

INTERNATIONAL OPERATIONS GROUP



Spotlight on Las Vegas



What suggestions would you provide to anyone working in this location for the first time?

First time in the US?

- Unions
- General service contracting
- Catering
- Resort fees



First time in Vegas?

- Choose your timing carefully for rates/availability



What were the biggest challenges you found at this location?

Scheduling/availability:

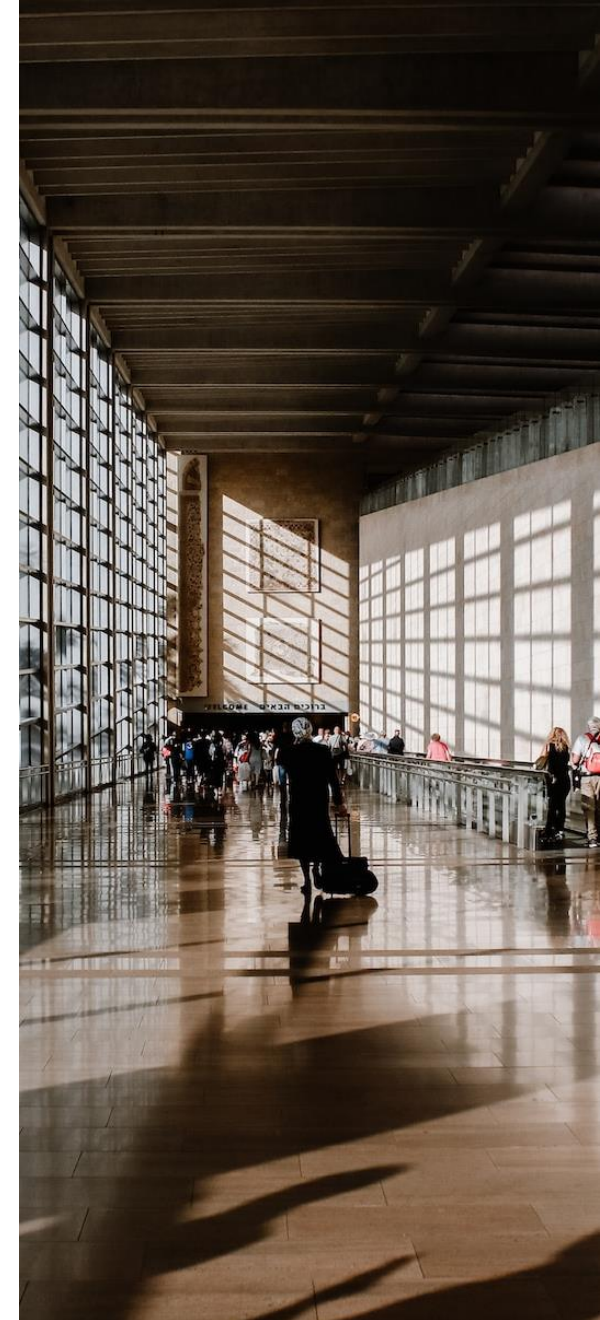
- Overlapping events in convention centre
- Workforce pressure



Costs:

- Catering
- Labor
- Stand build (inc. mat handling)

City events: NFL, F1, NHL, Sphere and other tradeshow



What local cultural aspects would be useful for someone coming from abroad to be aware of?

- Tipping culture
- Labor Unions
- A city of extremes



Which key health and safety regulations should an organiser be aware of? This includes documents, licences, permits, stand regulations, etc.

- ADA [The Americans with Disabilities Act | ADA.gov](https://www.ada.gov/)
- [SNHD](#) health permit for catering
- Fire Marshall [Clark County](#) (access to fire equip and via permitter)
- Offensive weapons
- LV Metro support
- Raised floors



What sustainability measures and initiatives have you witnessed in this location?

- The Venetian ([Our Planet | Las Vegas Sands](#))
- Mandalay Bay ([Mandalay Bay Environmental Sustainability](#))
- 26 acre rooftop solar array (Largest in the US)
- Mega solar panel 100MW produces 90% of MGMRI daytime power
- MBCC replaced over 250,000 light bulbs with LED
- Water conservation programme (linens, toilets and landscaping)
- Waste management programme captures and diverts waste from landfill



Supplier relationships – do you have any advice to ease the relationship with suppliers?

- Communicate exclusive services reqs. clearly to your EACs (mat handling, electrical installations, suspensions, video walls etc)
- Negotiate blended material handling rate, your exhibitors will thank you
- Targeted move in plan
- Learn imperial measures (mostly)



Budgeting: Identify venue specific areas with higher costs to allocate more funds, such as featured areas or catering.

- Catering, catering, catering (negotiate rental discount)
- In house exclusives (use sparingly)

