

To: GOED Board Members
From: Steve Hill 
Date: March 16, 2017
Subject: Director's Report

1. GOED's International Division led an exploratory mission to Namibia and South Africa in partnership with the Las Vegas Urban Chamber of Commerce and the Corporate Council on Africa. The delegation visited Johannesburg, Pretoria, Cape Town in South Africa and the Capital of Namibia, Windhoek. **The delegation's focus was to identify partners for WaterStart, NSHE, and opportunities for Nevada companies.**
2. GOED's International Division, in partnership with the Nevada Polish American Chamber of Commerce conducted an **exploratory mission to Poland in preparation for the first Poland Business and Education week in the United States**, scheduled for March 14-18 in Carson City, Reno, and Las Vegas. The delegation will include 15 Polish companies and is led by Senator Anna Maria Anders and the Deputy Foreign Minister for Poland, Joanna Wronecka. The delegation will also include representatives from 5 universities and 4 regions totaling 38 individuals.
3. GOED's International Division hosted a delegation led by Director General, Federico Mannoni, from the Italian Ministry for Environment Land and Sea. The purpose of the visit was to finalize the establishment of a Joint Working Committee comprised of representatives from DRI, UNR, and UNLV along with representatives of the Ministry and GOED. **The partnership is intended to enhance Nevada and Italy's foreign presence in the developing world through the establishment of joint projects with Nevadan/Italian companies, NGOs, Italian institutions, NIAS, and WaterStart.** The overarching agreement is focused on addressing issues related to climate science and the mitigation of the environmental impacts of climate change.
4. GOED's International Division hosted a delegation from the Basque Region lead by Mr. Koldo Atxuteg, the General Director for Foreign Affairs of the Government of Biscay. **The purpose of the visit was to identify partners for the expansion of Basque companies into the Western United States through Nevada.**

5. On March 6th 2017, Mr. Sheldon Mudd, Mining Industry Specialist, presented "**Opportunity: Nevada's Most Precious Resource**" before the Prospectors and Developers Association of Canada (PDAC) annual convention in Toronto. The PDAC International Convention, Trade Show & Investors Exchange is the world's leading convention for people, companies and organizations connected with mineral exploration and finance. The four-day annual convention is attended by over 900 exhibitors and 22,000 people from 125 countries.
6. In January 2017 Operation Bravo, a joint Veterans initiative between GOED, Barrick Gold Corporation, and Great Basin Community College **was awarded \$43,800 in STEM Workforce Challenge Grant funding from the Governor's Office of Science, Innovation, and Technology** to purchase state of the art STEM training and diagnostic equipment that will be used for Veteran education and training within the natural resources, diesel, nursing, electrical, and instrumentation programs.
7. On February 10, 2017, **GOED, through NIAS, responded to NASA's RFP for management and operation of the next mission set for advancing NASA's Unmanned UAS Traffic Contract System.** The new test series, identified as TCL3, follows Nevada's successful performance of TCL 1 and 2 in 2016. TCL 3 is proposed to be conducted at Reno Stead Airfield, and includes Reno Tahoe Airport Authority; UNR; Nevada-based UAS companies Drone America, Flirtey, Carbon Autonomous, and Eye in the Sky; Nationally-recognized ground-based sensor companies Gryphon Sensors and Sensofusion; Silicon Valley UAS software leader Airmap, and, international telecommunication companies AT&T and T-Mobile, among others.
8. Arcturus UAV partnered with NIAS and the FAA designated UAS test site to perform demonstrations for foreign clients of their T-20 and Jump 20 UAV platforms at the Mesquite UAS Test Range in Southern Nevada. The flights took place on January 31, 2017 and February 1, 2017. **The purpose of the flights was to demonstrate flight capabilities of UAS, crew validation, ground control station, and payload streaming capabilities.** There were a total of 3 flights over the course of two days with one flight taking place at night and spanning a duration of 3 hours. The max flight altitude was 1,500 ft. AGL operating in Class G airspace under a State of Nevada COA. The max take-off weight of each aircraft was 188 lbs. and 185 lbs. respectively. Visual Observers were used at all times and each aircraft flew VLOS in a consistent, repeatable pattern.
9. In February, **Nevada CAM and City of Las Vegas hosted members of the GENIVI Alliance, Jaguar Landrover and Horton Works** who visited Las Vegas to survey fleet vehicles, traffic corridors and IT infrastructure. This was in preparation for installation of connected vehicle technology to help increase awareness for pedestrian safety and to improve traffic flow. First installation of the prototype technology will occur at the end of March followed by rapid deployment into 300-500 vehicles across the Las Vegas Valley.

10. On January 18, 2017, the University of Nevada Reno (UNR) officially launched an Intelligent Mobility initiative to develop and test solutions for safe, clean and efficient transportation in the 'Living Lab' Reno-Sparks-Carson. As one of the first projects the Living Lab will use Regional Transportation Commission of Washoe County's state-of-the-art electric buses manufactured by Proterra. The driver-operated buses are being fully instrumented with a number of systems to sense, gather and integrate a range of data. These complex systems, already being tested on vehicles in the Reno-Sparks-Carson area, will collect data that will contribute to new ideas, technologies and systems. **The living lab concept has been developed and driven by GOED Technology Commercialization.** UNR and UNLV will lead respective living lab efforts in the two respective Nevada metro areas Las Vegas and Reno-Sparks-Carson City.
11. As part of the living lab initiative and an effort to continue to foster the partnership with the Fraunhofer Institute for Transportation and Infrastructure Systems (IVI), Dresden, Germany, Mr. Karsten Heise, Technology Commercialization Director, **will be leading a NSHE delegation to Dresden in early April** in order to align living lab projects as well as implementation of a placement program for Fraunhofer IVI researchers at UNR and UNLV with an equivalent placement of NSHE researchers at Fraunhofer in Dresden.
12. Knowledge Fund seeded and supported Applied Innovation Center (AIC) at DRI **announced the formation of a new Institute for Health Innovation (IHI).** Joseph Grzymiski, Ph.D., Senior Director of the AIC will co-direct the IHI. Renown Institute for Health Innovation (IHI), a not-for-profit LLC, will build on the success of the population health and genetics project launched in September of 2016 with leading personal genetics company, 23andMe. The IHI will attract global attention to Nevada and help drive long-term sustainability, the promotion of health education and participation of community members. It will also focus on expanding the region's access to leading-edge clinical trials and fostering new connections with biotechnology and pharmaceutical companies.
13. After **Nevada being awarded as one of only 10 states a Phase II New Skills for Youth Grant,** implementation work has begun. In Early March, the Nevada core team will be convening in Louisville, KY with Council of Chief State School Offices (CCSSO) coaches and other awardee state teams. Mr. Heise will be representing GOED.
14. **The Nevada Film Office (NFO) has been nominated in 2017 by the Location Managers Guild International as an Outstanding Film Commission.** The LMGI Awards are held annually and this is the first year the NFO has been nominated for such a prestigious award. The NFO is honored to be recognized for the hard work that went into making the filming of Jason Bourne such a huge success for Nevada, being featured in one of the **biggest films of the past year.**
15. The NFO's annual **Nevada Production Directory** as defined in NRS 231.127 has been completed. The annual directory is the yellow pages for the production industry in Nevada and continues to be one of the most effective tools to connect productions with qualified crew and quality vendors in the state.
16. The Nevada Procurement Technical Assistance Center (PTAC) **collaborated with the National Aeronautics and Space Administration (NASA)** regarding a January 12, 2017 event for Nevada

small businesses entitled, "How to do Business with the Federal Government and Its Primes." The event was sponsored by Nevada-based federal contractor, Arcata Associates, Inc., a professional engineering services and information technology firm. The function at College of Southern Nevada-North's Las Vegas campus was held in association with the Las Vegas Metro Chamber of Commerce. Nevada PTAC Director, Joan C. Rueben, was an invited panelist for the event.

17. The Nevada PTAC team is in the planning stages of upcoming **business matchmakers to be held in Las Vegas, Reno and Fallon** this calendar year. Regarding the one planned for Las Vegas, the Nevada PTAC is working closely with NASA and the College of Southern Nevada on the event that will have a "fostering innovation" theme.
18. Mr. Vance Farrow, Healthcare Industry Specialist, hosted several meetings throughout the annual CES conference. These leads were originally identified while hosting the Nevada delegation during the 2016 BIO Conference in San Francisco. As a result of these meetings, Mr. Farrow is working with UNLV and Dr. Thomas Grotz on a **multi-million dollar NIH SBIR grant application to commercialize the 3D printing of new joint surfaces to halt and reverse arthritis.**
19. Mr. Farrow was interviewed by the principals of the University of North Carolina, Cecil G. Sheps Center for Health Services Research. They wanted to highlight the Governor's GME Task Force and share in the process of the expansion of GME in Nevada. **An article is being presented in a peer reviewed journal and the findings will be presented at the 2017 GME States Initiatives Summit.**
20. In February, Mr. Bob Potts **presented his research on the in-demand occupations that align with economic development priorities** to a number of audiences including NSHE's Community College Committee and the Assembly Committee on Commerce and Labor. Mr. Potts' work has become increasingly important in guiding and supporting the work of an expanding base of policymakers and education providers across the state.
21. In February, Mr. Potts was asked to participate as an Advisory Board member for the University Center for Economic Development at UNR. In this capacity he has opportunity to coordinate state level economic development and research efforts with university faculty. **One of the immediate opportunities was providing research projects for students that not only further their applied economic knowledge, but also add capacity to GOED's research function.**
22. Mr. Potts has also initiated a joint project with Cesar Melgarejo, Veteran's Policy Analyst in the Governor's Office, and Brian Mitchell, Director of the Governor's Office of Science, Innovation and Technology in developing a Web-based **clearinghouse to help veterans seeking**

employment in DETR's information systems to companies actively looking for workforce. Currently there are over 12,000 available veteran workers in DETR's system.

23. The Community Development Block Grant Program (CDBG) has scheduled the CDBG Advisory Committee (AC) for March 8th and 9th to review **14 applications submitted for 2017 funding**. The AC will recommend projects for funding in an amount not to exceed \$2,261,746.
24. The SSBCI Program funded a Collateral Support Deposit in the amount of \$782,425 to assist in a \$2.4M SBA 504 Bridge Loan. **This project will fund the construction loan for a 7,375 sf restaurant buildout that will create 25 jobs once opened**. The SSBCI deposit will be in place for nine months until the SBA funds the permanent financing.
25. The Nevada Battle Born Growth Escalator, Inc., GOED's corporation for public benefit, **assisted in funding a \$500,000 venture capital investment using SSBCI funds**. This investment is the first for the nonprofit. It will function as equity holder for all future SSBCI investments.
26. Director Hill presented **GOED's FY 18-19 to the Nevada Legislature's Assembly Ways and Means, and Senate Finance Committees on February 14 and February 16**, respectively. GOED's Administrative Office is in the process of responding to follow-up questions from legislators and their staff.
27. Director Hill **presented to the Nevada Legislature's Joint Senate Revenue and Economic Development, and Assembly Taxation Committee on February 21 and 23**. The extensive presentation covered issues including business development, tax incentives, audit compliance, the Catalyst Fund, transferrable tax credits, regional development authorities, updates on Faraday Future, Tesla, the Las Vegas Convention Center, the Las Vegas Stadium project, the Knowledge Fund, Learn and Earn Advanced Career Pathways, the WINN Fund, and more. Director Hill was joined by many individuals supporting these efforts, including the leaders of LVGEA, EDAWN and NNDA; Knowledge Fund project principals from UNLV, DRI and UNR; WINN Fund project directors from NSHE, CSN and TMCC; and GOED staff.
28. GOED continues to advance **GOED-sponsored bills in the legislature which include AB 6 – Elimination of Business License Exemption for Film Production Companies; and AB 69 – Autonomous Vehicles**. GOED is also monitoring a number of other bills in the legislature which have a nexus with economic development.
29. In February, GOED welcomed **Mr. Brian Baluta** as a Project Manager. Mr. Baluta has a strong communications background in government and the private sector, including with Lockheed Martin, the U.S. Department of Justice, and serving as communications director for both Congressmen Mark Amodei and Joe Heck. Mr. Baluta will help connect the Knowledge Fund

projects at the Applied Innovation Center in DRI to the commercial market. He is based in Las Vegas.

30. In February, GOED welcomed international team member **Dr. Pawel Pietrasienski** as a Director of Special Projects. Dr. Pietrasienski is a former diplomat to the United States and Head of the Polish Commercial Office in Washington D.C. He earned his Ph.D. in international business and professorship position in the Warsaw School of Economics. He was also the inventor and co-founder of the first acceleration program organized in Silicon Valley in cooperation with CEE countries – the “Polish Silicon Bridge”. Since 2011, besides extensive collaboration with the U.S. Department of Commerce, he has actively partnered with state authorities and GOED in promoting trade and investment opportunities with and in Nevada. He is based in Carson City.