

To: GOED Board Members

From: Steve Hill *SDH*

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Subject: Director's Report

1. **Governor Sandoval led a Trade Mission to Poland** in October during which the Warsaw School of Economics (SGH) and the College of Business of the University of Nevada, **Reno signed an agreement focused on academic and entrepreneurial cooperation.** The Nevada Institute of Autonomous Systems (NIAS) and Institute of Aviation in Warsaw (ILOT), the biggest R&D institute in Central and Eastern Europe, **signed an agreement on joint drone testing and technology transfer.**
2. **Governor Sandoval met with Polish President Mr. Andrzej Duda to discuss several new bilateral agreements focused on education and technological innovation.** Mr. Marshal Sławomir Sosnowski of Lublin Province and the Governor also signed a letter of intent for a joint acceleration program bridging Nevada and the Polish region. Lublin hosted the Nevada-Poland Innovation Summit focused on gaming, water technologies, autonomous systems and photonics, and fiber optics.
3. The mission concluded with the Nevada-Pomerania-Gdansk Business Conference at the European Solidarity Center, followed by meetings with local authorities, and the **signing of an agreement between the Regional Chamber of Commerce of Pomerania and the Polish American Chamber of Commerce of Nevada.** GOED's International Trade Division is working with several federal and local authorities in Poland to ensure a successful execution of signed agreements soon.
4. The International Division continues to pursue a sister-state agreement with the State of Queensland (Australia) that will provide joint funding for the commercialization of technology in the mining and water sectors. Mr. Jarad Van Wagoner, Deputy Director, International Trade Division, **met with the government of Queensland in September 2017 to discuss technological priorities and to meet with potential funding organizations.** During the same trip, significant interest in the WaterStart platform was generated in talks with the state government of South Australia. As a result, the government of South Australia disseminated the recent WaterStart RFP to interested parties.

5. On September 30, 2017, NIAS, through GOED, was **awarded a \$477,000 NASA Task Order for follow-on drone air traffic management support to be performed at Reno Stead Airport.** The NASA tasks encompass a series of flight demonstrations, collectively called the Technical Capability Level 3 (TCL3) Demonstration, wherein the Nevada FAA Test Site executes a number of flights potentially in conjunction with simulated operations. The actual tests are scheduled to be performed in the March-April 2018 timeframe.
6. On October 25, 2017, NIAS partnered with the Commercial UAV Expo to host an outdoor demonstration that highlighted real-life First Responder and Search and Rescue scenarios. Participants included Aeryon, Yuneec, Las Vegas Fire Department, Nevada Highway Patrol, Sundance Media, and NIAS. There were over 300 people in attendance and NIAS **completed two hours of real world UAS scenarios promoting the beneficial use of drones for public safety.**
7. NIAS hosted its **first drone training program at the Innevation Center** in October. Attendees learned aviation and ground school basics as well as hands on flight skills.
8. In September of 2017 GOED's Mining Industry Specialist, Mr. Sheldon Mudd, **facilitated the expansion of Mine Energy Solutions (MES) to Elko, NV.** MES' expansion to northern Nevada is a direct result of the Governor's Trade Mission to Australia in 2016 as its headquarters is located in Crestmead, Queensland. MES manufactures and delivers high density compressed natural gas amendments to existing fuel systems within the mining industry where they have reported 30% fuel cost savings while reducing diesel particulates by 80%.
9. In October of 2017 Mr. Mudd **organized and hosted two international trade missions to northern Nevada from Australia and Ontario, Canada.** Representatives from Austmine, Trade & Investment Queensland, and the Ontario Ministry of Northern Development and Mines collectively brought 20 companies interested in expanding their businesses into Nevada. Trade mission delegates met with every major mine operator in northern Nevada, visited a total of four mine sites, two mining facilities, and met with civic leaders and members of the regional development authority who highlighted the advantages of doing business in northeastern Nevada.
10. Two technology companies, supported by DRI's Knowledge Fund project WaterStart, have **made major strides towards incorporating and creating jobs in Nevada.** Syrinix, a UK-based company, is now employing two full-time staff in Las Vegas at the WaterStart offices. Riventa, also a UK-based company, has officially incorporated in Nevada and will soon be hiring full-time staff to be housed within WaterStart's offices.
11. Nevada's state venture program Battle Born Growth Escalator has **conditionally committed to invest in Las Vegas based, early stage start-up, CircleIn, Inc.** The company has developed a student-to-student tutoring app that has had more than 17,000 pilot users during the most recent school year. It allows students to study and tutor with one another, winning rewards in

the process. Once invited into a group, students can swap class notes and access libraries of these notes from across the country. The Company has four staff members, all based in Henderson. The company and its team relocated to Nevada in early 2017 at the initiative of the Clark County School District. It has also built an impressive advisory board, one member of which is the Education Director at Microsoft, and another the former CTO of Merrill Lynch, AOL and News Corp.

12. A new UAS project for the mining industry was submitted to the Knowledge Fund. Mr. Karsten Heise, Director of Technology Commercialization, has been **working with advanced robotics faculty at UNR to define the "Mine Inspection Robotics" project**. The effort aims to develop the technologies, methods and systems, as well as a commercialization-ready integrated robotic solution that addresses the need for autonomous, reliable, and systematic robotic inspection of underground mines in a GPS-denied environment. The project will address a clearly articulated industry need and will collaborate with Barrick Gold Corporation and AboveGeo, a Reno start-up. It will also have access to an international advisory and support board consisting of leading experts based in the United States, Switzerland, Singapore and Sweden. The project is also supported by the Nevada Mining Association.
13. Mr. Heise represented GOED at this year's annual meeting of the State Council for Libraries and Literacy held at the Mountain Plains Library Association Joint Conference at Lake Tahoe. The meetings included all of Nevada library directors, and **focused on new learning technologies and workforce development initiatives**.
14. 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 October 31, 2017, the **Nevada Film Office (NFO) has held a hearing on three tax incentives for productions "Who Wants to be a Millionaire", "Smiley Face Killer Movie" and "Mustang"**. Mustang is the first film in northern Nevada to apply for the incentive to bring productions to the northern part of our state.
15. NFO representatives travelled to Carson City and Reno to meet with the producers of Mustang film and network with northern Nevada crew members, vendors and local government officials. **An open house was held with local film industry professionals to discuss opportunities to attract more productions.**
16. The NFO has completed the new Nevada Production Directory database online at www.nevadafilm.com. The new database provides **crew members and vendors with online resources to connect with and ultimately be hired by productions looking for their services**.
17. The NFO will be **presenting at the Governor's Global Tourism Summit on December 4-5**. The presentation at the request of Travel Nevada will focus on Film and TV Tourism and how attendees can benefit from this aspect of the industry.
18. The NFO as a member of the Nevada E-Sports Alliance is working with several companies to bring E-sports programming the Nevada. Productions are focused in **areas which include live**

broadcasting of E-sports Events, Reality TV Programs and potential mobile game applications development featuring Nevada.

19. The Nevada Procurement Technical Assistance Center (PTAC), Procurement Outreach Program (POP) hosted an annual business matchmaker event at the Fallon Convention Center on October 25, 2017. It was held in association with the State of Nevada Department of Business and Industry and the Nevada Small Business Development Center. The matchmaker event allowed **approximately 40 Nevada business representatives to meet directly with procurement professionals from local, state and federal government, as well as with a federal government prime contractor and Nevada PTAC resource partners.** In a single setting, the business attendees learned what the different agencies buy and the procuring entities were able to be exposed to potential sources of goods and/or services.
20. Nevada PTAC client Robert A. Fielden, Inc., dba RAFI Architecture and Design is an award-winning architectural firm based in Henderson. It is a certified woman-owned small business, disadvantaged business enterprise, and small disadvantaged business. **Recently, the firm signed an Indefinite Delivery Indefinite Quantity (IDIQ) contract with National Aeronautics and Space Administration's (NASA's) Armstrong Flight Research Center in Edwards, CA for a maximum value of \$15,000,000 over a five-year period of performance.** This is a follow-on contract to their last seven-year IDIQ contract with NASA for architectural services. The contract allows the company to retain seven (7) full-time employees.
21. Nevada PTAC client A. R. Acosta, Ltd. of Reno is a certified woman-owned small business and SBA 8(a) small disadvantaged business, and serves as a general contractor. In recent months, the company was awarded the following contracts: a \$15,000 contract by the U.S. General Services Administration for snow removal services; a \$209,525 contract by the U.S. Environmental Protection Agency for facilities operation and maintenance; and a \$72,131 contract by the U.S. Department of Agriculture for mold remediation and wall reconstruction. **The various contracts have resulted in retaining fourteen (14) full-time and three (3) part-time employees, and creating seventeen (17) full-time and part-time jobs.**
22. Dr. Gillian Barclay, Healthcare Industry Specialist, has hosted meetings with CSN, UNLV and the UMC to restructure community health worker certificate to **specifically target population health priorities for Nevada.** Certificate training will focus on chronic diseases and mental health with the goal to produce a health workforce that can contribute to reducing the costs of care for these conditions. The acceptance criteria for matriculating this certificate will be revised, and it will be offered to certified nursing assistants (CNAs) and home health aides. This approach will provide a new billable strategy within health care together with enhancing the skills of CNAs and home health aides. Additional partners include the Valley Health System and the Nevada Board of Licensure for Nursing.

23. **As a follow up to meetings** with Dr. Barclay, the Kresge Foundation will visit southern Nevada and GOED on November 16th and 17th. Dr. Phyllis Meadows will represent the foundation and will provide an overview of its investments in health, as well as launch its new strategic plan for future health investments. Dr. Meadows will meet with GOED leadership to **discuss opportunities for foundation funding investments to improve population health outcomes and economic development in southern Nevada.**
24. The HIMSS 2018 annual conference will be held in Las Vegas from March 5-8, 2018. Dr. Barclay is part of the planning committee for sections of this conference. An experiential component is being planned as part of the conference to **highlight and promote Nevada-based businesses in health care technology and autonomous systems.** Additional components being planned include challenges to catalyze the pathway from academic innovations to industry. Therefore, challenges will be developed for Nevada-based health technological innovations within academia for presentation to visiting industry stakeholders.
25. Dr. Barclay has been working with Mr. Chris Wallach (NIAS) **to integrate autonomous systems into smart and connected technologies within health care delivery and public health systems.** She has engaged Henry Schein International, Johns Hopkins University, the World Health Organization, UNLV and Touro as part of this work. Pilot tests using drones with integration into pre-hospital care and emergency response are being planned for early December 2017, and with the engagement of the University Medical Center and Valley Health. The commercial use of drones integrated into other smart and connected health technologies will be showcased as Nevada-based industry innovations for the HIMSS18 conference in Las Vegas in March 2018.
26. Earlier this month, Mr. Bob Potts, Research Director, represented GOED in Cincinnati at the Council of Chief State School Officers' 2017 Career Readiness Network Fall Convening. **The main purpose of this meeting was to share and learn with the other nine states awarded phase two New Skills for Youth (NSFY) grant funding on scaling and providing equity and access to high-quality career pathways for all learners.** Mr. Potts' focus and contribution revolved around employer engagement in developing these pathways.
27. Mr. Potts participated in the fifth round of the Governor's Office of Science, Innovation and Technology STEM Workforce Challenge Grant review committee. **In total, almost \$1,000,000 was awarded to applicants in northern, southern, and rural Nevada** to create new STEM workforce training programs.
28. Mr. Potts was recently appointed to serve as GOED's designee on the Nevada State Apprenticeship Council (SAC). The SAC was recently restructured during the 79th Legislative

Session to **expand apprenticeships in supporting job creation, education, and pathways to the middle class**. The initial meeting of the newly restructured SAC is scheduled for November 28.

29. Mr. Potts, with four other committee members, recently revised a **comprehensive curriculum and process for individuals to become a Certified Economic Research Professional through the Council for Community and Economic Research**. This certification will replace and update the existing Certified Community Researcher certification which has been the primary industry standard for recognizing excellence in economic research, embodying applied skills in economic, demographic, industry, and workforce analysis.
30. In November, the NFO welcomed **Ms. Kristie Holliday as its new Operations Coordinator in Las Vegas**. Ms. Holliday has been providing executive level support for businesses throughout her career, including, most recently, a local CPA firm. Prior to moving to Las Vegas Ms. Holliday worked at Lions Gate Entertainment in Los Angeles. Ms. Holliday has a BA degree in Communications and an Associate's degree in Psychology.