

ELKO CONVENTION & VISITORS AUTHORITY
BOARD OF DIRECTORS MEETING
TUESDAY MAY 24, 2022
ELKO CONVENTION CENTER, CEDAR ROOM 8:30 A.M.
MINUTES

The Chair and/or Vice-Chair reserves 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
Matt McCarty

ECVA Staff Present: Katie Neddenriep, Executive Director
Tom Lester, Tourism & Convention Manager
Cheryl Garcia, Comptroller
Amber Merz, Administrative Assistant

Visitors: Annette Kerr
Doris Toothman
Cynthia Delaney
Richard Fale

2. Call to order and Pledge of Allegiance

Board of Directors Chairman, Dave Zornes, called the meeting to order at 8:30 am and led attendees in the Pledge of Allegiance. He stated for the record they had a full board present today.

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.

Tom Lester introduced Richard Fale of Pacific Sports International.

Richard Fale spoke about Pacific Sports International, an international professional athlete training and development management company. He spoke about their interest in Elko, potentially putting a permanent training facility in Elko and bringing their athletes here to train in their off-season and hold international events. Events held in other cities where Pacific Sports International has facilities range from roughly 80,000 down to 1,000 attendees.

Discussion took place.

4. Approval of minutes from April 26, 2022, Regular Session & May 3, 2022, Special Session Board of Directors Meetings. – For Possible Action (Public Comment)

Matt McCarty motioned for approval of April 26, 2022, Regular Session & May 3, 2022, Special Session Board of Directors Meetings. Delmo Andreozzi seconded the motion. Motion passed unanimously.

Matt McCarty stated for the record that he was not present at the April 26th Board of Directors meeting.

5. NEW BUSINESS:

5A-0524-22 Review, discussion, and possible approval to augment the General Fund, Marketing Fund, and Facility Fund of the 2021-2022 ECVA Budget in the amount of \$360,183 (General Fund), \$144, 073 (Marketing Fund), and \$164,655 (Facility Fund) in order to appropriate previously unbudgeted expenses. – **For Possible Action (Public Comment)**

Cheryl Garcia talked about the augmentation and how it was due to the ARPA funds the ECVA had received.

Delmo Andreozzi told staff this item was surprising to him. He spoke about how the County received ARPA funds as well but had not done an augmentation.

Matt McCarty spoke about previous years where the ECVA went over budget but used contingency funds instead of augmenting. He asked why they would augment now instead of using contingency funds.

Toni Jewell asked the staff if the ECVA had not gone over budget would they still need to augment due to the ARPA funds.

Discussion took place.

Matt McCarty motioned for approval to augment the General Fund, Marketing Fund, and Facility Fund of the 2021-2022 ECVA Budget in the amount of \$360,183 (General Fund), \$144, 073 (Marketing Fund), and \$164,655 (Facility Fund) to appropriate previously unbudgeted expenses. Delmo Andreozzi seconded the motion requesting information be forwarded to Eide Bailly for review. After review, any additional information on the matter should be provided to the board. Motion passed 4 to 1.

5B-0524-22 Public Hearing as required by the State of Nevada Department of Taxation for the review and possible approval of the 2022/2023 ECVA Final Budget.. – **For Possible Action (Public Comment)**

Cheryl Garica explained the changes made since the tentative budget are what they discussed in the one-on-one meetings she and Katie had with each board member.

Matt spoke about appreciating how Katie had been working towards paying down the Conference Center and her idea to use funds transferred from Capital Projects to General Fund. He said he hopes when it comes time to refinance the building he hopes someone on the board will remember the funds are there.

Katie clarified the funds transferred from capital to general are what they are using to pay the mortgage on the Conference Center, and the ending fund balance in the Facility Expansion fund is what they will use when the refinance comes in 2026.

Delmo asked what the timeline was for recruiting?

Katie explained they had been recruiting for more than a year for the facilities team. She spoke about the difficulties of hiring they were facing.

Matt wondered if they should wait to approve the budget until they had time to adjust the pay scales or approve it as is knowing they would need to augment it later to account for pay increases.

Delmo spoke about the pay scale analysis the County had done and said he would provide ECVA staff with contact information for the company that did the analysis.

Discussion regarding pay scales took place.

Chip spoke about the \$3.00 increase in the current budget and how he felt that was fine for now.

Chip Stone motioned for approval of the 2022/2023 ECVA Final Budget as required by the State of Nevada Department of Taxation. Delmo Andreozzi seconded the motion. Motion passed unanimously.

5C--0524-22

Review, discussion, and possible approval of a request from the University of Nevada, Reno School of Medicine seeking ECVA sponsorship of the 2022 Rural Nevada EMS Conference in the form of facility use discount/waiver of fees of an undetermined amount.–
For Possible Action (Public Comment)

Katie spoke about the history of the EMS Conference and their relationship with the ECVA, the event has been held at the ECVA since 2012 and has always received some sort of discount on their rental.

Tom asked if they had any idea how many hotel rooms the conference booked out. He spoke about how many CVBs will offer convention space for free to any convention willing to book in their city.

Toni spoke about past years when the Red Lion did sell large blocks of rooms for the EMS Conference.

Discussion took place.

Dave Zornes asked what kind of discount they received last year?

Katie told the board the event had not happened since 2019 due to the pandemic. She explained that the organization was category two so they automatically got a 25% discount, the Board approved a cap on their bill of \$4500 and their total bill was roughly \$9500.00 so the ECVA ended up writing off more than the organization paid.

Delmo and Chip spoke about the value this conference brings to Elko and surrounding communities, discussing the importance of providing regular training to emergency/first responders.

Further discussion took place.

Delmo Andreozzi motioned to approve a request from the University of Nevada, Reno School of Medicine seeking ECVA sponsorship of the 2022 Rural Nevada EMS Conference, taking into account their category 2 status which gives them a discount of 25% and offering them an additional \$2,500.00 discount off their facility use fees. Matt McCarty seconded the motion.

Chip Stone stated they provide a very valuable service to the community and he would like to see a discount of at least \$3,500.00 taken off their facility use fees.

Delmo Andreozzi amended his motion to a discount of \$3,500.00, Matt McCarty seconded. Motion passed unanimously.

5D--0524-22

Review, discussion, and possible approval of a request from the NRA seeking ECVA sponsorship of the 2022 FNRA Banquet in the form of facility use discount/waiver of fees in the amount of \$1612.50 – **For Possible Action (Public Comment)**

Delmo Andreozzi stated for the record he supports the NRA and this event but this is a private, ticketed banquet and the ECVA should not waive the facility rental.

Matt agreed

Chip asked what category they fell into.

Katie stated they were category 2 and received a 25% discount automatically.

Toni asked if they needed to make a motion for this discount.

Katie said they did not.

Delmo Andreozzi motioned to deny the request from the NRA seeking ECVA sponsorship of the 2022 FNRA Banquet in the form of facility use discount/waiver but remind them of the discount they are already receiving

from the ECVA as a part of their category 2 status. Chip Stone seconded the motion. Motion passed unanimously.

6. OLD BUSINESS:

None.

7. STAFF REPORTS:

7A-0524-22 Comptroller's Report and possible approval of expenditures for preceding month(s) and all matters related to – **For Possible Action (Public Comment)**

Cheryl Garica told the board her report was for the month ending April 30th, 2022. She then went over the room tax and ad valorem proceeds the ECVA had received during this time as detailed in her board report. Room tax was received for March 2022 as follows general fund room tax- \$43,677.07 and marketing fund room tax- \$32,183.10, both up 32.08% over the previous year. Facility expansion fund room tax- \$36,780.69, up \$34,378.97 over the previous year. Year-to-date room tax proceeds are up 24.94% in all funds. Ad Valorem Tax for the 3rd Quarter 2022 comes to a total of \$186,916.26, an increase of 28.54 % over the previous year. Total claims are from April 23, 2022, through May 20, 2022, and come to \$221,248.22.

Matt McCarty motioned for approval of the April 23, 2022-May 20, 2022 total claims in the amount of \$221,248.22. Toni Jewell seconded the motion. Motion passed unanimously.

7B-0524-22 Marketing, Convention & Tourism Report - **Non-Action Item**

Tom Lester spoke about the new Visitors Guide, and Certified Folder rack cards, and went over benefits the ECVA and Elko have received in partnership with the Travel Nevada based on their recent 5-year audit.

7C-0524-22 Events, Facilities and Administrative Report – **Non-Action Item**

Katie Neddenreip spoke about upcoming projects including the airwall replacements, scheduled for the end of the summer, the office door replacement, delayed due to supply chain issues, and the radio replacement has also been delayed due to supply chain issues. The concrete repair for the area around the city park and the ECVA is being discussed and they are hoping to have it done in July. Katie then spoke about the Expo, over 300 exhibitors signed up before they closed registration. They have expanded back into the park again and sold over 40 booths in that area. She let them know that Source 1 was on its way up and would begin setting up on Thursday. Jolene Stone has moved and resigned her position on the Marketing Committee so they are looking to fill that position- Lodging: Non-Gaming, if they have any suggestions send them her way.

Discussion took place.

8. Public Comments – Non-Action Item


None at this time.

9. Board Comments – Non-Action Item

Matt McCarty spoke about the Govenry ending the Emergency Declaration and how it did not apply to the Senior Center.

10. Adjournment:

Meeting adjourned at 10:27 am.


David Zornes- Chairman