

To: GOED Board Members
From: Paul Anderson
Date: July 11, 2018
Subject: Director's Report



1. **Nevada Global, a soft-landing ecosystem and clearing house to attract international businesses to Nevada, was launched at the beginning of June.** The platform consists of a number of community partners that will assist international businesses with co-working solutions and mentoring and networking services focused on market access, business set up and operations, and work force requirements.
2. Nevada Global conducted its first recruiting trip to Poland in the month of June. This effort was led by GOED's Director of Special Projects, Pawel Pietrasienski. Mr. Pietrasienski conducted a one week boot camp for thirty companies in Lublin, Poland in partnership with the Lubelskie Government and the Polish American Chamber of Commerce of Nevada. Five of the companies that participated in the boot camp will visit Nevada for one week in July for an orientation of Nevada Global.
3. GOED International Trade Division hosted a visit by officials from Business Finland and Gaia Consulting on June 14-15, 2018 in Las Vegas. **The visit focused on connections around smart city technology, autonomous vehicles, and water technology.** Business Finland is planning a trade mission to Nevada in fall 2018.
4. Governor Brian Sandoval led a State trade mission to the Basque region of Spain June 22-30, 2018. He was accompanied by GOED Executive Director Mr. Paul Anderson and GOED Director of International Trade, Mr. Jarad Van Wagoner. The delegation included representatives from NV Energy, Blockchains, LLC, R&R Partners, University of Nevada-Reno, the Nevada Supreme Court, and the National Judicial College. **Governor Sandoval signed MOUs with the President of Bizkaia and the President of Navarra. The MOUs encourage closer ties, collaboration, and trade in the areas of smart grid technology, renewable energy, blockchain technology, water technology, and agri-food industries.**
5. During the months of May and June, GOED International Trade Division **provided financial assistance awards through the State Trade Expansion Program Grant to 9 companies for a total amount of \$43,000.** The financial assistance awards are used to assist companies by offsetting the cost of engaging in export sales activities.

6. NIAS is ninety percent complete to finish the NASA Tech. Capability Level (TCL) 3 Major Data Conversions from March 2018. **NIAS also represented the State of Nevada at NASA Ames in Mountain View, CA, on June 6th for NASA Media Day.** From this major NASA event, Nevada and Nevada Drone Companies were featured in CBSi/CNET news segment recently: <https://www.cnet.com/videos/how-nasa-is-creating-air-traffic-control-for-drones/>
7. NIAS and the Nevada UAS Test Site set the conditions to receive the FAA's Unmanned Traffic Management Pilot Program (UPP) SIR late May and early June. The FAA issued their competitive SIR to the State of Nevada on June 21st and **NIAS has been in a full planning/working group cycle to respond with 16 different entities including two Fortune 15 companies**, --two of which are global entities in the e-commerce and urban air mobility space.
8. NIAS completed two other RFPs, one with the State of Maryland and VA for drone services reflecting the national capability of NIAS and the Nevada UAS Test Site.
9. NIAS has intensified human resource efforts to stand up the Nevada Drone Center of Excellence (NDCOE) for Public Safety and recently **completed a Nevada Drone Industry State-wide survey that reflected strong support toward the State of Nevada and NIAS to open the NDCOE.** NIAS is in the process of conducting sponsorship reach outs and standing up a fund-raising capability from ground zero.
10. NIAS continues to conduct business outreach including participating in AUVSI, Southern Nevada Drone Conferences, and the Las Vegas Rotary Club in the past 30 days.
11. **Mr. Matt Moore, Deputy Director, GOED and Mr. Bob Potts Research Director, GOED attended the Canadian Consulate Trade Mission roundtable in Reno on June 1st.** Major points of discussion of the Canadian delegation were the ongoing NAFTA trade renegotiations and impacts of tariffs on Nevada business.
12. **State Small Business Credit Initiative (SSBCI) Collateral Support approved requests for two Nevada businesses totaling ~\$2.3M in collateral allowing \$~5.6M in business expansion loans** through Valley Bank of Nevada. All the ~\$8.4M first generation SSBCI Collateral Support has been deployed.
13. GOED and Bank of Nevada approved two more Nevada Opportunity Fund Loans totaling \$150,000. Senate Bill 126, sponsored by Senator Aaron Ford and signed by Governor Brian Sandoval, created the Nevada Opportunity Fund. **The Opportunity Loan program has now approved 4 of 5 applicants for a total of \$225K.** GOED and Bank of Nevada are developing the program and marketing to expand into rural areas.

14. **Lovelock and Wells have submitted applications to join Garnerville as Nevada Main Street Communities.** Several other communities have indicated strong interest to joining the program. The Nevada Main Street Program is designed to organize communities around a proven set of principles to revitalize historic down town commercial districts.
15. **CDBG Advisory Board reviewed 9 finalists for ~\$3.1 M in available Non-Entitlement funding on May 30th.** Eight projects approved for full funding, one project approved for partial funding with conditions. An additional six entitlement projects for ~\$500K for Carson City were also approved. List below.

Community	Project	Requested	Approved Amount	Local Match (Funds/In Kind)
City of Caliente	Caliente Depot Historic Restoration (with conditions)	\$1,600,000	\$527,994	\$1,600
City of Fernley	Downtown Fernley Revitalization, Phase 3: Main Street Beautification	\$218,625	\$218,625	\$10,800
City of Fernley	Fernley Depot Community Center, Phase 3: Design/Community Outreach	\$80,000	\$80,000	\$9,500
City of Wells	Redevelopment Land Acquisition	\$800,000	\$800,000	\$685,590
City of West Wendover	West Wendover City Center/Downtown Development, Phase I	\$525,000	\$525,000	\$2,349,299
Esmeralda County	Historical Goldfield Street Repair	\$196,300	\$196,300	\$100,000
Nye County	Beatty Airport Redevelopment Phase I: Beatty Airport Fueling Station	\$390,000	\$390,000	\$54,112
Nye County	Pahrump Fairgrounds Drainage Study and Flood Control Design	\$124,000	\$124,000	\$14,737
White Pine County	Slum/Blight Property Abatement	\$200,000	\$200,000	\$17,900

16. The Rural Economic and Community Development Office conducted a two-day training session on Community Development Block Grant Administration for the FY 19 Grant Awardees followed by CDBG overview for potential FY 20 applicants, Nevada Main Street Program overview and historic preservation programs overview presented by SHPO on June 20th/21st in Carson City and June 26th/27th in Las Vegas. Over twenty-five people attended the two-day sessions.
17. Battle Born Growth Escalator, Nevada's state venture capital program, completed its eighth transaction with an investment in Reno-based Talage, Inc. **Talage was among the five new startup companies that were announced by Governor Sandoval at the EDawn event at Whitney Peak Hotel in early June.** Talage is the digital marketplace for small business insurance. The company connects business owners directly to insurance carriers allowing them to save

time and money when purchasing workers comp, liability and property coverage. Today Talage has partnered with 8 AM Best A Rated insurance carriers including Chubb, Markel, Travelers, Employers, CNA, ICW, Acuity and Atlas General. In addition to Battle Born, Talage is backed by Merus Capital, Acceleprise and Western Technology Investment.

18. UNLV and Fraunhofer IVI, Dresden finalized their collaboration agreement for conducting applied research focused on external sensor systems, implementation, tests and operation within Autonomous Driving. **The collaboration will also include the placement of a Fraunhofer IVI engineer at UNLV as well as an UNLV-post doc on IVI's campus in Dresden, Germany.** The UNLV-side of the project is being supported by the Knowledge Fund.
19. Mr. Karsten Heise, Director of Technology Commercialization, GOED convened core teams from the University of Nevada Reno (UNR) and Truckee Meadows Community College (TMCC) to update and formalize the "2+3" component of the LEAP Manufacturing northern framework. **The "2+3" pathway will advise those TMCC students who intend to study for a university degree which TMCC courses and degrees are required to transfer to UNR's College of Engineering for a BS-degree in Mechanical Engineering.** Both institutions are currently working on its inclusion in their respective catalogues and websites. TMCC is also working on identifying two additional degrees for transfer in order to broaden the target student audience.
20. Mr. Dan Langford, Industry Commercialization Manager, GOED was invited by Enterprise Ireland to join a multinational delegation to visit Dublin and explore opportunities for collaboration on technical challenges and solutions in IoT and Smart Cities. The delegation attended a 3-day IoT and Smart Cities Forum meeting Irish technology companies and city officials. Formal outcomes are in process but **the visit has already yielded a number of early stage opportunities for collaborative Smart City pilot projects and company relocation all helping grow the ecosystem in Nevada.**
21. On May 14, 2018 WaterStart, a project supported by the Nevada Knowledge Fund, signed a landmark membership agreement with Queensland Urban Utilities. QUU is the first Australian organization to be invited to join WaterStart with the goal of bringing together global leaders in the implementation of water innovation. **This agreement will provide opportunities for technology companies solving challenges in the Australian water and wastewater industry to open operations in Nevada** and access the market in the United States.
22. The **Internal Revenue Service certified the 61 census tracts that Governor Sandoval nominated as Qualified Opportunity Zones** on June 14, 2018.
23. The **legislative commission reviewed and approved GOED's proposed regulations R113-16 and R159-16** on June 26, 2018.

24. As of July 03, 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													
	Total	NV Direct	Out of State	NV Resident	Total	Total	Total	NV	Approved	Actual	Amount	Approved vs.	
Production Title	Budget	Expenses	Payroll in NV	Payroll	Payroll	Nevada	FTEs	FTEs	Incentive	Incentive	Redeemed	Actual	Status
												Difference	
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				Audit in Process
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				Audit in Process
Mustang	\$ 4,562,668	\$ 1,319,077	\$ 1,279,911	\$ 829,923	\$ 2,109,834	\$ 3,428,911	16.8	8.6	\$ 818,830				Audit in Process
Vegas Cakes, Season 2	\$ 1,174,744	\$ 385,940	\$ 311,075	\$ 477,729	\$ 788,804	\$ 1,007,239	8.1	6.1	\$ 197,141				Audit in Process
LVCA Commercial	\$ 1,054,077	\$ 310,325	\$ 132,100	\$ 389,996	\$ 522,096	\$ 832,421	4.1	3.4	\$ 162,521				Audit in Process
Who Wants to be a Millionaire - Season 17	\$ 9,727,053	\$ 2,701,127	\$ 4,348,747	\$ 869,208	\$ 5,217,955	\$ 6,162,648	38.0	12.6	\$ 1,154,760				Preproduction
7 Days Alive Eps 1-6	\$ 2,280,000	\$ 1,259,666	\$ 390,653	\$ 501,217	\$ 891,870	\$ 1,783,151	22.9	12.9	\$ 355,962				Filming
7 Days Alive Eps 7-12	\$ 2,280,000	\$ 1,259,666	\$ 390,653	\$ 501,217	\$ 891,870	\$ 1,783,151	22.9	12.9	\$ 355,962				Filming
7 Days Alive Eps 13-18	\$ 2,280,000	\$ 1,259,666	\$ 390,653	\$ 501,217	\$ 891,870	\$ 1,783,151	22.9	12.9	\$ 355,962				Filming
7 Days Alive Eps 19-24	\$ 2,280,000	\$ 1,259,666	\$ 390,653	\$ 501,217	\$ 891,870	\$ 1,783,151	22.9	12.9	\$ 355,962				Filming
TOTAL	\$ 36,814,321	\$ 13,136,927	\$ 11,401,095	\$ 6,003,822	\$ 17,404,917	\$ 27,144,365	205.6	102.1	\$ 5,197,490	\$ -	\$ -	\$ -	
									Total Incentives Available	\$ 10,000,000			
									Remaining to be Issued	\$ 10,000,000			
									Remaining for Applications	\$ 4,802,510			

25. The NFO had a tax incentive hearing on June 26, 2018 for two productions, Who Wants to Be a Millionaire and 7 Days Alive. 7 Days Alive is a Chinese Co production extensively featuring Las Vegas with a Chinese cast that is very well known in China.

26. The **new online locations directory is completed and online**, designed to better connect potential film locations around Nevada with production companies, giving local businesses more control and more opportunity. See our new advertisement at www.nevadafilm.com.

27. The **NFO continues working with our associate members of the Nevada Esports Alliance** to bring additional opportunities to Nevada and has had several meetings with new businesses and the LVGEA to capitalize on this growth industry.

28. The Nevada Procurement Technical Assistance Center (PTAC), Procurement Outreach Program (POP) team hosted a business matchmaker event on June 20, 2018 at Reno's Depoali Middle School. **The matchmaker allowed about 85 Nevada business representatives to meet directly with procurement professionals from local, state, and federal government, as well as with a federal government prime contractor and Nevada PTAC resource partners.** In a single setting, the business attendees learned what the different organizations buy and the procuring entities were able to be exposed to potential sources of goods and/or services. The participants were also able to meet with business resources that provide financing, bonding, etc.

29. Together with the **Nevada Department of Transportation (NDOT)**, PTAC went on an outreach trip at the beginning of May to Winnemucca, Lovelock, Elko, Battle Mountain, Ely, and Eureka.

The purpose was to promote PTAC's free procurement technical assistance regarding public sector contracting and subcontracting, provide training on how to do business with the government, and deliver training on how to do business with NDOT. A total of 11 business representatives attended the workshops.

30. **PTAC and the State of Nevada Department of Business and Industry (B&I) have been collaborating on ways to help Nevada businesses grow through public sector contracts and subcontracts.** The organizations have discussed revising B&I's current business e-road map guide on the B&I website, which is widely used by resource partners when counseling Nevada small businesses, to include links to PTAC's web page within GOED's website that contains PTAC background and contact information.
31. PTAC and Siemens, a large private and public sector prime contractor, worked together on an event in Las Vegas, in order for Siemens to meet with prospective electrical subcontractors in Nevada with experience in the federal government market. PTAC promoted the May 16, 2018 event to its clientele and **about ten small businesses attended the opportunity to network with and learn from Siemens.**
32. Nevada PTAC client, Nichols Consulting Engineers, a small business headquartered in Reno, provides consulting engineering services in civil engineering, pavement engineering and research, environmental engineering, and watershed science and planning. **The company was recently awarded a contract by the U.S. General Services Administration to provide environmental consulting services. The contract has a five-year ordering period, and has the potential to generate an estimated \$6 million in sales.** If the company is successful in generating sales up to the full potential value of the contract, the firm anticipates retaining about 100 full time or part time positions.
33. PTAC client, Allegiant Electric, LLC, is a certified woman-owned small business, woman business enterprise, minority business enterprise, disadvantaged business enterprise, small business enterprise, and Nevada local emerging small business. Founded in 2015 in Las Vegas, the company specializes in electrical services and **recently won its first government contract.** The **business was awarded a contract by Nellis Air Force Base's 99th Contracting Squadron** on April 12, 2018 to provide television and cable installation services. **Based on the contract, the company was able to hire two full time employees.**
34. PTAC client, Pestmaster Services, Inc., headquartered in Reno, has been providing pest control management services for nearly 40 years. Over the past several months, **the company has been awarded several federal government task orders, totaling approximately \$91,828** to provide pest control and weed abatement services. **As a result of the orders, the company was able to create or retain a total of six full time jobs.**
35. Gillian Barclay, Health Care Industry Specialist, GOED has **developed a research and development (R&D) consortium with the UNLV medical and nursing schools, and health care industries in non-pharmaceutical R&D.** The College of Health Sciences at the University of Nevada Las Vegas is also developing certificates aligned to industry R&D needs, with the goal to

grow Nevada's health workforce for R&D. Medical students, residents and nurses will be offered these certificates with the opportunity for practicum experiences within these health care industries.

36. Current nursing faculty shortages within all NSHE institutions are negatively impacting the nursing workforce pipeline. The nursing workforce is the foundation of the health care system, and faculty shortages may lead to serious economic consequences for Nevada. Gillian Barclay, Health Care Industry Specialist, GOED has **worked with NSHE and the Deans of NSHE nursing schools and programs on a strategy to develop, attract and retain nursing faculty for NSHE nursing schools and programs**. This strategy will:
 - a. address nursing faculty shortages for the certified nursing assistant (CNA) high school programs and the licensed practical nursing program (LPN) at community college level.
 - b. ensure that the student to faculty ratios meet the standards required for state and national accreditation as a nursing school or program.
 - c. be aligned to meet skills and competencies needed for current and future trends in population health in Nevada.
 - d. train and increase the numbers of clinical specialty nursing preceptors aligned to the state's recent investments to expand graduate medical education residencies. The expansion of medical residency programs in Nevada necessitates increasing the numbers of nursing preceptors, since new clinical nursing training slots will be aligned to these residency programs.

37. The first stage of the strategy will be rolled out from July to December 2018 and **will target faculty development for the CNA programs offered at high school level and the College of Southern Nevada's LPN program**. The end of year timeline of December 2018 is aggressive and includes producing 25 additional certified nursing assistant instructors. Minimum requirements for teaching at the CNA level include a bachelor's degree in nursing with one year of clinical experience post bachelor level, as well as enrollment in a master's degree nursing program. The UNLV School of Nursing is the graduate-level partner institution for this "grow your own" strategy in southern Nevada.

38. Last month, Mr. Potts **represented GOED at the annual Council for Community and Economic Research (C2ER) conference** in Atlanta. As a board member for C2ER he was a session moderator for three separate panels. The first discussion included two nationally recognized panelists discussing fiscal impact analysis and best practices evaluating project impacts on state and local government revenue streams. The second panel focused on new research measuring industry diversity, identifying opportunities and challenges, and how best to gauge change. The last session revolved around recent work by the PEW Charitable Trust on ways to increase the impact and limit costs of business incentives.

39. Mr. Potts recently **wrote an article about economic impact analysis for NNDA to include in their Summer 2018 Viewpoint Magazine**. This article was picked up by Emsi (Economic Modeling Specialist Int.), an international data provider and analytics company, for inclusion as a guest author on their online blog. This article can be viewed at: <https://goo.gl/vi83iD>

40. On June 28, 2018, Mr. Potts represented GOED as a panelist at the Governor's Education to Workforce Summit held at the Smith Center in Las Vegas. The overall theme of the conference revolved around career pathways, work-based learning, and efforts to connect young adults to high-demand industries. Mr. Potts **discussed how GOED is connecting and leveraging labor market data in the design of career pathways and Career and Technical Education programs.** He also provided an overview of GOED's Learn and Earn Career Pathway (LEAP) framework and how it is a direct career path structure that provides seamless guidance for individuals when navigating a career path.
41. In June, Ms. Stacey Bostwick, Workforce Development Program Coordinator, GOED **implemented a new application infrastructure for Workforce Innovations for a New Nevada,** enabling online access to the application process and program details. She has also provided three information sessions to the regional development authorities to both share the new process and expand access points for businesses in need of skilled training for workforce needs.
42. Ms. Bostwick has also been **working with Great Basin College, the White Pine School District and Ely industries to identify workforce development strategies to meet area industry needs.** Employers have prioritized diesel mechanic and electrical technician skills as most needed.
43. GOED is **proud to announce Mr. Joel Lenz as its new Mining Industry Specialist.** Joel has over 35 years of Nevada mining and leadership experience culminating as the General Manager of the Newmont Phoenix mine. Mr. Lenz will be based in GOED's Elko office.