To: GOED Board Members

From: Steve Hill

Date: July 21, 2016

Subject: Director’s Report

1. **The Applied Innovation Center (AIC) at DRI, which is supported by the Knowledge Fund, is partnering with Renown Health to leverage AIC’s expertise in large-scale data analysis.** DRI scientists are working with Renown doctors and staff to help the largest, locally owned not-for-profit healthcare network in Northern Nevada improve patient outcomes, create innovative solutions. This would include individual and family health, community safety and governance, as well as improved economic vitality of a healthy regional workforce. The collaboration assembles a sophisticated mosaic of IP and talent in the fields of analytics, informatics, machine learning, and data visualization with the goal to improve the delivery of community healthcare to Northern Nevada’s patient population.

2. **The Nevada Center for Applied Research (NCAR) at UNR, which has been receiving seed funding from the Knowledge Fund, held its official launch event for the opening of the Biosciences Entrepreneurial Lab (BEL).** The BEL is a “wet lab space” managed by NCAR and fully equipped to accommodate and support research involving chemicals, compounds and biologics. Additional physical assets made available through NCAR include the Shared Research Facility, which is the collective name for a network of existing, sophisticated laboratories, centers and maker-spaces on campus. Providing entrepreneurs and early stage businesses access to the right equipment and expertise, which is often cost prohibitive, will allow them to focus on growing their business.

3. **The Nevada Center for Advanced Mobility signed a letter of intent with Local Motors to demonstrate and eventually deploy the ‘Olli’ autonomous shuttle in the Las Vegas metropolitan area.** The letter focusses on knowledge exchange with UNLV, fostering economic development, testing policy, regulations and infrastructure.

4. Throughout the last part of June, GOED/NIAS personnel assisted NV Energy in evaluating and eventually acquiring **UAV service providers for the purpose of performing electric transmission line evaluation.** GOED/NIAS personnel provided technical expertise for scoping requirements and evaluating the interested providers. All interested respondents were Nevada-domiciled UAV companies, which speaks to the growth of Nevada UAV industry.
5. On June 26, GOED/NIAS personnel met with Polish Aerospace and Aeronautical representatives to discuss mutual interests. Polish authorities demonstrated significant interest in Nevada's UAV industry capabilities and we anticipate that future opportunities to collaborate with Polish aerospace companies will be forthcoming.

6. In June, Dr. Paul Oh, Lincy Professor for Unmanned Aerial Systems and Director of the Drones and Autonomous Systems Lab at UNLV was named as a Technical Advisor to NIAS.

7. GOED's International Division in partnership with the Polish American Chamber of Nevada hosted an inbound delegation from the lower Silesia region and the city of Katowice, Poland in June. The delegation consisted of twenty delegates: elected officials, Katowice chambers of commerce, and business owners who were seeking opportunities in Nevada. Katowice and the Silesia region is the most populous industrial region in Poland.

8. The International Division is supporting Governor Brian Sandoval's trade mission to Australia (July 25 - August 6), and has prepared match-making meetings for Nevada’s Mining Industry, WaterStart, Higher Education and five Nevada companies. The delegation will visit the state of Victoria-Melbourne, the state of New South Wales-Sydney, and the state of Queensland-Brisbane and is supported by the Small Business Administration’s State Trade Export Promotion Grant.

9. The International Division in partnership with the Department of Business Industry signed a historic Memorandum of Understanding with the Las Vegas Latin Chamber of Commerce, aimed at exploring opportunities for Southern Nevada in Mexico and Latin America. Subsequently, a similar agreement was signed with the Urban Chamber aimed at exploring opportunities in Africa.

10. During the quarter, the NFO and GOED approved a transferrable tax credit for ABC's Who Wants to Be a Millionaire which is currently filming at Bally’s Hotel and Casino. The tax credit was approved on a contingent basis, with the production receiving a credit based on funding remaining in the program as a result of other audits being finalized. This grant fully depletes the funding currently available in the film tax credit program.

11. The NFO has begun to produce new video content to replace the previous strategy of print advertising. Video advertising is a more effective way to promote Nevada in the digital age while tracking the level of views and engagement from our target audience. This type of creative strategy however requires more complex contracts and has longer time frames to produce. In the new fiscal year 2017, the NFO will focus their advertising budget on these ads. The first ad can be seen at: https://www.youtube.com/watch?v=OePrKyr1owKc. Most of the viewers of the ads will be on Facebook, Twitter, the Film Office website, and YouTube.

12. The Nevada Procurement Technical Assistance Center (PTAC) hosted an annual business matchmaker event in Carson City at Eagle Valley Middle School on June 22, 2016. It was held in association with the U.S. Small Business Administration, State of Nevada Department of Business and Industry and the Nevada Small Business Development Center. The matchmaker
event allowed approximately 40 business representatives to meet directly with procurement professionals from local, state and federal government, as well as with agency prime contractors and Nevada PTAC resource partners such as the Veteran Business Outreach Center.

13. In response to feedback from its clients, the Nevada PTAC hosted its first monthly, industry-specific, client mixer in Las Vegas. During the networking opportunity for the Information Technology (IT) Services Industry, four business representatives discussed their respective organization and company’s written capability statement. The objectives of the mixer are to help forge business relationships, meet potential teammates and acquire takeaways to possibly help improve businesses.

14. Vance Farrow, Healthcare Industry Specialist, led the Nevada delegation to the 2016 BIO International Conference in San Francisco, CA. GOED and state partners (UNLV, UNR, DRI/Renown, Lazarex Cancer Foundation, OcuScience, & Comprehensive Cancer Centers of Nevada) hosted 73 meetings with representatives from several companies/institutions ranging from pharmaceutical, biotechnical, medical device, and university technology transfer. The primary objectives for GOED attending these meetings were to promote technology transfer and economic development capabilities with key licensing, research and commercialization organizations, and to promote Nevada as a growing region of healthcare innovation.

15. Mr. Farrow convened the Governor’s Graduate Medical Task Force to create recommendations for the expansion of graduate medical education via Round 1 of funding totaling $5,000,000. Recommendations were submitted to the Governor’s Office and subsequently approved. Round 1 funding will yield a total of 271 medical residency slots once all seats have matriculated. Specialty areas funded include adult and child psychiatry, obstetrics & gynecology, internal medicine, family practice, and pediatrics. The Request for Applications for Round 2 funding has been disseminated with a deadline date of September 6, 2016. Recommendations regarding Round 2 funding will be submitted to the Governor’s Office on or before October 1, 2016.

16. In June Bob Potts represented GOED at the annual Council for Community and Economic Research (C2ER) conference in Minneapolis. As a board member for C2ER he was a session moderator for a well-received panel discussion with NSHE and Nevada Department of Education representatives highlighting Nevada’s innovative NPWR (Nevada P-20 to Workforce Research Data System) education and workforce reporting system. NPWR is a reporting system that matches student and employment records providing a valuable information and strategic planning resource for economic development efforts.

17. The recent analysis completed by Mr. Potts, GOED’s Research Director, in identifying high demand occupations that align with economic development priorities has been catching national attention with interviews by the National Academy Panel on Census Bureau Economic Survey data, and the Urban Institute. Within the state, this work has most recently been used for Perkins and STEM grant review and as baseline information for the $2,000,000, Tier 2 New Skills for Youth grant application.
18. Nevada's New Energy Industry Task Force passed a recommendation to grandfather existing rooftop solar (Net Metering) customers for 20 years. Matt Tuma led the development of this grandfathering proposal in the group's Technical Advisory Committee.

19. **WaterStart solicited proposals for the water technology needs of the Truckee Meadows Water Authority and MGM Resorts.** This Request for Proposals round resulted in over 40 submissions, the largest response WaterStart has received for any of their Commercialization Fund RFP rounds to date. WaterStart will continue to recruit companies for these needs during the Governor's Trade Mission and Singapore International Water Week.

20. WaterStart entered into a contract with **Ionex to partner on a demonstration project** in Las Vegas. Ionex, a UK based company, treats drinking water to remove contaminants while limiting hazardous waste produced in the process.

21. GOED led efforts which culminated in the **Site Certification in June of several thousand acres at the Hawthorne Army Depot**. The certified site offers unique facilities for industries that require buffer zones from residential or commercial areas, security, storage, and/or large tracts of land for potential tenants. Site certification minimizes risk and acquisition time for potential tenants. The project's partners are the Governor's Office of Economic Development, Highway 95 Regional Development Authority, the Mineral County Economic Development Authority, SOC-USA, and the Armament Retooling and Manufacturing Support program.

22. Sheldon Mudd, Mining Industry Specialist, has continued to collaborate with the Nevada Minerals Exploration Coalition (NMEC), the Nevada Mining Association (NvMA), and the Nevada Division of Minerals (NDOM) in order to promote Nevada exploration at select venues in North America such as the Association for Mineral Exploration (AME) Round Up in British Columbia and the Prospectors and Developers Association of Canada (PDAC) annual conference in Toronto. Mr. Mudd presented before the Nevada Commission on Mineral Resources on May 19th, which in turn, agreed to establish a task force to which Mr. Mudd was appointed. The Task Force will analyze targets, options, and expenditures that will be considered for inclusion to their FY 2018-19 budget.

23. During the second quarter of 2016 Mr. Mudd worked with Newmont Mining Corporation to include the **Veterans Ranch & Wilderness Retreat (VRWR)** in the Newmont Legacy Fund. VRWR is a non-profit organization located near Jarbidge, Nevada that is designed to provide veterans an opportunity to recharge and decompress from stresses associated with military life.

24. In conjunction with Elko’s annual Mine Expo in June 2016, Mr. Mudd **coordinated multiple mine tours for Canadian companies seeking to expand into the Nevada market**. The tours included both surface and underground operations located at Newmont Mining Company’s Carlin Complex facilities and Barrick Gold Corporation’s Cortez Hills facilities. One company has indicated that it will pursue expansion to Nevada while follow-up is taking place with several others.
25. Peter Wallish, the Director of Rural Community and Economic Development, conducted a seminar with the Las Vegas Latin Chamber of Commerce on GEOs small business lending opportunities, specifically the SSBCI Collateral Support Program.

26. Mr. Wallish also attended the State Small Business Credit Innovative ("SSBCI") national conference in Washington DC under U.S. Treasury. As administrator of the Nevada SSCBI Program, he was asked to speak on national best standards for compliance. The Nevada SSBCI Program has requested its third and last tranche of funding from U.S. Treasury in the amount of $4.3M.

27. Mr. Wallish has visited several rural communities (Carlin, Elko, Fallon, Ely, Hawthorne, Wells, Winnemucca, and the counties of White Pine and Eureka) over the past month in preparation of the 2017 CDGB application process. Mr. Wallish continues to work with the twenty six eligible communities on identifying projects that fit the GOED "national best standard" model, and those projects that will provide the highest return on investment to the community and state. Rural visits will continue through summer and fall.

28. The Community Development Block Grant Program (CDBG) conducted Public Hearings in Elko, Ely and Carson City for the 2016 Annual Action Plan, which was submitted to the Department of Housing & Urban Development (HUD) by the May 15th due date. GOED’s CDBG Program is the lead agency for coordination and creation of the plan for HUD’s four formula grant programs. Other programs are the HOME and Emergency Solution (ESG) grants in the Department of Business & Industry: Nevada Housing Division and the Housing Opportunities for People with AIDS (HOPWA) grant in the Department of Health & Human Services: Community & Behavioral Health Division. Included in the report were the fourteen grant awards recommended in the March allocation meeting in the amount of $2,239,406.

29. Nevada Center for Advanced Mobility partners, City of Las Vegas, RTC Southern Nevada and, Nevada DOT, submitted an application to the Federal Transit Administration’s Mobility on Demand (MOD) Sandbox Program. If successful this funding will support the deployment of interactive kiosks to allow travelers to not only gather information relative to navigating key city locations, but also provide real-time information on travel information, including alternative travel information based on traffic congestion, public events, or other abnormal city circumstances.

30. Dan Langford represented Nevada at various events organized by the Australian delegation around the BIO International Convention. This helped initiate relationships with education and research institutions focusing on Advanced Mobility, UAS, Mining and Water in advance of the upcoming Governor’s Trade Mission to Australia.

31. Work continues on the development of the Workforce Innovations for a New Nevada (WINN) program, and specifically, the recruitment and training program we are developing for Faraday Future. GOED is completing the necessary contracts with the Nevada System of Higher Education and College of Southern Nevada (CSN), and equipment is being delivered to CSN in July. The Department of Employment, Training and Rehabilitation is training staff on the
recruiting platform that will be utilized for the process, and the Nevada and Faraday Future team continue to meet on a bi-weekly basis to ensure that the project remains on track.

32. GOED completed revisions to draft of regulations for Nevada Administrative Code chapters 231 and 360 based on discussion at a May 12th public workshop and Board input. GOED submitted the draft regulations to the Legislative Counsel Bureau (LCB) for drafting in late June. Once the drafts are returned from LCB, GOED will hold a public hearing to formally solicit additional public comment prior to adopting the regulations, and subsequently submitting to the Legislative Commission for final approval.

33. GOED continues to play an active role in workforce development initiatives. In particular, GOED is assisting with implementing the Governor’s recent Executive Order 2016-08 which established the Governor’s Office of Workforce Innovation, established an Executive Committee of the Governor’s Workforce Development Board (GWDB), and reorganized and focused the GWDB Industry Sector Councils. We are supporting these efforts by providing information related to career pathways using GOED’s Learn and Earn Advanced Career Pathways (LEAP) framework, supplying information related to workforce demand in growing industries, and assisting with recruiting industry leaders to serve on the reorganized Industry Sector Councils.

34. In May, GOED welcomed Gina Rodriguez as our new International Business Manager. Gina is based in Las Vegas and has a Master’s Degree in Public Administration with an international focus from the Middlebury Institute of International Studies at Monterey. She completed her undergraduate work at UC Davis, served as a Peace Corps volunteer, and has worked at a wide array of organizations. Gina has specialized in areas such as events management and administration.

35. In June, GOED welcomed Randy Walden as our new Advanced Manufacturing Industry Specialist. Randy has had a long career in manufacturing, including extensive line and management experience in the private sector, as well as significant work developing manufacturing education programs in the public sector. Randy is based in Carson City and will be working to expand advanced manufacturing clusters in Nevada.

36. In June, GOED welcomed Melanie Sheldon as Executive Assistant to Steve Hill and Business Development Specialist. Melanie has an extensive history with the Australian Government, in the small, micro and medium enterprise compliance arena. Melanie is based in Las Vegas.

37. In June, GOED welcomed Erica Adler as our new International Division Assistant. Erica interned at NV Energy for a year before graduating in May from UNLV with a degree in International Business and a focus in Economics. Erica is based in Las Vegas.