



CONVENTION AND VISITORS AUTHORITY

**REGULAR MEETING OF THE BOARD OF DIRECTORS  
DECEMBER 11, 2007  
MINUTES**

The Regular Meeting of the Board of Directors of the Las Vegas Convention and Visitors Authority was held the 11<sup>th</sup> day of December 2007 at the Las Vegas Convention Center, 3150 Paradise Road, Las Vegas, Nevada. This meeting had been properly noticed and posted in compliance with the "Nevada Open Meeting Law".

**I. OPENING CEREMONIES**

CALL TO ORDER

Chairman Oscar Goodman called the meeting to order at 9:00 a.m. On roll call the following members were present, constituting a quorum thereof.

**Mayor Oscar Goodman, Chair**  
**Mr. Keith Smith, Vice Chair**  
**Mayor James Gibson, Sec./Tr.**  
Mr. Charles Bowling  
Councilman Larry Brown  
Commissioner Tom Collins  
Ms. Susan Holecheck

Ms. Kara Kelley  
Mayor Michael Montandon  
Mr. Scott Nielson  
Councilman Mike Pacini  
Mr. Andrew Pascal  
Commissioner Rory Reid

Mr. Tom Jenkin.....Absent

LVCVA  
Executive  
Staff in  
Attendance

Rossi Ralenkotter, President/CEO  
Terry Jicinsky, Senior Vice President – Marketing Division  
E. James Gans, Senior Vice President – Operations Division  
Luke Puschnig, Legal Counsel

INVOCATION  
FLAG SALUTE

Father Larry Lentz, Guardian Angel Cathedral presented the invocation.  
The Flag Salute followed the invocation.

***(MEMBER ANDREW PASCAL ENTERED THE MEETING)***

APPROVAL OF THE AGENDA  
and  
APPROVAL OF THE MINUTES

President Rossi Ralenkotter informed the Board that the December 11, 2007 Agenda, as well as the Minutes of the November 13, 2007 Regular Meeting of the Board of Directors were in order for Board approval.

**Member Susan Holecheck moved and it was carried by unanimous vote of the members present to: 1) Approve the December 11, 2007 Agenda as presented; and, 2) Approve the Minutes of the November 13, 2007 Board of Directors Meeting with a correction to the location of the Washington D.C. Advocacy Event.**

## II. PRESENTATIONS

### MOST VALUABLE PLAYER PROGRAM

The Most Valuable Player (“MVP”) program recognizes and rewards excellence in delivering on the Mission and the Brand promise, exemplifying the core values and/or providing above and beyond service to Las Vegas Convention and Visitors Authority internal and/or external customers. The Vice President of Human Resources, Mark Olson, presented the November 2007 MVP Award to **Ramon Panaligan, Custodian – Client Services Department.**

## III. STAFF REPORTS

### MARKETING DIVISION

#### Introduction

Senior Vice President Terry Jicinsky introduced the representatives from the LVCVA International Offices. Mr. Jicinsky also introduced the LVCVA Vice President of International Brand Strategy, Mr. John Bischoff.

#### “YOUR VEGAS IS SHOWING” TELEVISION COMMERCIALS

Staff presented a PowerPoint overview of the concept and objectives of the new “Your Vegas is Showing” campaign. They completed their presentation by showing of the print advertising and a video of the television commercials.

#### BIG LEAGUE WEEKEND SERIES

This year’s Big League Weekend Series, featuring the Chicago Cubs and the Seattle Mariners playing two exhibition games, will be held March 28-29, 2008 at Cashman Field. As in the past, radio and television broadcast of the games in the respective markets is anticipated. The Las Vegas Convention and Visitors Authority and the Las Vegas 51’s will co-sponsor the games and share in the net profit.

#### Fiscal Impact:

FY 2007/2008	Estimated Expenditure:	\$400,000
	Estimated Revenue:	( <u>200,000</u> )
	Estimated Net Cost to the LVCVA:	\$200,000

**Member Larry Brown disclosed he will abstain from voting on this item due to his involvement with the Las Vegas 51’s.**

**Member James Gibson moved and it was carried by unanimous vote of the members present to approve an estimated expenditure of \$400,000 to fund the 2008 Big League Weekend Series to be held March 28-29, 2008 at Cashman Field in Las Vegas, Nevada.**

**MARKETING DIVISION (Continued)**

MESQUITE  
POWWOW AND  
NATIVE ARTS  
FESTIVAL  
(Las Vegas Events)

Las Vegas Events is sponsoring the Mesquite PowWow and Native Arts Festival at the Casablanca special events facility in Mesquite, Nevada, January 18-20, 2008. This event features over 30 categories of Native American singing and dancing competitions, along with a variety of arts and crafts from the southwestern United States.

This has been approved by the Mesquite Resort Association and was approved at the Las Vegas Events November Board meeting.

Fiscal Impact:

FY 2007/2008 - Estimated Expenditure: \$15,000

**Member James Gibson moved and it was carried by unanimous vote of the members present to approve the distribution of funds to Las Vegas Events in the amount of \$15,000 to fund the Mesquite PowWow and Native Arts Festival, January 18-20, 2008 at the Casablanca special events facility in Mesquite, Nevada.**

**OPERATIONS DIVISION**

MWH AMERICAS  
PROFESSIONAL  
SERVICES  
AGREEMENT  
Amendment No. 1  
to  
Task Order No. 3  
(MPEP)

Staff presented an Amendment to Task Order No. 3 with *MWH Americas, Inc.* With this Amendment, the design oversight responsibilities will no longer be required within the *HNTB Nevada, Inc.* sub-contract with *MWH Americas, Inc.* since the Las Vegas Convention and Visitors Authority has a separate Master Architect contract with them that was approved by the Board on July 10, 2007. It is recommended that the existing contract capacity of \$6,520,000 be re-allocated to *MWH Americas, Inc.* to provide the program and construction management resources for the delivery of the program through the first quarter of 2012.

Fiscal Impact:

This Amendment does not increase the existing contract amount.

**Vice Chairman Keith Smith moved and it was carried by unanimous vote of the members present to: 1) Approve Amendment #1 to Task Order #3 with MWH Americas, Inc. Las Vegas, Nevada; and, 2) Authorize the President/CEO to execute the contract documents.**

**Operations Division (Continued)**

**BUSINESS CENTER  
SERVICES**  
(RFP #08-2024)

The Business Center Services Agreement was awarded to *Encore Productions, Inc.* in October 2002, and is due to expire in of January 2008. The terms and conditions of the 5-year Agreement support an exclusive, full service Business Center. After review of the current Agreement, Staff researched the Business Center services of similar convention facilities across the United States, and also considered input from LVCVA's customers. Based on this research, it was determined that it would be advantageous to re-bid the requirements, thus changing the majority of the products and services offered by the Business Center to non-exclusive. A Request For Proposal was sent to Business Center providers in the industry. Of the nine invitations, four proposals were received, and those four companies made oral presentations to the LVCVA Evaluation Committee. Based on the Committee's review process, *FedEx Kinko's Office and Print Services, Inc.* earned the highest rating.

Fiscal Impact:

FY 2008-2013: \$1,600,000 Projected Revenue to the LVCVA

**Vice Chairman Keith Smith moved and it was carried by unanimous vote of the members present to: 1) Award Business Center Services (RFP #08-2024) to FedEx Kinko's Office and Print Services, Inc., Dallas, Texas, for the period February 1, 2008 through January 31, 2013 with the Recommendation by the Board\*; and, 2) Authorize the President/CEO to execute the contract documents.**

**\*Recommendation by the Board:**

**Vice Chairman Keith Smith requested that language be added to the contract that allows the LVCVA to opt-out of the contract if they are not satisfied with the performance of the vendor.**

**Operations Division (Continued)**

**TELECOMMUNICATION  
SERVICES PROVIDER  
(RFQ #08-2043)**

In November 2007, Staff conducted the Request for Qualifications process for a Telecommunication Services Provider. The Statement of Qualifications were reviewed and judged independently by the LVCVA Evaluation Committee. Seven companies were evaluated by the Committee; *Smart City Networks LP* earned the highest total ranking.

If approved by the Board, Staff will negotiate a new 5-year contract with *Smart City Networks, LP*, and if unable to reach a satisfactory agreement between both parties by March 1, 2008, Staff will continue with a Request for Proposals process.

In early 2008, Staff will present to the Board of Directors for approval a contract with *Smart City Networks LP*, or a recommendation of a new Telecommunication Services Provider.

Mr. Paul Gillespie, Owner, *ShowNets, LLC*, and Mr. Steve Shorr, Vice President, *Cox Communications*, addressed the Board with concerns about the length of time the LVCVA has had a contract with *Smart City Networks*; a contract which included three extensions without any changes to the language in the contract. Both Mr. Gillespie and Mr. Shorr expressed their disappointment in the decision by the LVCVA Staff to recommend *Smart City Networks* without further consideration of their respective companies, which they believed to be qualified for the task. They both stated that they believe this should be a competitive bid.

Mr. Gillespie requested that the Board not approve this item and that the LVCVA follow through with the RFP as planned.

President Rossi Ralenkotter explained the process used by Staff and the deciding factors that lead to their decision to recommend *Smart City Networks* for Board approval.

Vice Chairman Keith Smith reminded the representatives from *Smart City Networks* who were in attendance at this meeting that the Board expects top level performance.

**Vice Chairman Keith Smith requested that language be added to the contract that allows the LVCVA to opt-out of the contract if the Board is not satisfied with the performance of the vendor.**

**Member Rory Reid disclosed that he will be abstaining from voting on this item because his law firm works for one of the applicants.**

**Following the discussion, Vice Chairman Keith Smith moved and it was carried by unanimous vote of the members present to authorize Staff to negotiate a new 5-year Agreement with *Smart City Networks, LP, Las Vegas, Nevada*, based on the results of the Request for Qualifications process.**

**If a new Agreement cannot be reached by March 1, 2008, Staff will then proceed with the Request for Proposal process.**

ASSIGNMENT OF  
STARS LAS VEGAS,  
LLC. LEASE

The *Stars Las Vegas, LLC* lease Cashman Field in order to play AAA baseball games and they have a contract with the Los Angeles Dodgers for Major League player development. The current lease with the *Stars Las Vegas, LLC* expires December 31, 2010.

The *Stars Las Vegas, LLC* are in the process of selling the team (*Las Vegas 51's*) to the *Las Vegas 51s, LLC*. The final approval of the sale needs to be made by the Baseball Office of the Commissioner. The new owners will assume all rights and obligations under the current lease.

Staff will come before the Board of Directors in the future with a new Lease Agreement with the new owners.

Introduction

Mr. Don Logan introduced Mr. Derek Stevens, Owner of the *Las Vegas 51s*.

**Member Larry Brown disclosed that he will be abstaining from voting on this item as he is an employee of the Las Vegas 51's.**

**Member James Gibson moved and it was carried by unanimous vote of the members present to: 1) Approve the assignment of the lease of Cashman Field with the *Stars Las Vegas, LLC* to the *Las Vegas 51s, LLC*, contingent upon approval by the Baseball Office of the Commissioner; and, 2) Authorize the President/CEO to execute the appropriate documents.**

CASHMAN FIELD  
SCOREBOARD  
RENOVATION  
(BID #08-2056)

The scoreboard at Cashman Field is over 20 years old and is increasingly difficult and costly to maintain because replacement parts and operating software are no longer available.

A newly renovated scoreboard would bring Cashman Field up to date, lower energy and maintenance costs, offer greater capabilities for advertising, and overall enhance the customers experience.

Based on specifications provided by the Facilities Department, bids were received from four companies, with *Young Electric Sign Company* being the lowest responsive and responsive bidder at \$574,553.

**Member Larry Brown disclosed that he will be abstaining from voting on this item as he is an employee of the Las Vegas 51's.**

**Following a brief discussion, Member Michael Montandon moved and it was carried by unanimous vote of the members present to: 1) Award Cashman Field Scoreboard Renovation (Bid #08-2056) to *Young Electric Sign Company, Las Vegas, Nevada* in the estimated amount of \$574,553; and, 2) Authorize the Director of Purchasing to execute the contract documents.**

**Operations Division (Continued)**

**LVCVA BUDGET  
AND STATISTICAL  
REPORT**

Internal policies require that interim financial reports, which permit comparison of recorded transactions and account balances with the approved budget be prepared and distributed to the Board of Directors on a monthly basis. The Las Vegas Convention and Visitors Authority Budget and Statistical Report for the period ending September 30, 2007 was presented to the Board for their review.

This is an information item. No Board action required.

**EXECUTIVE DIVISION**

**HEALTH PLAN OF  
NEVADA**

Second Amendment  
to Group Enrollment  
Agreement

Approval of the proposed Second Amendment to the Group Enrollment Agreement as submitted by *Health Plan of Nevada, Inc.* will set new premium rates to the *Health Plan of Nevada* HMO Plan. Changes will be effective January 1, 2008. This reflects a 4% increase in premium rates.

**Member James Gibson moved and it was carried by unanimous vote of the members present to approve the Second Amendment to the Group Enrollment Agreement as submitted by Health Plan of Nevada, Inc.**

**CLARK COUNTY  
SELF-FUNDED  
HEALTH BENEFITS  
PLAN**

Two Amendments  
to Interlocal  
Agreement

Approval of two Amendments to the Interlocal Agreement with the Clark County Self-Funded Health Benefits Plan as submitted by Clark County Risk Management will set new premium rates and make Plan modifications to the Clark County Self-Funded Health Benefits Plan. Changes will be effective January 1, 2008. This reflects a 3.5% increase in premium rates.

**Member James Gibson moved and it was carried by unanimous vote of the members present to approve the two Amendments to Interlocal Agreement as submitted by Clark County Risk Management for the Self-Funded Health Benefits Plan.**

**LEGAL COUNSEL'S  
REPORT**

There were no new legal issues reported.

**LAS VEGAS EVENTS'  
REPORT**

President of *Las Vegas Events* Pat Christenson briefly reviewed the events survey results for events held in September-October 2007 and reminded the Board of upcoming events to be held in December 2007 and January 2008.

This is an information item. No Board action required.



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**IV. COMMITTEE REPORTS**

**V. DIRECTORS' COMMENTS**

Member Mike Pacini introduced Ms. Connie Mancillas, the newest representative from Southern Nevada on the Nevada Commission on Tourism. Ms. Mancillas is from Boulder City.

**VI. COMMENTS FROM THE FLOOR BY THE PUBLIC**

Mr. Ted Russell, a resident of Las Vegas, wished everyone a Merry Christmas; explained the meaning of the word Merry/Mary, which means pleasant, peaceful, etc.; and asked the record reflect that he participated in the world's largest out-sizing project which started with Chevron. He then acknowledged a Las Vegas bus driver whom Mr. Russell believed to be the best bus driver in Las Vegas (no name of the bus driver).

**VII. ADJOURNMENT**

There being no further business to come before the Board of Directors, Chairman Oscar Goodman adjourned the meeting at 9:59 a.m.

Respectfully submitted,

Date Approved: January 8, 2008

(s)

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Carol Fergen  
Executive Assistant to the Board

(s)

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Oscar Goodman  
Chairman