



CONVENTION AND VISITORS AUTHORITY

Regular Meeting of the Board of Directors
Tuesday, December 12, 2006
Minutes

The Regular Meeting of the Board of Directors of the Las Vegas Convention and Visitors Authority was held the 12th day of December 2006 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".

CALL TO ORDER Chair Oscar Goodman called the meeting to order at 9:03 a.m. On roll call the full Board was present.

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

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 Bob Cassels, from Shadow Hills Baptist Church, 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 of Directors that the December 12, 2006 Agenda had been properly posted in compliance with the Nevada Open Meeting Law and was in order for Board approval, with the withdrawal of Item No. 3 (*MASTER PLAN ENHANCEMENT PROGRAM - PROJECT LABOR AGREEMENT*). The Minutes of the November 14, 2006 Regular Meeting of the Board of Directors were also in order for Board approval.

Member James Gibson moved and it was carried by unanimous vote of the full Board to: 1) Approve the December 12, 2006 Agenda, with the withdrawal of Item No. 3 (MASTER PLAN ENHANCEMENT PROGRAM - PROJECT LABOR AGREEMENT); and, 2) Approve the minutes of the November 14, 2006 Regular Meeting of the Board of Directors as presented.

PRESENTATIONS

MOST VALUABLE PLAYER PROGRAM PRESENTATION

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 “November 2006 MVP Award” to Robert Brye, Photographer and Glenn Pinkerton, Photographer.

This is an information item. No Board action required.

AMERICAN SOCIETY FOR TRAINING AND DEVELOPMENT “TRIBUTE TO LEARNING” AWARD PRESENTATION

The Las Vegas Convention and Visitors Authority’s “*LAS VEGAS AUTHORITY ACADEMY*” has been honored with two distinguished awards: *Overall Best Learning*, for best training practices, curriculum, structure, philosophy, culture and organizational impact; and, *Training & Development Programs*, for creativity, innovation and a futuristic approach to learning.

The “Tribute to Learning” awards were created by the American Society for Training and Development (ASTD) to recognize extraordinary learning and development leaders and programs in Southern Nevada. Mr. Rick Hunt, President of the Greater Las Vegas Chapter of ASTD, presented the “Tribute to Learning” awards to President/CEO Rossi Ralenkotter.

Vice President of Human Resources Mark Olson introduced the Management Staff of the Human Resources department and credited them for the LVCVA qualifying for this award. He thanked Rossi Ralenkotter for his support of the Human Resources department’s new ideas and innovation, in turn, making this award possible.

This is an information item. No Board action required.

DISTINGUISHED BUDGET PRESENTATION AWARD

The Las Vegas Convention and Visitors Authority has received the “Distinguished Budget Presentation Award” for the fiscal year beginning July 1, 2006. This award is the highest form of recognition in governmental budgeting and represents a significant achievement by the LVCVA. This is the eighteenth consecutive year that the LVCVA has received this prestigious award.

President/CEO Rossi Ralenkotter introduced the Finance Department and expressed his appreciation for their outstanding work.

This is an information item. No Board action required.

MARKETING DIVISION

BIG LEAGUE
WEEKEND SERIES

Major League Baseball games have become an important element in the development of Las Vegas as a major sports destination.

The Chicago Cubs and the Seattle Mariners will play during the Big League Weekend Series at Cashman Field, March 30-31, 2007. The games will be broadcast on radio and television to their respective markets. As in the past, the LVCVA and Mandalay Sports (Las Vegas 51's) will co-sponsor this event and share in the net profit of the two games.

<u>Fiscal Impact:</u>	Estimated Expenditure:	\$400,000
	Estimated Revenue:	\$200,000
	Net Cost to LVCVA:	\$200,000

Member Larry Brown stated that he is an employee with the Las Vegas 51's Baseball Club, therefore, he will be abstaining from this vote.

Member James Gibson moved to approve an estimated expenditure of \$400,000 to fund the 2007 Big League Weekend Series, March 30-31, 2007, at Cashman Field in Las Vegas, Nevada.

The motion carried by the following vote:

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

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 early construction and renovation of the meeting room and restrooms. He advised the Board that they are maintaining an environmentally conscious approach as this project moves forward.

Additionally, Mr. Musgrave summarized the timeline over the next few months on the Metro Station project.

Member Charles Bowling stated that Staff has done a great job of keeping the customers involved in this process, and reminded them that it is important to continue to keep the focus groups involved in this project as it moves forward.

This is an information item. No Board action required.

OPERATIONS DIVISION (Continued)

MASTER PLAN
ENHANCEMENT
PROGRAM

Project Labor
Agreement

This item was withdrawn from the agenda.

PUBLIC HEARING:
LEASE
AMENDMENT FOR
CLARK COUNTY –
CLARK COUNTY
FIRE DEPARTMENT
(FILE #07-1591)

On August 8, 2006, the Board of Directors adopted Resolution 2006-24. This Resolution was adopted pursuant to Nevada Revised Statute 277.050 for the Las Vegas Convention and Visitors Authority to lease real property to Clark County – Clark County Fire Department. The Resolution set the date of September 12, 2006 for the Board of Directors to discuss the terms of the Lease.

At the September 12, 2006 Board of Directors' Meeting, the LVCVA presented a Lease for vacant LVCVA-owned property with the County of Clark – Clark County Fire Department to construct and maintain a fire station on the campus of the Las Vegas Convention Center. A fifty (50) year Lease was approved by the Board of Directors, with the request that Staff readdress the term of the Lease. This Amendment to the Lease will add forty-nine (49) years to the original term of fifty (50) years, for a total of ninety-nine (99) years.

On November 14, 2006, the Board of Directors adopted Resolution 2006-25. This Resolution was adopted pursuant to Nevada Revised Statutes 277.050 for the LVCVA to amend the Lease for LVCVA-owned property with Clark County - Clark County Fire Department to build a new fire station. The Resolution set the date of December 12, 2006 for the Board of Directors to discuss the terms of the Lease Agreement.

The First Amendment to the Lease Agreement presented at this meeting is to add forty-nine (49) years to the original term of fifty years (50) for a total of ninety-nine (99) years.

Chairman Oscar Goodman opened the public hearing.

There were no comments or questions from the public.

Chairman Oscar Goodman closed the public hearing.

Member Michael Montandon moved and it was carried by unanimous vote of the full Board to: 1) Conduct a public hearing to discuss the potential Lease Amendment; 2) Approve the First Amendment of the Interlocal Lease Agreement Clark County – Clark County Fire Department to increase the term of the Lease to ninety-nine (99) years; and, 3) Authorize the President/CEO to execute the Lease Amendment and all related documents.

OPERATIONS DIVISION (Continued)

NORTH FACILITY
HOT WATER
SYSTEM UPGRADE
(BID #07-1783)

The hot water supply in the Las Vegas Convention Center, north of the Grand Concourse, currently consists of two hot water boilers and four hot water heaters. This equipment has exceeded its service life, and is operating at the maximum threshold allowed by the Emission Operating Permit. The proposed upgrade would completely replace the old system and provide a more energy efficient, reliable system while reducing operating hours and annual emissions.

Staff received bids from three companies, with *Desert Boilers & Controls, Inc.* being the lowest bid at \$114,100.

Fiscal Impact:

FY 2006/2007 - Estimated Expenditure: \$114,100 – Capital Fund

Member James Gibson moved and it was carried by unanimous vote of the full Board to: 1) Award Bid #07-1783, for the North Facility Hot Water System Upgrade to *Desert Boilers & Controls, Inc., Las Vegas, Nevada*, in the estimated amount of \$114,100; and, 2) Authorize the Director of Materials Management to execute the contract documents.

FACILITIES
MAINTENANCE
PROCESS
OPTIMIZATION
Professional
Services
Agreement
(File #07-1604)

In May 2006, *MWH Americas, Inc.* (“*MWH*”) conducted an assessment and identified improvements to the facilities maintenance process and software (Maximo) used at the Las Vegas Convention Center and Cashman Center. Two operation improvements identified by *MWH* that were selected for immediate implementation are: the facility maintenance process optimization; and, Maximo operational and scheduling process improvements.

Staff recommended a Professional Service Agreement with *MWH* for the maintenance process optimization due to their expertise on effectively utilizing Maximo for maintenance management, as well as for their operational process work with government organizations, which include the City of Las Vegas and Clark County.

Fiscal Impact:

FY 2006/2007 - Estimated: Not-to-Exceed \$200,000 – Capital Fund

Member Yvonne Atkinson Gates moved and it was carried by unanimous vote of the full Board to: 1) Approve the facilities Maintenance Process Optimization Professional Services Agreement with *MWH Americas, Inc., Broomfield, Colorado*, in the not-to-exceed amount of \$200,000; and, 2) Authorize the President/CEO to execute the contract documents.

OPERATIONS DIVISION (Continued)

CASHMAN CENTER
FOOD SERVICE
MANAGEMENT AND
CATERING
CONCESSION
(RFP #07-1765)

Director of Materials Management Penny Marchell presented a brief history of the food service at Cashman Center, and the recent change in the contract structure from a commission-based contract to a management-fee based contract. An Executive Summary of the terms and conditions of the new contract was included in the back-up documentation.

Ms Marchell explained that eight Request for Proposals were sent to firms in the food industry throughout the United States. A pre-proposal conference and walk-through of the facility was attended by five of those firms, with three firms ultimately providing proposals. All three firms gave oral presentations to the Evaluation Committee. Based on the reviews, *ARAMARK Sports and Entertainment Services, Inc.* earned the highest rating from the committee.

Ms. Marchell introduced representatives from ARAMARK who were in attendance at the meeting.

Fiscal Impact:

FY 2007-2011: \$1,000,000 Projected Revenue to LVCVA
\$ 360,000 Repair and Maintenance Fund
\$ 450,000 Capital Investment by Contractor

Member Larry Brown stated that due to his involvement with the Las Vegas 51's Baseball Club, he will be abstaining from this vote.

Member Yvonne Atkinson Gates moved to: 1) Award RFP #07-1765, for the Cashman Center Food Service Management and Catering Concession to ARAMARK Sports and Entertainment Services, Inc., Philadelphia, Pennsylvania for the period of January 1, 2007 through December 31, 2010; 2) Authorize the President/CEO to execute the contract documents; and, 3) Authorize the President/CEO to execute one additional 2-year contract extension, if mutually agreed.

The motion carried by the following vote:

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

OPERATIONS DIVISION (Continued)

CUSTOMER
SERVICE
EXCELLENCE
SPONSORSHIP

The Las Vegas Convention and Visitors Authority has provided annual sponsorship to the Las Vegas Chamber of Commerce for funding of the Customer Service Excellence Program since 1991. This program is a key component in promoting excellence in service to the visitors of Clark County by recognizing and rewarding those who provide a high level of customer service throughout the community.

Mr. John Wilson, Executive Partner at Medic West Ambulance and Co-Chair of the Customer Service Excellence Program, explained that this program is unique because its focus is to recognize excellence on an individual level and to create a culture of excellence and positive experience for both the visitors as well as residents of the community. The program seeks out and rewards every sector of the business community and encourages them to live the brand. Speaking on behalf of the people who participate and volunteer their time in this program he asked for the Board's support of the Customer Service Excellence Program.

MEMBER GIBSON LEFT FOR A BRIEF TIME AND RETURNED TO THE MEETING.

Fiscal Impact:
FY 2006/2007 - \$80,000

Member Kara Kelley stated that she is an employee of the Chamber of Commerce and will be abstaining from the vote on this item.

Member James Gibson moved to approve an \$80,000 sponsorship disbursement to the Las Vegas Chamber of Commerce for funding the Customer Service Excellence Program for 2007.

The motion carried by the following vote:

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

LVCVA BUDGET
AND STATISTICAL
REPORT

The *LAS VEGAS CONVENTION AND VISITORS AUTHORITY BUDGET AND STATISTICAL REPORT* for the period ending October 31, 2006 was included in the back-up documentation. Senior Vice President Jim Gans briefly reviewed the room tax year-to-date, and advertising expenditures. There were no comments or questions by the Board of Directors.

This is an information item. No Board action required.

EXECUTIVE DIVISION

CLARK COUNTY
SELF-FUNDED
PLAN
Amendments to the
Interlocal Agreement

Vice President of Human Resources Mark Olson reported that the amendments to the Clark County Self-Funded Plan Interlocal Agreement include an annual price increase of 2.5%, language changes intended to clarify correct practices, and Plan modifications.

Fiscal Impact:

FY 2007 – Estimated: \$2,532,340

Based on current enrollment, total annual premiums will increase approximately \$170,000 from FY 2006.

Member Yvonne Atkinson Gates moved and it was carried by unanimous vote of the full Board to approve the two Amendments to the Interlocal Agreement as submitted by Clark County Risk Management for the Self-Funded Health Benefits Plan.

LEGAL COUNSEL'S
REPORT

Legal Counsel Luke Puschnig had no new legal items to report at this meeting.

Introduction

President/CEO Rossi Ralenkotter introduced Keith Mangum, from *Mangum Management GmbH, Germany*, (one of the LVCVA's Foreign Representative Offices), who was in attendance at the meeting.

LAS VEGAS
EVENTS'
REPORT

Ms. Maryann Beaman, Director of Event Programming from Las Vegas Events, updated the Board on the statistics of events held in Las Vegas, Laughlin, Mesquite and Primm during July-October 2006. She discussed the 60-day outlook, listing the upcoming events in December 2006. This is an information item. No Board action required.

COMMITTEES

There were no committee reports.

DIRECTORS' RECOGNITION

Member Charles Bowling commented on what a fantastic program the Customer Service Excellence Program is. He expressed his appreciation to the Chamber of Commerce for taking the time to enlighten the Board on the details and accountability of this program.

Member Tom Collins thanked the Board of Directors for allowing him to represent them by presenting the check to the Professional Rodeo Cowboy's Association during the National Finals Rodeo this year.

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 9:45 a.m.

Respectfully submitted,

Date Approved: January 9, 2007

(s)

Carol Fergen
Executive Assistant to the Board

(s)

Oscar Goodman
Chair of the Board of Directors