

To: GOED Board Members

From: Steve Hill 

Date: May 18, 2017

Subject: Director's Report

1. In early May **NIAS signed a 2-year agreement with a major retailer to commence testing and implementing a retail by drone delivery system in Nevada.** Where the tests and deliveries will be conducted is, as of yet, undetermined. The roll out will occur in a planned series of events as the system expands.
2. **On March 27-31, GOED/NIAS sponsored and managed a series of flight tests for San Francisco-based startup SkyRyse at Silver Springs Airport.** SkyRyse is developing software based around the application of Artificial Intelligence designed for the passenger drone industry. GOED/NIAS provided management support for their very first live airborne test trials using a single seat rotary-wing aircraft retrofitted with the SkyRyse software. These tests were deemed successful and Silver Springs Airport was pleased to provide the testing location for these first-in-nation tests.
3. Through a collaborative partnership between GOED, OWINN, CCSD, NSHE, Touro and Roseman Universities, **a healthcare-focused addition to the GOED developed LEAP framework is being created.** This framework will initially target nursing and medicine professions. Mr. Vance Farrow, Healthcare Industry Specialist, is co-hosting the strategic sessions as the workforce pathways are established. A draft of the pathway is expected by the next quarter.
4. **GOED's International Division is in South America advancing the Governor's July mission to Peru and Chile.** The mission will include NSHE and a trade delegation supported by the State Trade Export Promotion Grant program from the Small Business Administration.
5. GOED's International Division **awarded State Trade Export Promotion grants to two Nevada Eligible Small Businesses for the first quarter of 2017.** Each company received approximately \$10,000 to offset costs associated with foreign sales missions and conference attendance fees. One of the companies conducted a foreign market sales trip to Europe and has closed export sales deals worth \$230,000 to date. Another manufacturer attended the World of Concrete

Expo in Las Vegas and closed export sales deals worth over \$23,000 to date. Seven additional companies have qualified for Financial Assistance Awards and will conduct export related activities during the current Federal fiscal year.

6. On March 15, 2017, Sheldon Mudd, Mining Industry Specialist, completed another successful Elko Mining "Reverse Expo." The event, hosted by GOED, the Northeastern Nevada Regional Development Authority and the Nevada Mining Association is designed to **enhance current business within the State and attract new business to Nevada by establishing relationships between Nevada Mining Operators and prospective vendors**. This year's event drew over 80 participating companies (20% increase from 2016) of which over 10% were from out of State with international vendors represented from Canada, Australia, and Finland.
7. In April 2017, Mr. Mudd organized and hosted a Canadian Trade Mission led by Trade and Investment Specialist, Mr. Paul Bradette, of the Ontario Ministry of Northern Development and Mines (OMNDM). The **primary mission objective was to provide information and insights regarding the future of Northern Ontario's mine development plans and ultimately highlight the multiple expansion and export opportunities that may soon be available for Nevada Businesses**. The delegation, representing Northern Ontario and four of its individual cities, met with a total of 17 Nevada companies, toured two mine sites, and visited several Nevada landmarks as they made their way across the Northern part of the State. This mission bolstered the year and a half relationship between GOED and OMNDM that was initially established to capitalize on existing synergies between our two world class mining jurisdictions.
8. Dan Langford, Industry Commercialization Manager, **presented the Nevada Center for Advanced Mobility (NCAM) at the April 2017 International Car Rental Show in Las Vegas**. The car rental industry, along with the taxi industry, have been heavily impacted by ride hailing and the sharing economy. The industry is now looking forward to connected and autonomous vehicles for new opportunities and NCAM is well positioned to help support the challenge in Nevada.
9. **The Knowledge Fund supported UNLV International Gaming Institute received a \$1M MGM research grant** (over 5 years) to study implementation of GameSense responsible gaming programs. Caesars and the Rogers Foundation, meanwhile, funded a \$450,000 summer program to bring IGI's Lake Tahoe Executive Development Program to high school students in vulnerable neighborhoods.
10. Karsten Heise, Technology Commercialization Director, **led a delegation of UNLV and UNR senior researchers to the Fraunhofer Institute for Transportation and Infrastructure Systems (IVI) in Dresden, Germany in early April**. The collaboration with Fraunhofer IVI has been a direct result of the Governor-led trade mission to Germany in 2015. The delegation participated in an intensive two-day workshop on Autonomous Driving and Synchronized Mobility that brought together in addition to Fraunhofer IVI and the two NSHE institution a number of other

Fraunhofer institutes and representatives from local industry. As a result of the visit, Fraunhofer IVI will enter into a closer collaboration with UNLV and UNR and the three institutions will jointly conduct a *proof of concept initiative*, which will include the hire and placement of Fraunhofer IVI applied engineers at UNLV and UNR for a period of 12-15 months. It will also include the hire of post docs at UNLV and UNR and placement at Fraunhofer IVI for an equivalent period of time. **This partnership will ultimately attract industry partners into Nevada's living labs leading to the creation of high paying jobs and cementing Nevada's leadership in this new emerging industry.**

11. Mr. Randy Walden, Advanced Manufacturing Industry Specialist, **organized and led a one-day conference workshop "Industry 4.0" (advanced manufacturing in the Fourth Industrial Revolution) with Festo Didactic a wholly owned subsidiary of advanced automation technology leader Festo AG.** Participants in the workshop included a delegation from Festo Didactic led by their President and CEO as well as representatives from the National Coalition of Certification Centers (NC3), and York Technical College, South Carolina. Nevada industry was represented by Tesla, Faraday Future, Click Bond and Clasen Quality Chocolates. GOED will work with its partners to create nationally recognized credentials endorsed by Festo that will form an integral component of *LEAP Advanced ICT* (Information Communication Technologies).
12. **LEAP Life Sciences for the northern cluster launched in April** with the first of its employer review session being held. Mr. Heise and Mr. Walden will be conducting a total of three sessions that form the LEAP Life Sciences employer engagement process during which companies will evaluate and review every certificate, credential, and degree that are part of the life sciences career pathway framework. The employer engagement process was originally developed by GOED and subsequently adapted by OWINN to form the employer outreach effort contained in every career pathway development process.
13. The NFO collaborated with the producers of the National Association of Broadcasters (NAB) trade show during the last week of April. Thursday April 27th was local's day in which the **NFO offered free exhibit attendance to locals in the industry to promote education and access to this must-see event.** While at NAB, the NFO met with various attendees including the US Chamber of Commerce to promote opportunities for the Nevada film industry to further pursue international buyers and investors.
14. The NFO's annual Nevada Production Directory has been completed. The annual directory is the yellow pages for the production industry in Nevada and continues to **be one of our best tools to connect productions with qualified crew and quality vendors in the state.**
15. **The Nevada Procurement Technical Assistance Center (PTAC) is hosting an inaugural "How to Do Business with the Government & Business Matchmaker Opportunity Event"** for its clients, especially those small businesses with science, technology, engineering and mathematics business capabilities, on June 1, 2017 at the College of Southern Nevada in North Las Vegas. The theme of the event is "Fostering Nevada Small Business Innovation for Mission Success."
16. The Nevada PTAC collaborated with the Nevada Secretary of State's office to have SilverFlume, Nevada's Business Portal, reflect information about the PTAC for Nevada business awareness

purposes. This new mechanism **will help promote the PTAC and its free service offerings to Nevada businesses, especially small businesses, on their pursuit of public sector contracts.**

17. The UNLV School of Community Health Sciences was approved by the National Council of Delta Omega to establish the Delta Theta chapter of the Delta Omega Honorary Society in Public Health. **Mr. Farrow was included among the first class inducted into the UNLV Delta Theta chapter of the Delta Omega.** The mission of the Society shall be to encourage and recognize excellence in practice, research, education, and academic achievement in the field of public health.
18. As Executive Commissioner of Nevada WICHE, **Mr. Farrow, along with the Nevada WICHE Director, presented the biennium WICHE budget before the Joint Senate Committee on Finance and Assembly Committee on Ways and Means.** The presentation was well received and follow-up remarks have been submitted for the Committee's consideration. The financial support for expanded slots in social work and psychology were especially appreciated among Committee members.
19. At the request of the Center for Regional Competitiveness in Arlington Virginia, **Mr. Bob Potts, GOED's Research Director, was asked to be one of the judges to review nominations for the 2017 Community, Economic and Workforce Awards.** In total, there were fourteen nominations from economic and workforce development agencies across the country. Results will be announced the first week of June at the Annual Council for Community and Economic Research Conference in Denver.
20. In April, Mr. Potts supported the Nevada Department of Education's Office of Career Readiness, Adult Learning & Education Options as a participant on the Carl Perkins Competitive Reserve grant review committee. **The purpose of the Carl Perkins Act funding is to support career and technical education programs in the state** and Mr. Potts' role was to encourage funding of applications that support economic development priorities.
21. The Community Development Block Grant Program (CDBG) conducted a CDBG Advisory Committee ("AC") on April 18th to review 13 applications submitted for 2017 funding. **The AC recommended funding the 13 projects totaling \$2,261,746.** Recipients of CDBG funding include: the City of Lovelock, \$252,800; City of Fernley, \$300,907; Esmeralda County, \$200,00; City of Wells, \$140,000; City of Yerington, \$75,000; White Pine County, \$100,000; City of Fallon, \$107,000; City of Caliente, \$175,000, Washoe County, \$178,750; and Douglas County, \$732,289. Recommended grants are economic development focused and were assessed for economic impact to the specific community.

22. **GOED awarded two supplemental grants for economic development.** The first was to LVGEA in the amount of \$7,500. This grant will provide leveraged funding for the Mesquite Economic Development Marketing Plan. The second grant is to Lincoln County Economic Development Authority ("LCEDA"). LCEDA will assist the City of Caliente in an Engineering Study for the redevelopment of their historic train depot into a catalyst project downtown. It is expected the City of Caliente will return to GOED for 2018 CDBG funding for actual construction costs.

23. In April, GOED welcomed **Ms. Dayna Mead as our new Administrative Assistant in Carson City.** Dayna is a graduate of California State University of San Marcos with a Bachelor of Arts degree in Social Sciences. Her professional experience began as a Deputy Clerk III at the Mono County Superior Court in Mammoth Lakes, California. Two years ago, she moved to Reno where she was a Court Specialist at the Reno Municipal Court prior to joining GOED.