is the long-term plan as it is the best financial outcome for the organization, unless the lease experience is deemed unacceptable. Mr. Hill discussed the potential that the LVCVA's occupation of the building will attract other convention service businesses to occupy the space as well.

Member Goodman asked who owns the [101 Convention Center Drive] building, to which Mr. Finger answered it is a business entity with co-owners Vegasstarr LLC and Concord Prime LLC.

**Vice Chair Spiegel moved and it was carried by unanimous vote of the voting members present, including Member Rapson via telephone, to authorize the CEO/President to enter in to a lease in an amount not to exceed $12,991,000 for office space, including tenant improvements, and parking space at 101 Convention Center Drive with Vegasstarr LLC and Concord Prime LLC.**

## COMMENTS FROM THE FLOOR BY THE PUBLIC

Aleta Dupree provided thoughts on the new convention center expansion building, the underground transportation system, the office lease, proposed the use of electric rental bikes, and commented on the use and storage of solar based electricity.

## ADJOURNMENT

Chair Brown adjourned the meeting at 10:19 a.m.

Respectfully submitted,

Silvia Perez
Executive Assistant to the Board

Date Approved: *January 14, 2020*

Larry Brown
Chair

SEIU NEVADA

MEMORANDUM OF UNDERSTANDING

BETWEEN

SERVICE EMPLOYEES INTERNATIONAL UNION, LOCAL 1107

(hereinafter "Union")

AND

LAS VEGAS CONVENTION AND VISITORS AUTHORITY

(hereinafter collectively "Employer")

Re: Labor Agreement Between

SERVICE EMPLOYEES INTERNATIONAL UNION, LOCAL 1107
And
LAS VEGAS CONVENTION AND VISITORS AUTHORITY
(hereinafter "Collective Bargaining Agreement")

Effective March 1, 2019, it is hereby agreed by and between Employer and Union that:

As part of their CBA for the time period of July 1, 2018, through June 30, 2023, Appendix A entitled "LVCVA Bargaining Unit Classifications EMPLOYEES" shall be amended to include the following job classification:

Canine Officer

This position shall be included in the bargaining unit and the employee holding the classification of Canine Officer shall have his/her original hire date control in determining eligibility for all rights, privileges and benefits under the CBA.

Dated this 5th day of March, 2019

For the Employer:

Las Vegas Convention and Visitors Authority

By: Barbara Baldwin

Its: Chief People Officer

For the Union:

Service Employees International Union, Local 1107

By: [signature]

Its: CO-TRUSTEE

SERVICE EMPLOYEES INTERNATIONAL UNION LOCAL 1107, CTW CLC

2250 S. Rancho Drive
Suite #165
Las Vegas, NV 89102

PHONE 702-386-8849
FAX 702-386-4883

www.seiunv.org

SEIU NEVADA

**MEMORANDUM OF UNDERSTANDING**

**BETWEEN**

**SERVICE EMPLOYEES INTERNATIONAL UNION, LOCAL 1107**

**(hereinafter "Union")**

**AND**

**LAS VEGAS CONVENTION AND VISITORS AUTHORITY**

**(hereinafter collectively "Employer")**

**Re: Labor Agreement Between**
**SERVICE EMPLOYEES INTERNATIONAL UNION, Local 1107**
**and**
**LAS VEGAS CONVENTION AND VISITORS AUTHORITY**
**(hereinafter "Collective Bargaining Agreement")**

Effective March 1, 2019, it is hereby agreed by and between Employer and Union that:

As part of their CBA for the time period of July 1, 2018 through June 30, 2023, it is hereby agreed that Article 10, Subsection 10.5, shall be amended as follows:

10.5 The birthday holiday will be taken off in the pay period earned or no later than 90 calendar days following the employee's birthday. If an employee is out on paid status for longer than 90 days form his/her birthday, he/she will be paid for the holiday. Birthday holiday is included in overtime calculation.

Dated this 5th day of March, 2019

| For the Employer: | For the Union: |
|---|---|
| Las Vegas Convention and Visitors Authority | Service Employees International Union, Local 1107 |
| By: Barbara Baldwin | By: [signature] |
| Its: Chief People Officer | Its: CO-TRUSTEE |

SERVICE EMPLOYEES
INTERNATIONAL UNION
LOCAL 1107, CTW CLC

2250 S. Rancho Drive
Suite #165
Las Vegas, NV 89102

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FAX 702-386-4883

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## Article 13
## LONGEVITY BONUS PROGRAM

13.1 – Eligibility

Bargaining unit employees hired on or before June 30, 2018 will receive longevity bonuses upon completion of 8 full years of creditable service.

Bargaining unit employees hired on or after July 1, 2018 are not eligible for longevity bonuses.

Bargaining unit employees hired on or after July 1, 2018, who are hired in at the Step 0 rate of pay, who progress through the Steps to the Step 8 rate of pay in no less than 8 years of service, and are therefore eligible for the Step 9 rate of pay, shall skip the Step 9 rate of pay and advance directly to the Step 10 rate of pay pursuant to the salary ranges attached as Appendix B, pursuant to Article 7 "Step Progression," 7.3 "Effective Date," provided all other Article 7 step progression requirements are met. Employees are entitled to advance in this manner one time only in their career pursuant to the provisions of this Article.

13.2 – Payment

a. Longevity bonus will be paid annually, in a lump sum amount, on the first working day of the month in which it is due.

b. Longevity bonus payments will be prorated, as adjusted, for employees terminated for any reason.

c. Longevity bonus rates for eligible employees hired prior to July 1, 2018 will be paid at the rate of .59 of 1% of the base salary per year for each year of creditable service.

13.3 – Creditable Service for Longevity Bonus Computation

Creditable service includes:

a. Employment with the Authority in paid status within the bargaining unit.

b. Any period in which an employee is called into the active military service of the United States Armed Forces involuntarily.

c. Any period of an approved FMLA, Workers' Compensation, or ADA leave (ADA leave not to exceed 3 months).

13.4 – Rehired Employees

An employee's creditable service will terminate when the employee terminates employment for any reason, except in the situation where an employee is rehired within six (6) months after the effective date of termination, in which case the employee's previous creditable service shall be restored in its entirety.

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# LAS VEGAS CONVENTION AND VISITORS AUTHORITY
# BOARD OF DIRECTORS MEETING
## AGENDA DOCUMENTATION

| | | |
|---|---|---|
| **MEETING DATE:** | **JANUARY 14, 2020** | **ITEM NO. 1** |
| **TO:** | **BOARD OF DIRECTORS** | |
| **FROM:** | **LORI NELSON-KRAFT<br>SENIOR VICE PRESIDENT OF COMMUNICATIONS AND GOVERNMENT AFFAIRS**<br>DocuSigned by:<br>Lori Nelson-Kraft<br>E8811EFD35CF413... | |
| **SUBJECT:** | **U.S. TRAVEL ASSOCIATION MEMBERSHIP RENEWAL** | |

**RECOMMENDATION**

That the Board of Directors consider: 1) Approving an expenditure in an amount not to exceed $117,225 for the U.S. Travel Association annual membership renewal (January 1, 2020 - December 31, 2020); and 2) Authorizing the Chief Executive Officer (CEO)/ President to execute the renewal agreement.

For possible action.

**FISCAL IMPACT**

FY 2020: Not to exceed $117,225

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Steve Hill
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**STEVE HILL**
**CEO/PRESIDENT**

| | |
|---|---|
| **BOARD ACTION:** | |

**PURPOSE AND BACKGROUND**

The U.S. Travel Association is a 501(c)(6) national advocacy organization representing the travel industry that prioritizes high-impact issues, opportunities and challenges to help increase travel to and within the United States. The U.S. Travel Association focuses on creating positive growth for the U.S. tourism industry by advocating for policies and influencing change at state and local levels.

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# LAS VEGAS CONVENTION AND VISITORS AUTHORITY
# BOARD OF DIRECTORS MEETING
## AGENDA DOCUMENTATION

| | | |
|---|---|---|
| **MEETING DATE:** | **JANUARY 14, 2020** | **ITEM NO. 2** |
| **TO:** | **BOARD OF DIRECTORS** | |
| **FROM:** | **CHRIS MEYER**<br>**VICE PRESIDENT OF GLOBAL SALES** | DocuSigned by:<br>Chris Meyer<br>B9687CF3A9B04E0... |
| **SUBJECT:** | **REQUEST FOR PROPOSAL (RFP) #20-4606, TRANSPORTATION SERVICES, AND EXECUTION OF CONTRACTS** | |

**RECOMMENDATION**

That the Board of Directors consider: 1) Awarding RFP #20-4606, Transportation Services, to the following firms: Bell Trans DBA Bell Limousine, Omni Limousine, Inc., AWG Ambassador, LLC, and TLC Luxury Transportation; 2) Approving an expenditure for the services in the amount of $330,000 for February 1, 2020 to January 31, 2022; 3) Authorizing the Chief Executive Officer (CEO)/President to sign and execute the contract documents; and 4) Authorizing the CEO/President to execute one (1) additional (2) two-year extension of the contracts, with the same terms, upon mutual agreement of the parties.

For possible action.

**FISCAL IMPACT**

FY 2020: $69,000
FY 2021: $165,000
FY 2022: $96,000

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Steve Hill
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| | |
|---|---|
| **BOARD ACTION:** | |

**STEVE HILL**
**CEO/PRESIDENT**

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**PURPOSE AND BACKGROUND**

The Sales division requires transportation services including airport transfers, familiarization tours, hotel and resort partner site inspections, and client transportation for special events, for sales and marketing activities. Based on specifications provided by the Sales division, the Purchasing Department issued a Request for Proposals . Eight proposals were received, all local to Clark County, and four firms were selected to provide the necessary transportation services.

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Each of the selected transportation firms provides different types and styles of vehicles, and in consideration of vehicle availability and pricing, the following companies have been selected to provide transportation services with the following allocation of funds for the term of the agreement:

| **FIRM** | **CONTRACT AMOUNT** | **CITY, STATE** |
|---|---|---|
| Bell Trans, d.b.a. Bell Limousine | $260,000 | Las Vegas, NV |
| Omni Limousine, Inc | $50,000 | Las Vegas, NV |
| AWG Ambassador, LLC | $10,000 | Las Vegas, NV |
| TLC Luxury Transportation | $10,000 | Las Vegas, NV |

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# LAS VEGAS CONVENTION AND VISITORS AUTHORITY
# BOARD OF DIRECTORS MEETING
## AGENDA DOCUMENTATION

| | | |
|---|---|---|
| **MEETING DATE:** | **JANUARY 14, 2020** | **ITEM NO. 3** |
| **TO:** | **BOARD OF DIRECTORS** | |
| **FROM:** | **BRIAN YOST**<br>**CHIEF OPERATING OFFICER** | DocuSigned by:<br>Brian Yost<br>9EB0A1EA330F4A7... |
| **SUBJECT:** | **PARKING LOT LEASE AGREEMENT** | |

**RECOMMENDATION**

That the Board of Directors consider authorizing the Chief Executive Officer (CEO)/President to execute a parking lot lease agreement with the World Buddhism Association Headquarters in an amount not to exceed $65,000 for Las Vegas Convention and Visitors Authority (LVCVA) employee and labor parking.

For possible action.

**FISCAL IMPACT**

Current Approval Request: $ 65,000
Aggregate Vendor Total for FY 2020: $130,000

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Steve Hill
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**STEVE HILL**
**CEO/PRESIDENT**

| | |
|---|---|
| **BOARD ACTION:** | |

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**PURPOSE AND BACKGROUND**

Due to the amount of parking lot space being leased to the CONEXPO-CON/AGG show, the LVCVA requires additional parking space for employees and labor personnel. Staff is recommending the Board approves a lease agreement with the World Buddhism Association Headquarters to lease their parking lot located on 475 E. Sahara Ave, Las Vegas, NV 89109 for the period of March 8, 2020 – March 16, 2020. The LVCVA previously executed a lease agreement with the World Buddhism Association Headquarters, for parking space during CES 2020, under the CEO's Signature Authority. However, the aggregate value of the proposed lease agreement exceeds the CEO's Signature Authority and thus comes before the Board for approval.

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The aggregate total of all contracts with this vendor is as follows:

| | |
|---|---|
| Previous lease agreement executed by LVCVA staff in December 2019 for use of parking spaces during CES 2020: | $65,000 |
| Proposed lease agreement for LVCVA staff and labor personnel for use of parking spaces during CONEXPO-CON/AGG 2020: | 65,000 |
| Total Aggregate Spend of an Amount Not to Exceed | $130,000 |

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# LAS VEGAS CONVENTION AND VISITORS AUTHORITY
# BOARD OF DIRECTORS MEETING
## AGENDA DOCUMENTATION

| | | |
|---|---|---|
| **MEETING DATE:** | **JANUARY 14, 2020** | **ITEM NO. 4** |
| **TO:** | **BOARD OF DIRECTORS** | |
| **FROM:** | **CAROLINE BATEMAN<br>GENERAL COUNSEL** | DocuSigned by:<br>Caroline Bateman<br>382257E6F8A14DD... |
| **SUBJECT:** | **GENERAL COUNSEL'S FISCAL YEAR 2020 GOALS** | |

**RECOMMENDATION**

General Counsel will present a report to the Board of Directors outlining her fiscal year (FY) 2020 goals.

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

**FISCAL IMPACT**

None

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Steve Hill
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| | |
|---|---|
| **BOARD ACTION:** | |

**STEVE HILL**
**CEO/PRESIDENT**

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**PURPOSE AND BACKGROUND**

General Counsel will present a report to the Board of Directors outlining her FY 2020 goals.

# 2020 Board of Directors Regular Meeting Schedule

LAS Vegas CONVENTION AND VISITORS AUTHORITY

### JANUARY

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

### FEBRUARY

| S | M | T | W | T | F | S |
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| 16 | 17 | 18 | 19 | 20 | 21 | 22 |
| 23 | 24 | 25 | 26 | 27 | 28 | 29 |

### MARCH

| S | M | T | W | T | F | S |
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| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
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| 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 29 | 30 | 31 | | | | |

### APRIL

| S | M | T | W | T | F | S |
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| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | | |

### MAY

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| 17 | 18 | 19 | 20 | 21 | 22 | 23 |
| 24 | 25 | 26 | 27 | 28 | 29 | 30 |
| 31 | | | | | | |

### JUNE

| S | M | T | W | T | F | S |
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| 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| 21 | 22 | 23 | 24 | 25 | 26 | 27 |
| 28 | 29 | 30 | | | | |

### JULY

| S | M | T | W | T | F | S |
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| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | 31 | |

### AUGUST

| S | M | T | W | T | F | S |
|---|---|---|---|---|---|---|
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| 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| 16 | 17 | 18 | 19 | 20 | 21 | 22 |
| 23 | 24 | 25 | 26 | 27 | 28 | 29 |
| 30 | 31 | | | | | |

### SEPTEMBER

| S | M | T | W | T | F | S |
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| 13 | 14 | 15 | 16 | 17 | 18 | 19 |
| 20 | 21 | 22 | 23 | 24 | 25 | 26 |
| 27 | 28 | 29 | 30 | | | |

### OCTOBER

| S | M | T | W | T | F | S |
|---|---|---|---|---|---|---|
| | | | | 1 | 2 | 3 |
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| 11 | 12 | 13 | 14 | 15 | 16 | 17 |
| 18 | 19 | 20 | 21 | 22 | 23 | 24 |
| 25 | 26 | 27 | 28 | 29 | 30 | 31 |

### NOVEMBER

| S | M | T | W | T | F | S |
|---|---|---|---|---|---|---|
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| 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 29 | 30 | | | | | |

### DECEMBER

| S | M | T | W | T | F | S |
|---|---|---|---|---|---|---|
| | | 1 | 2 | 3 | 4 | 5 |
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| 13 | 14 | 15 | 16 | 17 | 18 | 19 |
| 20 | 21 | 22 | 23 | 24 | 25 | 26 |
| 27 | 28 | 29 | 30 | 31 | | |

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

## Regular Meetings

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

## Committee Meetings

MARKETING COMMITTEE MEETING – JANUARY 27

# Committees of the LVCVA Board of Directors

## AUDIT COMMITTEE

Mr. Gregory Lee, Chair
Mayor Kiernan McManus, Vice Chair
Councilman George Rapson
Ms. Mary Beth Sewald
Mr. Steve Thompson

## COMPENSATION COMMITTEE

Ms. Marilyn Spiegel, Chair
Ms. Mary Beth Sewald, Vice Chair
Mayor Pro Tem Michele Fiore
Mr. Tom Jenkin
Commissioner Lawrence Weekly

## POLICY COMMITTEE

Mr. Steve Thompson, *Chair*
Councilman George Rapson, *Vice Chair*
Commissioner Larry Brown
Mayor Carolyn Goodman
Mr. Gregory Lee
Mayor Kiernan McManus
Mr. Anton Nikodemus

## LVCVA REPRESENTATIVES ON THE LAS VEGAS EVENTS BOARD OF DIRECTORS

Commissioner Larry Brown
Mayor Carolyn Goodman

## LVCCD COMMITTEE

Commissioner Larry Brown, Chair
Mr. Anton Nikodemus, Vice Chair
Mayor Carolyn Goodman
Councilwoman Pamela Goynes-Brown
Mr. Tom Jenkin
Councilman John Marz
Mr. Steve Thompson
Commissioner Lawrence Weekly

## MARKETING COMMITTEE

Councilman John Marz, Chair
Councilwoman Pamela Goynes-Brown, Vice Chair
Commissioner Larry Brown
Mayor Pro Tem Michele Fiore
Mr. Tom Jenkin
Mr. Anton Nikodemus
Commissioner Lawrence Weekly