



CONVENTION AND VISITORS AUTHORITY

Regular Meeting of the Board of Directors
Tuesday, April 11, 2006
Minutes

The regular meeting of the Board of Directors of the Las Vegas Convention and Visitors Authority (LVCVA) was held the 11th day of April 2006 in the Las Vegas Convention Center Board Room, 3150 Paradise Road, Las Vegas, Nevada. This meeting had been properly noticed and posted in compliance with the "Nevada Open Meeting Law".

CALL TO ORDER Chair Oscar Goodman called the meeting to order at 9:00 a.m. On roll call the following Board members were present, constituting a quorum of the members thereof:

- | | |
|-----------------------------------|-----------------------|
| Oscar Goodman, Chair | Yvonne Atkinson Gates |
| Keith Smith, Vice Chair | Tom Jenkin |
| James Gibson, Secretary/Treasurer | Kara Kelley |
| Charles Bowling | Michael Montandon |
| Larry Brown | Bill Nicholes |
| Glenn Christenson | Mike Pacini |
| Tom Collins | |

Absent at Roll Call Kevin Kelley

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 Pastor 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 April 11, 2006 Agenda was in order **with the withdrawal of item number 7 ("Las Vegas Metropolitan Police Department Substation – Interlocal Agreement")**. The Minutes of the March 14, 2006 Regular Meeting of the Board of Directors were in order for Board approval as presented.

Member James Gibson moved and it was carried by unanimous vote of the members present to approve the April 11, 2006 Agenda, with the withdrawal of item number 7 ("Las Vegas Metropolitan Police Department Substation – Interlocal Agreement"), as well as approval of the minutes of the March 14, 2006 Regular Meeting of the Board of Directors as presented.

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 LVCVA internal and/or external customers.

The March 2006 MVP was not available to accept this award.

UPDATED LVCVA VISION PLAN PRESENTATION

President Rossi Ralenkotter and Senior Vice Presidents Terry Jicinsky and Jim Gans discussed the Five-Year Vision Plan for Las Vegas, including the accomplishments achieved during the first twelve months, new initiatives and new programs in progress, and the challenges for the next twelve to twenty-four months of the Plan.

President Ralenkotter discussed the areas to be monitored closely during this timeframe, which include fuel costs, destination accessibility, and the domestic and international economy.

Staff outlined the three components of living, housing, and growing the brand, as well as newly initiated programs such as the customer experience program, construction program, the Metro substation, diversity marketing program, and the media and public affairs programs.

Ms. Mary Ann Mele, President of R&R Partners, presented a video of the soon to be released television ads, and discussed the "What Happens Here, Stays Here" advertising campaign. She said R&R Partners' staff is always looking for opportunities to go beyond the thirty-second spot, and ways to be a little outrageous and surprise people in ways they don't expect. Additionally, R&R Partners has other initiatives in motion, including the new Hispanic campaign that's broader and deeper than ever before, aggressively partnering with the NBA, and looking for new events and special events to promote the Las Vegas destination.

President Ralenkotter stated that the Vision is one single goal, and that is to achieve forty-three million visitors by the year 2009. He accredited the accomplishments of the first twelve months as a collective effort of the LVCVA and the hotel partners working together to make this happen.

Special Introduction

Chair Oscar Goodman introduced Kara Kelley's young daughter, Catherine, and Mary Ann Mele's young daughter, Anna, who were attending the Board meeting. He welcomed them to the meeting.

MARKETING DIVISION

*Recognition of
Cam Usher
(Retirement)*

Senior Vice President Terry Jicinsky acknowledged Ms. Cam Usher, who is retiring after 25 years of service to the LVCVA. He said Cam has played a significant role in the success of the organization, as well as the success of the community. She was instrumental in both the national and international markets, and was named one of the most powerful women in travel by the *Travel Agent Magazine* three years in a row. He thanked her for her contribution to the LVCVA for the past 25 years.

LAS VEGAS
CONVENTION
AND VISITORS
AUTHORITY
AWARDS

- First Quarter
2006

Terry Jicinsky, Senior Vice President-Marketing Division, reported on the awards received by the Las Vegas Convention and Visitors Authority during the First Quarter 2006. Awards were received from the following:

Conde Nast Traveler (2006 Gold List)

Best Places to Stay in the World

USA Today (Consumer Survey)

Top Five Recognized Brands of 2005

Carlson Wagonlit Travel

Number 1 Domestic Destination in 2006

Travel Weekly

Top U.S. Destination

Adweek

2005 Best Spots of the Year

Las Vegas Advertising Federation ADDY Awards

4: Silver Awards

9: Gold Awards

Consumer Magazine

Best of Show (Print)

Overall Consumer Campaign

Best of Show

Ms. Jacquelyn Rinaldi, President of the Las Vegas Ad Federation, acknowledged the LVCVA and R&R Partners for a tremendous job in advertising, and presented the Board with two of the ADDY awards.

SEOUL KOREA
CLIENT
NETWORKING
EVENT

Korea is the sixth largest overseas market. On June 13, 2006, the LVCVA will host the 6th Annual Seoul Korea Client Networking Event in Seoul, Korea. The estimated cost for this year's event is \$67,125, and will consist of a reception, plated dinner, destination update and entertainment for approximately 150 Korean travel professionals. This annual event is held to continue promoting Las Vegas by travel agents, meeting planners and tour operators throughout Korea.

Following a brief discussion, Member James Gibson moved and it was carried by unanimous vote of the members present to approve an estimated expenditure of \$67,125 for expenses associated with the Las Vegas Convention and Visitors Authority hosting the Seoul Korea Client Networking Event on June 13, 2006 at the Sheraton Walker Hill, in Seoul, Korea.

MARKETING DIVISION (Continued)

VACATION.COM
EIGHTH
INTERNATIONAL
CONFERENCE

Vacation.com is the nation's largest travel consortium with over 10,000 member agencies from the United States and Canada. This year the Vacation.com Eighth International Conference will be held at Caesars Palace, in Las Vegas, Nevada. This will be the third time Las Vegas has hosted this conference. The last time was in July 2004. The estimated expenditure of \$63,000 will allow the LVCVA to participate in this year's event with a booth at the trade show, hosting a luncheon for 2,000 attendees, and conducting seminars throughout the conference to educate travel agents on the Las Vegas destination.

Member Yvonne Atkinson Gates moved and it was carried by unanimous vote of the members present to approve an estimated expenditure of \$63,000 for the LVCVA to host the Vacation.com Eighth International Conference, June 18-22, 2006, to be held at Caesars Palace in Las Vegas, Nevada.

OPERATIONS DIVISION

PURCHASE OF
NORITSU SCANNER
(File #06-1647)

The LVCVA has accumulated more than a million photos of Las Vegas history over the past 50 years. These photos and negatives need to be scanned and digitized to safeguard the legacy of Las Vegas.

The Information Technology Department researched the options, and concluded that the *Noritsu 1700 Stand Alone Scanner*, at a cost of \$52,895, provided the best blend of versatility, functionality and value to meet the needs of the LVCVA.

NRS 332.115.1(g), states that contracts which by their nature are not adapted to award by competitive bidding include contracts for hardware and associated peripheral equipment and devices for computers.

By purchasing directly from the manufacturer, LVCVA will receive a government discount, obtaining this product at the best possible price offered.

Member James Gibson moved and it was carried by unanimous vote of the members present to: 1) Award File #06-1647 to *Noritsu America, Corp., Buena Park, California*, for the purchase of a Scanner in the amount of \$52,895; and, 2) Authorize the Director of Materials Management to execute the contract documents.

OPERATIONS DIVISION (Continued)

PURCHASE OF
HEAVY DUTY
UTILITY VEHICLE
(Bid #06-1626)

The LVCVA owns and operates six diesel powered heavy duty utility vehicles which are currently shared between the LVCC and Cashman Center. The purchase of four additional Toro Utility Vehicles, Model #07362, would increase the LVCVA's fleet to ten such vehicles. Distributing three new vehicles to the LVCC location and one new vehicle to Cashman Center would allow for more effective and efficient coverage of both facilities.

Based on the specifications provided by the Purchasing Department, three bids were received, with *Simpson Norton, Corporation* the lowest bidder at \$64,021.88.

Member Yvonne Atkinson Gates moved and it was carried by unanimous vote of the members present to: 1) Award Bid #06-1626, for the Purchase of Heavy Duty Utility Vehicles, to Simpson Norton, Corp., North Las Vegas, Nevada, in the amount of \$64,021.88; and, 2) Authorize the Director of Materials Management to execute the contract documents.

LAS VEGAS
CONVENTION
CENTER
MASTER PLAN
ENHANCEMENT
PROGRAM
Update

Mr. Mike Musgrave, MWH Consultant-Project Development, provided a PowerPoint outline of the work in progress and an overview of the Design-Build process. The Schematic Design phase of the project is underway which includes advance planning for the procurement of professional design services and construction contractors. One of the delivery methods being considered for the smaller elements of the project is the Design-Build delivery model.

Member Glenn Christenson and Vice Chair Keith Smith expressed their concerns about using the Design-Build process, and their concerns were duly noted by Mr. Musgrave.

This is an information item. No Board action taken.

INTERLOCAL
AGREEMENT
Las Vegas
Metropolitan
Police Department
Substation

This item was withdrawn from the agenda.

OPERATIONS DIVISION (Continued)

LAS VEGAS
CONVENTION
CENTER
MASTER PLAN
ENHANCEMENT
PROGRAM

Las Vegas Metropolitan
Police Department
Substation

When the Board of Directors approved the Las Vegas Convention Center Master Plan Enhancement Program, it included the construction of a Las Vegas Metropolitan Police Department ("LVMPD") Area Command Substation to enhance security for the Las Vegas Convention Center.

The 2.13-acre project site, located on the northwest corner of Sierra Vista Drive and Joe W. Brown Drive, will be developed utilizing the Design-Build delivery approach requiring the Schematic Design and Bridging Documents to be prepared as the basis for requesting Design-Build proposals from perspective bidders. Staff has negotiated a Scope of Work with *Kittrell Garlock and Associates Architecture of Las Vegas, Nevada*, ("KGA") in the estimated not-to-exceed amount of \$888,800, plus a 10% owner controlled contingency of \$88,880, for a total authorization of \$977,680, for the preparation of Schematic Design and Bridging Documents for use in the solicitation of proposals from Design-Build teams for the construction of the LVMPD Area Command Substation.

Additionally, *KGA* will provide the documentation and support necessary to facilitate the rezoning of the LVMPD Substation Site, and serve as the LVCVA representative during Construction.

Vice Chair Keith Smith moved and it was carried by unanimous vote of the members present to: 1) Approve a Professional Services Agreement with *Kittrell Garlock and Associates Architecture of Las Vegas, Nevada*, in the estimated not-to-exceed amount of \$977,680, for the preparation of Schematic Design and Bridging Documents for use in the solicitation of proposals from Design-Build teams for the construction of a new Area Command Substation for the Las Vegas Metropolitan Police Department, and to provide the documentation and support necessary to facilitate the rezoning of the Substation Site, as well as to serve as the LVCVA representative during construction; and, 2) Authorize the President/CEO to execute the contract documents.

OPERATIONS DIVISION (Continued)

LAS VEGAS
CONVENTION
CENTER
MASTER PLAN
ENHANCEMENT
PROGRAM
Professional
Services
Agreement
-*Lucchesi Galati*

Lucchesi Galati of Las Vegas, Nevada is working with *MWH Americas, Inc.*, and *HNTB Nevada, Inc.* to develop the Schematic Design for the Las Vegas Convention Center Master Plan Enhancement Program. *Lucchesi Galati* will work primarily on the creation of the architectural expression and historic perspective of Las Vegas, the delivery of the Las Vegas brand, and the inclusion of appropriate customer experience amenities. The proposed Professional Services Agreement with *Lucchesi Galati* will include two peer review components: the Schematic Design and Design Development. An estimated amount of \$248,699 is a not-to-exceed amount of \$226,090, plus owner-controlled contingency of \$22,609.

Member Yvonne Atkinson Gates moved and it was carried by unanimous vote of the members present to: 1) Approve a Professional Services Agreement with *Lucchesi Galati of Las Vegas, Nevada*, in the estimated not-to-exceed amount of \$248,699, to assist with the development of the Schematic Design and Development for the Las Vegas Convention Center Master Plan Enhancement Program; and, 2) Authorize the President/CEO to execute the contract documents.

RESOLUTION TO
AUGMENT THE
FISCAL YEAR 2006
BUDGET

Brenda Siddall, Director of Finance, presented a PowerPoint review of the fiscal year 2006 Las Vegas Convention and Visitors Authority budget. Room tax revenues are \$183,000,000, and room taxes are projected to be \$200,000,000. To adjust the revenue budget and take advantage of the funds available, it is necessary to adjust revenues and appropriations.

Member James Gibson moved and it was carried by unanimous vote of the members present to adopt Resolution 2006-20 to augment the LVCVA fiscal year 2006 budget.

FISCAL YEAR 2007
TENTATIVE
BUDGET

Ms. Brenda Siddall presented a PowerPoint overview and highlights of the fiscal year 2007 tentative budget.

The LVCVA will hold a public hearing on May 18, 2006 to discuss and adopt the Tentative Fiscal Year 2007 Budget.

This is an information item, No Board action was taken.

OPERATIONS DIVISION (Continued)

DEBT ISSUANCE
UPDATE

The Board adopted a Bond Resolution on February 14, 2006 allowing Staff to proceed with the issuance of \$680,000,000 in debt.

Ms. Brenda Siddall, Director of Finance, presented a PowerPoint outlining the status of the financing, and answered questions from the Board Members.

This is an information item. No Board action taken.

LVCVA BUDGET
AND STATISTICAL
REPORT

The "**Las Vegas Convention and Visitors Authority Budget and Statistical Report**" for the period ending February 28, 2006 had been delivered to the Board members and included in the public documentation as part of the supporting materials with the public meeting notice. There were no questions or concerns by the Board regarding this report.

This is an information item. No Board action required.

EXECUTIVE DIVISION

LEGAL COUNSEL'S
REPORT

There were no new legal items reported.

LAS VEGAS
EVENTS' REPORT

President of Las Vegas Events, Mr. Pat Christenson, recapped the events during December 2005 that were listed in the "*Las Vegas Events Sponsored Special Event Summary*", and read the events for April and May 2006 listed in "*Las Vegas Events Upcoming Sponsored Events – 60 Day Outlook*"

POLICY
COMMITTEE
REPORT

The Policy Committee met on March 14, 2006 to discuss posted topics, however, due to a corporate emergency, one of the Committee members was unable to attend, therefore, Board Chair Oscar Goodman rescheduled the meeting to April 11, 2006 to allow for all of the Committee members to be in attendance when the Committee Chair was elected and the posted topics were discussed.

DIRECTORS' RECOGNITION

There were no comments from the Board of Directors.

COMMENTS FROM THE FLOOR BY THE PUBLIC

There were no comments from the floor by the public.

ADJOURNMENT

The meeting was adjourned by Chair Oscar Goodman at 10:19 a.m.

Respectfully submitted,

Date Approved: May 9, 2006

(s)

Carol Fergen
Executive Assistant to the Board

(s)

Oscar Goodman
Chair