

**ELKO CONVENTION & VISITORS AUTHORITY  
BOARD OF DIRECTORS MEETING  
CEDAR ROOM·ELKO CONVENTION CENTER  
TUESDAY, FEBRUARY 22, 2022-8:30 AM PST  
MINUTES**

The Chair and/or Vice-Chair reserve the right to: change the order of agenda items, combine two or more agenda items for consideration, remove or delay discussion on an item, and/or recess the meeting and continue at another specific date and time.

**1. Roll call**

ECVA Board Members Present: Dave Zornes  
Toni Jewell  
Delmo Andreozzi  
Chip Stone

ECVA Staff Present: Katie Neddenriep, Executive Director  
Cheryl Garcia, Comptroller  
Amber Merz, Administrative Assistant

**2. Call to order and Pledge of Allegiance**

Dave Zornes called the meeting to order at 8:30 am and stated for the record that all Board of Directors members were present except for Matt McCarty. He then led attendees in the Pledge of Allegiance.

**3. Public Comments- Non-Action Item**

Pursuant to N.R.S 241.020, 2(c) (3), this time is devoted to comments by the general public, if any, and discussion of those comments. No action may be taken upon a matter raised under this item on the agenda until the matter itself has been specifically included on a successive agenda and identified to be an action item.

None at this time.

**4. Approval of minutes from January 25, 2022, Regular Session & February 8, 2022, Special Session Board of Directors Meetings. – For Possible Action (Public Comment)**

Cheryl Garcia said that on the 3<sup>rd</sup> page of the January 25, 2022 minutes in Matt McCarty's statement "taxpayer" was typed out twice.

*Delmo Andreozzi motioned for Approval of minutes from January 25, 2022, Regular Session & February 8, 2022, Special Session Board of Directors Meetings with correction. Chip Stone seconded the motion. Motion passed unanimously.*

**5. NEW BUSINESS:**

5A-0222-22      Review, discussion, and possible approval of marketing fund support to the Jake Eary Memorial Rodeo in the amount of up to \$2,600.00 as

recommended by the ECVA Marketing Committee - **For Possible Action (Public Comment)**

Katie Neddenreip told the board this was the standard marketing support request that Jake Eary Memorial Rodeo has put in for many years. She explained that \$2,000 of the request was for reimbursement of qualifying marketing expenses and \$600 was a prize sponsorship that went to one of the Youth Saddles. The ECVAs logo would go on all of the marketing materials and the saddle.

Amber specified that this was the first year the saddle would include the sponsor's logo stamped into it which was really nice.

Dave said he was pretty sure the Stockmans Ramada always got room reservations from this event.

Toni Jewell said Maverick Gaming did as well explaining they did have a discounted room block and also sponsored a room each year. She went on to say she doesn't believe they have ever sold out of their blocks during the Jake Eary Memorial Rodeo but this could be due to competitors and spectators not specifically stating they were with the event when booking their stay.

*Toni Jewell motioned for approval of marketing fund support to the Jake Eary Memorial Rodeo in the amount of up to \$2,600.00 as recommended by the ECVA Marketing Committee. Chip Stone seconded the motion. Motion passed unanimously.*

**6. OLD BUSINESS:**

None.

**7. STAFF REPORTS:**

7A-0222-22 Comptroller's Report and possible approval of expenditures for preceding month(s) and all matters related to – **For Possible Action (Public Comment)**

Cheryl Garcia told the board December 2021 Room Tax was received in January 2022 and was as follows. General fund room tax for December 2021 came in the amount of \$36,291.03, compared to the \$33,470.79 received in December 2020 this is an increase of \$2,820.24 or 8.43%. Marketing fund room tax for December 2021 came in the amount of \$26,740.76, compared to the \$24,662.69 received in December 2020 this is an increase of \$2,078.07 or 8.43%. Year to date Room Tax proceeds is up 16.80% in general and marketing funds. Ad valorem tax received for the first month of the third quarter came in February 2022 and is up 48.63%.

Dave referred to the Ad Valorem Tax chart and asked why it showed proceeds were down for the 3<sup>rd</sup> quarter.

Cheryl explained the chart compared the total funds received for each quarter. They had only received the first payment of the 3<sup>rd</sup> quarter this fiscal year but the last 2 fiscal years it was compared to contained all 3 payments.

Further discussion regarding Ad Valorem reporting took place.

Cheryl told the board the total claim for this period came to \$111,484.40. She let them know the dates listed were incorrect and should read January 22, 2022, through February 18, 2022. She then spoke about the Request for Proposal & Qualifications for Accounting Services. So far she had heard back from three of the accounting firms the RFP had been sent to, one of these firms was Eide Bailey, Charles Russel will evaluate the RFP and submit a proposal by the deadline if they wish to proceed and the third was William J. Saylor, CPA who notified they were declining to submit a proposal due to staffing constraints.

Delmo Andreozzi suggested to Katie and Cheryl that they consider bringing ECVAs Legal Council Bob Wines in when they review the proposals as the decision is not made solely based on the lowest bid but also on who is the most qualified.

Katie said they would have a scoring system to evaluate the proposals and the firms qualifications.

Discussion regarding the Request for Proposal & Qualifications for Accounting Services took place.

***Delmo Andreozzi motioned for approval of January 22, 2022, through February 18, 2022, total claims in the amount of \$111,484.40 Toni Jewell seconded the motion. Motion passed unanimously.***

7B-0222-22            Marketing, Convention & Tourism Report - **Non-Action Item**

Katie told the board she thought Tom Lester was probably running late because of the weather. She then referred to his board report in the packet and read through it. She spoke about the website project with Noble Studios explaining this project is taking up a large portion of their time. They have a draft of the new rack cards for the campaign with Certified Folder. Tom would be hosting the Cowboy Country Territory meeting at the Convention Center on Wednesday. Katie let the board know they had received the first edition of the new quarterly Nevada Magazine/Nevada Visitors Guide.

Dave asked Katie about the shows listed in the travel schedule of Tom's report.

Katie explained ISE Show in Salt Lake City was the International Sportsmans Expo, Contact/NTA in Anchorage Alaska was the National Tour Association show and IPW in Orlando Florida is International Pow Wow.

Further discussion regarding Toms's travel schedule took place.

7C-0222-22            Events, Facilities and Administrative Report – **Non-Action Item**

Katie told the Board about the issues they were having with the moving walls in the Convention Center. She said she thought they were installed in the 70s and explained they were becoming a potential hazard. They had received samples for replacements, she showed them the various colors and prints. Katie then said she had also requested a quote to have magnetic dry erase board panels installed as a part of the moving walls. They hoped this would cut down on the damage clients cause to the permanent walls by taping and tacking items up. She explained the quotes would only be good until the end of the month and the cost would go up on March 1st so they would need to make a decision by the end of this month. The ECVAs backup generator did not turn on when NV Energy went out a few weeks back. They have scheduled someone to

come service it and hope to figure out what is going on. She is still working to finalize the details of transitioning the electronic sign to the city. They are very busy working on the 2022 Mining Expo. Exhibitor registration is open and they are coming in. Exhibitors have been asking about Nevada Gold Mines involvement in the event this year. They have spoken with NGM and were told that they would not be promoting the Expo with their employees but they will have a presence at the show. She then spoke about the air service in Elko and how she thought it was going to affect the show. Katie explained she expected to see a lot of exhibitors leaving early, even breaking down on Thursday.

Dave said he has been thinking a lot about the cost of bringing in GES each year. He asked if it would be possible for the ECVA to run power underground in the back lot and potentially save money.

Katie explained that even if they did that they would still need an electrical contractor for the show and GES was the only one in the area capable of handling the Expo.

Further discussion regarding electrical and exhibitor services contractors took place.

Katie then spoke about Room Tax revenues which continue to outperform the numbers pre-pandemic. Reservations are going back up again as well.

Discussion took place.

**8. Public Comments – Non-Action Item**

None at this time.

**9. Board Comments – Non-Action Item**

Chip spoke about the emergency meeting called to discuss the Event Center concept.

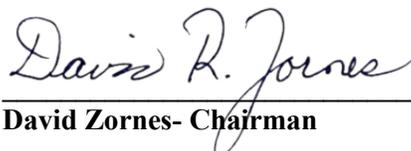
Delmo specified that the County Commission had taken no action on the matter, it was only a concept, he didn't believe the city had taken action either.

Chip said they had just discussed the concept and potential turnover or use of the sports fields.

Further discussion took place.

**10. Adjournment:**

*Meeting adjourned at 9:19 am.*

  
**David Zornes- Chairman**