



CONVENTION AND VISITORS AUTHORITY

**REGULAR MEETING OF THE BOARD OF DIRECTORS  
FEBRUARY 12, 2008  
MINUTES**

The Regular Meeting of the Board of Directors of the Las Vegas Convention and Visitors Authority was held the 12<sup>th</sup> day of February 2008 in the Board Room 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”.

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**I. OPENING CEREMONIES**

CALL TO ORDER

Chairman Oscar Goodman called the meeting to order at 9:10 a.m. On roll call the following members were present, constituting a quorum thereof.

**Mayor Oscar Goodman, Chairman**

**Mr. Keith Smith, Vice Chairman**

Mr. Charles Bowling

Councilman Larry Brown

Commissioner Tom Collins

Mayor Susan Holecheck

Mr. Tom Jenkin

Ms. Kara Kelley

Mayor Michael Montandon

Mr. Scott Nielson

Councilman Mike Pacini

Mr. Andrew Pascal

Commissioner Rory Reid..... Entered after roll call

Mayor James Gibson, Sec./Tr. ....Absent

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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

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INVOCATION

Pastor Bob Cassels - Shadow Hills Baptist Church presented the invocation.

FLAG SALUTE

The Flag Salute followed the invocation.

## II. APPROVAL OF THE AGENDA / MINUTES

### APPROVAL OF THE AGENDA and APPROVAL OF THE MINUTES

President Rossi Ralenkotter informed the Board that the February 12, 2008 Agenda and the Minutes of the January 8, 2008 Regular Meeting of the Board of Directors (with a correction on page 4 of the Minutes), were in order for approval.

**Vice Chairman Keith Smith moved and it was carried by unanimous vote of the members present to: 1) Approve the February 12, 2008 Agenda as presented; and, 2) Approve the Minutes of the January 8, 2008 Board of Directors Meeting with a correction.**

## III. PRESENTATIONS

### 2007 MOST VALUABLE PLAYER OF THE YEAR

The Vice President of Human Resources, Mark Olson, presented the 2007 Most Valuable Player of the Year Award to **Jean Burdett, Transportation Coordinator.**

## IV. STAFF REPORTS

### **MARKETING DIVISION**

#### AWARDS Fourth Quarter 2007

The following awards were received by the Las Vegas Convention and Visitors Authority during the Fourth Quarter 2007:

#### Southern Nevada Human Resources Association

- Best Place to Work Award (Government Category) LVCVA 1<sup>st</sup> Place

#### Recommend Magazine – Readers' Choice Award

- Las Vegas – “Best Travel Agent Support – USA Destination”
- Las Vegas – “Best Selling Destination – USA/Canada”

#### Travel Weekly – Reader's Choice Award

- Las Vegas – “Best U.S. City Destination”

#### Agent@Home – Readers' Choice Award

- Las Vegas – “Best City CVB”

#### Incentive Magazine

- Platinum Partners Award

**MEMBER RORY REID ENTERED THE MEETING.**

**MARKETING DIVISION (CONTINUED)**

2007 YEAR-END  
VISITORS  
STATISTICS

Mr. Kevin Bagger, LVCVA Director of Research and Internet Marketing, presented a PowerPoint overview of the 2007 Year-End Visitors Statistics showing another record-breaking year in citywide occupancy, annual visitor volume, and gaming revenue. Additionally, Mr. Bagger forecast that the visitor volume in 2008 will reach 39.8 million visitors to the destination.

Chairman Oscar Goodman said he recently returned from Washington, DC where he spoke about the tourism industry and what needs to be done in order to continue moving forward. He said that positive statistics don't happen out of thin air. They happen because the LVCVA has a formula that works.

Mr. Charles Bowling stated that he too is optimistic that the future will bring great results, however, today's market it is a different market than it has been in the last four or five years. There is softness in the economy. The LVCVA and the destination as a whole need to be aggressive in more markets, both internationally and domestically. This is the time to be aggressive more than ever before.

This is an information item. No Board action required.

TRAVEL INDUSTRY  
ASSOCIATION  
INTERNATIONAL  
POW WOW

Las Vegas has been selected as the host city of the Travel Industry Association International Pow Wow to be held May 31-June 4, 2008. This event is the premier trade show for international tour operators and travel media from around the world.

In response to a question by Member Kara Kelley, Senior Vice President of Marketing Terry Jicinsky explained that TIA is the leader in the industry in helping facilitate the welcoming message for the United States.

Fiscal Impact:  
FY 2007/2008 Estimated Expenditure: \$1,440,000

**Vice Chairman Keith Smith moved and it was carried by unanimous vote of the members present to approve an estimated expenditure of \$1,440,000 for the Las Vegas Convention and Visitors Authority to host the Travel Industry Association International Pow Wow, May 31-June 4, 2008.**

**MARKETING DIVISION (CONTINUED)**

AMERICAN  
SOCIETY OF  
ASSOCIATION  
EXECUTIVES  
ANNUAL MEETING  
AND EXPOSITION

The Las Vegas Convention and Visitors Authority exhibits annually at the American Society of Association Executives Annual Meeting and Exposition. This year's event will be held August 16-19, 2008 at the San Diego Convention Center in California.

Fiscal Impact:

FY 2008/2009 Estimated Expenditure: \$106,500

**Vice Chairman Keith Smith moved and it was carried by unanimous vote of the members present to approve an estimated expenditure of \$106,500 to promote Las Vegas at the American Society of Association Executives Annual Meeting and Exposition in San Diego, California, August 16-19, 2008.**

**OPERATIONS DIVISION**

MASTER PLAN  
ENHANCEMENT  
PROGRAM  
UPDATE

Senior Vice President Jim Gans presented a PowerPoint updating the Board of Directors on the progress of the Master Plan Enhancement Program, including the Design, Construction Manager-At-Risk Procurement, Metro Police Substation (now known as the Convention Center Area Command Project), the Clark County Fire Station Project, the proposed utilization of the LVCVA property located at 3380 Swenson Street and related properties, and the anticipated 90-day outlook.

Vice Chairman Keith Smith asked if the scope of the project had changed since the last update on this project. Senior Vice President of Operations Jim Gans explained that the project is at a point where once the design development is complete, the next step in the process will be cost estimates, which will be brought before the Board at that time. Mr. Gans added that the scope and schedule had not changed.

This is an information item. No Board action required.

**OPERATIONS DIVISION (CONTINUED)**

**CONSTRUCTION  
MANAGER-AT-RISK  
AGREEMENT FOR  
PRE-  
CONSTRUCTION  
SERVICES**

New Grand  
Concourse  
(RFFP #08-2045  
PWP CL-2008-111)

In accordance with the Nevada Revised Statutes, Requests for Final Proposals were solicited to all short-listed firms for the Construction Manager-At-Risk Agreement for Pre-Construction Services for the New Grand Concourse project. Final proposals were received in January 2008 from *Turner Construction Company*, *Hunt Construction Group, Inc. dba Hunt Group Inc.*, and *PCL Construction Services, Inc.* The three final proposals were evaluated independently by an evaluation team, with *Turner Construction Company* ranking the highest overall.

It was noted that the new contract term is February 12, 2008 through November 11, 2008, not March 11, 2008 through November 11, 2008 as indicated in the back-up documentation.

Mr. Gary Birdsall, Vice President *Turner Construction Company* and Principal on the project, addressed the Board of Directors answering a few questions on the terms of the contract. He explained that there will be no additional fees should the project run over by a couple of weeks or a month, and that the contract extends into January in case during the negotiation process they need to extend the time for clarification issues. Also, he assured the Board that an "A-Team" will be used on this project.

Fiscal Impact:

FY 2008 and FY 2009 Estimated \$1.9 million  
(Master Plan Enhancement Program Capital Fund)

**Following the discussion, Member Michael Montandon moved and it was carried by unanimous vote of the members present to: 1) Award RFFP #08-2045 for a Construction Manager-At-Risk Agreement for Pre-Construction Services for the New Grand Concourse project to *Turner Construction Company, Henderson, Nevada*, for the period February 12, 2008 through November 11, 2008; and, 2) Authorize the President/CEO to complete negotiations and execute the Agreement.**

**OPERATIONS DIVISION (CONTINUED)**

CONSTRUCTION  
MANAGER-AT-RISK  
AGREEMENT FOR  
PRE-  
CONSTRUCTION  
SERVICES  
(Desert Inn  
Meeting Rooms)  
(RFFP #08-2047  
PWP CL-2008-112)

In accordance with the Nevada Revised Statutes, Requests for Final Proposals for the Construction Manager-At-Risk Agreement for Pre-Construction Services for the Desert Inn Meeting Rooms project were solicited to all short-listed firms. Final proposals were received in January 2008 from *Turner Construction Company*, *Clark Construction Group, LLC* and *PCL Construction Services, Inc.* The final proposals were evaluated independently by an evaluation team, with *Turner Construction Company* ranking the highest overall.

It was noted that the new contract term is February 12, 2008 through November 11, 2008, not March 11, 2008 through November 11, 2008 as indicated in the back-up documentation.

Fiscal Impact:

FY 2008 and FY 2009 (Master Plan Enhancement Program Capital Fund)

**Vice Chairman Keith Smith moved and it was carried by unanimous vote of the members present to: 1) Award RFFP #08-2047 for a Construction Manager-At-Risk Agreement for Pre-Construction Services for the Desert Inn Meeting Rooms project to *Turner Construction Company, Henderson, Nevada*, for the period February 12, 2008 through November 11, 2008; and, 2) Authorize the President/CEO to complete negotiations and execute the Agreement.**

SITE  
IMPROVEMENT  
DESIGN AND  
CONSTRUCTION  
ADMINISTRATION  
SERVICES  
AGREEMENT  
(820 E. Desert Inn  
Road)

On December 19, 2007, the Las Vegas Convention and Visitors Authority ("LVCVA") received unanimous approval from the Clark County Planning Commission and the Board of County Commissioners to locate a modular building on the LVCVA's vacant land at 820 E. Desert Inn Road to be used to relocate the administrative staff impacted by the Master Plan Enhancement Program. The proposed Professional Services Agreement with *Domingo Cambeiro Corporation of Las Vegas, Nevada* would provide Architectural, Civil and Landscape Design Services along with the necessary Construction Documents and Construction Administration. The modular building will be competitively bid with modular building manufacturers who will design and develop the office building, the slab on grade, and all building systems which *Domingo Cambeiro Corporation* will oversee during the actual construction phase.

Fiscal Impact:

FY 2007/2008 Estimated Expenditure: \$124,670 (Capital Fund)

**Vice Chairman Keith Smith moved and it was carried by unanimous vote of the members present to: 1) Approve a Professional Services Agreement with *Domingo Cambeiro Corporation of Las Vegas, Nevada*, for site improvement design and construction administration services at 820 E. Desert Inn Road in the amount of \$124,670; and, 2) Authorize the President/CEO to execute the contract documents.**



**OPERATIONS DIVISION (CONTINUED)**

NEVADA  
DEPARTMENT OF  
TRANSPORTATION  
PROJECT  
FUNDING  
(I-15 Express  
Lane Project)

The Nevada Department of Transportation requested funding for the I-15 express lanes from 1-215 to Sahara Avenue. Ms. Susan Martinovitch, P.E., Director with the Nevada Department of Transportation, presented a PowerPoint overview on the proposed I-15 Express Lane Project and how it will utilize the existing roadway widths and shoulder areas, with minor widening, to provide express lanes in each direction of travel in addition to the existing general purpose lanes. Ms. Martinovitch said the express lanes would allow through-traffic separate lanes that will flow better due to limited weaving movements and lane changes.

The estimated cost of the project is \$45,000,000 with construction slated to begin in Summer 2008.

Fiscal Impact:

Fiscal Year 2009 – 2038: \$2,900,000 per year in debt service.

Total bond to be paid to the Nevada Department of Transportation: \$45,000,000

**Following the discussion, Vice Chairman Keith Smith moved to postpone the vote on this subject for more information, and subject to staff working with Mr. Tom Skancke (the LVCVA's transportation consultant), and coming back at the March 11, 2008 meeting with a recommendation.**

**Member Larry Brown requested that the motion include information in context to the Sahara-to-the-Spaghetti Bowl project, and some of the Spaghetti Bowl enhancements on the I-95.**

**Member Tom Jenkin also requested assurance at the March 11, 2008 meeting that this project does not somehow come in conflict with the long-range plans, only to be ripped out to facilitate another project.**

**Also, Mr. Jenkin asked that NDOT provide an estimate of how much traffic will actually move into the proposed through traffic lanes.**

**The motion as requested by Members Keith Smith, Larry Brown, and Tom Jenkin carried by unanimous vote of the members present.**

**OPERATIONS DIVISION (CONTINUED)**

2008 DEBT  
MANAGEMENT  
COMMISSION  
NOTICE  
RESOLUTION  
(Resolution 2008-35)

This item was tabled to the March 11, 2008 Board of Directors' Meeting.

APPOINTMENT OF  
FINANCING TEAM  
FOR PROPOSED  
ISSUANCE OF  
GENERAL  
OBLIGATION  
BONDS

This item was tabled to the March 11, 2008 Board of Directors' Meeting.

DESTINATION  
CAPITAL  
IMPROVEMENT  
FUNDING  
PROGRAM  
REQUESTS

The Chair of the Board of Directors and the LVCVA President/CEO requested that the Board of Directors act as a "Committee of the Whole" to approve and authorize the disbursement of funding in the total amount of \$950,000 for the proposed Destination Capital Improvement Funding Program projects as requested by the governmental agencies of Clark County, City of Boulder City, City of Las Vegas, and the City of Mesquite, and that the Board of Directors authorize the President/CEO to execute the appropriate documentation.

Fiscal Impact:

FY 2007/2008 Estimated Expenditure: \$ 950,000  
(\$1,000,000 Budgeted – Contingency Account)

**Vice Chairman Keith Smith moved and it was carried by unanimous vote of the members present to: 1) Approve and authorize the disbursement of funding in the total amount of \$950,000 for the proposed Destination Capital Improvement Funding Program projects as requested by the governmental agencies of Clark County, City of Boulder City, City of Las Vegas, and the City of Mesquite; and, 2) Authorize the President/CEO to execute the appropriate documentation.**



**OPERATIONS DIVISION (Continued)**

DISTRIBUTION OF  
 TAX COLLECTION  
 ALLOCATION  
Second Quarter  
FY 2007/2008

Clark County and the cities of Las Vegas, North Las Vegas, Henderson, Boulder City, and Mesquite all levy certain taxes on gaming and/or hotel and motel rooms and have pledged the revenues to the Las Vegas Convention and Visitors Authority. NRS 244A.645 provides that the Las Vegas Convention and Visitors Authority may reimburse the entity up to 10% of the gross revenues collected to defray the reasonable costs of collection of such taxes. The statute also allows the entities in a county to share the collection fee on any basis they deem reasonable.

By agreement dated September 11, 2007, the above-mentioned Cities and Clark County agreed to split the 10% collection fee by a formula based on the fiscal year 2007 collection allocation amounts as a baseline, with the excess allocated based on both a percentage of the contribution by that entity plus a percentage paid on population.

Collection allocation for hotel activity occurring during the months of September, October and November (associated room tax received by the Las Vegas Convention and Visitors Authority in November, December, and January) has been recorded in fiscal year 2008 under the new method of distribution.

	<u>Rate %</u>	<u>FY 08 Second Quarter Amount</u>	<u>FY 07 Second Quarter Amount</u>
Clark County	41.11	\$ 2,323,844.68	\$ 2,192,672.10
City of Las Vegas	30.29	1,712,217.35	1,615,568.92
City of North Las Vegas	9.58	541,533.25	510,965.67
City of Henderson	12.82	724,682.29	683,776.61
Boulder City	2.20	124,360.45	117,340.76
City of Mesquite	4.00	226,109.91	213,346.84
		<u>\$ 5,652,747.93</u>	<u>\$ 5,333,670.90</u>

Fiscal Impact:

FY 2007/2008: \$5,652,747.93

These expenditures were budgeted for and approved in the FY 2008 budget.

**Vice Chairman Keith Smith moved and it was carried by unanimous vote of the members present to approve the payment of tax collection allocation for the second quarter of fiscal year 2008 in the total amount of \$5,652,747.93.**

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**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 December 31, 2007 was presented to the Board for their review. There were no areas of concern or special interest reported.

This is an information item. No Board action required.

**EXECUTIVE DIVISION**

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 October-December 2007, and listed upcoming events to be held in March 2008.

This is an information item. No Board action required.

**V. COMMITTEE REPORTS**

There were no committee meetings to report.

**VI. DIRECTORS' COMMENTS**

Member Charles Bowling announced that the Monte Carlo will open Friday (2/15/08). He thanked the community for their help and support during the past few weeks.

Chairman Oscar Goodman told a few humorous stories about his trip to Washington D.C. and his love for Eastern-Style Pizza.



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

Mr. John Ansterwhite *[sp]*, a resident of Las Vegas, said he will be submitting a proposal to the Board at a later date for a new television show, "Vegas Star Awards". He said it will be similar to the "Kennedy Center Honors" and "Academy Awards"; only it will be for Las Vegas.

Mr. Don Turner, with the Clark County Shooting Park, stated that on behalf of the Shooters, he expressed his gratitude for the Board's approval of their requested Grant.

**VIII. ADJOURNMENT**

There being no further business to come before the Board of Directors, Chairman Oscar Goodman adjourned the meeting at 10:17 a.m.

Respectfully submitted,

Date Approved: March 11, 2008

(s)  
\_\_\_\_\_  
Carol Fergen  
Executive Assistant to the Board

(s)  
\_\_\_\_\_  
Oscar Goodman  
Chairman