



CONVENTION AND VISITORS AUTHORITY

Regular Meeting of the Board of Directors  
Tuesday, January 9, 2007  
Minutes

The Regular Meeting of the Board of Directors of the Las Vegas Convention and Visitors Authority ("LVCVA") was held the 9<sup>th</sup> day of January 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".

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CALL TO ORDER      Chairman Oscar Goodman called the meeting to order at 9:06 a.m. On roll call the following members were present, constituting a quorum thereof.

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|----------------------------------|------------------------------|
| Chairman Oscar Goodman           | Member Yvonne Atkinson Gates |
| 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 Tom Collins               |                              |

Board Members      Member Tom Jenkin  
Absent at Roll Call:      Member Andrew Pascal

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

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INVOCATION      Father Larry Lentz – Guardian Angel Cathedral, presented the invocation.  
FLAG SALUTE      The Flag Salute followed the invocation.

APPROVAL OF THE AGENDA and APPROVAL OF THE MINUTES      President/CEO Rossi Ralenkotter informed the Board that the January 9, 2007 Agenda, and the Minutes of the December 12, 2006 Regular Meeting of the Board of Directors, were in order for Board approval.

**Member James Gibson moved and it was carried by unanimous vote of the members present to approve the January 9, 2007 Agenda and the Minutes of the December 12, 2006 Regular Meeting of the Board of Directors as presented.**

## **ELECTION OF BOARD OF DIRECTORS' OFFICERS**

### ELECTION OF THE BOARD OF DIRECTORS' OFFICERS

NRS 244A.605(2): Except as otherwise provided in subsection 3, during January of each odd-numbered year, each county fair and recreation Board in this state shall reorganize by electing the officers designated in subsection 1 of NRS 244A.611.

NRS 244A.611(1): The Board shall choose one of its members as Chairman and one of its members as vice Chairman, and shall elect a secretary and a treasurer, who may be members of the Board. The secretary and the treasurer may be one person.

Member Larry Brown nominated Oscar Goodman for the position of Chairman, Keith Smith for the position of Vice Chairman and James Gibson for the position of Secretary/Treasurer.

**Member Larry Brown moved and it was carried by unanimous vote of the members present to elect Oscar Goodman for the position of Chairman, Keith Smith for the position of Vice Chairman and James Gibson for the position of Secretary/Treasurer.**

### SWEARING-IN OF BOARD OFFICERS

The Honorable Tim Williams administered the "Charge of Responsibility" and "Oath of Office" to the Board Officers.

## **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. Vice President of Human Resources Mark Olson presented the "December 2006 MVP Award" to Valerie Segarra, Sales Executive.

This is an information item. No Board action required.

### INTERSTATE-15 CANAMEX CORRIDORS -Update

Mr. Thomas Skancke, President of The Skancke Company, presented a brief update on the progress of the Interstate-15 Corridor project. He discussed the Devore 2 project, which is on schedule and on budget; the Governor's Blue Ribbon Task Force; and, the project between Primm and Yermo. Mr. Skancke said that the High Desert Corridor connecting Victorville to Palmdale is 30 years ahead of schedule.

This is an information item. No Board action required.

## MARKETING DIVISION

LVCVA AWARDS  
Fourth Quarter 2006

The following awards were received by the Las Vegas Convention and Visitors Authority during the Fourth Quarter 2006:

Las Vegas Interactive Marketing Association

- Best in Show

Affluent Traveler

- Best Luxury Travel Destination

Recommended Magazine - Readers Choice Award

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

W3 Awards

- Gold: VisitLasVegas.com

Agent@Home Magazine

- Las Vegas - #1 Domestic Destination

Public Relations Society of America (Anvil Award)

(LVCVA along with R&R Partners, Inc.)

- Bronze: Media Relations Consumer Services, Travel and Tourism/Hospitality for the Las Vegas Centennial

American Society for Training and Development (Tribute to Learning Awards)

- Overall Best Learning
- Training & Development

State of Nevada (Tourism Development Award)

- For strengthening the tourism product in the State during 2006.

Executive Travel (Leading Edge Award)

- Best city for Group Meetings

Corporate & Incentive Travel (Award of Excellence

- Outstanding Service

Achievement of Excellence (Procurement Award)

- Purchasing Department – Organizational Excellence

Government Finance Officers Association (Certificate of Achievement for Excellence in Financial Reporting

- Finance Department – Conformance With Highest Standards

Government Finance Officers Association (Distinguished Budget Preparation Award)

- Finance Department – Annual Budget for Fiscal Year Ended 6/30/06

Event Solutions Magazine

- The Spotlight Award

## 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 progress of the construction and renovation of the meeting room and restrooms. He advised the Board that these rooms were substantially completed and were temporarily opened to the public during the Consumer Electronics Show.

Vice Chairman Keith Smith expressed concern that these rooms were introduced to the public “substantially” completed. He requested that in the future, enough time is allotted for the projects to be completed and a punch list be done prior to introducing any new projects to the public.

This is an information item. No Board action required.

**OPERATIONS DIVISION (Continued)**

ELECTRIC POWER  
MONITORING  
SYSTEM  
(FILE #07-1841)

Implementation of an Electrical Power Monitoring System would allow the LVCVA to monitor electrical parameters of five major load points while collecting data from 39 existing interior meter locations throughout the Las Vegas Convention Center. This historical data, which is collected and stored over time, will be used to provide important electrical usage trends each year.

Currently, *Schneider Electric* has the EPMS General Services Administration Federal Government contract. The LVCVA's negotiated costs are approximately 29% less than the same contract with the Federal contract.

Fiscal Impact:

FY 2006/2007 - Estimated: \$141,400

**Member Yvonne Atkinson Gates 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); 2) Award File #07-1841 (Electric Power Monitoring System) to *Schneider Electric, Las Vegas, Nevada*, in the estimated amount of \$141,400; and, 3) Authorize the Director of Materials Management to execute the contract documents.**

CASHMAN CENTER  
ASPHALT REPAIR,  
PARKING LOT "D"  
(BID #07-1829)  
(PWP-CL-2007-117)

In December 2005, LVCVA entered into a professional service agreement with *Ninyo & Moore Geotechnical and Environmental Sciences Consultants ("Ninyo & Moore")*. The consultant conducted a geotechnical evaluation of the asphalt in Lot "D" and recommended removal of heavily damaged asphalt areas where severe damage or separation has occurred and apply new asphalt. Areas of asphalt not removed would receive a new slurry seal application. The consultant also recommended perimeter swales, edge drains, curbs and gutters or a combination of these draining devices to reduce the adverse effects of surface water runoff.

Bids included removal and replacement of asphalt, sealing, re-striping, and installation of a concrete valley gutter. Based on the specifications provided by *Ninyo & Moore* and reviewed by the Facilities Department, six bids were received, with *Las Vegas Paving Corporation* being the lowest bidder at \$231,690.

Fiscal Impact:

FY 2006/2007 - Estimated: \$231,690

**Member James Gibson moved and it was carried by unanimous vote of the members present to: 1) Award Bid #07-1829, PWP-CL-2007-117 (Cashman Center Asphalt Repair, Parking Lot "D") to *Las Vegas Paving Corporation, Las Vegas, Nevada*, in the estimated amount of \$231,690; and, 2) Authorize the Director of Materials Management to execute the contract documents.**

**OPERATIONS DIVISION (Continued)**

DISTRIBUTION OF  
 TAX COLLECTION  
 ALLOCATION  
Second Quarter  
FY 2006/2007

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 LVCVA 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 December 5, 1995, the above-mentioned cities and Clark County agreed with the LVCVA to split the 10% collection fee by a formula based on the population of each entity. Population figures are certified by the Governor each year, with adjustments made with due regard to the cities of Mesquite and Boulder City.

In comparison, tax collection allocation paid in the second quarter of fiscal year 2005/2006 was \$4,849,176.10, an increase in fiscal year 2006/2007 of 9.99%.

Tax collection allocation payments for the second quarter of fiscal year 2006/2007 as provided for in the agreement between the County and Cities are as follows:

	<u>FY 07</u> <u>Rate %</u>	<u>FY 07 Second</u> <u>Quarter Amount</u>	<u>FY 06 Second</u> <u>Quarter Amount</u>	<u>%</u> <u>Change</u>
Clark County	41.11	\$ 2,192,672.10	\$ 1,997,860.55	9.75
City of Las Vegas	30.29	1,615,568.92	1,483,847.88	8.88
City of North Las Vegas	9.58	510,965.67	445,639.28	14.66
City of Henderson	12.82	683,776.61	621,179.46	10.08
Boulder City	2.20	117,340.76	106,681.88	9.99
City of Mesquite	4.00	<u>213,346.84</u>	<u>193,967.05</u>	<u>9.99</u>
		\$ <u>5,333,670.90</u>	\$ <u>4,849,176.10</u>	<u>9.99</u>

**Member Yvonne Atkinson Gates 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 2006/2007 in the amount of \$5,333,670.90.**

**OPERATIONS DIVISION (Continued)**

INTRA-FUND  
BUDGET  
TRANSFER

The salaries and benefits budget for fiscal year 2007 was prepared in January 2006. During calendar year 2006, a significant number of personnel actions occurred (terminations, new hires, retirements, transfers, promotions, etc.) which resulted in the need for a transfer from the Payroll Suspense and the Payroll Retirement accounts to the Departmental Salaries and Benefits accounts.

Fiscal Impact:

FY 2006/2007 - \$1,070,500 (Retirement and Payroll Suspense Accounts)

**Member Yvonne Atkinson Gates moved and it was carried by unanimous vote of the members present to approve an Intra-Fund Budget Transfer in the amount of \$1,070,500 to fund mid-year revisions in the salaries and benefits budget due to vacancy factors, retirements, position transfers, recently filled positions and reassignments.**

LVCVA BUDGET  
AND STATISTICAL  
REPORT

The *LAS VEGAS CONVENTION AND VISITORS AUTHORITY BUDGET AND STATISTICAL REPORT* for the period ending November 30, 2006 was included in the back-up documentation. There were no comments or questions by the Board of Directors.

This is an information item. No Board action required.

**EXECUTIVE DIVISION**

HEALTH PLAN OF  
NEVADA  
Amendment to the  
Group Enrollment  
Agreement

Vice President of Human Resources Mark Olson reported that approval of the Amendment to Group Enrollment Agreement as submitted by Health Plan of Nevada, Inc., will set new premium rates to the Health Plan of Nevada HMO plan. Based on current enrollment, total annual premiums will increase approximately \$71,000 from fiscal year 2006. This reflects a 3.5% increase in premium rates.

Fiscal Impact:

FY 2007 – Estimated: \$1,228,956

**Member Tom Collins moved and it was carried by unanimous vote of the members present to approve the Health Plan of America Amendment to the Enrollment Agreement.**

LEGAL COUNSEL'S  
REPORT

Legal Counsel Luke Puschnig reported on two legal issues:

Mr. Patrick Potter filed a lawsuit alleging that he slipped and fell at Cashman Center. The LVCVA tendered the defense to the insurance company for the tradeshow, and they have accepted the defense.

Mr. Lawrence West filed a lawsuit alleging a trip and fall at the Las Vegas Convention Center. The LVCVA has tendered the defense to GES. The LVCVA has not received a response to the tender at this time.

**EXECUTIVE DIVISION (Continued)**

LAS VEGAS  
EVENTS'  
REPORT

President of Las Vegas Events Pat Christenson updated the Board on the statistics of events held in Las Vegas, Laughlin, Mesquite and Primm during September-October 2006. He reported that although the weather limited some visitors from getting to the National Finals Rodeo ("NFR") on Thursday, Friday's NFR event held a record attendance. Additionally, the televised coverage was exceptional, which can potentially impact visitors' interest in coming to Las Vegas in the future. He explained that the Las Vegas Marathon was held during the same timeframe as the NFR, generating even more visitors to the destination in the month of December. With the fireworks show and the Fremont Street Experience on New Year's Eve, this was a very good month.

Mr. Christenson discussed the 60-day outlook, listing the upcoming events in January/February 2007.

This is an information item. No Board action required.

**COMMITTEES**

POLICY  
COMMITTEE  
REPORT

Required  
Member  
Participation

The Policy Committee Chair Charles Bowling reported that the Committee met on December 12, 2006 to discuss the Board Policies.

Under the modification recommended by the Policy Committee, members of the Las Vegas Convention and Visitors Authority (LVCVA) Board of Directors shall be required to attend a minimum of one (1) scheduled LVCVA promotion during each fiscal year. Attendance at an LVCVA promotion will be at the request of the Board Member. The travel guidelines, as outlined in the LVCVA Policy and Procedure Manual, will apply to all Board Member travel.

**Member Yvonne Atkinson gates moved and it was carried by unanimous vote of the members present to Approve a change to Policy 1.04 to require Board Members to attend a minimum of one scheduled LVCVA promotion in each fiscal year.**

Grant Policies

Committee Chairman Charles Bowling also reported that the Policy Committee reviewed and discussed the Destination Capital Improvement Funding Program, the Annual Recreation Grant Policy and the Tourism Destination and Event Grant Policy. These policies were presented for Board approval.

During the Board discussion, Member Tom Collins suggested a slight change to the name of the Tourism Destination and Event Grant Policy to include the word "Recreational" in the title. The Board discussed the proposed change, and it was agreed to leave the name as presented.

**Member Kara Kelley and Vice Chairman Keith Smith moved and it was carried by unanimous vote of the Board members present to approve the Destination Capital Improvement Funding Program Policy, the Annual Recreation Grant Policy and the Tourism Destination and Event Grant Policy as presented by the Policy Committee.**

**DIRECTORS' RECOGNITION**

Chairman Oscar Goodman thanked the Board of Directors for the opportunity to serve as their Chairman for another term.

**COMMENTS FROM THE FLOOR BY THE PUBLIC**

There were no comments from the floor by the public.

**ADJOURNMENT**

The meeting was adjourned by Chairman Oscar Goodman at 10:02 a.m.

Respectfully submitted,

Date Approved: February 13, 2007

(s)  
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Carol Fergen  
Executive Assistant to the Board

(s)  
\_\_\_\_\_  
Oscar Goodman  
Chairman of the Board of Directors