

To: GOED Board Members
From: Steve Hill *soh*
Date: September 19, 2017
Subject: Director's Report

1. On July 25, 2017 GOED/NIAS teamed with a global retailer to perform and complete a **highly successful package delivery demonstration** to this corporation's Senior Leadership. The demo was conducted within the boundaries of the Tahoe Regional Industrial Center from a distribution center to the Northern Nevada Food Bank. NIAS developed the Concepts of Operations (CONOPS) for this organization and continue to advance the development of Nevada-based drone deliveries and drone operator training programs.
2. To help advance the Governor's Workforce Training initiative, NIAS and New York-based SkyOp **finalized a partnership agreement to bring advanced drone workforce development training to the western U.S.** The SkyOp courseware is the only curricula recognized and accepted as university credit in institutions such as the Rochester Institute of Technology. The proprietary courseware and training being offered by NIAS will be implemented across community colleges and private industry to help boost the amount of FAA Part 107 pilots in Nevada. To kick off the training program, on August 14 NIAS conducted the first Train-the-Trainer class in Las Vegas. There were 4 trainers in the program that lasted four days and all were successfully trained to provide pilot training to other entities.
3. During the week of August 7, **GOED/NIAS partnered with Microsoft to conduct first-in-world UAV flights to test the feasibility of incorporating artificial intelligence (AI) deep learning algorithms for drones.** The tests were conducted over six days in Hawthorne, Nevada, using two fixed-wing air sail gliders. The flights were facilitated and managed by NIAS and flown under the State of Nevada FAA Test Site protocols. The event received international media recognition, including a lead article in the New York Times.
4. NIAS continues to build out and upgrade the NUANCE Center to support additional NASA UAV tests. NIAS is currently awaiting the RTAA building permit for the permanent improvements necessary to effectively support future NASA programs and other commercial business

endeavors. These upgrades will continue to advance the Stead-based center as NASA's preferred UAV testing and simulation location.

5. GOED/NIAS has positioned the Henderson Unmanned Vehicle Range (HUVR) as the preferred Las Vegas valley location for hosting drone demos for the tradeshow and convention industry. **On October 25, HUVR will host the main Commercial UAV Expo networking event**, consisting of 200-300 people and numerous companies/public bodies such as the Nevada Highway Patrol, Las Vegas Metro Police Department, and Las Vegas Fire Department demonstrating real life search and rescue (SAR) scenarios using drones.
6. In July 2017, **Governor Sandoval led an international trade mission to Panama, Peru, and Chile.** The mission included representatives from the University of Nevada Reno, the University of Nevada Las Vegas, Truckee Meadows Community College, Sierra Nevada College, the Desert Research Institute, the Nevada Mining Association, WaterStart, and six Nevada based companies.
7. The focus of the mission was to **establish strategic partnerships and to assist Nevada companies seeking to conduct business in each respective country.** The Governor's meetings included the President of Peru, Pedro Kuczynski and the President of Chile, Michelle Bachelet. GOED's international team are in the process of following-up and agreements are expected by the end of the year.
8. In July 2017, Mr. Sheldon Mudd, Mining Industry Specialist organized an informative webinar in conjunction with Trade and Investment Queensland to **highlight opportunities that exist within the Nevada mining industry for goods and service providers, further enhancing Nevada's Statement of Intent with Queensland.** Mr. Mudd provided a general overview of Nevada's mining industry while enlisting Ms. Debra Struhsacker, Senior Vice President of Pershing Gold Corporation to pinpoint specific goods and services currently in high demand among projects that are transitioning from development to production. Mr. Mudd has continued discussions with several of the dozen Queensland based companies who attended the webinar and are considering expansion into Nevada.
9. In July of 2017, after a year and a half of collaboration between Mr. Mudd, the Nevada Division of Minerals (NDOM), Nevada Mineral Exploration Coalition (NMEC), Nevada Mining Association (NvMA), and Geologic Society of Nevada (GSN) **the State of Nevada has secured an exhibit for the 2018 Prospectors and Developers Association of Canada (PDAC) annual convention.** The Commission on Mineral Resources proposed and the legislature approved funding for an exhibit that would be available to Nevada technical and trade associations to promote investment within the State. The PDAC annual convention is the world's premier mining investment

convention with over 1,000 exhibitors, 3,800 investors, and 24,000 attendees from over 130 countries.

10. Mr. Dan Langford, Innovation Director, Nevada Center for Advanced Mobility, presented 'Connected Vehicle Initiative - Smart Communities and Safer Roads' to the Nevada Taxicab Authority to promote the use of connected vehicle technology. The Connected Vehicle Initiative **aims to increase the creation and sharing of data from the vehicles on Nevada roads.** The data can be used by industry and our local regional and state agencies to develop new mobility tools make our roads safer and more efficient.
11. The National Science Foundation (NSF) announced a proposal for a pilot project submitted by a consortium comprising the University of Nevada Reno, Truckee Meadows Community College, Washoe County School District CTE, Charles River Laboratories, and GOED to recruit CTE/high school students from underrepresented minority (URM) groups by utilizing the LEAP Life Sciences career pathway framework is among 27 new awards through its NSF INCLUDES program. NSF INCLUDES is **aimed at enhancing U.S. leadership in science, technology, engineering and mathematics (STEM) discoveries, and innovations through a commitment to diversify and inclusion.**
12. The 27 new Design and Development Launch Pilots, funded through two-year grants, will develop blueprints for collaborative change among institutions and organizations in order to address broadening participation challenges. **These pilots will create an infrastructure that enables collaboration, fueling future innovations in broadening STEM participation.**
13. Leveraging the Learn and Earn Program Advanced Career Pathway (LEAP) as the foundation, the pilot's science, technology, engineering and mathematics (STEM) activities will **support and prepare Hispanic students for initially the northern Nevada region's workforce in Life Sciences.** GOED's Technology Commercialization Director Mr. Karsten Heise is a co-PI of the project.
14. The State Council on Libraries and Literacy held its annual ex-officio council meeting on August 3, 2017. Mr. Heise, representing GOED, participated in a half-day planning session focusing on the State Library's strategic plan ensuring ex-officio agency goals fit into the big picture of the plan.
15. During the recent legislative session, **Assembly Bill 492 was passed to approve an additional \$10 million per year for transferrable tax credits for film and other productions.** As of August 31, 2017, the Nevada Film Office (NFO) has held a hearing on two tax incentives for productions 'Who Wants to be a Millionaire' and 'Smiley Face Killer Movie'.

16. The NFO was asked to be part of the **Strategic Planning Committee for the UNLV College of Fine Arts**. Ms. Danette Tull, Resources Coordinator, is part of the External Relations subcommittee and is attending a series of planning sessions to help the University further identify and clarify its mission statement and objectives for the Fine Arts College.
17. The NFO is continuing development of the new Production Database as it is required by NRS to maintain a list of crew and vendors working in the industry. The NFO expects to launch this newly developed directory in September/October 2017 for use online, and for print in 2018, **making it simpler to find and hire Nevadans**.
18. The NFO met with the College of Southern Nevada to further advance understanding of the Film/Photography Associates Degree program and look for opportunities to **help students gain the practical experience necessary to advance into these industries in Nevada**.
19. The Nevada Procurement Technical Assistance Center (PTAC), Procurement Outreach Program closed its '16-'17 program year on July 31, 2017, and reported the following to the Defense Logistics Agency (DLA), which funds the program, in part, through a cost sharing cooperative agreement:
 - Approximately 1,000 clients
 - About 1,900 counseling hours provided
 - Sponsored or participated in around 70 outreach events
 - Customers were awarded 762 prime contracts with federal agencies totaling about \$146 million
 - Clients won 15 prime contracts with state and local governments totaling around \$2.5 million
 - Customers obtained 55 subcontracts totaling approximately \$17.3 million
20. On July 27, 2017, the **PTAC was awarded a cooperative agreement from DLA for the '17-'18 program year to continue with government procurement outreach**. The total value of the agreement is \$1,189,658.
21. Neway Packaging Corporation, which was founded by Mr. Russell Freebury and has an office in Henderson, is a full-service, packaging distribution company. In recent months, the Nevada PTAC client **has been awarded several federal government contracts, with a combined total exceeding \$113,537**, not including contracts received in May and June 2017. In May, the company was awarded a contract by the Federal Emergency Management Agency in the amount of \$45,675. In June, the company was awarded a contract by the U.S. Department of the Treasury in the amount of \$35,200. **These contracts have allowed the company to retain 13 full-time employees**.

22. Claymore Development, LLC, that was founded by Larry L. Clarkson and has its main office in Henderson, is a full-service, construction management firm. With help from the Nevada PTAC, the business received its Service-Disabled, Veteran-Owned Small Business certification from the U.S. Department of Veterans Affairs (VA). In June 2017, the company was **awarded its first contract from the Michael E. DeBakey VA Medical Center in Houston, TX, in the amount of \$40,054.20.**
23. The PTAC continues to collaborate with resource partners to ensure Nevada businesses have access to government entity procurement professionals. For example, the PTAC hosted a matchmaker event in Reno on June 28, 2017, and hosted a panel discussion and mixer opportunity in Las Vegas on August 25, 2017. At the latter event, Nevada businesses learned directly from the Administrator of the State of Nevada Purchasing Division about a Nevada business bid preference that was signed into state law and became effective on July 1, 2017.
24. Mr. Bob Potts, Research Director, joined Mr. Mark Hanson, Talent Analytics Manager with United Health Group, and Dr. David Andrews, President of National University as a keynote panelist at EMSI's (Economic Modeling Specialists International) seventh annual conference in Coeur d'Alene, Idaho. **The focus of this panel was to share expertise from higher education, workforce development, and economic development** in laying out the biggest issues, and potential solutions, in building the workforce of the future.
25. To support EDAWN's workforce recruitment efforts, Mr. Potts, with the help of EMSI staff, was able to identify and provide contact information for institutions and workforce trainers within 200 miles of Reno that **provide work-based programs aligning with the top in-demand occupations in the northern Nevada region.**
26. Earlier this month Mr. Potts presented a review and update of his analysis **aligning workforce development around economic development priorities to the State Board of Education.** This presentation was made to reaffirm the models reliability for the Board to approve as a tool in identifying fields, trades or occupations for which funds may be awarded for the development and implementation of work-based learning programs.
27. **Mr. Potts served as a Panel Judge for this year's Nevada Economic Development Conference Awards and Accolades Program.** This year 18 entities were recognized for their print, audio/visual, or electronic communications media used to promote economic development and vitality in their region. As a voting member of the Department of Business & Industry Special Advisory Committee on Private Activity Bonds, Mr. Potts supported a \$150,000,000 bond to Fulcrum Sierra BioFuels to construct and equip a solid waste disposal facility to be located in the Tahoe-Reno Industrial Center.

28. Mr. Peter Wallish, Director of Rural Community and Economic Development, and the CDBG Program has been **working with communities on submitting applications for a second round of 2017 funding**. The total amount available for the second round is \$500,000. Applications are due September 29 and the CDBG advisory committee will make selections on November 9, 2017.

29. **SB126 established a \$1,000,000 revolving loan fund for minority, woman and disadvantaged businesses**. Mr. Wallish established a program based on a national best standard, specifically used in Ohio and New York. The RFP to administer the program was deployed in July with responses due in August. Staff are now working with a local Nevada bank to contract for administration of the RLF.

30. **The Nevada Main Street Program launched in August 2017**. GOED has contracted with the National Main Street Center for affiliation as a state member. Mr. Wallish and the National Main Street Center hosted the seven regional development authorities for Nevada Main Street training on August 22. Staff and the National Main Street Center held Nevada Main Street Application Workshops for interested communities on September 8 in Reno, and September 9 in Las Vegas. Applications by communities to become a Nevada Main Street are due October 31, 2017.