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RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
NOTICE OF PUBLIC MEETING
REGULAR MEETING OF THE BOARD OF DIRECTORS
Thursday, May 28, 2020, at 9:00 a.m.

MEETING VIA TELECONFERENCE/VIDEOCONFERENCE ONLY PURSUANT TO NRS 241.023

BOARD OF DIRECTORS:
Commissioner Bob Lucey, Chairman

Mr. Nat Carasali
Mr. Andy Chapman
Ms. Shannon Keel
Mr. Don Kornstein
Councilman Ed Lawson
Mayor Hillary Schieve
Ms. Ann Silver
Mr. Mark Sterbens

THIS MEETING IS IN COMPLIANCE WITH THE NEVADA OPEN MEETING LAW AND HAS BEEN PROPERLY NOTICED AND POSTED AT THE FOLLOWING LOCATIONS:
RSCVA Website: www.rscva.com/public-meetings Online at http://notice.nv.gov/

Public Notice

Pursuant to Section 3 of the Declaration of Emergency Directive 006 ("Directive 006"), the requirement contained in NRS 241.023(1)(b) that there be a physical location designated for meetings of public bodies held via teleconference or videoconference where members of the public are permitted to attend and participate has been suspended. Moreover, pursuant to Section 3 of Directive 006, the requirements contained in NRS 241.020(4)(a) that public notice agendas be posted at physical locations within the State of Nevada has likewise been suspended. This agenda has been electronically posted in compliance with Directive 006, NRS 241.020(3) at www.visitrenotahoe.com/about-us/public-meetings and NRS 232.2175 at https://notice.nv.gov/.
Please see section below regarding public comment. Members of the public may view the meeting live at https://www.youtube.com/channel/UCaqIm2OShuhzc5Lw1w6HkcA.

Supporting Materials

Pursuant to Section 5 of Directive 006, the requirement contained in NRS 241.020(3)(c) that physical locations be available for the public to receive supporting material for public meetings has been suspended. Supporting materials for the meeting are available on the RSCVA's website at www.visitrenotahoe.com/about-us/public-meetings.
Pursuant to NRS 241.020(6), supporting material is made available to the general public at the same time it is provided to the Committee. The designated contact to obtain support materials is Corie Carlsen, 4001 South Virginia Street, Suite G, Reno, NV (775) 827-7618.

Public Comment

Pursuant to Section 2 of Directive 006, if a public body holds a meeting by means of teleconference or videoconference and a physical location where members of the public can attend is not provided, the public body must provide a means for the public to provide public comment, and post that means on the public notice agenda. Pursuant to Section 2 of Directive 006, the public may provide public comment by emailing comments to boardclerk@renotahoeusa.com or by leaving a voicemail (limited to three minutes) at (775) 827-7602 (note this is not a live call-in line). Comments received before 4:00 p.m. on Wednesday, May 27, 2020, will be transcribed and given to the Committee for review and will be included with the minutes of the meeting.

Items on the agenda are for possible action by the Board of Directors unless stated otherwise. Items will not necessarily be considered in the order listed. The Board of Directors may combine two or more agenda items for consideration, may remove an item from the agenda or may delay discussion relating to an item on the agenda at any time.

AGENDA

A. OPENING CEREMONIES

Call to Order
Roll Call

B. COMMENTS FROM THE FLOOR BY THE PUBLIC

Public comment is limited to three minutes. The public is encouraged to comment on all agenda items as well as issues not on the agenda during the Public Comment period. No action may be taken on a matter raised under this item of the agenda until the matter itself has been specifically included on an agenda as an item upon which action will be taken.

C. APPROVAL OF THE MAY 28, 2020 BOARD OF DIRECTORS' SPECIAL MEETING AGENDA

For possible action.

D. APPROVAL OF THE APRIL 30, 2020 BOARD OF DIRECTORS' SPECIAL MEETING MINUTES

For possible action.

E. UPDATE FROM INTERIM CEO

E1. Update from Interim CEO

Jennifer Cunningham will give a brief update on RSCVA matters.

This is an information item. Not for an action item.

F. BOARD MATTERS

F1. Searchwide Search Firm Update

The BOD will be given an update on the CEO search process. The Board may take action to give direction to staff and/or Searchwide regarding the CEO search process.

For possible action.

F2. Review, discussion, and possible action regarding revisions to RSCVA Harassment and Non-Discrimination Policies

The Board is being asked to review, discuss, and possibly approve or revise Harassement and Non-Discrimination Polieis to update the compalint procudures in those policies.

For possible action.

G. FINANCIAL DIVISION

G1. Public Hearing: Review and Adoption of the RSCVA 2020/2021 Fiscal Year Budget (Resolution 588)

There will be a public hearing on the RSCVA 2020-2021 Fiscal Year Budget. The Board is being asked to review and discuss the budget and approve Resolution #588 to adopt the 2020/2021 Fiscal Year Budget as recommended by the Finance and Facilities Committee.

For possible action.

G2. Review and possible approval of the RSCVA Fiscal Year 2020/21 Property, General Liability, Automobile, Umbrella, Workers' Compensation, Public Officials' Liability, Crime and Internet Liability, and associated Insurance Coverage

RSCVA staff is recommending the Board of Directors approve of obtaining the following insurance policies: Property, General Liability, Automobile, Umbrella, Workers' Compensation, Public Officials' Liability, Crime and Internet Liability, and associated insurance coverage. The new insurance program recommended premiums are estimated to be $355,893, an increase of $43,885. The Board of Directors will review, discuss, and possibly approve the foregoing coverages.

For possible action.

H. PRESENTATIONS

H1. P3 Partners Presentation

P3 Partners will present a proposal to the Board of Directors to allow P3 Partners to asume management responsibilities for the Reno Event Center and the National Bowling Stadium. The Board may take action to give direction to satff regarding the P3Partners proposal.

For possible action.

I. BOARD MEMBER COMMENTS REGARDING ITEMS FOR FUTURE MEETINGS

This is an information item. Not an action item.

J. COMMENTS FROM THE FLOOR BY THE PUBLIC

Public comment is limited to three minutes. The public is encouraged to comment on all agenda items as well as issues not on the agenda during the Public Comment period. No action may be taken on a matter raised under this item of the agenda until the matter itself has been specifically included on an agenda as an item upon which action will be taken.

K. ADJOURNMENT

For possible action.

For information or questions regarding this agenda please contact:
The RSCVA Executive Office
P.O. Box 837, Reno, NV 89504
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Reno-Sparks Convention & Visitors Authority
Special Meeting of the Board of Directors
Meeting Minutes
April 30, 2020

The Special Meeting of the Board of Directors of the Reno-Sparks Convention & Visitors Authority met at 10:00 am, April 30, 2020, **via teleconference/videoconference only pursuant to NRS 241.023.** The meeting was properly noticed and posted in compliance with the Nevada Open Meeting Law.

A. OPENING CEREMONIES

Call to Order

Board Members Present:
Nat Carasali
Andy Chapman
Shannon Keel
Don Kornstein
Councilman Ed Lawson
Commissioner Bob Lucey
Mayor Hillary Schieve
Ann Silver
Mark Sterbens

Board Members Absent:

RSCVA Executive Staff Present:
Jennifer Cunningham, Executive Vice President
Michael Larragueta, Vice President of Sales
Robert Chisel, Chief Financial Officer
Art Jimenez, Executive Director of Tourism Sales
Esther Isaac, Director of Marketing
Sheri Nill, Director of Human Resources
Ben Kennedy, Legal Counsel
Molly Rezac, Legal Counsel

RSCVA Executive Staff Absent:

B. COMMENTS FROM THE FLOOR BY THE PUBLIC

Pursuant to Section 2 of Directive 006, the public may provide public comment by emailing comments to boardclerk@renotahoeusa.com or by leaving a voicemail (limited to three minutes) at (775) 827-7602 (note this, not a live call-in line).

C. APPROVAL OF THE AGENDA OF APRIL 30, 2020 SPECIAL MEETING OF THE BOARD OF DIRECTORS

MOTION: Member Mark Sterbens made a motion to approve the April 3, 2020 agenda. It was seconded by Vice-Chair Ed Lawson. **Motion carried unanimously.**

D. APPROVAL OF MINUTES OF APRIL 3, 2020 SPECIAL MEETING OF THE BOARD OF DIRECTORS

MOTION: Member Don Kornstein made a motion to approve April 3, 2020, meeting minutes. It was seconded by member Ann Silver. **Motion carried unanimously.**

E. BOARD MATTERS

E1. Report of Finance Committee regarding action taken regarding the Contingency Operations Plan, Cost-Cutting Measures, Staff Reductions, and Budget Revisions for the fiscal Year 2020-2021 for the Reno-Sparks Convention and Visitors Authority.

Robert Chisel stated that the authority began cost-savings measures in March that resulted in an immediate reduction to the budget of $7.8M. He added that the finance committee recommended that executive staff look at additional personnel cost savings to extend operating cash. Mr. Chisel presented the results, which include a reduction of full-time equivalent staff by 50% (45% staff furlough-currently 55 positions, furloughing 25), five vacant positions (20 positions are currently filled) and a 10-15% pay cuts to the remaining employees. He added that a voluntary retirement incentive would be offered to employees that have been with RSCVA 15 years or longer. Mr. Chisel said that the furloughed employees would retain medical benefits during this time.

Ed Lawson said that this was a hard decision. He thanked executive staff for working with the finance committee to make sure the organization is solvent.

Mayor Hillary Schieve asked what departments were affected by the furloughs and asked staff how they came up with the numbers.

Jennifer Cunningham answered by saying that each department went down approximately 50%. She added that the executive team met with board member Ann Silver to look at the entire organization and went through name by name. Ms. Cunningham said that it was a challenging exercise and thanked Ms. Silver for asking the hard questions.

Mayor Schieve voiced her concern about losing sales staff. She added that it is the time to go after the groups that can't get back into Las Vegas due to date conflicts.

Shannon Keel stated that she agreed with Mayor Schieve, saying that the sales depart might be the first people to bring back.

Andy Chapman said that as a member of the committee, there was extensive discussion about the sales structure and the need to able to respond and get back in the marketplace. He said that the finance committee is working closely with staff to keep an eye on business levels.

Bob Lucey thanked the members of the committee and the executive team for identifying the needs of the organization. He went on to say that this is an update from the finance committee and reminded everyone that the committee was given full authority to make decisions without the need for full board support.

Ann Silver asked if the 10% reduction in pay for remaining staff was necessary on top of the furloughs.

Bob Lucey said that he understands that there will be additional work for the remaining employees; however, the potential recovery period could take up to 18 months. He added that there are some bond issues at the county that could free up some dollars for the organization.

Ann Silver recommended that the board forgo the $80 stipend for the duration of the furloughs.

Ben Kennedy stated that the Finance Committee does not have the authority to disallow the board stipend; however, board members are free to waive it. RSCVA staff would need that directive in writing (email).

Ed Lawson said that it is important that we all share in the pain of this crisis.

No action taken.

E2. **Review, discussion and possible approval of payment in the amount of up to $100,000 to the City of Reno for funding to the Downtown Business Improvement District.**

Cindy Carano, Board Chair of Downtown Reno Partnership, presented a short video from Executive Director Alex Stettinski. Ms. Carano stated that the city of Reno established the BID in 2018. She said that RSCVA, along with other local companies, including The Row and RTC, had pledged various amounts. The purpose of the BID is to work with businesses, property owners, residents, city and county government to make the core of the city cleaner, safer and friendlier with the ultimate goal of creating more reasons for people to visit the downtown area. Ms. Carano introduced additional members of the BID board, including Par Tolles, Police Chief Jason Soto, and Deputy Chief Mac Venzon, and opened the floor for comments and questions.

Mayor Schieve said that downtown needs to have the support of the BID. She stated that public safety is critical and it will be hard to get people to come downtown if they do not feel safe. This money goes directly to the downtown police.

Chief Jason Soto added that crime in the downtown area is flat and even down since the start of the BID. He stated that it is essential to have the presence of the ambassadors downtown during the COVID-19 crisis.

Don Kornstein asked if there is a specific need that the $100K pledge represents.

Robert Chisel stated that the $100K provides for the gap funding that directly supports the downtown police department. He added that the board approved a one-year commitment to the BID and requested future funding to be presented to the board annually. He said that the RSCVA contributed $100,000 for the BID's Fiscal Year 2018-19 funding and that this request is for the Fiscal Year 2019-20.

Deputy Chief Venzon added that the funds go directly to the city of Reno to the RPD gap funding that supports fourteen officers in the downtown core.

Don Kornstein said that he feels that it is crucial coming out of the pandemic that visitors feel it is safe to be downtown.

Shannon Keel suggested that we provide half of the $100K now and look at delivering the remaining money at a later date.

Don Kornstein agreed with Ms. Keel and offered to make a motion to approve an immediate $50K, half of the 2019/20 pledge with the second payment of $50K to be paid at the discretion of the RSCVA Finance and Facilities Committee.

Bob Lucey disclosed that he sits on the executive committee of the Downtown Improvement District; however, that does not affect his vote on this agenda item.

Ann Silver asked if the BID had presented any cost savings data that the organization has adopted regarding the COVID-19 crisis. She added that the RSCVA had furloughed staff, and remaining employees have to take a 10-15% pay cut. Ms. Silver asked for an update on the cost-cutting measures that the BID has taken.

MOTION: Member Don Kornstein made a motion to make a payment to the BID in the amount of $50,000 with the second payment of $50,000 to be paid at the discretion of the RSCVA Finance and Facilities Committee. Mayor Hillary Schieve seconded the motion. **Motion carried unanimously.**

E3. **Selection of Search Firm and procedure for hiring President/CEO**

Chairman Lucey stated that there were eight applicants for the RFQ #2020-09 issued on April 7, 2020, to select a search firm to conduct a national search for the RSCVA President/CEO. He asked Andy Chapman to provide an update.

Andy Chapman stated that out of the eight applicants, Searchwide and Korn Ferry have the most direct experience with the CVB's.

Shannon Keel agreed with Mr. Chapman that Searchwide and Korn Ferry were the two companies with CVB expertise.

Don Kornstein said that the board needs to make it clear to whichever company is selected that the upfront money is limited, and the bulk of the payment would come upon success.

Mayor Schieve asked the cost associated with both Korn & Ferry and Searchwide.

Bob Lucey said that Searchwide Global has a fee of $75,000 divided up in segments, and Korn Ferry's fee is $100,000. He added that both companies have an upfront fee of $25,000, with the remainder to be paid when a candidate is placed.

Mayor Schieve asked for board discussion. She said that she had been a part of several CEO searches recently, and the reason the city went with Chief Soto as the Interim City Manager and Kristen McNeill at the WCSD was that they have relationships here in Reno. Mayor Schieve went on to say that Jennifer Cunningham was put in the interim position last time and did an excellent job. She said that the RSCVA's numbers were never higher, and she knows the landscape. Mayor Schieve proposed that the board consider putting Jennifer in that CEO position for a year. She went on to say that the board might be looking for something completely different in a year. She thanked the board members involved in this search process but asked if this is the time to spend the money on a search.

Chairman Lucey said that he agrees with Mayor Schieve and asked for board discussion.

Don Kornsetin said that he respects the mayor's opinion and understands the focus on the budget; however, we will benefit by going through this process. I think that it is a good use of money to find out the quality candidate that we might be able to find. It might turn out that we don't find anyone that is suitable for the board, but we might learn something in that process. We are in a dynamic environment now bringing in an experienced person that has had success in another setting that might be a change agent for the way things have always been done at the RSCVA.

Bob Lucey reminded the board that Jennifer Cunningham has applied for the position of President/CEO. He asked Ms. Cunningham to step out for the board discussion on this item to avoid any awkward conversation.

Don Kornstein reminded the board that the founder of Searchwide Global and one of the lead partners had run convention authorities. They are very experienced in this area and will come into this project with an initial investigation into how the organization is run. We are getting a consulting project inside of a search project. He said that he is in favor of selecting a search firm today and getting started.

Shannon Keel said that she understands where the mayor is coming from, given the financial situation at the RSCVA and the uncertainty of the landscape, however, we need someone strong to come in and clean up the mess and the drama that was left behind by the previous CEO. She said that this position revolves around sales and getting this organization back on track.

Ben Kennedy suggested that the board identify the process to be utilized by the search firm for presenting qualified candidates to the Board of Directors for consideration. He mentioned that in the past, the board has asked that more than one candidate be brought forward.

Chairman Lucey said that Ms. Cunningham did great during her last stint as CEO. He said that there were massive transitions, but the focus was on marketing. And while Ms. Cunningham was instrumental in rebranding the RSCVA, the focus has changed based upon the landscape, and sales is going to be the new directive. He added that Jennifer and her team did a phenomenal job at building that brand and the strategic plan around that, but now the focus is on sales. He said that we need to reenergize the community and the region, and that is going to take someone that creates a culture. Someone that will focus energy around the sales team and really create an organization around filling room nights.

Mark Sterbens said that Searchwide Global looks like the best option to find a qualified candidate for the position of CEO.

Shannon Keel asked for a pay range for the CEO position.

Molly Rezac said that the board had not indicated the salary range for the new CEO; however, the previous CEO base salary was approximately $225K-$250K.

Shannon Keel said that $75,000K is 30% of a $250K salary and said that she feels that is an appropriate amount for a CEO search. She added that she had heard good things about Korn Ferry, but a $100K fee seems high.

Chaiman Lucey discussed the process of the 2016 CEO search and the challenge that Nevada's Open Meeting Law presents where vetting candidates.

Shannon Keel suggested that Searchwide bring two or more candidates forward.

Don Kornstein said that he felt the board should leave the process to Searchwide to run the search as they see fit.

MOTION: Don Kornstein made a motion to approve the selection of Searchwide Global to conduct a national search for the RSCVA President/CEO at a flat fee of $75K with a negotiated payment plan, to give Searchwide Global the discretion run the search as the firm sees fit and to authorize the Chairman to finalize and execute a final contract on terms as approved by the board. Seconded by member Andy Chapman. **Motion carried unanimously.**

E4. Review, discussion, and possible action regarding existing RSCVA Complaint Policies and Procedures.

Chairman Lucey asked Mayor Schieve to introduce this agenda item.

Mayor Schieve asked if there is a structure for complaints to be brought forward by board members. She wondered if there procedure in place for someone with a complaint about the leadership at the authority. Mayor Schieve added, based on possibility liability, should these issues be presented to the entire board.

Ben Kennedy stated that there is no board policy in place to handle complaints about senior staff, adding that there are standard employee complaint policies (for example, Harassment and Nondiscrimination). Mr. Kennedy said that he could work with Molly Rezac to put a policy together, using the City of Reno's policy as a template, and bring to the board for consideration.

MOTION: Chairman Lucey made a motion to bring a policy for consideration regarding board complaints. Seconded by Mayor Hillary Schieve. **Motion carried unanimously.**

H. BOARD MEMBER COMMENTS REGARDING ITEMS FOR FUTURE MEETINGS

None.

I. COMMENTS FROM THE FLOOR BY THE PUBLIC

None.

K. ADJOURNMENT

Meeting adjourned at 12:25 pm.

RSCVA Monthly Snapshot: March 2020

Strategic Plan Priority #1: Visitor Growth & Awareness					
OVERALL VISITOR GROWTH	**March '20**	**March '19**	**Y/Y%**	**Monthly Goal**	
Visitor Volume	166,659	330,374	-49.6%	399,464	
# of Web Sessions - National Overall	165,063	211,516	-22.0%	211,516	
Number of Partner Referrals	5,488	5,718	-4.0%	5,718	
SF: Web Sessions	33,280	37,933	-12.3%	37,933	
Seattle: Web Sessions	8,761	10,629	-17.6%	10,629	
LA Basin: Web Sessions	23,618	18,561	27.2%	18,561	
MARKET PERFORMANCE/CASH OCCUPIED ROOMS					
Washoe County Total					
Room Inventory	653,042	749,932	-12.9%	749,810	
Cash Room Nights	142,728	277,855	-48.6%	289,234	
Comp Room Nights	38,197	64,427	-40.7%	-	
Overall Occupancy	44.4%	62.9%	-29.4%	63.0%	
Taxable Revenue	$14,332,434	$30,258,098	-52.6%	$31,760,479	
A.D.R.	$100.42	$108.90	-7.8%	$109.81	
Rev Par	$25.46	$45.60	-44.2%	-	
Gaming Win	$32,898,691	$69,854,138	-52.9%	-	
Hotel Market Segment					
Room Inventory	435,298	506,759	-14.1%	511,636	
Cash Room Nights	111,470	234,768	-52.5%	246,377	
Comp Room Nights	38,108	64,221	-40.7%	-	
Overall Occupancy	36.2%	61.2%	-40.8%	62.9%	
Taxable Revenue	$12,285,574	$26,446,696	-53.5%	$27,992,732	
A.D.R.	$110.21	$112.65	-2.2%	$113.62	
Rev Par	$25.32	$53.76	-52.9%	-	
AIRLIFT					
Air Passengers	194,796	383,215	-49.2%	-	

Marketing Goals

Strategic Plan Priority #2: Direct Room Night Growth					
TOURISM SALES GOALS	**March '20**	**March '19**	**Y/Y%**	**Monthly Goal**	
Travel Wholesaler	-	882	-100.0%	-	
International/Domestic Receptive Operators	-	440	-100.0%	-	
Online Travel Agent	-	42,267	-100.0%	-	
Travel Agent	-	13,369	-100.0%	-	
Group Tour/Motorcoach	-	5,484	-100.0%	-	
Ski and Golf Production	-	8	-100.0%	-	
TENTATIVE SALES PIPELINE					
# of Leads Issued	47	84	-44.0%	58	
# of Room Nights for Leads Issued	76,572	89,629	-14.6%	-	
# of Outstanding Leads in Sales Pipeline	343	319	7.5%	-	
# of Room Nights in Sales Pipeline	530,122	583,167	-9.1%	776,000	
PRODUCED ROOM NIGHTS					
Gross Produced Room Nights	19,975	49,539	-59.7%	30,891	
*Net Produced Room Nights	10,169	49,539	-79.5%	30,891	
Net Produced Room Nights % of Goal	32.9%	160.4%	-79.5%	100%	
Convention Produced Room Nights	1,880	32,075	-94.1%	19,818	
Sports Produced Room Nights	8,895	15,066	-41.0%	10,236	
RSLEC Produced Room Nights	(606)	2,398	-125.3%	837	
ACTUAL ROOM NIGHTS (RNs Realized This Month)					
Groups/Conventions Actual Room Nights	5,171	10,574	-51.1%	11,340	
Sports Actual Room Nights	1,471	4,139	-64.5%	6,103	
Total Actual Room Nights	6,642	14,713	-54.9%	17,443	

Sales Goals

Strategic Plan Priority #3: Facility Efficiency					
OPERATING MARGIN	**March '20**	**March '19**	**Y/Y%**	**Monthly Goal**	
Reno-Sparks Convention Center	-$376,783	-$118,882	216.9%	-$130,442	
Reno Events Center	-$110,047	-$40,890	169.1%	$12,063	
National Bowling Stadium	-$186,299	-$164,435	-13.3%	-$60,806	
Reno-Sparks Livestock Events Center	-$86,072	$17,606	588.9%	$34,531	

GM Goals

Legend:

Comparison of current actual to the monthly goal

Green	**>= 95% of target**
Yellow	**80-95% of target**
Red	**< 80% of target**

***Net reflects the definite cancellations of Interbike 2019 and 2020**

RSCVA Monthly Snapshot: Year-to-Date March 2020

Marketing Goals	Strategic Priority #1: Visitor Growth & Awareness						
	OVERALL VISITOR GROWTH	**FY 19-20**	**FY 18-19**	**YTD Target**	**Y/Y%**	**Annual Goal**	
	Visitor Volume	2,933,773	3,106,293	3,815,453	-5.6%	5,195,137	
	# of Web Sessions - National Overall	2,283,527	2,047,046	2,047,046	11.6%	2,865,968	
	Number of Partner Referrals	82,087	46,216	46,216	77.6%	62,864	
	SF: Web Sessions	474,505	417,122	417,122	13.8%	567,741	
	Seattle: Web Sessions	115,785	132,891	132,891	-12.9%	199,162	
	LA Basin: Web Sessions	362,207	270,048	270,048	34.1%	415,614	
	MARKET PERFORMANCE/CASH OCCUPIED ROOMS						
	Washoe County Total						
	Room Inventory	6,153,455	6,436,313	6,510,518	-4.4%	8,666,216	
	Cash Room Nights	2,406,527	2,584,064	2,617,485	-6.9%	3,636,161	
	Comp Room Nights	641,450	640,201	646,580	0.2%	-	
	Overall Occupancy	66.1%	67.5%	65.8%	-2.1%	67.8%	
	Taxable Revenue	$287,467,228	$297,017,092	$304,728,799	-3.2%	$418,607,365	
	A.D.R.	$119.45	$114.94	$116.42	3.9%	$115.12	
	Rev Par	$52.04	$51.54	-	1.0%	-	
	Gaming Win	$631,016,797	$644,937,216	-	-2.2%	-	
	Hotel Market Segment						
	Room Inventory	4,199,087	4,350,735	4,472,360	-3.5%	5,953,476	
	Cash Room Nights	1,997,850	2,175,956	2,210,343	-8.2%	3,084,157	
	Comp Room Nights	638,805	637,961	644,340	0.1%	-	
	Overall Occupancy	65.2%	67.0%	66.0%	-2.7%	68.4%	
	Taxable Revenue	$249,688,881	$261,045,412	$268,735,253	-4.4%	$371,965,854	
	A.D.R.	$124.98	$119.97	$121.58	4.2%	$120.61	
	Rev Par	$59.11	$61.85	-	-4.4%	-	
	AIRLIFT						
	Air Passengers	3,216,506	3,209,971	-	0.2%	-	

Marketing	Strategic Priority #2: Direct Room Night Growth						
	TOURISM SALES GOALS	**FY 19-20**	**FY 18-19**	**Market Target**	**Y/Y%**	**Quarter Goal**	
	Traditional Wholesaler	7,038	11,049	-	-36.3%	-	
	International/Domestic Receptive Operators	7,412	8,925	-	-17.0%	-	
	Online Travel Agent	320,737	387,575	-	-17.2%	-	
	Travel Agent	87,329	122,658	-	-28.8%	-	
	Group Tour/Motorcoach	16,014	26,048	-	-38.5%	-	
	Ski and Golf Production	8,334	10,665	-	-21.9%	-	
	TENTATIVE SALES PIPELINE	**FY 19-20**	**FY 18-19**	**YTD Target**	**Y/Y%**	**Annual Goal**	
Sales Goals	# of Leads Issued	518	547	510	-5.3%	688	
	# of Room Nights for Leads Issued	568,552	728,500	-	-22.0%	N/A	
	# of Outstanding Leads in Sales Pipeline	343	319	-	7.5%	N/A	
	# of Room Nights in Sales Pipeline	530,122	583,167	776,000	-9.1%	776,000	
	PRODUCED ROOM NIGHTS						
	Gross Produced Room Nights	183,480	180,510	190,665	1.6%	290,000	
	*Net Produced Room Nights	173,674	133,991	190,665	29.6%	290,000	
	Net Produced Room Nights % of Goal	91.1%	100.0%	100.0%	-8.9%	100%	
	Convention Produced Room Nights	123,461	58,858	131,954	109.8%	176,595	
	Sports Produced Room Nights	38,935	53,053	37,698	-26.6%	88,255	
	RSLEC Produced Room Nights	11,278	8,789	21,013	28.3%	25,150	
	ACTUAL ROOM NIGHTS (RNs Realized This Year)						
	Groups/Conventions Actual Room Nights	135,578	136,941	135,931	-1.0%	159,366	
	Sports Actual Room Nights	29,148	28,755	31,348	1.4%	95,988	
	Total Actual Room Nights	164,726	165,696	167,279	-0.6%	255,354	

GM Goals	Strategic Priority #3: Facility Efficiency						
	OPERATING MARGIN	**FY 19-20**	**FY 18-19**	**YTD Target**	**Y/Y%**	**Annual Goal**	
	Reno-Sparks Convention Center	-$1,778,798	-$1,155,885	-$1,560,086	-53.9%	-$1,191,427	
	Reno Events Center	-$248,142	-$223,272	-$140,755	-11.1%	$23,054	
	National Bowling Stadium	-$1,703,271	-$1,384,201	-$1,567,691	-23.1%	-$1,618,639	
	Reno-Sparks Livestock Events Center	-$811,146	-$653,143	-$815,367	-24.2%	-$1,038,304	

Legend:

Comparison of current actual to the Year to Date Target

Green	**>= 95% of target**
Yellow	**80-95% of target**
Red	**< 80% of target**

***Net reflects the definite cancellations of Interbike 2019 and 2020**

Convention Monthly Snapshot: Year Over Year April 19/20

Convention Produced Room Nights	
April'20	-39,332
April'19	35,079
Y/Y%	-212.1%
April'20 Monthly Goal	32,169

RenoTahoe™

Reno-Sparks Convention & Visitors Authority

Fiscal Year 2019-20
Interim Financials

March 2019-20

Reno-Sparks Convention and Visitors Authority
Fiscal Year 2019-20 Interim Financial

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Consolidated Summary
Report of Operations
For the Month of March 2020
RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

	March 2020				March 2019		
	Actual	Budget	Increase (Decrease)		Actual	Increase (Decrease)	
			Amount	%		Amount	%
Revenues							
Room Tax Collections	$ 1,102,732	$ 2,739,342	$ (1,636,610)	-59.7%	$ 2,604,836	$ (1,502,104)	-57.7%
Tourism Surcharge	225,827	442,235	(216,408)	-48.9%	434,053	(208,226)	-48.0%
City Center Tax	-	-	-	0.0%	-	-	0.0%
Facility Revenues							
Reno-Sparks Convention Center	87,728	233,791	(146,063)	-62.5%	362,564	(274,836)	-75.8%
National Bowling Stadium	5,257	208,198	(202,941)	-97.5%	10,959	(5,702)	-52.0%
Reno Events Center	13,143	197,480	(184,337)	-93.3%	155,463	(142,320)	-91.5%
Reno-Sparks Livestock Events Ctr	33,026	226,191	(193,165)	-85.4%	164,518	(131,492)	-79.9%
RSCVA Facilities	-	-	-	0.0%	-	-	0.0%
Wildcreek Golf Course	-	-	-	0.0%	-	-	0.0%
Total Facility Revenues	139,154	865,660	(726,506)	-83.9%	693,504	(554,350)	-79.9%
Other Income	161,945	134,590	27,355	20.3%	182,396	(20,451)	-11.2%
Total Revenues	**$ 1,629,659**	**$ 4,181,827**	**$ (2,552,168)**	**-61.0%**	**$ 3,914,790**	**$ (2,285,131)**	**-58.4%**
Operating Expenses							
Payroll & Related	$ 511,480	$ 769,499	$ (258,019)	-33.5%	$ 737,134	$ (225,653)	-30.6%
Supplies & Services	1,144,410	1,143,403	1,007	0.1%	1,199,439	(55,029)	-4.6%
Travel & Entertainment	43,889	63,315	(19,426)	-30.7%	73,065	(29,176)	-39.9%
Promotion & Advertising	234,386	1,054,484	(820,098)	-77.8%	648,199	(413,813)	-63.8%
Special Projects	17,462	323,416	(305,954)	-94.6%	148,410	(130,947)	-88.2%
Capital Outlay	2,225	5,653	(3,428)	-60.6%	628	1,597	254.2%
Total Operating Expenses	**$ 1,953,853**	**$ 3,359,770**	**$ (1,405,917)**	**-41.8%**	**$ 2,806,875**	**$ (853,022)**	**-30.4%**
Non Operating Expenses							
Debt Service	$ 2,500	$ 500	2,000	400.0%	$ 206	$ 2,294	1113.6%
Incline Village/Cystal Bay Room Tax	113,929	113,113	816	0.7%	107,451	6,478	6.0%
Capital Improvements	356,031	300,000	56,031	18.7%	41,846	314,185	750.8%
Insurance	74,179	69,566	4,613	6.6%	73,120	1,059	1.4%
Contingency	-	-	-	0.0%	-	-	0.0%
Depreciation and Other	-	-	-	0.0%	-	-	0.0%
Total Non Operating Expenses	**$ 546,639**	**$ 483,179**	**$ 63,460**	**13.1%**	**$ 222,624**	**$ 324,015**	**145.5%**
Total Expenses	**$ 2,500,492**	**$ 3,842,949**	**$ (1,342,457)**	**-34.9%**	**$ 3,029,499**	**$ (529,006)**	**-17.5%**
Profit/(Loss)	**$ (870,834)**	**$ 338,877**	**$ (1,209,711)**	**-357.0%**	**$ 885,291**	**$ (1,756,124)**	**-198.4%**

Consolidated Summary
Report of Operations
Nine Months Ending March 2020
RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

	Period Ending March 2020				Period Ending March 2019			Annual FY 2019	
	Actual	Budget	Increase (Decrease) Amount	Increase (Decrease) %	Actual	Increase (Decrease) Amount	Increase (Decrease) %	Budget	% of Actual
Revenues									
Room Tax Collections	$ 24,739,049	$ 26,282,858	$ (1,543,809)	-5.9%	$ 25,630,948	$ (891,899)	-3.5%	$ 36,104,884	68.5%
Tourism Surcharge	3,673,881	3,824,763	(150,882)	-3.9%	3,856,481	(182,600)	-4.7%	5,207,462	70.6%
City Center Tax	-	-	-	0.0%	-	-	0.0%	1,187,195	0.0%
Facility Revenues									
Reno-Sparks Convention Center	3,988,782	3,089,661	899,121	29.1%	3,277,305	711,477	21.7%	4,616,500	86.4%
National Bowling Stadium	157,070	359,707	(202,637)	-56.3%	356,032	(198,962)	-55.9%	1,201,471	13.1%
Reno Events Center	1,711,025	1,527,847	183,178	12.0%	1,228,280	482,745	39.3%	2,285,652	74.9%
Reno-Sparks Livestock Events Ctr	757,669	801,448	(43,779)	-5.5%	770,143	(12,474)	-1.6%	1,090,873	69.5%
RSCVA Facilities	-	-	-	0.0%	2,566			-	-
Wildcreek Golf Course	-	-	-	0.0%	6,069	(6,069)	-100.0%	-	0.0%
Total Facility Revenues	6,614,546	5,778,664	835,882	14.5%	5,640,395	974,151	17.3%	9,194,497	71.9%
Other Income	1,721,689	1,482,710	238,979	16.1%	1,708,000	13,689	0.8%	2,203,564	78.1%
Total Revenues	**$ 36,749,164**	**$ 37,368,995**	**$ (619,831)**	**-1.7%**	**$ 36,835,823**	**$ (86,659)**	**-0.2%**	**$ 53,897,602**	**68.2%**
Operating Expenses									
Payroll & Related	$ 5,318,567	$ 5,355,738	$ (37,171)	-0.7%	$ 5,143,434	$ 175,133	3.4%	$ 7,279,043	73.1%
Supplies & Services	12,427,746	11,138,236	1,289,510	11.6%	10,667,469	1,760,277	16.5%	14,649,819	84.8%
Travel & Entertainment	541,168	801,357	(260,189)	-32.5%	606,009	(64,841)	-10.7%	1,104,172	49.0%
Promotion & Advertising	6,312,849	10,044,005	(3,731,156)	-37.1%	6,325,604	(12,755)	-0.2%	13,109,135	48.2%
Special Projects	779,841	1,330,468	(550,627)	-41.4%	977,569	(197,728)	-20.2%	2,086,070	37.4%
Capital Outlay	23,662	50,877	(27,215)	-53.5%	76,145	(52,483)	-68.9%	67,836	34.9%
Total Operating Expenses	**$ 25,403,833**	**$ 28,720,681**	**$ (3,316,848)**	**-11.5%**	**$ 23,796,229**	**$ 1,607,604**	**6.8%**	**$ 38,296,074**	**66.3%**
Non Operating Expenses									
Debt Service	$ 9,402,107	$ 11,518,194	(2,116,087)	-18.4%	$ 11,371,279	$ (1,969,172)	-17.3%	$ 11,519,694	81.6%
Incline Village/Crystal Bay Room Tax	1,460,785	1,402,142	58,643	4.2%	1,412,967	47,818	3.4%	1,770,841	82.5%
Capital Improvements	2,638,556	2,700,000	(61,444)	-2.3%	1,840,722	797,834	43.3%	3,979,000	66.3%
Insurance	758,578	705,095	53,483	7.6%	707,483	51,095	7.2%	913,793	83.0%
Contingency	-	-	-	0.0%	-	-	0.0%	400,000	0.0%
Total Non Operating Expenses	**$ 14,260,025**	**$ 16,325,431**	**$ (2,065,406)**	**-12.7%**	**$ 15,332,450**	**$ (1,072,425)**	**-7.0%**	**$ 18,583,328**	**76.7%**
Total Expenses	**$ 39,663,858**	**$ 45,046,112**	**$ (5,382,253)**	**-11.9%**	**$ 39,128,679**	**$ 535,179**	**1.4%**	**$ 56,879,402**	**69.7%**
Profit/(Loss)	**$ (2,914,694)**	**$ (7,677,117)**	**$ 4,762,423**	**62.0%**	**$ (2,292,856)**	**$ (621,838)**	**-27.1%**	**$ (2,981,800)**	**97.7%**

Consolidated Summary
Transient Lodging Tax Collections and Statistics
For the Month of March 2020
RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

	March 2020				March 2019		
	Actual	Budget	Increase (Decrease)		Actual	Increase (Decrease)	
			Amount	%		Amount	%
Room Tax Collections							
Lodging	847,026	2,104,132	(1,257,106)	-59.7%	2,000,816	(1,153,790)	-57.7%
Convention Center	255,706	635,210	(379,504)	-59.7%	604,020	(348,314)	-57.7%
Tourism Surcharge	225,827	442,235	(216,408)	-48.9%	434,053	(208,226)	-48.0%
Total Tax Collections	**1,328,559**	**3,181,577**	**(1,853,018)**	**-58.2%**	**3,038,889**	**(1,710,330)**	**-56.3%**
Room Statistics							
Taxable Room Revenues	**14,323,127**	**31,760,479**	**(17,437,352)**	**-54.9%**	**30,258,098**	**(15,934,971)**	**-52.7%**
Occupied Rooms-Cash	**142,711**	**289,234**	**(146,523)**	**-50.7%**	**277,855**	**(135,144)**	**-48.6%**
Average Rate - Cash	**$100.36**	**$109.81**	**($9.45)**	**-8.6%**	**$108.90**	**($8.54)**	**-7.8%**
Occupied Rooms							
Cash	142,711	289,234	(146,523)	-50.7%	277,855	(135,144)	-48.6%
Comp	38,197	65,069	(26,872)	-41.3%	64,427	(26,230)	-40.7%
28 Day	108,751	117,742	(8,991)	-7.6%	129,381	(20,630)	-15.9%
Total Occupied Rooms	**289,659**	**472,045**	**(182,386)**	**-38.6%**	**471,663**	**(182,004)**	**-38.6%**
Percentage of Occupancy							
Cash	21.9%	38.6%	(16.7)	-43.3%	37.1%	(15.2)	-41.0%
Comp	5.9%	8.7%	(2.8)	-32.2%	8.6%	(2.7)	-31.4%
28 Day	16.7%	15.7%	1.0	6.4%	17.3%	(0.6)	-3.5%
Total Percentage of Occupancy	**44.5%**	**63.0%**	(18.5)	**-32.2%**	**63.0%**	**(18.5)**	**-29.4%**

Consolidated Summary
Transient Lodging Tax Collections and Statistics
Nine Months Ending March 2020
RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

	Period Ending March 2020				Period Ending March 2019			Annual FY 2019	
	Actual	Budget	Increase (Decrease) Amount	Increase (Decrease) %	Actual	Increase (Decrease) Amount	Increase (Decrease) %	Budget	% of Actual
Room Tax Collections									
Lodging	19,002,458	20,188,283	(1,185,825)	-5.9%	19,687,540	(685,082)	-3.5%	27,732,738	68.5%
Convention Center	5,736,591	6,094,575	(357,984)	-5.9%	5,943,408	(206,817)	-3.5%	8,372,146	68.5%
Tourism Surcharge	3,673,881	3,824,763	(150,882)	-3.9%	3,856,481	(182,600)	-4.7%	5,207,462	70.6%
City Center Tax	-	-	-	0.0%	-	-	0.0%	1,187,195	0.0%
Total Tax Collections	**28,412,930**	**30,107,621**	**(1,694,691)**	**-5.6%**	**29,487,429**	**(1,074,499)**	**-3.6%**	**42,499,541**	**66.9%**
Room Statistics									
Taxable Room Revenues	**287,457,922**	**304,728,799**	**(17,270,877)**	**-5.7%**	**297,017,092**	**(9,559,170)**	**-3.2%**	**418,607,365**	**68.7%**
Occupied Rooms-Cash	**2,406,511**	**2,617,485**	**(210,974)**	**-8.1%**	**2,584,064**	**(177,553)**	**-6.9%**	**3,636,161**	**66.2%**
Average Rate - Cash	**$119.45**	**$116.42**	**$3.03**	**2.6%**	**$114.94**	**$4.51**	**3.9%**	**$115.12**	**103.8%**
Occupied Rooms									
Cash	2,406,511	2,617,485	(210,974)	-8.1%	2,584,064	(177,553)	-6.9%	3,416,392	70.4%
Comp	641,450	646,580	(5,130)	-0.8%	640,201	1,249	0.2%	863,910	74.2%
28 Day	1,019,573	1,021,016	(1,443)	-0.1%	1,122,037	(102,464)	-9.1%	1,364,442	74.7%
Total Occupied Rooms	**4,067,534**	**4,285,081**	**(217,547)**	**-5.1%**	**4,346,302**	**(278,768)**	**-6.4%**	**5,644,744**	**72.1%**
Percentage of Occupancy									
Cash	39.1%	40.2%	(1.1)	-2.7%	40.1%	(1.0)	-2.5%	42.0%	93.2%
Comp	10.4%	9.9%	0.5	5.1%	9.9%	0.5	5.1%	10.0%	103.8%
28 Day	16.6%	15.7%	0.9	5.7%	17.4%	(0.8)	-4.6%	15.9%	104.7%
Total Percentage of Occupancy	**66.1%**	**65.8%**	**0.3**	**0.5%**	**67.4%**	**(1.3)**	**-1.9%**	**67.8%**	**97.4%**

Consolidated Summary
Departmental Margins
For the Month of March 2020
RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

	March 2020				March 2019		
	Actual	Budget	Increase (Decrease)		Actual	Increase (Decrease)	
			Amount	%		Amount	%
Facilities							
Reno-Sparks Convention Center	(376,783)	(130,442)	(246,341)	-188.9%	(118,882)	(257,901)	-216.9%
National Bowling Stadium	(186,299)	(60,806)	(125,493)	-206.4%	(164,435)	(21,864)	-13.3%
Reno Events Center	(110,047)	12,063	(122,110)	-1012.2%	(40,890)	(69,157)	-169.1%
Reno-Sparks Livestock Events Ctr	(86,072)	34,531	(120,603)	-349.3%	17,606	(103,678)	-588.9%
RSCVA Facilities	-	-	-	0.0%	(43,172)	43,172	0.0%
Wildcreek Golf Course	-	-	-	0.0%	(35,878)	35,878	100.0%
Total Facilites	**(759,201)**	**(144,654)**	**(614,547)**	**-424.8%**	**(385,650)**	**(373,551)**	**-96.9%**
Sales and Marketing							
Convention Sales	(283,387)	(723,998)	440,611	60.9%	(433,170)	149,784	34.6%
Tourism Sales	(68,450)	(124,093)	55,643	44.8%	(91,385)	22,935	25.1%
Marketing	(307,602)	(1,132,135)	824,533	72.8%	(861,510)	553,908	64.3%
Total Sales and Marketing	**(659,438)**	**(1,980,226)**	**1,320,788**	**66.7%**	**(1,386,065)**	**726,627**	**52.4%**
General and Administrative	**(312,317)**	**(311,664)**	**(653)**	**-0.2%**	**(266,320)**	**(45,997)**	**-17.3%**
Room Tax Revenues	**1,102,732**	**2,739,342**	**(1,636,610)**	**-59.7%**	**2,604,836**	**(1,502,104)**	**-57.7%**
Tourism Surcharge	**225,827**	**442,235**	**(216,408)**	**-48.9%**	**434,053**	**(208,226)**	**-48.0%**
Total Operating Margins	**(402,397)**	**745,033**	**(1,147,430)**	**-154.0%**	**1,000,854**	**(1,403,251)**	**-140.2%**
Capital and Debt Service	**(468,437)**	**(406,156)**	**(62,281)**	**-15.3%**	**(115,562)**	**(352,875)**	**-305.4%**
Total Departmental Margins	**(870,834)**	**338,877**	**(1,209,711)**	**-357.0%**	**885,292**	**(1,756,126)**	**-198.4%**

Consolidated Summary
Departmental Margins
Nine Months Ending March 2020
RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

	Period Ending March 2020				Period Ending March 2019			Annual FY 2019	
	Actual	Budget	Increase (Decrease)		Actual	Increase (Decrease)		Budget	% of Actual
			Amount	%		Amount	%		
Facilities									
Reno-Sparks Convention Center	(1,778,798)	(1,560,086)	(218,712)	-14.0%	(1,155,885)	(622,913)	-53.9%	(1,191,427)	149.3%
National Bowling Stadium	(1,703,271)	(1,567,692)	(135,579)	-8.6%	(1,384,201)	(319,070)	-23.1%	(1,618,639)	105.2%
Reno Events Center	(248,142)	(140,754)	(107,388)	-76.3%	(223,272)	(24,870)	-11.1%	23,054	-1076.3%
Reno-Sparks Livestock Events Center	(811,146)	(815,365)	4,219	0.5%	(653,143)	(158,003)	-24.2%	(1,038,304)	78.1%
RSCVA Facilities	-	-	-	0.0%	(239,794)	239,794	0.0%	-	0.0%
Wildcreek Golf Course	-	-	-	0.0%	(252,170)	252,170	100.0%	-	0.0%
Total Facilites	**(4,541,357)**	**(4,083,898)**	**(457,459)**	**-11.2%**	**(3,908,464)**	**(632,893)**	**-16.2%**	**(3,825,315)**	**118.7%**
Sales and Marketing									
Convention Sales	(3,656,154)	(4,715,600)	1,059,446	22.5%	(3,647,078)	(9,076)	-0.2%	(6,464,273)	56.6%
Tourism Sales	(866,796)	(1,021,820)	155,024	15.2%	(816,164)	(50,632)	-6.2%	(1,451,138)	59.7%
Marketing	(6,653,460)	(10,008,676)	3,355,216	33.5%	(6,778,270)	124,810	1.8%	(13,345,062)	49.9%
Total Sales and Marketing	**(11,176,410)**	**(15,746,096)**	**4,569,686**	**29.0%**	**(11,241,513)**	**65,103**	**0.6%**	**(21,260,472)**	**52.6%**
General and Administrative	**(2,165,381)**	**(2,429,738)**	**264,357**	**10.9%**	**(2,122,870)**	**(42,511)**	**-2.0%**	**(2,842,388)**	**76.2%**
Room Tax Revenues	**24,739,049**	**26,282,858**	**(1,543,809)**	**-5.9%**	**25,630,948**	**(891,899)**	**-3.5%**	**37,292,079**	**66.3%**
Tourism Surcharge	**3,673,881**	**3,824,763**	**(150,882)**	**-3.9%**	**3,856,481**	**(182,600)**	**-4.7%**	**5,207,462**	**70.6%**
Total Operating Margins	**10,529,781**	**7,847,889**	**2,681,892**	**34.2%**	**12,214,581**	**(1,684,800)**	**-13.8%**	**14,571,366**	**72.3%**
Capital and Debt Service	**(13,444,475)**	**(15,525,006)**	**2,080,531**	**13.4%**	**(14,507,437)**	**1,062,962**	**7.3%**	**(17,553,170)**	**76.6%**
Total Departmental Margins	**(2,914,694)**	**(7,677,117)**	**4,762,423**	**62.0%**	**(2,292,856)**	**(621,838)**	**-27.1%**	**(2,981,804)**	**97.7%**

To: RSCVA Board of Directors

From: Sheri Nill, Director of Human Resources

Cc: Bob Lucey, Board Chair and Interim CEO
Ed Lawson, Co-Chair, Interim Co-CEO

Date: May 28, 2020

Subject: **Proposed Revisions to Harassment and Non Discrimination Policies**

Executive Summary

The President/CEO of the RSCVA is the only employee of the RSCVA that reports to the Board of Directors. The current RSCVA Harassment and Non-Discrimination Policy does not currently address how complaints against the President/CEO should be handled. The proposed revisions to the Harassment and Non-Discrimination policies address to whom complaints regarding the President/CEO must be reported and how those complaints will be handled.

Recommendation

The RSCVA staff is recommending the modification and adoption of RSCVA's policies for Non-Discrimination and Harassment to address complaints in the event that the President/CEO is named.

SCOPE:

Organization wide.

PURPOSE:

The purpose of this policy is to state the RSCVA's Harassment policy.

POLICY:

The RSCVA does not tolerate harassment of our job applicants, contractors or employees by another employee, supervisor, vendor, customer, or any third party. Any form of harassment on the basis of race, religious creed, color, age, sex, sexual orientation, gender identity, national origin, religion, marital status, medical condition, disability, military service, pregnancy, childbirth and related medical conditions, or any other classification protected by federal, state, or local laws and ordinances is a violation of this policy and will be treated as a disciplinary matter. The RSCVA has zero tolerance for harassment and is committed to a workplace free of any harassment.

Harassment Defined. Harassment as defined in this policy is unwelcome verbal, visual or physical conduct creating an intimidating, offensive, or hostile work environment that interferes with work performance. Harassment can be verbal (including slurs, jokes, insults, epithets, gestures or teasing), graphic (including offensive posters, symbols, cartoons, drawings, computer displays, or emails) or physical conduct (including physically threatening another, blocking someone's way, etc.) that denigrates or shows hostility or aversion towards an individual because of any protected characteristic. Such conduct violates this policy, even if it is not unlawful. Because it is difficult to define unlawful harassment, employees are expected to behave at all times in a professional and respectful manner.

Sexual Harassment Defined. Sexual harassment can include all of the above actions, as well as other unwelcome conduct, such as unwelcome or unsolicited sexual advances, requests for sexual favors, conversations regarding sexual activities and other verbal or physical conduct of a sexual nature.

Examples of conduct that violates this policy include:

- unwelcome sexual advances, flirtations, advances, leering, whistling, touching, pinching, assault, blocking normal movement
- requests for sexual favors or demands for sexual favors in exchange for favorable treatment
- obscene or vulgar gestures, posters, or comments
- sexual jokes or comments about a person's body, sexual prowess, or sexual deficiencies
- propositions, or suggestive or insulting comments of a sexual nature
- derogatory cartoons, posters, and drawings
- sexually-explicit e-mails or voicemails
- uninvited touching of a sexual nature
- unwelcome sexually-related comments
- conversation about one's own or someone else's sex life
- conduct or comments consistently targeted at only one gender, even if the content is not sexual
- teasing or other conduct directed toward a person because of the person's gender

All such conduct is unacceptable in the workplace and in any work-related settings such as business trips and business-related social functions, regardless of whether the conduct is engaged in by a supervisor, co-worker, client, customer, vendor, or other third party.

Reporting Procedures. The following steps have been put into place to ensure the work environment at the RSCVA is respectful, professional, and free of harassment. If an employee believes someone has violated this policy, the employee should promptly bring the matter to the immediate attention of his or her manager/supervisor, to any member of management, and/or to the Human Resources Director/Manager. If the employee makes a complaint under this policy and has not received a satisfactory response within five (5) business days, he or she should contact the Human Resources Director/Manager immediately **or the workplace Alertline at 866-805-2877 or RSCVA@Alertline.com.**

Procedures for Reporting Conduct of the President/CEO. If any employee believes the President/CEO has violated this policy, the employee should promptly bring the matter to the immediate attention of his or her manager/supervisor, to any member of management, and/or to the Human Resources Director/Manager, or to the Chairman of the Board, the Vice-Chairman of the Board, or the Chairman of the Board's Executive & Legislative Committee. If any member of management or the Human Resources Director/Manager receives a complaint that the President/CEO has violated this policy, they **must** immediately bring the matter to the attention of the Chairman of the Board and the Vice-Chairman of the Board. The Chairman and Vice-Chairman shall review the complaint and the Chairman, after consultation with the Vice-Chairman, shall determine, with the assistance of legal counsel as necessary, the proper avenue to notify the full Board of Directors of the Complaint, determine whether the President/CEO shall be placed on administrative leave, and shall direct the investigation into the complaint as necessary.

Investigation Procedures. The RSCVA will promptly investigate the facts and circumstances of any claim of harassment. To the extent possible, the RSCVA will endeavor to keep the reporting employee's concerns confidential. During the investigation, the Company generally will:

- interview the complainant and the alleged harasser
- conduct further interviews as necessary
- document the Company's findings regarding the complaint
- document recommended follow-up actions and remedies, if warranted
- inform the complainant of the Company's findings.

Every supervisor who learns of any employee's concern about conduct in violation of this policy, whether in a formal complaint or informally, must immediately report the issues raised to senior management, including the Human Resources Director/Manager.

Upon completion of the investigation, the RSCVA will take corrective measures against any person who has engaged in conduct in violation of this policy, if the RSCVA determines such measures are necessary. These measures may include, but are not limited to, counseling, suspension, or immediate termination. Anyone, regardless of position or title, whom the RSCVA determines has engaged in conduct that violates this policy will be subject to discipline, up to and including termination.

No Retaliation. No employee will be subject to, and the RSCVA prohibits, any form of discipline or retaliation for reporting perceived violations of this policy, pursuing any such claim, or cooperating in any way in the investigation of such claims. If an employee believes someone has violated this no retaliation policy, the employee should bring the matter to the immediate attention of the Human Resources Director/Manager or the Director/Manager of his/her Department. If an employee believes the President/CEO has violated this no retaliation policy, the employee should bring the matter to the immediate attention of the Human Resources Director/Manager, the Director/Manager of his/her Department, the Chairman of the Board, the Vice-Chairman of the Board, or the Chairman of the Executive & Legislative Committee. If the Human Resources Director/Manager or any member of management receives a complaint that the President/CEO has violated this no retaliation policy, they **must** bring the matter to the immediate attention of the Chairman of the Board and the Vice-Chairman of the Board. Anyone, regardless of position or title, whom the RSCVA determines has engaged in conduct that violates this policy against retaliation will be subject to discipline, up to and including termination.

We cannot remedy claimed harassment or retaliation unless you bring these claims to the attention of management. Failure to report claims of harassment and/or retaliation prevents us from taking steps to remedy the problem.

SCOPE:

Organization wide.

PURPOSE:

In accordance with state and federal laws, the RSCVA shall not discriminate against any employee or applicant for employment because of race, religious creed, color, age, sex, sexual orientation, gender identity and expression, national origin, religion, marital status, medical condition, disability, military service, pregnancy, childbirth and related medical conditions, or any other classification protected by federal, state, and local laws and ordinances.

POLICY:

The RSCVA and its employees shall refrain from engaging in any discriminatory practices in the recruitment, hiring, and/or managing of its personnel.

The policy of non-discrimination shall apply in all situations involving employees and employment applicants, including:

- The recruitment methods of Human Resources;
- Selection of job applicants to be considered for hire;
- Selection of employees to be included in training and intercepts;
- Changes in employees' status, including promotions, demotions, and transfers;
- Layoff or discharges;
- Rate of pay, benefits, or other forms of compensation; and
- Handling of reported concerns.

This non-discrimination policy shall be available and open to the inspection of employees and applicants for employment upon request

The Administration supports this policy and expects all managers, supervisors and other employees of the RSCVA to give them continuing support to its implementation. The RSCVA is responsible for the implementation of this policy and for monitoring and reporting on the implementation.

Any violation of this policy will not be tolerated and will result in appropriate disciplinary action, up to and including termination. If an employee believes someone has violated this policy, the employee should bring the matter to the attention of Human Resources or his or her supervisor or director/manager. If an employee believes the President/CEO has violated this policy, the employee should bring the matter to the attention of Human Resources, his supervisor or director/manager, the Chairman of the Board, the Vice-Chairman of the Board, or the Chairman of the Executive & Legislative Committee. If Human Resources, or any supervisor, manager or director receives a complaint from an employee that this policy has been violated by the President/CEO, they shall immediately bring that matter to the attention of the Chairman of the Board and the Vice-Chairman of the Board. The Chairman and Vice-Chairman shall review the complaint and the Chairman, after consultation with the Vice-Chairman shall determine, with the assistance of legal counsel as necessary, the proper avenue to notify the full Board of Directors of the Complaint, determine whether the President/CEO shall be placed on administrative leave, and shall direct an investigation into the complaint as necessary.

The RSCVA will promptly investigate the facts and circumstances of any claim this policy has been violated and take appropriate corrective measures.

No employee will be subject to, and the RSCVA prohibits, any form of discipline or retaliation for reporting perceived violations of this policy, pursuing any such claim, or cooperating in any way in the investigation of such claims.

NOTE: Title VII of the Civil Rights Act of 1964 provides that no person in the United States shall, on the grounds of race, color, or national origin be excluded from participation in, be denied the benefits of, or be subject to discrimination under any program or activity receiving Federal financial assistance.

Section 504 of the Rehabilitation Act of 1973 protects persons with handicaps from discrimination.

The Age Discrimination Act of 1975 is concerned with eliminating practices that prevent people from participating in programs or receiving services because of their age.

The Americans with Disabilities Act (ADA) seeks to provide equal opportunities to qualified individuals based on merit. It protects individuals from being discriminated against based on physical and mental disabilities.

To: RSCVA Finance Committee

From: Robert Chisel, Director of Finance

CC: Jennifer Cunningham, Interim President/CEO
Bob Lucey, Board Chair

Date: May 28, 2020

Subject: **Public Hearing: Review and Adoption of the Reno-Sparks Convention and Visitors Authority 2019-2020 Fiscal Year Budget (Resolution 588)**

Executive Summary

Nevada law requires local governments to hold a public hearing on its budget no sooner than the third Monday in May and no later than the last day in May. Final adoption of the budget needs to occur before June 1, 2020, when the budget is due to the Nevada State Department of Taxation.

Staff is presenting to the Finance Committee the proposed budget for discussion and potential direction from the Finance Committee to the Board. The Board is scheduled to review the proposed budget during the public hearing on May 28, 2020, as required by state law and obtain the Board's approval of a resolution adopting the Fiscal Year 2020-21 Final Budgets for the Reno-Sparks Convention and Visitors Authority.

Background

Staff has prepared a budget book outlining the proposed budget and capital improvement for the Authority. This budget book is attached.

Fiscal Impact

This budget contains no funds, including Debt Service, that require property tax revenues. This budget contains three (3) governmental type funds with estimated expenditures of $28,826,868 and one (1) proprietary fund with estimated expenses of $902,700.

Recommendation

Staff recommends the Committee recommend the approval of the proposed budget for FY 2020-201 for the Reno-Sparks Convention and Visitors Authority to the Board on May 28, 2020.

To: RSCVA Board of Directors

From: Robert Chisel, Director of Finance

CC: Jennifer Cunningham, Interim President/CEO
Bob Lucey, Board Chair

Date: May 28, 2020

Subject: **Review and possible approval of the Reno-Sparks Convention and Visitors Authority Fiscal Year 2020-21 Property, General Liability, Automobile, Umbrella, Workers' Compensation, Public Officials' Liability, Crime and Internet Liability, and associated Insurance Coverage**

Executive Summary

The Reno-Sparks Convention and Visitors Authority's current insurance policies are purchased yearly and are scheduled to expire on July 1, 2020. The Authority's insurance broker, USI Insurance Services National, Inc., marketed the various policies with multiple insurers. Based upon the quotes received, staff is recommending the insurance policies as attached. The new insurance program recommended premiums is estimated to be $355,893, an increase of $43,885.

Background

Staff, working with USI, reviewed the insurance coverage programs for risk, cost, and best practices to verify the amounts and types of coverages to seek for the Authority. Based upon this analysis USI sought multiple quotes from insurers, for the various.

The property insurance market has firmed significantly in 2020. The market experienced losses due to unprecedented windstorms, flooding, and earthquakes, with estimated losses of around $80 billion (higher than the 20-year average of approximately $55 billion).

Accounts with catastrophe loss exposures and adverse loss histories are facing double-digit rate increases.

The RSCVA's property insurance program has been placed with the Alliant Property Insurance Program, the largest property placement in the world with nearly 9,000

members and $450 billion in insured values. This program is marketed each year to obtain the most competitive terms and pricing from various insurance markets.

Attached is a summary of the coverages.

Fiscal Impact

Sufficient funds have been budgeted to cover the premium for Fiscal Year 2020-21.

Recommendation

Staff recommends that the Board approve the RSCVA Fiscal Year 2020-21 Property, General Liability, Automobile, Umbrella, Workers' Compensation, Public Officials' Liability, Crime and Internet Liability, and associated Insurance Coverage.

Reno-Sparks Convention & Visitors Authority

Property, Casualty and Workers' Compensation

Fiscal Year 2020 Renewal Premium Summary - Option # 1 (Including Cyber Enhancement Coverage)

Coverage	FY2019 Insurance Carrier	FY2020 Limits/ Deductibles**	FY2019 Expiring Premium	FY2019 Renewal Premium	$ Change	% Change
Property Boiler & Machinery Earthquake Flood Pollution Liability Cyber Liability	Alliant Property Insurance Program (APIP)* *High-Hazard Flood Excluded*	Policy Limit: $250,000,000 Total Insured Values: $196,145,667 *General Deductible $10,000* Boiler & Machinery: $100,000,000 Earthquake: $10,000,000 / $50,000 Flood: $10,000,000 / $100,000 Pollution Liability $2,000,000 / $75,000 Cyber Liability $2,000,000 / $50,000	$182,208	$229,576	*$47,085*	*26%*
Cyber Liability Enhancement	Beazley c/o (APIP)*	Separate Privacy Notification Costs Increased Breach Response Limit ($2M) Legal, Forensic & Crisis Mgmt: $250k	$5,389	$6,189	*$800*	*15%*
General Liability	Travelers	$1,000,000 / $2,000,000 aggregate	$41,679	$42,204	*$525*	*1%*
Public Officials' Liability	Travelers	$1,000,000 / deductible $25,000	$7,932	$8,488	*$556*	*7%*
Employment Practices Liability	Travelers	$1,000,000 / deductible $25,000	$4,196	$4,557	*$361*	*9%*
Automobile	Travelers	$1,000,000 per accident	$16,355	$17,849	*$1,494*	*9%*
Umbrella/Excess Liability	Travelers	$10,000,000 occurrence & aggregate	$29,224	$31,182	*$1,958*	*7%*
Workers Compensation Guaranteed Cost – All States	Travelers	Statutory/ $1,000,000	$20,741	$11,219	*($9,522)*	*-46%*
Crime	Travelers	$500,000 / deductible $2,500	$2,223	$2,507	*$284*	*13%*
Assault / Threat Coverage	Great American	Assault Expense - $500,000 Threat Response - $100,000	$2,061	$2,122	*$61*	*3%*
Total Estimated Premium			**$312,008**	**$355,893**	*$43,885*	*14%*

** Coverage provided by non-admitted, surplus lines insurers. Premiums include surplus lines taxes and fees.*

*** Limits and Retentions are subject to policy terms, conditions and exclusions, sub-limits and specific deductibles.*

Please note that the APIP Property & Cyber program provides indications in May. Formal quotes will be released in June. Renewal premiums are estimated based current underwriting guidance and will be confirmed with the formal quote.

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only. This is a quotation of coverage only. It is not a binder. This proposal does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions. © 2020 USI Insurance Services LLC. All Rights Reserved.

May 19, 2020

Reno-Sparks Convention & Visitors Authority
Property, Casualty and Workers' Compensation
Fiscal Year 2020 Renewal Premium Summary - Option # 2 (Not Including Cyber Enhancement Coverage)

Coverage	FY 2019 Insurance Carrier	FY 2020 Limits/ Deductibles**	FY 2019 Expiring Premium	FY 2020 Renewal Premium	$ Change	% Change
Property Boiler & Machinery Earthquake Flood Pollution Liability Cyber Liability	Alliant Property Insurance Program (APIP)* *High-Hazard Flood Excluded*	Policy Limit: $250,000,000 Total Insured Values: $196,145,667 *General Deductible $10,000* Boiler & Machinery: $100,000,000 Earthquake: $10,000,000 / $50,000 Flood: $10,000,000 / $100,000 Pollution Liability $2,000,000 / $75,000 Cyber Liability $2,000,000 / $50,000	$182,208	$229,576	*$47,085*	*26%*
Cyber Liability Enhancement	Beazley c/o (APIP)*	Not Included (See Option #1)	$5,389	-	*($5,389)*	*(100%)*
General Liability	Travelers	$1,000,000 / $2,000,000 aggregate	$41,679	$42,204	*$525*	*1%*
Public Officials' Liability	Travelers	$1,000,000 / deductible $25,000	$7,932	$8,488	*$556*	*7%*
Employment Practices Liability	Travelers	$1,000,000 / deductible $25,000	$4,196	$4,557	*$361*	*9%*
Automobile	Travelers	$1,000,000 per accident	$16,355	$17,849	*$1,494*	*9%*
Umbrella/Excess Liability	Travelers	$10,000,000 occurrence & aggregate	$29,224	$31,182	*$1,958*	*7%*
Workers Compensation Guaranteed Cost – All States	Travelers	Statutory/ $1,000,000	$20,741	$11,219	*($9,522)*	*(46%)*
Crime	Travelers	$500,000 / deductible $2,500	$2,223	$2,507	*$284*	*13%*
Assault / Threat Coverage	Great American	Assault Expense - $500,000 Threat Response - $100,000	$2,061	$2,122	*$61*	*3%*
Total Estimated Premium			**$312,008**	**$349,704**	*$37,696*	*12%*

** Coverage provided by non-admitted, surplus lines insurers. Premiums include surplus lines taxes and fees.*

*** Limits and Retentions are subject to policy terms, conditions and exclusions, sub-limits and specific deductibles.*

Please note that the APIP Property & Cyber program provides indications in May. Formal quotes will be released in June. Renewal premiums are estimated based current underwriting guidance and will be confirmed with the formal quote.

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only. This is a quotation of coverage only. It is not a binder. This proposal does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions. © 2020 USI Insurance Services LLC. All Rights Reserved.
May 19, 2020

Ashley D. Turney
City Clerk
(775) 334-2030
TurneyA@reno.gov

Mikki Huntsman
Chief Deputy City Clerk
(775) 334-2030
Huntsmanm@reno.gov

Office of the City Clerk
Central Cashiering (775) 334-2032
Public Records (775) 348-3932

Steven L. Nielsen
Senior Partner
3333 E. Camelback Road
Suite 265
Phoenix, AZ 85018

Dear Mr. Nielsen:

At a regular meeting held December 11, 2019, and following a public hearing thereon, the Reno City Council considered Item D.4:

Presentation and update by P3 Partners, LLC on the due diligence associated with the Exclusive Negotiating Agreement for CitiCenter Plaza, National Bowling Center and Reno Events Center; review of proposed term sheet, discussion, and direction to staff. (For Possible Action).

Following a presentation by P3 Partners, it was moved by Council Member Jardon, seconded by Council Member Brekhus, to direct staff to work on a draft purchase and sale agreement as well as a qualified management agreement with P3 Partners for review and approval by council, and to provide a table of to do contract items as soon as possible. Motion carried unanimously.

Sincerely,

Ashley D. Turney
City Clerk

CITY OF
RENO

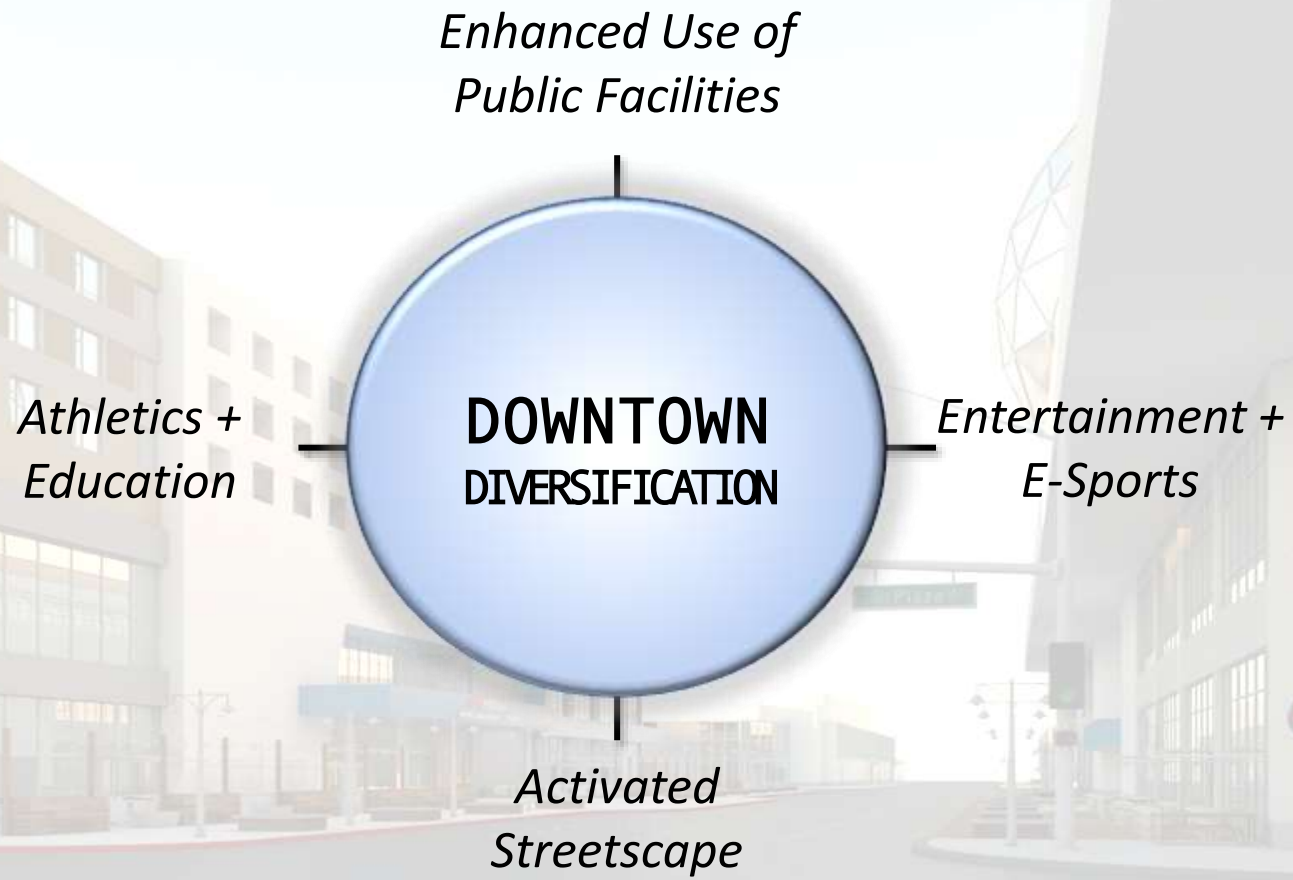
innfusion
HOTEL & EVENT CENTERS
Stay.Train.Compete.

P3 PARTNERS

AGENDA

- TEAM + PARTNERSHIPS
- PROGRAMMING + VISION
- FINANCE + SCHEDULE
- INTERIM PROPOSAL

TEAM + PARTNERSHIPS



TEAM + PARTNERSHIPS

TEAM + PARTNERSHIPS

TEAM + PARTNERSHIPS

TEAM + PARTNERSHIPS

TEAM + PARTNERSHIPS

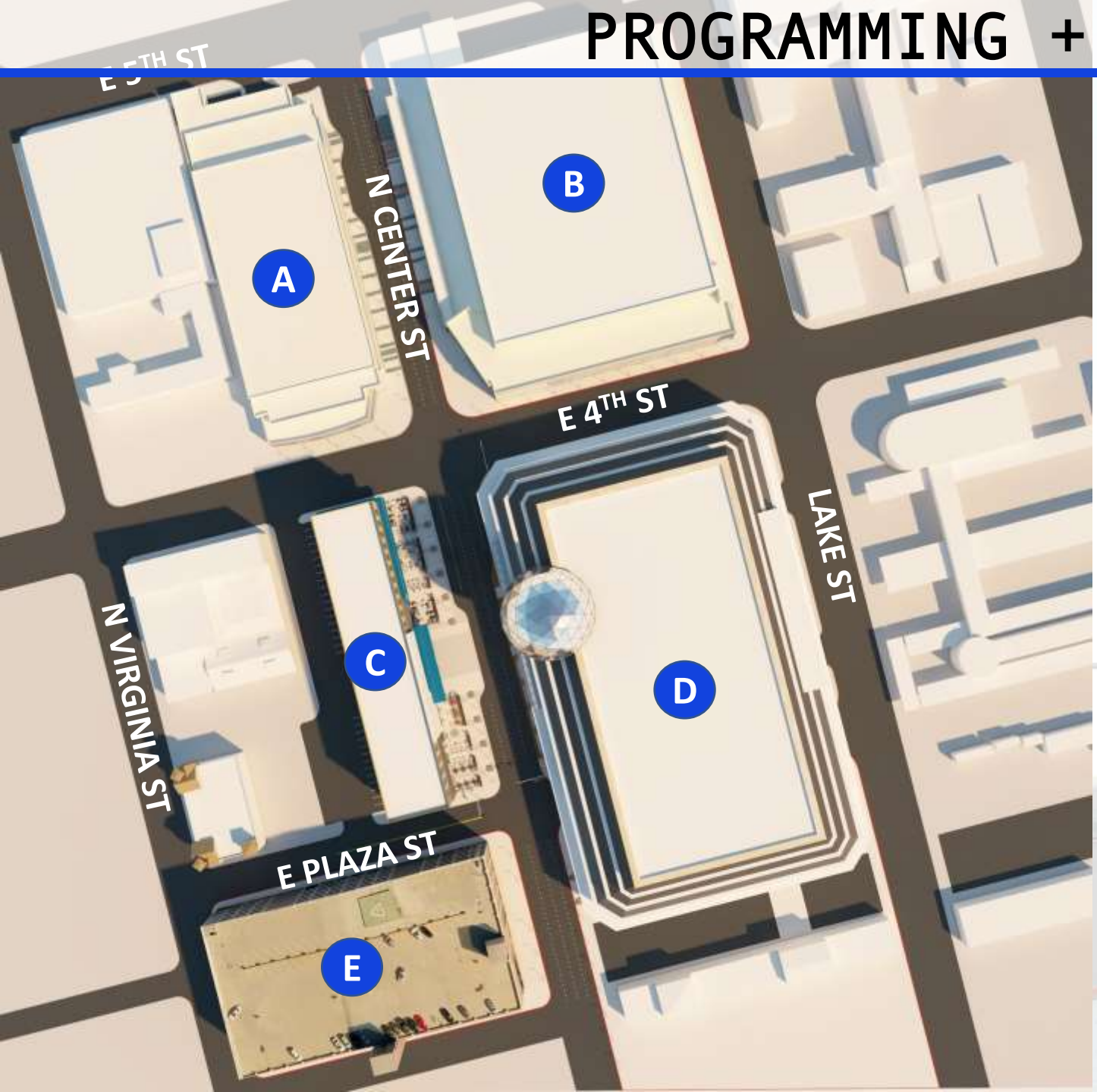
ORG CHART

AGENDA

- TEAM + PARTNERSHIPS
- PROGRAMMING + VISION
- FINANCE + SCHEDULE
- INTERIM PROPOSAL

PROGRAMMING + VISION

SITE PLAN



- **A** Ballroom / Innovation Center
- **B** Reno Events Center
- **C** InnFusion Hotel
- **D** National Bowling Stadium
- **E** Public Parking

PROGRAMMING + VISION

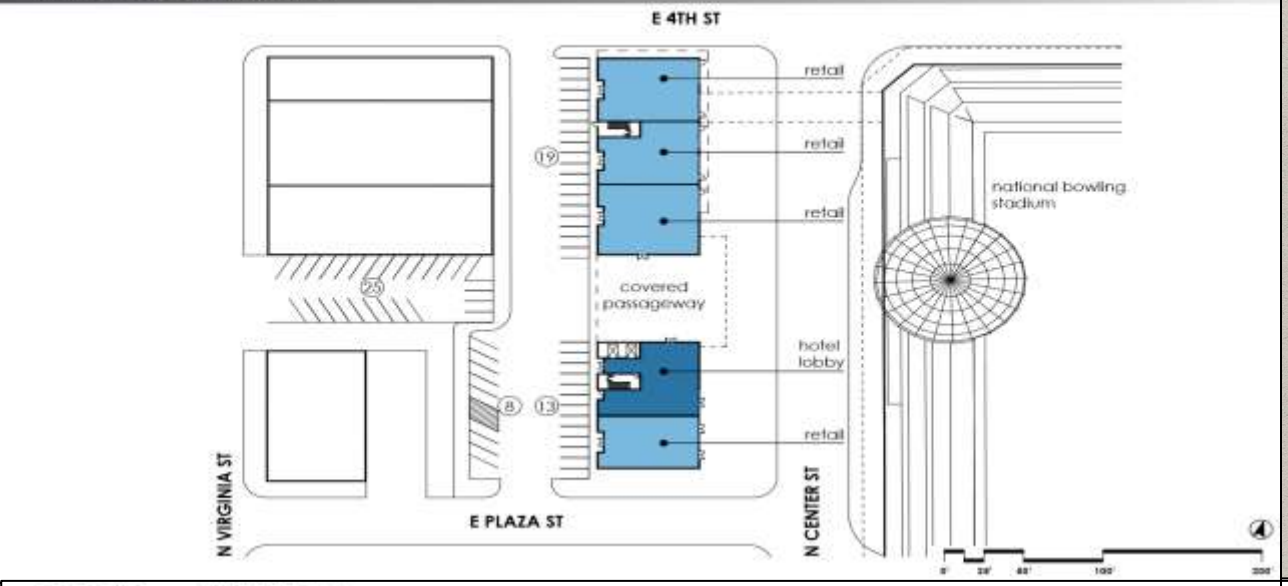
ELEVATIONS

streetscape elevation - east

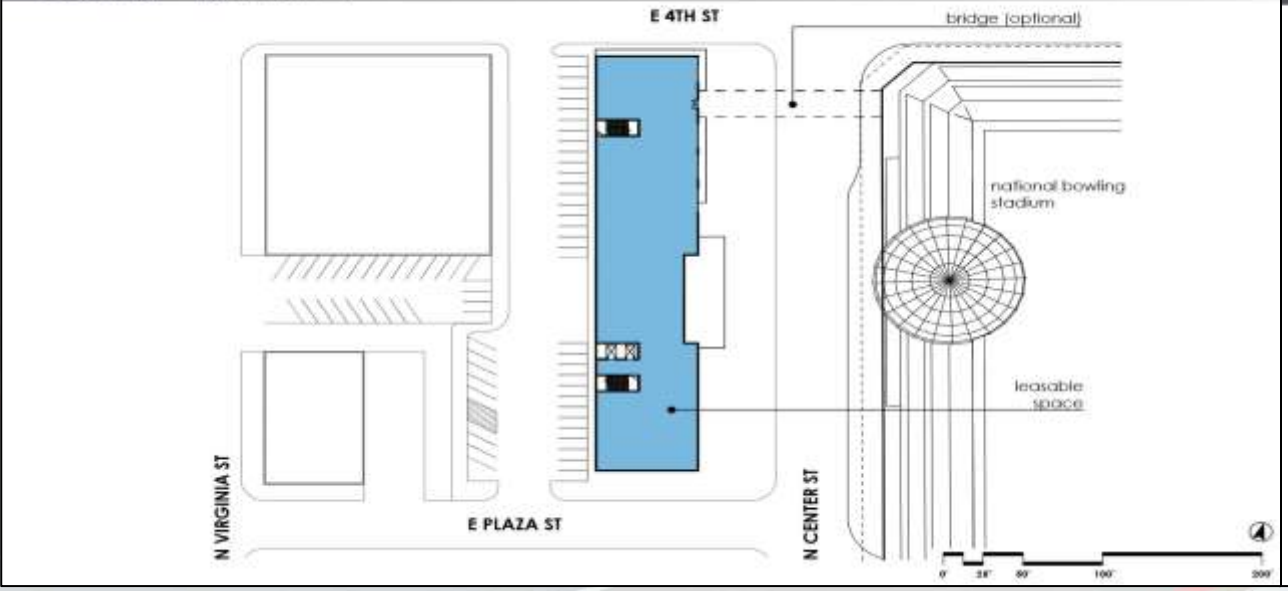
streetscape elevation - west

HOTEL FLOOR PLANS

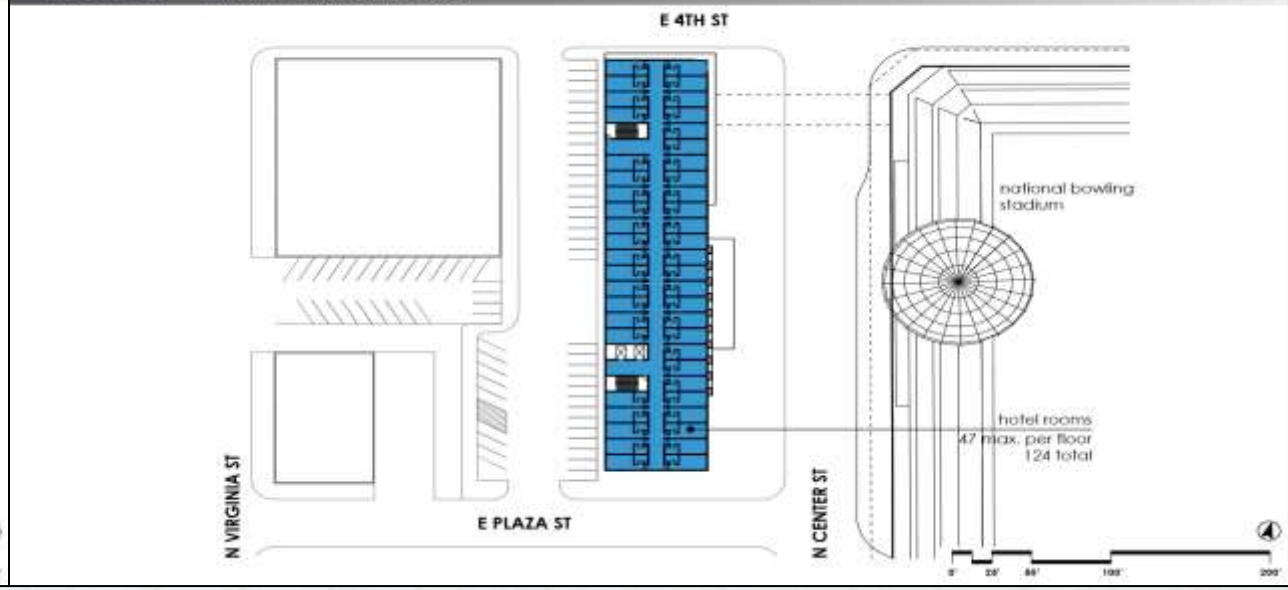
HOTEL - LEVEL 1



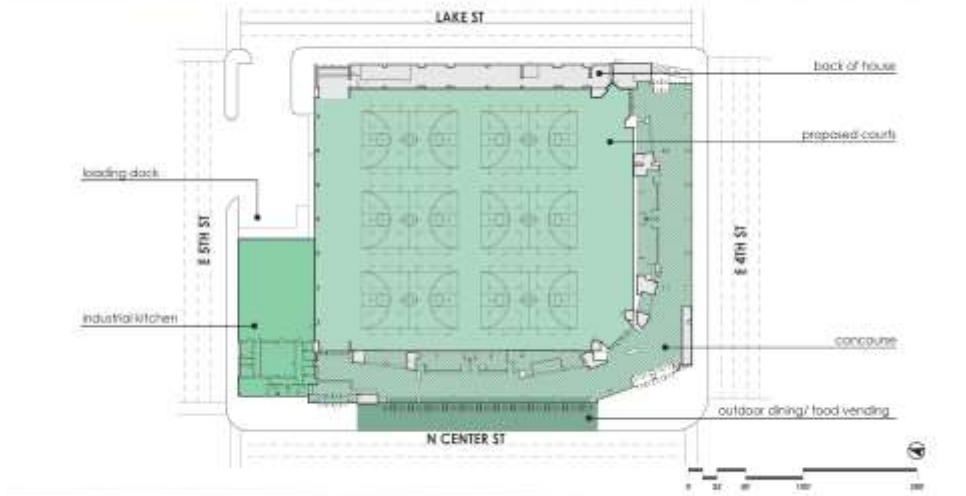
HOTEL - LEVEL 2



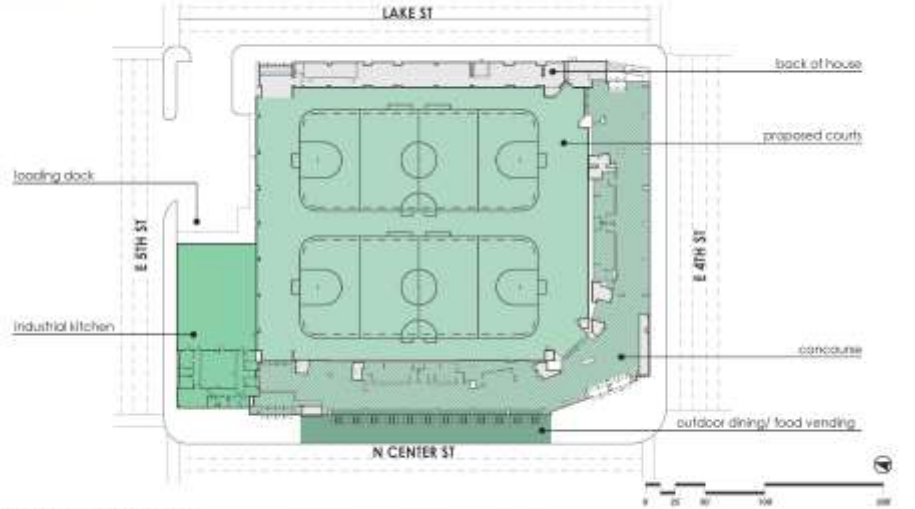
HOTEL - LEVELS 3 TO 5



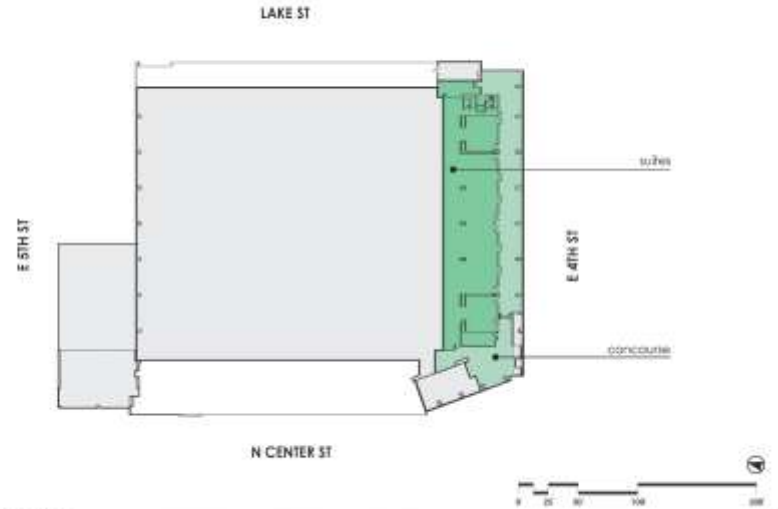
EVENT CENTER - LEVEL 1 - BASKETBALL



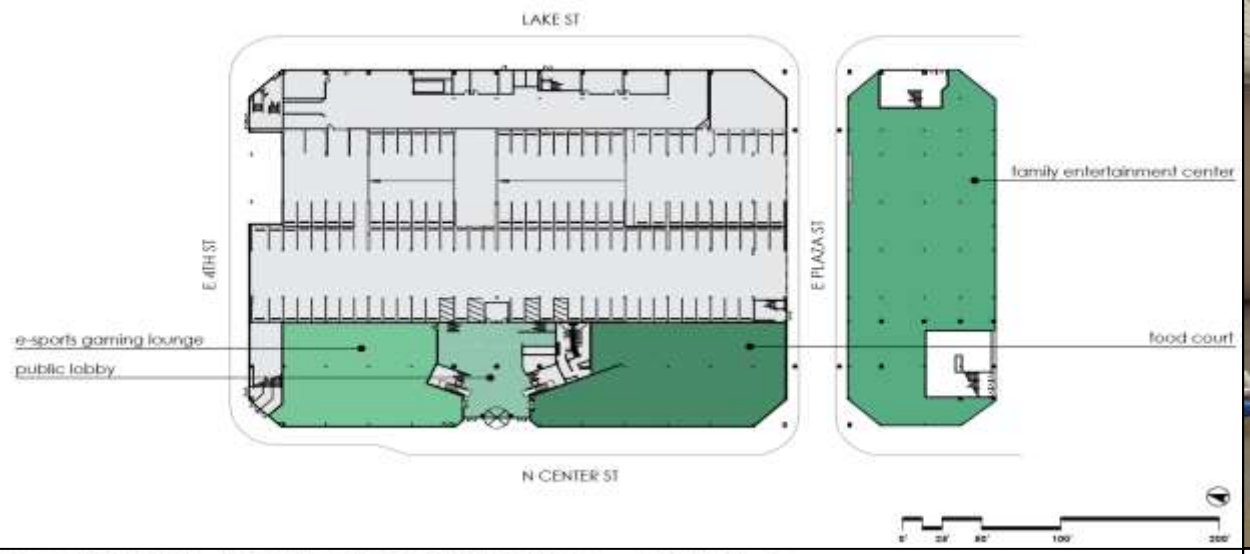
EVENT CENTER - LEVEL 1 - SOCCER



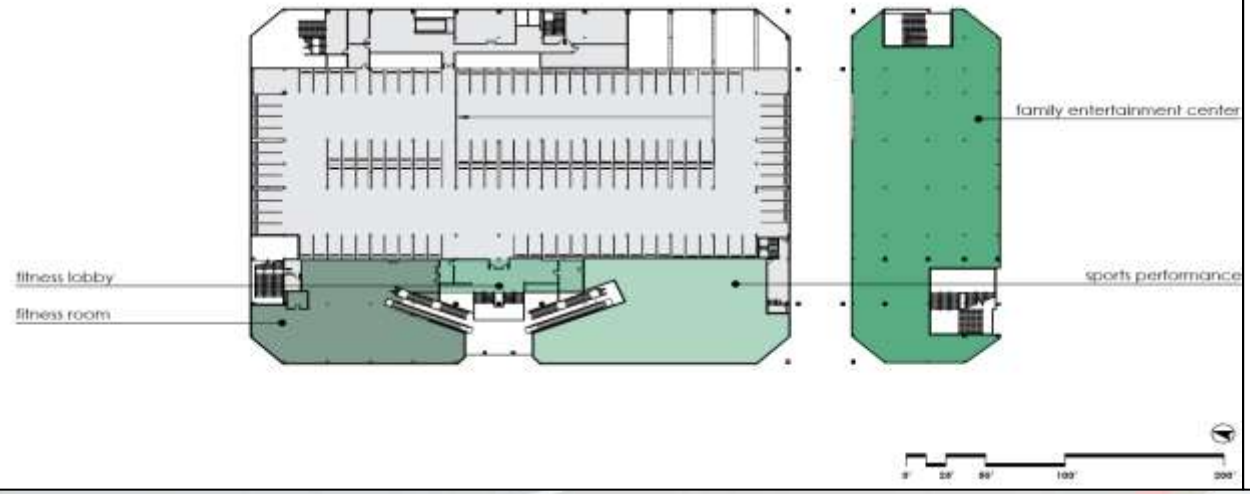
EVENT CENTER - LEVEL 2 - SUITES



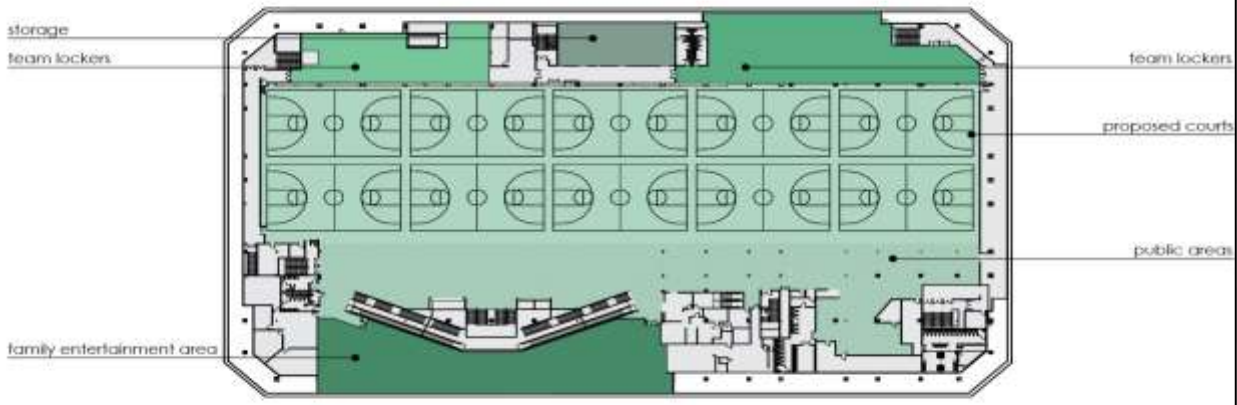
NATIONAL BOWLING STADIUM - LEVEL 1



NATIONAL BOWLING STADIUM - LEVEL 3



NATIONAL BOWLING STADIUM - LEVEL 4



PROGRAMMING + VISION

SPECTRA

POWERFUL OWNERSHIP GROUP

COMCAST NBCUNIVERSAL

Majority Owner

ATAIROS

Learfield

Paciolan ANC SIDEARM

BOWLERO CORPORATION

virtusa

Accelerating Business Outcomes

GROUPON

EXL

TriNet

FAIRSQUARE FINANCIAL

OROGEN™

Significant Minority Owner

COMCAST SPECTACOR

WELLS FARGO CENTER

xfinity Live!

FUSION

NERD ST GAMERS

WINGS

SKATE ZONE

PROGRAMMING + VISION

SPECTRA

VENUE MANAGEMENT

184

FOOD SERVICES & HOSPITALITY

247

PARTNERSHIPS

119

SCOPES OF SERVICES

PROGRAMMING + VISION

SPECTRA

VENUE MANAGEMENT
184 PROPERTIES

PROGRAMMING + VISION

SPECTRA

FOOD SERVICES & HOSPITALITY
247 PROPERTIES

PROGRAMMING + VISION

SPECTRA

PARTNERSHIPS
119 PROPERTIES

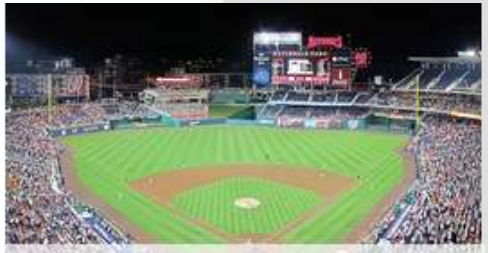
PROGRAMMING + VISION

SPECTRA

CITIZENS BANK PARK

TALEN ENERGY STADIUM

STATE FARM STADIUM



NATIONALS BALLPARK

CHILDREN'S MERCY STADIUM

SINGAPORE NATIONAL STADIUM

FUSION ARENA

CHARTWAY ARENA AT
OLD DOMINION UNIVERSITY

ADDITION FINANCIAL ARENA AT
UNIV. CENTRAL FLORIDA

CHAIFETZ ARENA AT
ST. LOUIS UNIVERSITY

COLONIAL LIFE ARENA AT UNIV.
SOUTH CAROLINA

RYAN CENTER AT
UNIV. OF RHODE ISLAND

VSU MULTI-PURPOSE CENTER
AT VIRGINIA STATE UNIV.

CONVOCATION CENTER
AT USC AIKEN

WATSCO CENTER
AT UNIV. OF MIAMI

PROGRAMMING + VISION

NERD ST GAMERS

FACILITIES	EVENTS	CONTENT	SOFTWARE
LOCALHOST ARENA	NATIONAL CHAMPIONSHIP SERIES 2019	NSGTV	LOBBY GG

PROGRAMMING + VISION

SPECTRA

League of Legends Championship Series | Chaifetz Arena

PROGRAMMING + VISION

SPECTRA

PROGRAMMING + VISION

E-SPORTS

THE OHIO STATE UNIVERSITY

BOISE STATE UNIVERSITY

AMATEUR ATHLETIC UNION
OF THE UNITED STATES, INC.

P.O. Box 22409 Lake Buena Vista, FL 32830
407.934.7200
www.aausports.org

Home of the AAU

Mr. Steven L. Nielsen
P3-Partners, LLC
3333 E. Camelback Road, Suite 265
Phoenix, Arizona 85018

Re: AAU Endorsement & Support

Dear Mr. Nielsen,

We are excited about your partnership with Matt Williams and the Jam On It Sports Group in the development of the Downtown Reno Event Facilities into a world class amateur sports venue. Subject to your final approval by the City of Reno, we are prepared to designate these facilities as the home of an AAU Regional Headquarters.

As a Regional Headquarters, the entire AAU membership, consisting of over 700,000 members will be working with Matt to support and bring local, regional and national events, in a wide range of amateur sports tournaments, to downtown Reno.

We are equally excited about your vision for scalable event facilities to be developed around the country.

We look forward to the opportunity to work with you in the programming and management of those facilities as they come on line.

Sincerely,

Dr. Roger J. Goudy
President & CEO

Dr. Roger J. Goudy	Rusty Buchanan	Joe Gura	Cynthia Trombly-Martin	Jo Mirza
President & CEO	1st Vice President	2nd Vice President	Secretary	Treasurer
roger@aausports.org	rusty@aausports.org	jgura@aausports.org	cindi@aausports.org	jbmirza@aausports.org

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TOP EVENTS IN 2020

AAU Junior National Volleyball Championships
Orlando, Florida | June 16-28, 2020
45,000 participants // 125,000 spectators*
Largest youth volleyball event in the world

AAU Junior Olympic Games
Greensboro, North Carolina | July 29-August 8, 2020
18,000 participants // 50,000 spectators*
Largest multi-sport youth event in the country

Jam On It! Memorial Day AAU Tournament
Reno, Nevada | May 23-25, 2020
18,000 athletes // 85 courts in 1 venue*
Largest "all under one roof" basketball tournament

AAU Primary and Club National Championships
Orlando, Florida | July 5-13, 2020
5,500 athletes // Ages 5-18*
Last qualifying event for AAU Junior Olympic Games

AAU James E. Sullivan Award Ceremony
presented by
New York Athletic Club | April 21, 2020
2018 winner: Kathryn Plummer, Stanford Univ. Volleyball
Honoring America's top amateur athlete

AAU Boys Basketball National Championships
Various Locations | Summer 2020
11,000 athletes // 1,100 teams*

AAU NATIONAL CHAMPIONSHIPS

1,800 licensed AAU events in 2019

10,000 gold medals earned at AAU national championship events in 2019

5.3 livestream minutes (in millions) viewed of AAU national events in 2019

* = numbers estimated from 2019 events

FULL LIST OF SPORTS PROGRAMS

- Badminton
- Baseball
- Basketball
  - Boys Basketball
  - Girls Basketball
  - Men's Basketball
  - Women's Basketball
- Baton Twirling
- Bowling
- Cheerleading
- Chess
- Cornhole
- Dance
- Diving
- eSports
- Fastpitch
- Football
  - 7v7
  - Flag Football
  - Tackle Football
- Futsal
- Golf
- Gymnastics
- Hockey
  - Field Hockey
  - Ice Hockey
  - Inline Hockey
- Jump Rope
- Lacrosse
- Martial Arts
  - Judo
  - Karate
  - Kung-Fu
  - Taekwondo
- Pickleball
- Soccer
- Sport Stacking
- Softball
- Strength Sports
  - Feats of Strength
  - Powerlifting
  - Weightlifting
- Surfing
- Swimming
- Table Tennis
- Target Shooting
- Track and Field
  - Cross Country
  - Multi-Events
  - Track and Field
- Trampoline and Tumbling
- Volleyball
  - Indoor Volleyball
  - Beach Volleyball

JAM ON IT | BY THE NUMBERS: JAM ON IT EVENTS

JAM ON IT RENO MEMORIAL DAY BASKETBALL TOURNAMENT

Jam On It is the host of the largest basketball tournament "All Under One Roof" in the world. The **Jam On It Reno Memorial Day Basketball Tournament** has become a must-attend event. More than 1,000 amateur youth basketball teams from Nevada, California, Oregon, Washington, Utah, Arizona and New Mexico make Reno, Nevada make it their youth basketball destination each year.

38,000 estimated number of spectators in attendance in 2019

18,000 estimated number of players and coaches who competed in 2019

2,275 number of games played on 85 courts at Reno Spark Convention Center

1,200 total number of teams who competed in 2019

$4.62 estimated impact, in millions, to the Reno-area economy

JAM ON IT AAU BIG MOUNTAIN JAM BASKETBALL TOURNAMENT

Entering its ninth year, Jam On It is the host of the AAU Big Mountain Jam Basketball Tournament as the largest basketball tournament in Utah history and has become a must-do in Utah. More than 770 amateur youth basketball teams from Arkansas, Arizona, Idaho, Wyoming, California, Montana, Nevada, Washington, Colorado, Nevada, Utah and Canada tip-off at the Mountain America Convention Center on 36 full-sized basketball courts.

4,000 estimated number of in-state participants in 2019

6,000 estimated number of out-of-state participants in 2019

10,000 total number of spectators on-hand for the ninth year of the event

$1.50 estimated impact, in millions, to Salt Lake County, Utah

JAM ON IT AAU DESERT JAM BASKETBALL TOURNAMENT

For the third year, Jam On It partnered with Arizona AAU to bring its "All Under One Roof" atmosphere to Arizona at the WestWorld of Scottsdale. More than 78 teams from Arizona, California, Colorado, Idaho, Montana, New Mexico, Nevada, Texas and Utah attended.

1,092 total number of athlete and coaches that attended in 2019

5,000 estimated number of spectators at the AAU Desert Jam

#WeAreAAU

PROGRAMMING + VISION

SPORTS TOURISM

- Youth and Amateur Sports is the fastest growing segment of the Sports Tourism Market; currently a **$15 Billion dollar industry** growing to **$30+ Billion Dollars** in the next 7 to 10 years

- AAU/Jam On It indicate that a **300 team**, 3-day Basketball Tournament in downtown Reno can generate over **10,500 room nights** and have an economic impact of approx. **$3.4 million dollars**.

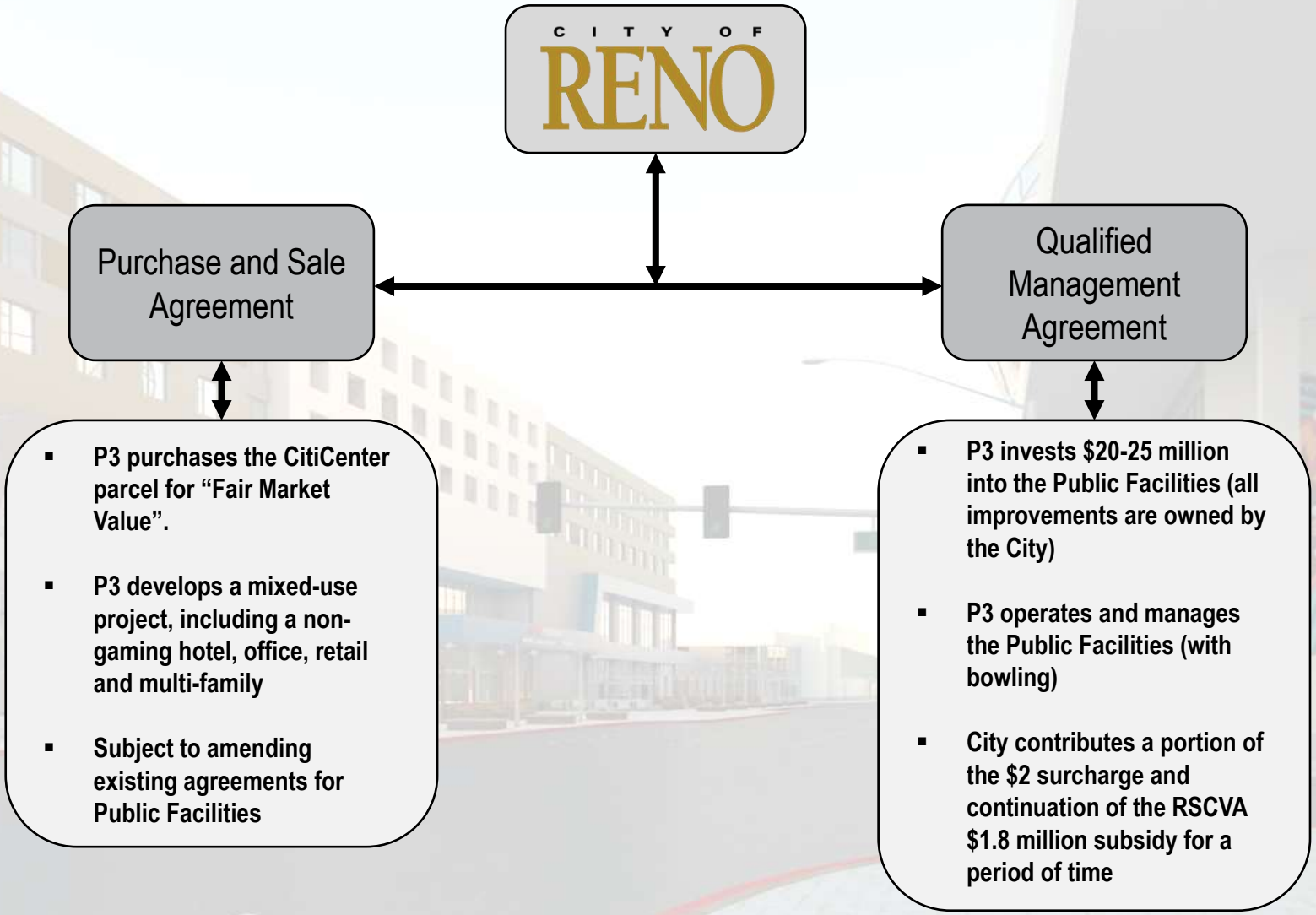
- The global e-sports market is set to reach new heights, according to a recent study. Total revenue for the global e-sports market will hit **$1.1 Billion in 2019**, representing a **26.7% year-over-year growth rate**.

AGENDA

- TEAM + PARTNERSHIPS
- PROGRAMMING + VISION
- FINANCE + SCHEDULE
- INTERIM PROPOSAL

FINANCE + SCHEDULE

P3 AGREEMENT



FINANCE + SCHEDULE

PRE-COVID-19

SCHEDULE - DELAYED

Proposed Schedule following City Council Approval and Authorization:

- 30 Days – Negotiate the Purchase and Sale Agreement for the CitiCenter parcel and Management Agreement for the Public Facilities. City Manager authorized to execute the Agreement, subject to the above terms.
- 30-60 Days – Negotiate the termination and/or modification of all existing contracts on the Public Facilities.
- 60 Days - Obtain the two independent appraisals on the CitiCenter parcel and establish the purchase price.
- 120-150 Days – Following modification of the existing agreements on Public Facilities, P3 Partners to design and finance the CitiCenter parcel and improvements to the Public Facilities.

INTERIM PROPOSAL

- P3 Partners to assume or replace the existing contract for management of these City-owned and RSCVA leased facilities currently managed by ASM Global as previously contemplated.
- Operate the Facilities without a management fee, bonus structure, or incentives from RSCVA.
- With the assistance of our team members, Spectra Comcast, Jamonit, and AAU, we will begin the re-opening process of the Facilities for public use. We are asking that the RSCVA work with our Team to cover basic costs for a limited number of employees, service providers, supplies, and utilities.
- All revenue above expenses, will be used to minimize costs to RSCVA and the City of Reno.
- This agreement will be in place so as long as the RSCVA is responsible for the Facilities.

INTERIM PROPOSAL

- The contracting entity would be P3 Sports and Entertainment, LLC (P3SE), a subsidiary of P3 Partners. P3SE will be responsible for overall Facility Management.
- Until such time, as social distancing is completely removed in Reno, Jamonit Sports will be responsible for day to day operation of the Facilities, funded from amateur sports revenue and concessions.
- As social distancing requirements are relaxed, and the event market begins to recover, Spectra will assume the lead for event management to include marketing, promotion, sponsorship, and concessions.

INTERIM PROPOSAL

Cost Savings to RSCVA (Accelerated Use)

- Ability to use the Facilities in a limited capacity to generate revenue prior to the elimination of social distancing.
- P3SE/Jamonit will provide sports equipment and flooring without costs during the term of this agreement.
- Ability to use the Facilities for local/community use now.
- Amateur sports tournaments developed in-house can occur sooner than many other events.

INTERIM PROPOSAL

Cost Savings

- Elimination of Management Fees paid by RSCVA.
- Elimination of Bonus Fees paid by RSCVA.
- Elimination of Incentive Fees paid by RSCVA on Food and Beverage.
- Elimination of Incentive Fees paid by RSCVA on Sponsorship Agreements.
- P3SE Management Fees waived for the first 6 months (travel expenses paid from event revenue only).
- All Event and Amateur Sports labor costs will be paid directly from income produced.
- Reduction of Labor Costs – higher use of temporary staff and lower cost labor.

INTERIM PROPOSAL

Revenue Production

- Increased Facility revenue production through amateur sports.
- Increased Facility revenue from food and beverage.
- Increased parking revenue from amateur sports/events.
- Open Table program to enhance and broaden use.

RSCVA/City to offset operating costs.

INTERIM PROPOSAL

- Current employees in critical positions will be interviewed and retained if possible and subject to reimbursement by RSCVA.
- Jamonit Sports will provide daily on-site operational support at no cost to RSCVA.
- Spectra will provide support for event marketing, along with RSCVA, and event promotion.
- Jamonit, working with AAU, will be responsible for amateur sports program development, training camps, summer programs, league development, community rental use, and school liaison.
- P3 Partners will continue their work on the planning, design and implementation of the enhanced development plan for these Facilities as presented to the City Council in December 2019.

INTERIM PROPOSAL

- All existing event contracts executed prior to the date of this interim proposal will be honored. Bowling dates will be flexible based on the USBC needs. Contracts relating to services will be reviewed and renegotiated, as appropriate. All use of the Facilities for amateur sports will be exempt from Use Fees until such time as the Facilities produce revenue over expenses.
- To preserve the privatized management and Open Table concept, we propose that a small working group be formed to work with P3 Partners in the implementation of the enhanced development and use of the Facilities. We propose that this be chaired by a Reno Councilmember and include representatives of the RSCVA, The ROW, the Downtown Reno Partnership, Jacobs Entertainment, Simon Group, Whitney Peak, Renaissance, and UNR.

Proposed Schedule following RSCVA Authorization:

- 30 Days – Negotiate the termination and/or modification of all existing contracts on the Public Facilities. Begin relocation of the temporary homeless shelter.
- 15 Days – Deep Cleaning of the Reno Events Center.
- Put in place Covit-19 operational plan.

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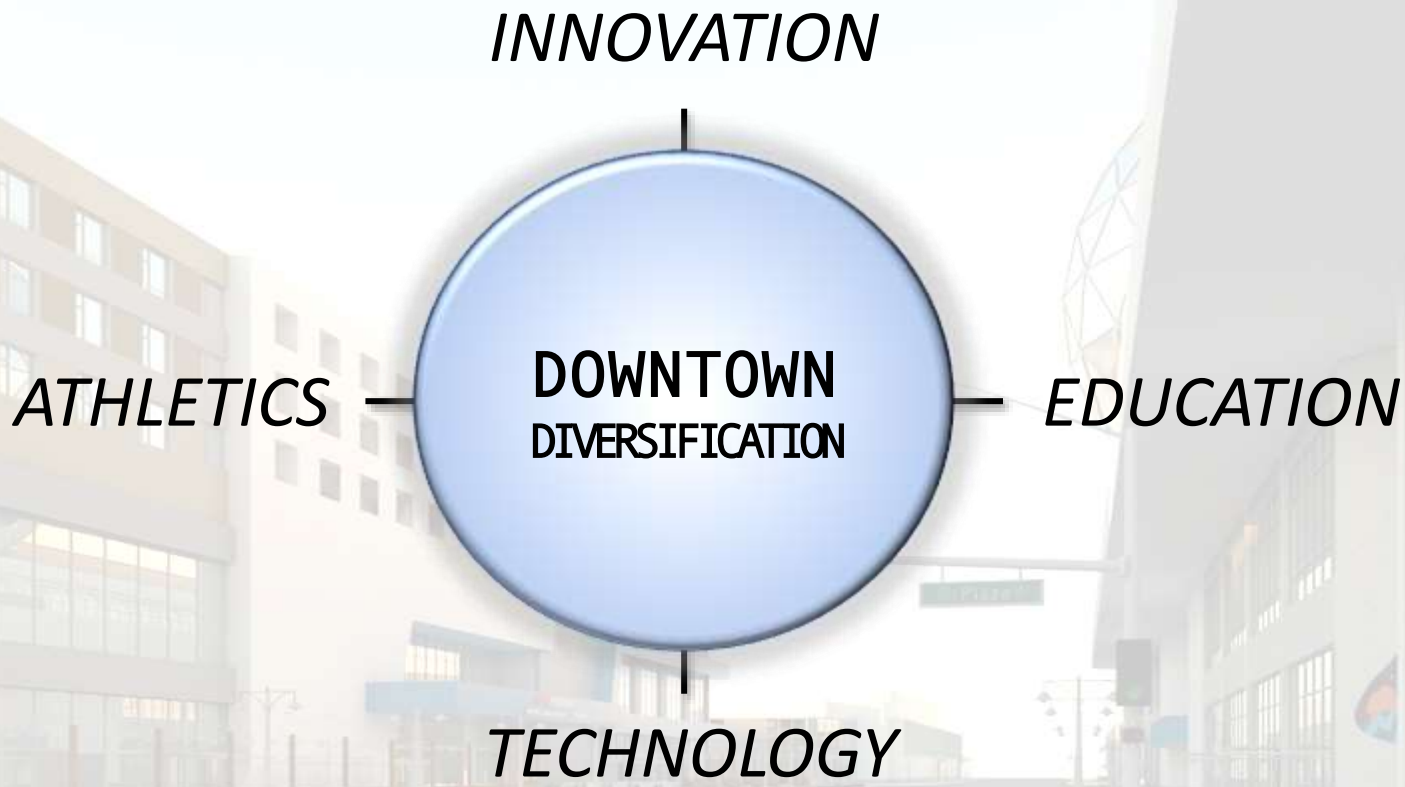

P3 PARTNERS

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