

To: GOED Board Members
From: Steve Hill *SDH*
Date: January 18, 2018
Subject: Director's Report

1. GOED's International Trade Division traveled to Helsinki, Finland in November 2017 to attend Europe's leading start-up conference, Slush and to secure a strategic partnership with the Finnish government. As a result of the trip, **WaterStart will be entering into an agreement with the Finnish funding agency for innovation, Tekes.** The agreement will provide innovative Finnish companies, developing technology in the water sector, with access to WaterStart's expertise. The agreement also provides WaterStart with an additional recruiting pipeline.
2. GOED's International Trade Division received a \$125,000 grant through the Small Business Administration State Trade Expansion Program (STEP) for the current federal fiscal year. During the first quarter, nine Nevada Eligible Small Business Concerns were provided financial assistance awards through the grant to assist them to engage in export sales related activities. For the past federal fiscal year, **Nevada businesses utilizing the STEP financial assistance awards generated over \$1.7 million in export related sales.**
3. On October 12-19, 2017, Mr. Tom Wilczek, GOED's Aerospace & Defense Industry Specialist, traveled to Poland on the Governor's Trade Mission. During the mission, Mr. Wilczek met with the leadership of the Polish Institute of Aviation ('ILOT'), attended an ILOT Open House, and **executed a Memorandum of Understanding (MOU) between ILOT and NIAS intended to advance the development of UAV initiatives in order to aid in the growth of this industry in both Poland and Nevada.**
4. On October 17, 2017, Mr. Wilczek provided an overview of the Nevada UAV industry, highlighting opportunities for industry growth, during the launch of the Nevada-Lubelskie Acceleration Bridge (NLAB).
5. On October 18, 2017, Mr. Wilczek gave a presentation on the Nevada UAV industry to attendees of the European Congress of Small and Medium Sized Enterprises in Katowice, Poland.
6. Throughout the latter part of November and the entire month of December 2017, **GOED and NIAS personnel assembled an impressive team of Subject Matter Experts, combined with an equally impressive team of Corporate and Academic partners, to respond to the FAA UAS**

Integrated Pilot Program RFP with the State of Nevada proposal. The completed response was submitted to the FAA on January 3, 2018, prior to the deadline. GOED anticipates the FAA will announce its selection of successful applicants in April 2018.

7. During the first week of November 2017, **NIAS conducted its first FAA Part 107 UAV Operator Training course.** Three individuals signed up, took the training, and at the completion of the course became FAA certified UAV operators.
8. Battle Born portfolio company Base Venture has successfully closed its recent Series Seed financing round. The company was also selected by Banking CIO Outlook as one of the 'Top 10 Wealth Management Technology Solution Providers' in 2017. Earlier in the year, Base Venture was again **named a winner of the Red Herring Top 100 North America award** and joined an exclusive group of companies that have been honored by receiving this award in consecutive years.
9. The Battle Born state venture program also marked the first exit from one of its portfolio companies. Through this partial exit, **Battle Born achieved its first full investment cycle since the inception of the program in 2014, thereby meeting one of the program's key goals of illustrating the efficacy of venture capital investment in Nevada,** as well as earning a return on investment. As Battle Born is designed as an evergreen program, all proceeds from this and any other future exits of the portfolio will be reinvested in additional high growth Nevada-based startups.
10. Mr. Karsten Heise, GOED's Director of Technology Commercialization, as part of the core-leadership team of Nevada's New Skills for Youth Initiative (NSFY) participated in interview sessions conducted by the grant sponsor's evaluators RTI International during their visit to Nevada in December. The site visit had been part of RTI conducting an external evaluation of Phase II of the New Skills for Youth Initiative. The evaluation interviews added to RTI's data collection on Nevada's NSFY Phase II and initial implementation activities. It will **contribute to a baseline understanding about how the NSFY grant has made a difference in the state.**
11. On December 13, 2017, the **GOED Knowledge Fund supported UNLV Center for Gaming Innovation hosted its 5th annual Student Innovation Showcase.** The showcase is an opportunity for the students with the strongest ideas (as judged by their peers) to make their best pitch to successful executives from the gaming industry. The seven student projects displayed a wide range of concepts from creative skill-slot mechanics to new card-based games, many of which will have patent applications filed in the coming months.
12. The Nevada Film Office (NFO) has completed the new Nevada Production Directory database online at www.nevadafilm.com. The new database **allows for crew members and vendors to have more resources online to connect with and ultimately be hired by productions looking for their services.**
13. The NFO printed directory is in the final stage of completion and will be printed in January. **There are over 650 listings in the directory for Nevada crew and vendors servicing the film industry** in both northern and southern Nevada.

14. The NFO organized a second Film Industry networking event in December 2017, **with over 100 professionals attending to interact with their peers in the industry.** Donations for Toys for Tots were collected by military service members at the event.
15. Nevada Procurement Technical Assistance Center (PTAC), Procurement Outreach Program (POP) client All Metal Maintenance Stands (All Metal MS) of Las Vegas is a leader in the development and manufacturing of 'safety first' custom maintenance stands, maintenance support equipment, and hangar equipment. The company was founded in 2003 by Mr. Bill McNiff. All Metal MS has been providing high quality products to the aviation industry for more than a decade. During the latter part of 2017, the company was awarded the following contracts: \$48,701 contract for aircraft ground servicing equipment; \$18,734 contract for aircraft structural components; and \$13,410 contract for aircraft maintenance and repair parts. All the contracts were awarded by the U.S. Department of Homeland Security, and have **resulted in All Metal MS retaining twelve (12) full-time and four (4) part-time equivalent employees.**
16. Nevada PTAC client ADS-MYERS, Inc., is led by Ms. Karoline Myers. The company is a woman-owned small business located in Gardnerville, and provides one-stop shopping services and hands-on services related to building maintenance. In late 2017, ADS-MYERS, Inc., was awarded contracts as follows: \$35,601 delivery order for housekeeping, custodial, and janitorial services; \$106,646 delivery order for same; and \$76,079 delivery order also for same. The contracts were awarded by the U.S. Department of Veterans Affairs via the company's contract with the U.S. General Services Administration. The contracts have **resulted in ADS-MYERS, Inc., creating two (2) full-time and two (2) part-time equivalent jobs, and retaining seven (7) full-time and eight (8) part-time equivalent employees.**
17. Dr. Gillian Barclay, GOED's Healthcare Industry Specialist, hosted meetings with Nevada System of Higher Education (NSHE), NSHE Institutions, the Nevada Board of Nursing, Renown Health and the University Medical Center, and the Washoe County and Clark County School Districts. Decisions were made to focus on the entry point for nursing as a critical opportunity to grow the clinical health care workforce, and to grow the nursing workforce in research and teaching. The certified nursing assistant program will be expanded throughout K-12 school districts in the state, and additional bachelors and masters level nursing faculty will be trained and developed. This strategy also aims to address the problems of the aging clinical and academic nursing workforce and the shortages of nursing faculty in the state. The nursing board will develop certificates in digital health technology and robotics for bachelors and masters level nurses. **This approach places Nevada nursing as a leader in enhanced technology skills for nursing and truly introduces a workforce that will be attractive to the health care industry (medical devices, pharmaceutical and health technology).** These certificates will be considered continuing education and therefore will be counted towards maintaining nursing licensure in the state.
18. The Healthcare Information and Management Systems Society (HIMSS) 2018 annual conference will be held in Las Vegas from March 5-8, 2018. Dr. Barclay has partnered with the UNLV Office

for Economic Development to co-host a half-day workshop with GOED during this conference. During this workshop, health care technology industry stakeholders will engage with UNLV medical residents and graduate students in the health professions. Medical students will be exposed to first-hand knowledge of how to engage industry stakeholders with health innovations. They will also receive insight on how to move their innovations from research and development to industry.

19. Dr. Barclay is **working with the UNLV Schools of Medicine and Community Health Sciences to develop certificates that meet the needs of pharmaceutical and other health care industry stakeholders**. Certificates are being considered for critical areas such as pharmacoepidemiology, genetic epidemiology, immunology, health informatics, digital health, telemedicine and others. Medical residents, graduate students in public health and nursing, senior medical and dental students are the targeted groups for these certificates. The goals are to grow a Nevada-based health workforce with the skillsets attractive to the non-service health care industry, and to develop, incubate and expand non-service health care industry entrepreneurship that drives economic development in the state.
20. In December 2017, Mr. Bob Potts, GOED's Research Director, traveled to Arlington Virginia to participate in the Council for Community and Economic Research (C2ER) annual strategic planning meeting. As a board member for C2ER, Mr. Potts works closely with other nationally recognized economic development leaders in **promoting excellence in community and economic research**. C2ER is a member organization with over 500 members in both the U.S. and Canada.
21. Mr. Potts is currently serving on the core team for the National Governor's Association (NGA) Policy Academy on Work-Based Learning grant. **Nevada was recently awarded the grant which provides technical assistance and \$80,000 in funding to support and enhance work-based learning** as a strategy to connect youth and young adults to STEM careers in meeting employers' needs for skilled workers.
22. In November 2017, the Nevada **PTAC team welcomed Mr. Phillip 'Phil' Gallaspie as a Government Contracts Advisor**. Mr. Gallaspie retired from the U.S. Air Force in 2017 at Nellis Air Force Base (AFB) after 21 years of military service with the federal government. His career experience includes government procurement, inventory management, and management of a work center. Phil has a bachelor's degree in business administration from the Wayland Baptist University in Texas and an associate's degree in munitions systems technology from the Community College of the Air Force at Maxwell AFB in Alabama. He is based in the Nevada PTAC's Las Vegas office.