



CONVENTION AND VISITORS AUTHORITY

Regular Meeting of the Board of Directors
Tuesday, February 13, 2007
Minutes

The Regular Meeting of the Board of Directors of the Las Vegas Convention and Visitors Authority ("LVCVA") was held the 13th day of February 2007 at Cashman Center, 850 Las Vegas Boulevard North, Las Vegas, Nevada. This meeting had been properly noticed and posted in compliance with the "Nevada Open Meeting Law".

CALL TO ORDER Chairman Oscar Goodman called the meeting to order at 9:03 a.m. On roll call the following members were present, constituting a quorum thereof.

- | | |
|----------------------------------|--------------------------|
| Chairman Oscar Goodman | Member Tom Jenkin |
| Vice Chairman Keith Smith | Member Kara Kelley |
| Secretary/Treasurer James Gibson | Member Michael Montandon |
| Member Charles Bowling | Member Bill Nicholes |
| Member Larry Brown | Member Mike Pacini |
| Member Glenn Christenson | Member Andrew Pascal |
| Member Tom Collins | |

Absent at roll call: Member Yvonne Atkinson GatesEntered the meeting after roll call

LVCVA Executive Staff in Attendance	Rossi Ralenkotter, President/CEO E. James Gans, Senior Vice President – Operations Division Terry Jicinsky, Senior Vice President – Marketing Division Luke Puschnig, Legal Counsel
----------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

INVOCATION Reverend Jesse D. Scott, presented the invocation.

FLAG SALUTE The Flag Salute followed the invocation.

APPROVAL OF THE AGENDA and APPROVAL OF THE MINUTES President Rossi Ralenkotter informed the Board that the Minutes of the January 9, 2007 Regular Meeting of the Board of Directors were in order for Board approval. The February 13, 2007 agenda was in order for approval with the withdrawal of Item Number 7 (Cashman Center Scoreboard Renovation).

Vice Chairman Keith Smith moved and it was carried by unanimous vote of the members present to: 1) Approve the February 13, 2007 Agenda, with the removal of Item Number 7 (Cashman Center Scoreboard Renovation); and, 2) Approve the Minutes of the January 9, 2007 Regular Meeting of the Board of Directors as presented.

PRESENTATIONS

NATIONAL
BASKETBALL
ASSOCIATION
All-Star Game

Chairman Oscar Goodman expressed his gratitude to Mr. Ski Austin, Sr. Vice President of *Events and Attractions Group*, for the hard work he has done working with the LVCVA and the community to bring the NBA to Las Vegas. He said the NBA does everything to perfection, and that this is a perfect marriage between the NBA and the LVCVA and the community.

Mr. Ski Austin returned the compliment to the Board and LVCVA staff. He said he is terribly excited about bringing the All-Star Game to Las Vegas, and that coupled with an extraordinary agenda of social events and game-related activities, they are looking forward to a terrific week.

MEMBER YVONNE ATKINSON GATES ENTERED THE MEETING.

President Rossi Ralenkotter introduced six of the NBA All-Star Cheerleader Dance Leaders who and were in attendance at this meeting. The LVCVA took a photograph of the Board of Directors with the Dance Team.

This is an information item. No Board action was required.

2006 MOST
VALUABLE PLAYER
OF THE YEAR

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 LVCVA internal and/or external customers.

Vice President of Human Resources Mark Olson LVCVA’s 2006 Most Valuable Player of the Year: Mr. Charles Harbin, Voice Systems Coordinator.

This is an information item. No Board action was required.

MOST VALUABLE
PLAYER PROGRAM

Vice President of Human Resources Mark Olson introduced Jose Fierro, Dispatcher, as the “January 2007 MVP.”

This is an information item. No Board action was required.

STAFF REPORTS

MARKETING DIVISION

2006 YEAR-END
VISITOR STATISTICS

Mr. Kevin Bagger, Director of Internet Marketing and Research, presented a PowerPoint overview of the Las Vegas 2006 year-end visitor statistics, addressing the annual visitor volume comparisons from 1980 through 2006, convention attendance from 2000 through 2006, room inventory versus room occupancy percentages from 1990 through 2006, and he presented the current occupancy and room rate average comparisons to other major cities. These comparisons showed a consistent and positive increase in Las Vegas visitation and economic growth over the years.

MARKETING DIVISION (Continued)

EVENT FUNDING
LAS VEGAS EVENTS
- 2007 Vegas Grand
Prix
- Laughlin Xtreme Bulls
- Academy of Country
Music awards
Motorcycle Rally and
Concert

The Marketing Division requested Board approval for the distribution of funds to Las Vegas Events to fund the following events:

2007 Vegas Grand Prix, scheduled for April 6-8, 2007, featuring open-wheel racing throughout the streets of downtown Las Vegas and the Fremont Street Experience. (\$500,000)

Laughlin Xtreme Bulls, scheduled for April 13-14, 2007 at the Laughlin Event grounds, featuring world-class bull riding. (\$75,000)

Academy of Country Music Awards Motorcycle Rally and Concert, scheduled for May 12-13, 2007 on Fremont Street Experience, held in conjunction with the Academy of Country Music Awards includes a motorcycle rally and an all-day concert featuring top country entertainers. (\$175,000)

Fiscal Impact:

FY 2006/2007 - Estimated Expenditure: \$750,000

Member Charles Bowling stated that the weekend of the Academy of Country Music Awards is a good time of year for the Motorcycle Rally and Concert to be brought to Las Vegas because it is an off-weekend, and he hopes that it will grow in the coming years. He said that since it is a first-time event, tracking this event is critical.

Member Charles Bowling said he would abstain from the vote on this item because the Academy of Country Music Awards is being held at the MGM.

Following the discussion, Member Yvonne Atkinson Gates moved to approve the distribution of funds to Las Vegas Events in the total amount of \$750,000 to fund the 2007 Vegas Grand Prix, the Laughlin Xtreme Bulls, and the Academy of Country Music Awards Motorcycle Rally and Concert.

The motion carried by the following vote:

Larry Brown	Aye	Charles Bowling.....	Abstained
Glenn Christenson.....	Aye		
Tom Collins	Aye		
Yvonne Atkinson Gates	Aye		
James Gibson	Aye		
Oscar Goodman	Aye		
Tom Jenkin.....	Aye		
Kara Kelley.....	Aye		
Michael Montandon.....	Aye		
Bill Nicholes.....	Aye		
Mike Pacini.....	Aye		
Andrew Pascal	Aye		
Keith Smith.....	Aye		

MARKETING DIVISION (Continued)

FEDERATION
INTERNATIONAL DE
BASKETBALL 2007
AMERICAS
CHAMPIONSHIP OF
BASKETBALL

Las Vegas has been selected to host the 2007 Federation International de Basketball 2007 Americas Championship of Basketball for men. This event is the pre-Olympic qualifier for men's basketball and features ten national teams from throughout the Americas (USA, Canada, Puerto Rico, US Virgin Islands, Argentina, Mexico, Venezuela, Brazil, Panama, and Uruguay.) The games, which are scheduled to be held at the Thomas & Mack Arena August 22-September 2, 2007, will be televised nationally and be available for international broadcast, with an estimated media value of \$2,267,000.

Estimated attendance is 110,000, with an estimated 25,000 out-of-town visitors, for an economic non-gaming impact of \$17,625,000. The estimated cost to co-sponsor the event with *USA Basketball, Inc.* is \$3,854,153. The LVCVA will receive a portion of the ticket sales revenue, estimated to be approximately \$1,800,000.

<u>Fiscal Impact:</u>	
FY 2007/2008	Estimated Expenditure: \$3,854,153
	Estimated revenue: <u>1,800,000</u>
	Estimated net expenditure: <u>\$2,054,153</u>

Following a brief discussion, Member James Gibson moved and it was carried by unanimous vote of the members present to: 1) Approve an estimated expenditure of \$3,854,153 for the Las Vegas Convention and Visitors Authority to co-sponsor with USA Basketball, Inc. for the Federation International de Basketball 2007 Americas Championship of Basketball for Men, scheduled to be played at the Thomas & Mack Arena, August 22-September 3, 2007; and, 2) Authorize the President/ CEO to negotiate and execute the contract and other required agreements.

OPERATIONS DIVISION

MASTER PLAN
ENHANCEMENT
PROGRAM
Update

Mr. Mike Musgrave, MWH Consultant – Project Development, updated the Board of Directors on the progress of the Master Plan Enhancement Program. He provided a PowerPoint presentation, briefly discussing the schematic design, the Metro Substation proposals, and focus group meetings and discussions.

Mike Musgrave introduced Mr. Terry Franklin, who has extensive experience with building complex programs and is being added to the PM/CM team.

Mr. Franklin presented a brief report on the focus group meetings, identifying their priorities and the construction phasing relative to their schedules.

Mr. Musgrave informed the Board that the projected completion date for the project has been moved to 2012.

Board Members Charles Bowling and Glenn Christenson and Board Vice-Chairman Keith Smith inquired as to the financial impact of the new completion date, and whether there are alternatives to help speed up the project.

OPERATIONS DIVISION (Continued)

MASTER PLAN
ENHANCEMENT
PROGRAM
Update
(Continued)

President/CEO Rossi Ralenkotter informed the Board that getting feedback from the customers is critical to the process. There are 7-9 individual projects that are part of the overall plan and Staff will identify the critical areas to start construction first, and wherever they can escalate the process, they will, based upon budget and scheduling of the conventions.

Staff will be bringing the Scope of the Project, the final design components, as well as the budget implications to the Board for final approval in May/June.

This is an information item. No Board action is required.

RESOLUTION BY THE
BOARD OF
DIRECTORS
PURSUANT TO
NEVADA REVISED
STATUTE 277.050 –
Lease of Property
to the Las Vegas
Metropolitan Police
Department

(Resolution 2007-27)

Pursuant to Nevada Revised Statute 277.050 regarding the sale, lease or exchange of real property by a public agency, the Las Vegas Convention and Visitors Authority is required to first present a Resolution to the Board of Directors declaring its intention to lease a parcel of land to another public agency. Upon adoption of the proposed Resolution, a date may then be set to publicly discuss the potential lease of real property.

The Las Vegas Metropolitan Police Department has been discussing a 30-year lease with the LVCVA to occupy and maintain a police substation on the campus of the Las Vegas Convention Center (LVCC). This police substation will not only be available for the LVCC, but for the tourism corridor and the entire Las Vegas Valley.

The property in consideration is approximately 2.13 acres located at 750 Sierra Vista Drive on parcel #162-15-101-028. LVCVA will enter into a Design Build Contract for the construction of the substation, which will consist of approximately 25,000 square feet of space and a 300 vehicle parking structure. This project is estimated to be complete in Spring 2008. The lease will start upon occupancy by the Las Vegas Metropolitan Police Department.

Upon adoption of Resolution 2007-27 by the Board of Directors, the lease will be considered by the Board of Directors on March 13, 2007, at which time opposing comments may be made to the LVCVA lease.

Fiscal Impact:

FY 2006/2037 - \$75,000 Revenue per year (\$2,250,000)

Member James Gibson moved and it was carried by unanimous vote of the members present to adopt Resolution #2007-27 pursuant to Nevada Revised Statute 277.050 declaring the intention to lease certain real property to the Las Vegas Metropolitan Police Department. Upon approval of the Resolution by the Board of Directors, the Lease will be considered by the Board on March, 2007, at which time opposing comments to the Las Vegas Convention and Visitors Authority Lease may be made.

RADIO SYSTEMS
UPGRADE, PHASE II
CONTRACT
JOINDER
(FILE #07-1794)

Phase I of a two-part Radio System Upgrade Project was approved by the Board of Directors and began on May 10, 2005. Phase II will consist of replacing eleven receivers and three comparators. These upgrades are narrowband compatible, which is an FCC requirement beginning in 2013.

The State of Nevada currently has a contract with *Motorola, Inc.*, who has offered to extend contract pricing to the LVCVA for an estimated amount of \$149,326. Discounts will vary based on various components which make up one complete product. The average discount on this project is estimated to be 15%.

NRS 332.115.1(q) states that contracts which by their nature are not adapted to award by competitive bidding, including contracts for the design of, and equipment and services associated with, systems of communications are exempt from competitive bidding.

Fiscal Impact:

FY 2006/2007 - Estimated Expenditure: \$149,326 (Capital Fund)

Member James Gibson moved and it was carried by unanimous vote of the members present to: 1) Declare this purchase exempt from competitive bidding pursuant to NRS 332.115.1(q); 2) Award File #07-1794 (Radio Systems Upgrade, Phase II, a contract joinder with the State of Nevada RFP #1048) to Motorola, Inc., Schaumburg, Illinois, in the estimated amount of \$149,326; and, 3) Authorize the Director of Materials Management to execute the contract documents.

CASHMAN FIELD
SCOREBOARD
RENOVATION
(BID #07-1811)
(PWP-CL-2007-90)

This item was withdrawn from the agenda.

LVCVA BUDGET
AND STATISTICAL
REPORT

The *LAS VEGAS CONVENTION AND VISITORS AUTHORITY BUDGET AND STATISTICAL REPORT* for the period ending December 31, 2006 was included in the back-up documentation. Vice President of Finance Brenda Siddall identified a few minor changes made to the format of the report.

This is an information item. No Board action required.

LEGAL COUNSEL'S
REPORT

Legal Counsel Luke Puschnig reported briefly that Mr. Michael Trail had filed a lawsuit against the LVCVA alleging that he was injured when he drove his employer's limousine into a trench by the South Hall. LVCVA has tendered the defense in regards to this matter, and is still working with the insurance companies on this matter.

LAS VEGAS EVENTS'
REPORT

LVCVA Vice President of Marketing Terry Jicinsky reported on the statistics of events held in Las Vegas.

President of Las Vegas Events Pat Christenson returned to the meeting and continued the report, discussing the updated Vegoose event statistics, and listed upcoming events.

This is an information item. No Board action required.

COMMITTEES

There were no committee reports.

DIRECTORS' RECOGNITION

Chairman Oscar Goodman presented Member Yvonne Atkinson Gates with a Plaque of Appreciation and thanked her for her years of dedicated service to the LVCVA and the community.

Member Yvonne Atkinson Gates thanked the Board of Directors and the LVCVA Staff. She said it has been her pleasure to serve on this Board.

Chairman Oscar Goodman introduced Mr. Branch Rickey, President of the Pacific Coast League, who was in the audience.

COMMENTS FROM THE FLOOR BY THE PUBLIC

Mr. Ted Russell, Citizen, briefly spoke to the Board. He presented no matters of concern, simply stating that he is a proud citizen of Las Vegas.

ADJOURNMENT

The meeting was adjourned by Chairman Oscar Goodman at 10:03 a.m.

Respectfully submitted,

Date Approved: March 13, 2007

(s)

Carol Fergen
Executive Assistant to the Board

(s)

Oscar Goodman
Chairman of the Board of Directors