



This is a Production Incentive Contract between The Reno Sparks Convention and Visitors Authority (RSCVA) and the Regional Public Safety Training Center on behalf of the Regional Public Safety Training Center for the RSCVA fiscal years of July 1 – June 30, 2020/2021 and 2021/2022. The RSCVA and Regional Public Safety Training Center agree as follows:

Production Credit Plan

The RSCVA will pay an incentive to Regional Public Safety Training Center based on consumed room night production from business contracted in fiscal years 2020/2021 and 2021/2022 for conferences or meetings held by December 31, 2025 that are booked through Regional Public Safety Training Center's collaborative support with the RSCVA that assisted the RSCVA in securing the event. Collaborative support is defined as making the RSCVA the first point of destination contact for the potential event and providing Regional Public Safety Training Center staff assistance as deemed mutually appropriate to help secure business opportunity prior to the destination being awarded the business. It does not apply to events booked inside the destination through Regional Public Safety Training Center support that did not involve the RSCVA in the process.

Regional Public Safety Training Center will receive an incentive payout from the RSCVA based on the scale below. This room night scale is based on actual room nights consumed per calendar year through December 31, 2025 for business contracted after July 1, 2020.

Regional Public Safety Training Center agrees to utilize RSCVA services to process all Request for Proposal RFP's for hotels and event facilities. Any room nights contracted at the destination hotels that are not sourced through the RSCVA do not apply toward this incentive.

This credit applies to all business booked in the destination including single hotel, convention facilities, and area fields. Meetings or an event booked requires that over 75% of the attendance is from out of town requiring Washoe County hotel guest room accommodations. This credit applies also applies to collaborative efforts made between Regional Public Safety Training Center and RSCVA to bring traveling conferences like National Tactical Officers Association to the area.

Production credit does not apply to repeat, ongoing, standard Regional Public Safety Training Center related meetings/events or regular scheduled conferences. For example, it does not apply to room nights generated by a scheduled law enforcement conference.

This "Annual Payout Plan" threshold is not considered a minimum Regional Public Safety Training Center obligation, there are no penalties should the threshold not be achieved.

Pending the success of the program, the baseline production expectations for the payout plan may be altered in year two of the agreement based on the prior year contracted room nights. For example, in year one the baseline is 0, if at the end of year one 6,000 room nights are booked, the baseline may be increased from 0 to 6,000 room nights. Any possible changes in the baseline will be mutually discussed and agreed upon.

Annual Payout Plan					
Base Line	Range Of Total Room Nights Consumed		Washoe County Sheriff's Credit Earned Per Room Night	Washoe County Sheriff's Credit Received	
0	1	2,000	\$1.50	\$2	\$3,000
	2,001	4,000	\$1.75	\$3,502	\$7,000
	4,001	6,000	\$2.00	\$8,002	\$12,000
	6,001	8,000	\$2.25	\$13,502	\$18,000
	8,001	10,000	\$2.50	\$20,003	\$25,000
	10,001	12,000	\$2.75	\$27,503	\$33,000
	12,001	14,000	\$3.00	\$36,003	\$42,000

Room Night Production Tracking

The payout received is based on revenue paying room nights consumed in each calendar year from 2020 through 2025.

Actual room night consumed and tracked for each meeting, convention or event will be supplied from Regional Public Safety Training Center contracted hotels to the RSCVA. Regional Public Safety Training Center and their contracted hotels will be responsible for ensuring accuracy of reported room nights.

Payout

Pending receipt and Regional Public Safety Training Center mutual agreement of the room nights generated by the conferences as reported by contracted hotels, RSCVA will provide payouts to Regional Public Safety Training Center within 45 days following the end of each calendar year through 2023.

Payment from the RSCVA will delivered to one central contact at Regional Public Safety Training Center. Regional Public Safety Training Center will determine how the payouts received are to be shared with the individual colleges or divisions that generated the business opportunity.

Termination

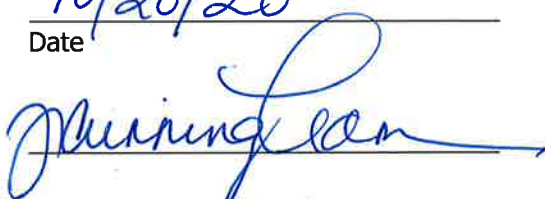
This Agreement may be terminated by either party for a demonstrated lack of performance of the responsibilities set forth above that cannot be cured within 21 calendar days from date of receipt of written notification to cure or correct any deficiency. In the event this Agreement is terminated for any reason, the parties shall account for and properly present to each other all claims for fees and expenses and pay those which are undisputed and otherwise not subject under this Agreement. Neither party may withhold performance of winding up provisions solely based on nonpayment of fees or expenses accrued up to the time of cancellation.

Acceptance

This contract, constitutes the entire agreement between the parties and may not be amended or changed unless done so in writing signed by RSCVA and the Regional Public Safety Training Center on behalf of the Regional Public Safety Training Center.

The undersigned represent that they are authorized to sign and enter into this agreement.

10/20/20
Date



Jennifer Cunningham

Interim President and CEO
Reno-Sparks Convention and Visitors Authority

Date

Chair, Washoe County Commission
Regional Public Safety Training Center