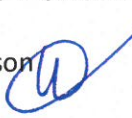


To: GOED Board Members

From: Paul Anderson 

Date: March 15, 2018

Subject: Director's Report

1. GOED's International Trade Division **hosted a business delegation from Alberta, Canada for a three-day mission February 14-17, connecting with Nevada business leaders, policy makers, and investors** for a comprehensive program of high-level discussions, speeches, tours, and trade and investment forums. The delegation represented over 40 businesses with over 80 individual delegates.
2. In February, GOED's International Trade Division facilitated meetings for a higher education delegation from Poland's Warsaw School of Economics, which **entered into an agreement with the University of Nevada-Reno, College of Business during the Governor's trade mission to Poland in 2017**. During the visit, the Warsaw School of Economics explored additional collaborations with other higher education institutions in the State.
3. In preparation for an upcoming trade mission to the African continent, the International Division hosted a meeting in February 2018 with the Urban Chamber of Commerce and South African national government representatives to discuss mutually-beneficial trade opportunities. In April the International Division team will travel to Africa to conduct advance planning activities for a Governor-led trade mission to take place this summer. **GOED will visit Ghana, Botswana, and South Africa to explore partnership opportunities and advance dialogue regarding the trade mission.**
4. On February 24, 2018 **Governor Brian Sandoval and Premier Anastacia Palaszczuk signed a Sister State agreement between Nevada and the Australian State of Queensland in Washington, D.C., at the Winter Meeting of the National Governors Association**. The relationship began as a result of the Governor's trade mission to Australia in the summer of 2016 and builds on the successes of an initial statement of intent to work together on the commercialization of water and mining technology. One success is the landing of Queensland company RedEye through its partnership with Nevada's WaterStart. The signing was attended by Mr. Paul Anderson, Executive Director, GOED and Mr. Jarad Van Wagoner, Deputy Director, GOED International Trade, as well as other key Nevada partners.
5. In February 2018, the Nevada Institute of Autonomous Systems (NIAS) **submitted the proposal on behalf of GOED for the Department of Transportation UAS Integration Pilot Program**. The effort was an 6-8-week sprint that included 35 partners and a team of five NIAS dedicated to writing the proposal.

6. NIAS recently **finalized an agreement with the Polish Institute of Aviation (ILOT)** to participate in the NASA UTM TCL 3 demonstrations in Reno, NV in the first week of March 2018.
7. A dedicated team of seven NIAS personnel have been working diligently on preparation for **NASA UTM TCL 3 demonstrations at the Reno-Stead airport**. The team has been developing test cards, flight scenarios, airspace coordination, technology integration, and logistical flight operations for a week-long demonstration taking place March 5-9, 2018.
8. In January 2018, NIAS and Valley Electric Association conducted a project kick-off meeting in to officially begin work on a three-year UAS end user systems integration project for energy infrastructure inspection.
9. Throughout the latter part of January 2018, NIAS held drone training classes that had **three students successfully pass the course and their FAA Part 107 exams**.
10. NIAS has finalized an agreement with the Commercial UAV Expo to host a second consecutive outdoor demonstration at the Henderson Unmanned Vehicle Range. **The show is expected to last one full day and host 500-600 conference attendees**.
11. NIAS recently **Installed and activated the Aegis Technologies Vampire VITS UAS simulator system in our offices at the Innevation Center**. It has also received confirmation from Switch and the Innevation Center to add an additional 600 sq. ft. dedicated to NIAS and a UAS C3 hub.
12. NIAS finalized two agreements for large UAS > 55lbs. testing in Nevada in the coming months. They will both take place in Southern Nevada.
13. Mr. Karsten Heise, GOED's Director of Technology Commercialization, took part in the New Skills for Youth (NSFY) presentation to the Nevada Legislative Committee on Education on February 15th and focused on the **Learn and Earn Advanced Career Pathway (LEAP) framework**. The NSFY-team presentation concentrated on career technical education programs (CTE) and their fundamental part of career pathways as well as explaining the overall NSFY-initiative to the Committee.
14. Two of DRI's Applied Innovation Center for Advanced Analytics (AIC) subsidiary start-ups, Tu Biomics and Predira, **have been selected as top 20 finalists eligible to be accepted into the THRIVE Agtech Innovation Incubator class for 2018 out of competition from over 200 applicants from around the world**. The GOED administered Knowledge Fund seeded the AIC in 2013 and has been continuing to support the project through to its current third funding cycle.
15. Mr. Randy Walden, Advanced Manufacturing Industry Sector Specialist, and Mr. Heise continued to work with Great Basin College (GBC) to structure a WINN application for the Manufacturing sector involving GBC's Pahrump campus and Pahrump Valley High School. In order to prepare for a March submission to the GOED Board, Mr. Walden and Mr. Heise visited GBC in Elko in mid-February.

16. Battle Born Growth Escalator, Nevada's state venture program, participated in portfolio company WiseBanyan's recent financing round adding further support to the company's growth. Las Vegas-based WiseBanyan is one of the fastest growing independent roboadvisors in the US.
17. Mr. Dan Langford, GOED's Industry Commercialization Manager, **presented "The Future of Mobility and the Changing Nature of Travel" to a group of economic development leaders** at the International Economic Development Council 2018 Leadership Summit in Las Vegas. IEDC is the world's largest professional organization serving the economic development profession and, based on Nevada's leadership, members were interested in trends in mobility, changes in the way we travel and new market opportunities.
18. Mr. Langford was invited by the UK Science & Innovation Network (Foreign and Commonwealth Office of the British Consulate) to join a delegation of US regions to visit London and **explore opportunities for collaboration on policy and regulation through to technical challenges and solutions in advanced mobility**. The delegation visited Meridian Mobility Technology, The Transport Systems Catapult, Government Office for Science, UK Department for Transportation and Transport for London. Formal outcomes are in process but the visit has already yielded a number of early stage opportunities for collaborative autonomous vehicle research, pilot projects and company relocation all to help grow the ecosystem in Nevada.
19. During February and March, **GOED has worked with Business and Industry along with local governments throughout the state to identify potential Opportunity Zones**. Opportunity Zones are a new community development program established by Congress in the Tax Cuts and Jobs Act of 2017 to encourage long-term investments in low-income urban and rural communities nationwide. GOED has worked to educate and inform local governments about the program and helped identify and prioritize potential Opportunity Zones.
20. As of February 26, 2018, the status of the Nevada Film Tax Incentive is summarized below:

Nevada Film Office													
Transferable Tax Credit for Film and Other Productions													
FY 2018 Funding													
Completed Hearings on Tax Applications													
Production Title	Total Budget	NV Direct Expenses	Out of State Payroll in NV	NV Resident Payroll	Total Payroll	Total Nevada	Total FTEs	NV FTEs	Approved Incentive	Actual Incentive Awarded	Amount Redeemed	Approved vs. Actual Difference	Status
Completed Productions													
					\$ -	\$ -						\$ -	
					\$ -	\$ -						\$ -	
In Progress Productions													
Smiley Face Killers	\$ 1,690,390	\$ 563,247	\$ 444,927	\$ 481,625	\$ 926,552	\$ 1,489,799	9.0	7.1	\$ 257,323				Filming
Who Wants to be a Millionaire - Season 16	\$ 9,485,389	\$ 2,818,547	\$ 3,321,723	\$ 950,473	\$ 4,272,196	\$ 7,090,743	38.0	12.7	\$ 1,183,067				Filming
Mustang	\$ 4,562,668	\$ 1,319,077	\$ 1,279,911	\$ 829,923	\$ 2,109,834	\$ 3,428,911	16.8	8.6	\$ 818,830				Filming
Vegas Cakes, Season 2	\$ 1,174,744	\$ 385,940	\$ 311,075	\$ 477,729	\$ 788,804	\$ 1,007,239	8.1	6.1	\$ 197,141				Filming
TOTAL	\$ 16,913,191	\$ 5,086,811	\$ 5,357,636	\$ 2,739,750	\$ 8,097,386	\$ 13,016,692	71.9	34.5	\$ 2,456,361	\$ -	\$ -		
									Total Incentives Available	\$10,000,000			
									Remaining to be Issued	\$10,000,000			
									Remaining for Applications	\$ 7,543,639			

21. The Nevada Film Office (NFO) continues to have tax incentive hearings, with one scheduled for March 6, 2018 for a commercial production.

22. The NFO printed directory is now complete and available for distribution. **There are over 650 listings in the directory for Nevada crew and vendors servicing the film industry** in both Northern and Southern Nevada.
23. With the complete revamping of the online production directory, the NFO is now focusing on revamping the online locations directory. **The new online locations directory will be designed to better connect potential film locations around Nevada with production companies, giving local businesses more control and more opportunity.**
24. The NFO is attending the Association of Film Commissioners International week on 2/28-3/4/18 to **promote Nevada as a film destination to production executives in film/tv/commercial and video game production.**
25. Nevada Procurement Technical Assistance Center (PTAC), Procurement Outreach Program (POP) client Whittrio, Inc., dba Stimulus Technologies, based in Henderson, provides full-service Information Technology (IT) services. This past December, the company was awarded its first federal government contract by the U.S. Air Force (Nellis Air Force Base) in the amount of \$62,273. The contract is to provide high-speed internet service and Wi-Fi. **With the contract win, the business now has 24 full-time equivalent employees.**
26. Nevada PTAC client Surveillance Security, Inc., of Las Vegas, is a Service-Disabled, Veteran-Owned Small Business (SDVOSB). The company provides a variety of customers with the very best security services possible. Late last year, **the business was awarded several contracts by the U.S. Department of Veterans Affairs (VA) to provide security services.** The approximate total of the contracts is \$2,117,406.
27. Nevada PTAC client Sentinel Builders, LLC, of Reno, is an SDVOSB engaged in providing quality construction services to both the private and public sectors. **Based on being awarded contracts and purchase orders this past October and November, the company retained five full-time and ten part-time jobs.** In November, the VA awarded a contract to the firm in the amount of \$174,945 for construction services. Recently, the same agency awarded a purchase order to the company in the amount of \$61,228 also for construction services.
28. Dr. Gillian Barclay, GOED's Healthcare Industry Specialist, was an invited speaker for the March 6th, 2018 National Health Information Technology Collaborative under HIMSS18. Her presentation **focused on how to advance basic and translational science and technologies to reduce health disparities among underserved populations.**
29. Dr. Barclay was an invited speaker for the March 4th, 2018 IEEE International Conference on Biomedical and Health Informatics. Her talk **focused on developing women entrepreneurs in aspects of health and social care research and innovation, such as personalized medicine, big data, and behavioral informatics.**
30. In January, Mr. Bob Potts, GOED'S Research Director, assisted the Governor's Office of Workforce Innovation (OWINN) with summary workforce demand analysis for each of Nevada's target industry sectors. **This information was customized to provide data driven identification of priority staffing**

needs, the current inventory of those workers, and the existing education and training capacity for those positions. This analysis brought focus and context to each Sector Council discussion for OWINN to aggregate up for final priority workforce development funding recommendations.

31. Mr. Potts was recently asked to **serve on the University of Nevada Cooperative Extension Advisory Council.** In this capacity he has opportunity to coordinate state level economic development and research efforts that enhance the depth and breadth of Extensions' program areas of: Agriculture, Personal and Family Development, Community Development, Health and Nutrition, Horticulture, and Natural Resources.
32. Mr. Potts participated in the sixth round of the Governor's Office of Science, Innovation and Technology STEM Workforce Challenge Grant review committee. **In total, \$870,000 was awarded to create new STEM workforce training programs** with an additional \$150,000 awarded for program marketing.
33. To meet their statutory requirements, Mr. Potts has recently assisted Prison Industries within the Department of Corrections by providing analysis on the economic impact of their joint venture programs using inmate labor. The programs evaluated included truss manufacturing, recycling, compost manufacturing, and card sorting operations.
34. In January 2018, GOED welcomed **Mr. Derek Armstrong as its new Deputy Director.** Mr. Armstrong is a former member of the Nevada Assembly representing District 21 and a veteran of the United States Marine Corp. Mr. Armstrong is a Las Vegas native and holds a Bachelor of economics from the University of Las Vegas (UNLV) and a Juris Doctor from William S. Boyd School of Law, UNLV.
35. In February 2018, GOED welcomed **Mr. Matthew Moore as its new Director of Rural Economic and Community Development.** Mr. Moore is a recently retired Army Colonel who last served as the Deputy Commander and Chief of Staff for the Army's National Training Center and Fort Irwin, California. In that role he supervised the execution of the installation budget, managed a civilian work force of over 450 government employees, and directed the Army's community engagement throughout Southern California. Mr. Moore holds a Bachelor of Science in Political Science from the University of Wisconsin-Whitewater, a Master of Science in Administration from Central Michigan University, and is a certified Project Management Professional.
36. In February 2018 GOED welcomed **Dr. Grace Chou joined as its new Director of Advanced Manufacturing,** bringing over 20 years of industry experience in various technical and business roles including R&D, process development, business development and strategic planning. During her corporate career in Silicon Valley, Dr. Chou played a leadership role in managing collaborations and partnerships among a diverse group of stakeholders; she has held senior positions at DuPont Industrial Biosciences, Stanford Research Institute International and Brown Venture Associates. Most recently, Dr. Chou was an Assistant Professor at Sierra Nevada College and an adjunct lecturer at University of Nevada, Reno. Dr. Chou has a Ph.D. in Chemical Engineering from University of California, Berkeley and a B.S. in Chemical Engineering from the University of Texas at Austin.

37. In March 2018, GOED welcomed **Mr. Juan Manzano as its new Deputy Director of the Nevada PTAC**. Before joining the PTAC, Mr. Manzano was active duty in the U.S. military at Nellis Air Force Base where he earned many awards. His procurement career with the Air Force includes the following positions: Contracting Officer, Force Support Team Lead, Contingency Contracting Officer, and Contract Administrator. He has supported end users with their requirements ranging from goods to complex service contract acquisitions. Mr. Manzano has a bachelor's degree in business management from Trident University International and an Associate's Degree in contract management from the Community College of the Air Force.