

To: GOED Board Members  
From: Steve Hill   
Date: July 17, 2017  
Subject: Director's Report

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1. On May 5, 2017, Nevada Institute of Autonomous Systems (NIAS) **set a new National FAA record at over 97 miles for UAS Package delivery from a launch/recovery location to Austin, Texas.** The flight was for drone delivery company Volans-I. This was a milestone in the UAS Industry and advances Nevada's place in the commercial package delivery category.
2. **GOED/NIAS won the NASA IDIQ National Campaign Contract for \$200,000 in March 2017 and successfully executed the largest NASA National Campaign 17-26 May, 17 at Reno, Stead Airfield.** UNR and several industry partners were instrumental in the success of this campaign. NASA leadership was in attendance and pleased with the results of the two-week test.
3. NIAS and New York based SkyOp **executed an agreement to bring a state-of-the-art UAS workforce development program to Nevada.** While there are existing training courses to teach people how to fly and pass their FAA Part 107 exams (drone operator), generally they are online and expensive. SkyOp has been very successful in a short amount of time and their courseware, curriculum and business model are very complimentary to GOED/NIAS goals. This partnership will connect GOED/NIAS with the Part 107 operators on the West Coast to build an educated workforce.
4. GOED/NIAS is beginning long-term UAS operations with a well-known e-commerce entity, which will **significantly expand NIAS's UAS role on a national and global level.**
5. NIAS has also engaged another large e-commerce corporation and hosted it during the May 2017 NASA National Campaign. The operation with this e-commerce giant went extremely well and the company agreed to continue their relationship with NIAS.
6. NIAS focused on the Henderson Unmanned Vehicle Range (HUVR) ability to host live flight demos for the convention industry. NIAS is successfully **engaged in planning drone demonstrations** at HUVR tied to Interdrone (September 5th) and Commercial UAV Expo (October 24th).

7. Governor Sandoval is **leading a trade mission focused on Tourism, Trade, and Education to Panama, Peru, and Chile** during the month of July. Representatives from WaterStart, Southern Nevada Water Authority (SNWA), Desert Research Institute (DRI), University of Reno (UNR), University of Nevada Las Vegas (UNLV), Nevada State College (NSC), and the Board of Regents will be participating on the mission as well as 5 Nevada companies seeking to export their products and services.
8. GOED's International Division has provided Financial Assistance Awards through the Small Business Administration's State Trade Export Promotion Grant to **14 Nevada based small businesses totaling \$95,000 with a return of \$450,000 in contracts to date.**
9. In May 2017 GOED's Mining Industry Specialist, Mr. Sheldon Mudd, **facilitated the expansion of ProIndustrial Inc. to Elko, Nevada.** ProIndustrial Inc. is a construction engineering firm that specializes in project management, plant mechanical and civil structural maintenance, concrete, fabrication, piping systems, and plate work. Headquartered in West Jordan, Utah, ProIndustrial Inc. has nearly twenty years of experience within the mining industry, as well as, services provided for civil and industrial infrastructure and petro-chemical projects.
10. In June 2017, Mr. Mudd was invited to present to approximately 100 Ontario based mine supply and service companies at the Northern Ontario Exports forum in Sudbury, Ontario, Canada. Mr. Mudd's presentation, "Opportunity: Nevada's Most Precious Resource" highlighted the State's unique mineral portfolio and friendly business environment. In addition to being featured in Northern Ontario Business magazine, Mr. Paul Bradette of the Ontario Ministry of Northern Development and Mines indicated that Mr. Mudd's presentation **set Nevada apart from other mining jurisdictions represented at the forum.** In addition to the event, Mr. Mudd met with nearly a dozen companies in and around the Sudbury Basin encouraging them to consider Nevada for future expansion options.
11. The Nevada Center for Advanced Mobility (NCAM), with City of Las Vegas, UNLV, and partners reached a major milestone in the GENIVI Alliance project. **The open Remote Vehicle Interaction (RVI) technology has been successfully installed in the first vehicle** and wider deployment will follow. Progress in this project receives global media coverage and is working towards in-vehicle pedestrian safety solutions.
12. NCAM and Nexar announced a partnership to create the **first Statewide Vehicle-to-Vehicle Network in the country.** Nexar has committed to engage Nevada's research institutes for product and service development and create over 12 new jobs as the technology is deployed in public and private fleets across the state.
13. With the support of NCAM, the Regional Transportation Commission of Southern Nevada and WayCare, a predictive analytics platform for smart cities, announced a 6-month technology pilot to predict traffic crashes and related congestion before they occur, helping to prevent them altogether and enabling first responders to better allocate their resources. **This project helps solve local challenges and increase activity in the industry, further positioning Nevada as a place to develop mobility technologies.**

14. The new table game "Easy Jack" developed by a student in the UNLV International Gaming Institute's Center for Gaming Innovation course is now **live on the gaming floor at Harrah's Las Vegas**. "Easy Jack" has received regulatory approval and is in a 90-day trial period during which a licensee will be sought.
15. Randy Walden, Advanced Manufacturing Industry Specialist, and Karsten Heise, Director, Technology Commercialization, have continued to build the "*Industry 4.0*" component of the *LEAP Advanced ICT* (Information Communication Technologies) career pathway framework. In June 2017, **the curriculum for a three-level nationwide credential, from community college certifications through to degree level qualifications, has been agreed with Festo, a national automation company**. This curriculum will be presented to Nevada employers in a review session to be held in July/ August at which Festo executives will also be present.
16. **LEAP Life Sciences for the northern cluster has completed its employer review process** at the end of June. Mr. Heise and Mr. Walden conducted three intensive sessions, which are part of the LEAP Life Sciences employer engagement process. A wide range of life sciences companies, from pre-clinical/ clinical trial laboratory services, food manufacturing and quality-control, precision measurement devices, biotech, environmental testing laboratories to life sciences to start-ups, evaluated and reviewed every certificate, credential, and degree that are part of the career pathway framework.
17. 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**. Effective July 1, the new funding will be available for applicants to the program. The Nevada Film Office (NFO) has sent out 9 applications thus far to prospective productions looking to film in Nevada.
18. The NFO has joined the Nevada Esports Alliance. The Nevada Esports Alliance (NVEA) is a non-profit organization comprised of stakeholders in Nevada's Esports ecosystem to provide information and resources to educate and promote the development of best practices at the intersection of the Esports and regulated gambling industries, including: Casino integration of Esports, legal and regulatory processes, game development. The NFO believes there are **opportunities to attract game developers to feature Nevada locations in game development, broadcasting of Esports gameplay, and attract businesses in the industry to establish a presence in Nevada**.
19. The NFO gave a presentation to the Nevada Commission on Tourism (NCOT). As a result, the NFO will be **working with NCOT and Travel Nevada to increase opportunities for synergies in marketing Nevada and driving tourism through film, TV and other multi-media**.
20. The NFO is continuing its development of the new Production Database. The NFO is required by NRS to maintain a list of crew and vendors working in the industry, and this year will be launching a revised, updated, and more user-friendly directory on our website to connect Nevadans with employment opportunities and production companies with resources in Nevada.

21. The Nevada Procurement Technical Assistance Center (PTAC) **hosted 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 was “Fostering Nevada Small Business Innovation for Mission Success.” About 90 small business owners and representatives attended the event.
22. With the assistance of PTAC, Las Vegas-based LCE Newport Beach Information Technology, Inc., which was founded by Mr. Dennis Matthews, a service-disabled veteran, was awarded a contract in May 2017. The company was awarded a contract by the U.S. Department of Veterans Affairs in the amount of \$14,995.00 to deliver medical surgical supplies. **The contract award has resulted in two full-time equivalent positions and one temporary position at the company.**
23. Last month, Bob Potts **represented GOED at the annual Council for Community and Economic Research (C2ER) Conference in Denver.** As a board member for C2ER he was a moderator for this year's State Researchers' Roundtable around the topics of innovation and entrepreneurship, taxes and incentives, economic impacts and ROI, new data tools and sources, and data advocacy. He has since been asked to co-chair the C2ER State Research Committee, and sits on the Product Development and Certification Committees.
24. **Congress approved the 2017 Community Development Block Grant (CDBG) Program Budget. Grant agreements for the CDBG Advisory Committee's recommendations were prepared to submit to the Governor's Office for final approval.** The committee recommended \$2,261,746 in funding to twelve applicants. Recommendations were based on projects that had high economic impact and encouraged future private development.
25. **GOED's CDBG Program has reached agreement with Carson City to join the State CDBG Program.** As part of the process, the five-year Consolidated Plan has been amended to include Carson City for the remaining three years of the plan and the 2017 Annual Action Plan now includes Carson City. The agreement allows GOED to administer the Carson City CDBG program.
26. Peter Wallish, Director of Rural Community and Economic Development, and CDBG Staff attended the annual Main Street Conference in Pittsburg in May 2017. **Funding for a Nevada Main Street Program was approved during the legislative session.** The program will be administered by the Governor's Office of Economic Development and Directed by Mr. Wallish.
27. Dr. Jean Barrette, CDBG Program Administrator, attended the Council of State Community Development Agencies (COSDA) Board Meeting in Chicago. Dr. Barrette is a Board Member and approved the draft Strategic Plan that will be distributed at the September COSDA Conference in Denver. **The Nevada Rural Community and Economic Development Program has been developed by national best standards.**
28. GOED is pleased to welcome **Dr. Gillian Barclay as its new Healthcare Industry Specialist.** Dr. Barclay has a Doctorate in Public Health from Harvard, a Doctorate in Dental Surgery from the University of Detroit Mercy, a Masters in Public Health from the University of Michigan, and an

undergraduate degree from the University of the West Indies. Dr. Barclay recently was Vice President of the Aetna Foundation, which focuses on supporting and funding local, national and international initiatives to improve health and wellness. Prior to her time with Aetna, she was with the Pan American Health Organization, the regional office of the World Health Organization.

29. In June, GOED welcomed **Ms. Mariah Heriman as our new Administrative Assistant in Las Vegas**. Most recently, Ms. Heriman served as an Executive Assistant to a local financial advisor who primarily serviced business owners. Within that role, she also served as the Chapter Secretary for an organization called The Exit Planning Institute. Ms. Heriman is currently pursuing a degree in Criminal Justice at the College of Southern Nevada.