

**ELKO CONVENTION & VISITORS AUTHORITY
REGULAR BOARD MEETING
TUESDAY, JUNE 26, 2018
ELKO CONVENTION CENTER
CEDAR ROOM 8:30 A.M.
MINUTES**

1. Roll call

ECVA Board Members Present: Matt McCarty
Dave Zornes
Delmo Andreozzi
Barry Bhakta
Reece Keener

ECVA Staff Present: Don Newman, Executive Director
Steve Wehde, Facility Manager
Susan Paprocki, Comptroller
Amber Merz, Administrative Assistant
Erin Myers, Events Coordinator

Visitors Doris Toothman
Toni Jewell

2. Call to order and Pledge of Allegiance

Board Chairman, Mr. Matt McCarty, called the meeting to order at 8:36 am and stated that we have 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.

None at this time.

4. Approval of minutes from the Board meeting of May 22, 2018 – Action Item (public comment)

Mr. Delmo Andreozzi made a motion to approve the minutes from the Board Meeting of May 22, 2018, Mr. Dave Zornes seconded the motion. Mr. Reece Keener abstained. Motion passed.

5. NEW BUSINESS:

5A-0626-18 Presentation by Tom Lester of the “In Your Backyard” TV campaign currently running on Reno and Boise TV stations - **Non-Action Item**

Mr. Newman stated that this is Mr. Lester’s busy season, so he has been traveling a lot lately therefore he decided to take a few days off to visit family. He explained that Mr. Lester worked with Pat Ferris of Patrick Media out of Reno on the first few videos and with Troy Edler on the ads.

**Mrs. Toni Jewell arrived at 8:39 am.*

Mr. Newman then showed the “In Your Backyard” campaign ads as well as the ads produced by Mr. Edler.

5B-0626-18 Review, Discussion and possible approval to enter into a three year agreement with Source 1 Events to continue as the service contractor for tenting and vendor needs per the attached proposal. – **Action Item (public comment)**

Mr. Newman explained that the contract amount was under scope that required bids but he still wanted to bring it to the Board for discussion and final approval. He stated that we do have a 3 year agreement with GES, the electrical group that we use for the Expo, so they felt we should do the same for Source 1 Events. Mr. Newman stated that he likes the fact that Source 1 has written into the contract that there will be no more than a 5% increase yearly and no more than a 10% increase over the 3 year term.

Mr. Andreozzi stated that he appreciates that we are using a Nevada company so the money spent is staying within the state.

Further discussion took place.

Mr. Reece Keener made a motion to approve entering into a three year agreement with Source 1 Events to continue as the service contractor for tenting and vendor needs for the Elko Mining Expo. Mr. Barry Bhakta seconded the motion. Motion passed unanimously.

6. OLD BUSINESS:

7. STAFF REPORTS:

7A-0626-18 Comptroller’s Report/Approval of the May expenditures and all matters related to – **Action Item (Public Comment)**

Mrs. Susan Paprocki stated that Room Tax proceeds for April 2018 were received on May 29 and were as follows; general fund room tax received \$48,802.41, an increase of 15.74% compared to April 2017 when general fund received \$42,164.65. Marketing fund room tax received \$35,959.67 in April 2018, also an increase of 15.74% compared to April 2017 when Marketing fund received \$31,068.69. Year to date General and Marketing fund Room Tax proceeds are up 5.81%. Ad valorem received in May was for the month of April 2018 and was in the amount of \$24,442.25, compared to April 2017s \$25,053.98 this is a decrease of 2.44%. Year to date Ad Valorem is still up 4.28%. Mrs. Paprocki then stated that

total claims for May 2018 were in the amount of \$232,339.07, Print n'Copy claims for May were in the amount of \$3,935.05 so total claims less Print n'Copy were in the amount of \$228,404.02.

Mr. Newman explained that most of the Print n'Copy claims were for signage from the Mining Expo.

Mr. Delmo Andreozzi made a motion to approve total claims for May 2018 less Print 'n Copy in the amount of \$228,404.02. Mr. Reece Keener seconded the motion. Motion passed unanimously.

Mr. Delmo Andreozzi made a motion to approve the May 2018 Print 'n Copy claims in the amount of \$3,935.05. Mr. Dave Zornes seconded the motion. Mr. Reece Keener abstained from voting. Motion passed.

7B-0626-18 Convention & Tourism Report - **Non-Action Item**

Mr. Newman stated that Mr. Lester's report was in the packet for their review. He stated that he did want to let them know that the travel writer story in the German publication that they discussed at the last meeting won the award for Travel Writer Story of the Year. He explained that it was a worldwide competition so it's a big deal to have a story about Elko win.

Further discussion took place.

7C-0626-18 Marketing Report - **Non-Action Item**

Mr. Newman stated that Mrs. Nelsons report was included in the packet for their review as well. He then passed around publications and ads that she has been working on.

7D-0626-18 Events Report - **Non-Action Item**

Ms. Erin Myers stated that the Expo was a huge success and she got a lot of positive feedback. She stated that she had about 360 exhibitors and over 400 booths. Shell was the Opening Reception sponsor again and Redpath sponsored the shirts for golf tournament again. She stated that Mrs. Nelson sold out all of the golf sponsorships. Ms. Myers stated that there was a lot more large equipment at the show this year.

Mr. Newman stated that we hired Mr. Ross Andreson and El Aero Services to go up in a plane and take aerial photos of the Expo.

Mr. Newman then showed the Board a slideshow of the aerial photos Mr. Andreson took.

Further discussion took place.

7E-0626-18 Facilities Report - **Non-Action Item**

Mr. Wehde stated that the maintenance crew has been very busy. They are still working on getting the landscaping and pavement cleaned up and repaired from the Expo and the last wedding. He stated that the carpet was replaced in the offices right after the Expo and it looks great.

7F-0626-18 Administrative Report – **Non-Action Item**

Mr. Newman stated that Mrs. Paprocki took photos during the Expo and put together a slide show that he would like to play for them before he starts his report.

Mrs. Paprocki played her slideshow for the Board.

Mr. Newman stated that he is still looking for funding to purchase the art instillation that Mr. Barry Crawford is working on. Mr. Newman reminded the Board that this project was a large 12 foot horse statue built entirely of metal scrap and “junk”. He showed them progress photos Mr. Crawford had sent of the art piece and stated that he still has the smaller version in his office. He stated that this piece will be displayed at Burning Man and then brought here for permanent installation if we are able to come up with funding to purchase it. If we are not able to come up with the money for it before Burning Man it is very likely that someone else will purchase it. Mr. Newman stated that he feels it will be very good for us to have this piece on permanent display at the ECVA as he feels that Mr. Crawford is going to be a big deal one day very soon. Mr. Newman then stated that he and Ms. Myers met with Jeff and Stormy Remington about this year’s Car Show. They have decided to give most of the responsibility to the Remington’s this year. He stated that he will be traveling to Walla Walla Washington at the end of July for the DMA West Summit. Mr. Newman stated that the Nevada Broadcasters, Mrs. Longley’s facility/catering and STR Reports are all included in the packet after his report. He stated that NV Broadcasters continues to be a great investment at a 17 to 1 return on our dollar. Mr. Newman stated that Mrs. Longley has asked that at some point they discuss setting a policy that caterers can only be added to the ECVA Approved Caterers list at certain times of the year.

Further discussion took place.

8. Public Comments – Non-Action Item

None at this time.

9. Board Comments – Non-Action Item

Mr. Reece Keener stated that there is an Idaho based broadband company that is interested in coming into town. They would like to start out by servicing commercial companies in Elko with fiber bases internet.

Further discussion took place.

10. Adjournment:

Meeting adjourned at 9:51 am.

The Chairman and/or Vice Chairman reserve the right;

1. To change the order of agenda items; and
2. Recess the meeting and continue at another specific date and time.



Matt McCarty- Chairman