



Director's Report

March 21, 2019

Nevada Governor's Office of
ECONOMIC DEVELOPMENT
Empowering Success

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INTERNATIONAL TRADE

1. Governor's Office of Economic Development International Division (GOEDID) approved grants for small businesses statewide to increase their export opportunities. Companies include:
 - Bon Tool, a contractor-grade tool manufacturer with a distribution center in Henderson, was awarded \$5,000
 - Geotemps, a recruiting service for the minerals and energy industries based in Elko, was awarded \$5,000
 - Pet International, a pet supply export company based in Nevada, was awarded \$10,000
 - Quality Corrections and Inspections, a high-volume inspection rework company, serving footwear, apparel and consumer goods industries with an office in Henderson, was awarded \$10,000
 - Retro Manufacturing, a manufacturer of audio and safety products for classic cars based in Henderson, was awarded \$10,000
 - Universal Industries, a distribution service for home furnishings to furniture and mattress retailers based in Las Vegas, was awarded \$5,000
 - Free Brands, an all-natural deodorant manufacturer based in Las Vegas, was awarded \$10,000
 - Hickory Ridge Group, a research company that provides economics studies and analytics-related corporate and government training based in Las Vegas, was awarded \$1,995

2. GOEDID organized the completion of the first phase of the joint immersion program Nevada-Lubelskie Acceleration Bridge (NLAB):
 - Sixteen companies came to Nevada in three (3) cohorts (July-November 2018 and January 2019) and spend two (2) weeks in Reno, Carson City, Las Vegas, and Henderson.
 - First participating company: Netins Software has already established their Nevada-based company: Innovative Programing Alliance, has entrepreneurial residency at the UNLV International Gaming Institute and has started (January 2019) – in partnership with Western Nevada College – the Academy for Coders (as a part of the local communities' engagement strategy).
 - Next editions of NLAB will be continued in the years 2019/2020.

3. GOEDID strengthened a strategic collaboration between UNR College of Business and Warsaw School of Economics by managing the process of preparing and winning the grant received from the National Agency of Academic Exchange (NAWA) to support 30+ faculty and startup exchanges between Nevada and Poland as well as the organization of international economic development symposiums in Reno (2018 & 2020) and in Warsaw (2019):
 - In December 2018, ten (10) researchers from Poland came to Nevada for 1st UNR College of Business – Warsaw School of Economics Joint Symposium on Entrepreneurship, Economic Development and Public Policy.
 - In May 2019, four (4) academic startups from Nevada will be selected in the competitive procedure and with NVG mentor will go to Warsaw this year for the immersion program there.
 - Ten (10) UNR researchers will take part in the Second Symposium in Warsaw in October 2019. The Roundtable Discussions on supporting startup ecosystems in Nevada and Poland & collaboration opportunities under Nevada Global platform are planned as well.

4. The GOEDID office is currently organizing the first ever Nevada Global Summit which is scheduled for June 6 in Las Vegas. This summit will include over 25 representative Consuls and Ambassadors that serve Nevada and will showcase the business impact of the international community working with GOED ID and our small businesses.
5. GOED's International Division will be applying in April for an increase for the STEP Grant to offer more funds for small businesses seeking to export their goods internationally.
6. GOEDID went on a trade mission to Ireland, Scotland and Poland the last week of January first week of February 2019. Partnerships that resulted were with colleges that would like to have student exchanges and Polish Businesses that are investing in Nevada and have already secured funding to enter the Las Vegas Business market which includes hiring Nevadans. During the Scottish leg of the trip, several chamber and business groups met with the team and the Director of GOED, Kristopher Sanchez was invited back to speak at the Scottish Council for Development and Industry Annual Business Conference that confers over 300 of the UK's business leaders. Also, partnerships that resulted were with colleges that would like to have student exchanges and Polish Businesses that are investing in Nevada and have already secured funding to enter the Las Vegas Business market which includes hiring Nevadans.

ECONOMIC DEVELOPMENT

7. Mr. Bob Potts recently represented GOED in New Orleans at the Council of Chief State School Officers' Career Readiness Network Convening. The main purpose of this meeting was to provide a platform to work within and across teams from the other nine states awarded phase two New Skills for Youth (NSFY) grant funding. The focus was to build on and refine strategies that expand access to high-quality, high-demand pathways for all students. Mr. Potts' focus and contribution revolved around employer engagement in developing these pathways.
8. Bob Potts with other members of NNDA's Pioneer Awards Selection Committee chose the 2018 Pioneer Award winners. There were four business award categories including: Leader in Sustainability, Non-Profit of the Year, Manufacturer of the Year, and Entrepreneur of the Year.
9. Bob Potts, with EDAWN and the Economic Planning Indicators Committee, a broad group of northern Nevada decision makers and stakeholders, developed 5-year job, population, and housing projections for strategic regional policy and infrastructure planning.
10. In January, Bob Potts joined other members of the University of Nevada's Cooperative Extension Advisory Council in Las Vegas to review current activity and enhance the agencies outreach in assisting rural, urban, and urban distressed communities. Areas of focus include: Agriculture and Natural Resources; Horticulture; Health and Nutrition; Children, Youth and Families; Economic and Community Development; and 4-H.
11. In February, Bob Potts, as GOED's designated representative on the State Apprenticeship Council, joined other Council members in approving program standard revisions of four existing apprenticeship programs and raising the minimum wage for apprentices in the construction industry. Additionally, the Council discussed and learned about resources to support apprentices with disabilities and learned about the new LifeWorksNV website OWINN launched that helps Nevadans find apprenticeships and other forms of work-

based learning by zip code. The site can also be viewed in Spanish. However, much of the discussion revolved around Nevada being out of compliance with the Federal law that guides apprenticeships and the risk that all apprenticeship programs face if Nevada remains out of compliance with the federal law. Further efforts to bring the state into compliance are currently in front of the Legislature under AB 68.

12. During the current quarter Bob Potts made several economic and workforce development presentations for a variety of stakeholder groups in the state. These included: The Northern Nevada Work-based Learning Advisory Group, The Governor's Workforce Development Board, educators at the Nevada ACT/OWINN Summit, and NNDA at their quarterly Business Edge Lunch Meeting.
13. Bob Potts was recently designated as GOED's representative on the Governor's Office of Science, Innovation & Technology STEM Advisory Council. The mission of the Nevada STEM Advisory Council is to lead students to rewarding careers by increasing their interest and achievement in the fields of science, engineering, technology, and mathematics.
14. SRI state economic study, "A New Economic Agenda for Nevada" completed and submitted for review/approval before being released.
15. Newmark Knight Frank completed an external study of Nevada's incentive packages by comparing Las Vegas/Reno to four other communities in the Western/South Western Region. This report was submitted for review/approval before being released.
16. GOED has begun reviewing and redrafting the RDA Scope of Work and rebid process. The current RDA contracts expire on June 30, 2019. Goal is to have the redraft completed by April and released to the RDAs in May.

AUTONOMOUS SYSTEMS

17. On 15 February 2019, the National Aeronautics and Space Administration (NASA) publicly announced the State of Nevada as an award recipient for the Unmanned Aircraft Systems Traffic Management (UTM) Technical Capability Level (TCL) 4 operation.
18. In January 2019, U.S. Secretary of Transportation Elaine L. Chao announced the selection of the Nevada as a test site that will develop and demonstrate technology to manage the airspace for the safe deployment of drones in the US National Airspace System (NAS) in their UTM Pilot Program (UPP).

OPPORTUNITY ZONES

19. GOED, in coordination with the Federal Reserve and Business and Industry, held an "Understanding Opportunity Zones in Nevada" one day conference on November 27 at the City of Las Vegas Chambers. Attendance was free for the public to attend and we had over 400 individuals participate. Deputy Director, Derek Armstrong helped coordinate the event and was also a featured speaker.

20. In December, Deputy Director Derek Armstrong participated in the new legislator training to provide an overview of the office and information to new legislators.
21. GOED has made several presentations to the Nevada Legislature including a budget presentation to the joint Assembly Ways and Means and Senate Finance committees, a hearing on Assembly Bill 32 to the Assembly Taxation committee, and an overview of GOED to the joint Assembly Taxation and Senate Revenue Committees.
22. GOED sponsored and participated in the planning and execution of the Northern Nevada Opportunity Zone Summit March 19 and March 20. The Steve Glickman, Chief Architect of the Opportunity Zone Program, was the key note speaker. The conference spent a day focusing on fundamentals of a deal, real estate versus business deals, local best practices, opportunity to pitch projects, extensive networking, and a day long series of tours at TRIC and the downtown Reno. This conference was a follow up to the November Opportunity Zone Forum hosted by GOED, Business and Industry and the San Francisco Federal Reserve Bank in Las Vegas.

CDBG/ MAINSTREET

23. Federal allocations from HUD will be completed by April 15. GOED received fourteen (14) projects with total requested amount of \$3,568,979. Estimated allocation expected is \$3,283,051. The CDBG advisory committee allocation meeting scheduled April 23 and April 24.
24. The 2019-20 Annual Action Plan (SF424 and State Certificates) is due to HUD June 25, 2019. The draft plan is due to CDBG Program Administrator for CDBG, HOME, HOPWA, and ESG by May 9. The public comment period for this plan is from May 15 to June 15.
25. The HUD Consolidated Plan 2020 – 2024 and Analysis of Impediments to Fair Housing Choice is due May 15, 2020. The GOED CDBG Program Administrator is coordinating a plan with program staff for HOME, HOPWA, and ESG.
26. GOED in partnership with USDA and UNR, is coordinating a Comprehensive Economic Development Strategy (CEDs) for White Pine County.
27. GOED is completing a USDA Rural Business Development Grant for NNRDA. This grant will be used to complete a Comprehensive Economic Development Strategy (CEDs) for the region encompassing Elko, Eureka, Humboldt, Lander and White Pine counties. As part of this project, faculty from the University Center for Economic Development (UCED) would serve as the lead entity, in partnership with the Governor's Office of Economic Development (GOED) and USDA Rural Development.

Total cost of this project is estimated at \$70,000.00 with funding from the following sources:

- USDA Rural Development Rural Business Development Grant (RBDG) at \$45,000
- Mining Industry contribution total \$10,000
- NNRDA and/or the member counties of Elko, Eureka, Humboldt, Lander and White Pine Counties \$10,000

- GOED contribution total \$5000

28. Main Street program agreements completed with the following communities:

Gardenville (Designated – Nationally Accredited)
Reno (Exploring – Urban Main)
Henderson (Exploring – Urban Main)
Wells (Affiliate)
Lovelock (Affiliate)
Tonopah (Affiliate)
Winnemucca (Exploring)
Ely (Exploring)
Mesquite (Exploring)
Fallon (Exploring)

29. Total Main Street Grants awarded January 2019: \$99,206.00

Gardenville	\$1,700	Banners
Wells	\$20,000	Property Assessment
Ely	\$30,000	Style Guide
Lovelock	\$4,000	Informational Boards
Reno	\$35,000	Educational Brochure, pop art, streetscape
Winnemucca	\$8,506	Historical Book

30. SSBCI: Collateral Support Program (CSP): GOED and Valley Bank of Nevada closed one loan for \$1,615,000, collateral support expended \$400,000.

31. Nevada Opportunity Fund (NOF): GOED and Bank of Nevada approved one Nevada Opportunity Fund Loan for \$25,000. The Opportunity Loan program has now approved 10 of 16 applicants for a total of \$450K of the \$1M allocated.

HEALTH CARE

32. Dr. Gillian Barclay, GOED's Health Care Industry Specialist, has worked with the University of Nevada, Las Vegas and the National Science Foundation to plan and launch the Nevada Mobile Health (mHealth) Training Institute. The 2-day training institute is developed from the successful National Institutes of Health/National Science Foundation model to grow health technology research and development (R&D) and product commercialization. The inaugural training is planned for June 2019 and will focus on multidisciplinary faculty development in R&D and product commercialization for mHealth technologies. These digital technologies are foundational products for 21st century population health initiatives that include sports R&D. Four additional institutes are planned through December 2020 to grow and sustain in-state capacity and infrastructure for innovation and entrepreneurship within this component of the health economy.

33. Dr. Barclay has partnered with Las Vegas HEALS to plan and launch the inaugural symposium on Diversifying the Health Economy in Nevada: Expanding Beyond Clinical Delivery Services. The symposium is being held on March 7 and will feature Nevada-based businesses and Nevada expertise in health R&D. The symposium goals are to understand how health R&D will help grow and diversify Nevada's economy; highlight how strengthening health R&D will help to retain Nevada's new generation of healthcare professionals; highlight unique opportunities for R&D in Nevada.

34. Dr. Barclay has worked with Touro University, Valley Health System and the College of Southern Nevada to expand health simulation and pre-hospital care training to health care providers and emergency responders in rural Nevada. This work will include the use of autonomous systems and other technologies with the goals to reduce health care costs, improve health care access and health outcomes for Nevadans. General Electric Healthcare has partnered for this work, which will include opportunities for new health technology R&D to address the health needs of rural Nevadans.
35. Dr. Barclay has partnered with graduate medical education (GME) stakeholders and Las Vegas HEALS to develop a new multisectoral taskforce with the sole focus on physician retention to ensure a strong return on the state's investments in GME. This taskforce will be led by HEALS and will engage stakeholders throughout the state.
36. GOED, Las Vegas HEALS and GME Taskforce stakeholders will convene a Nevada-based GME informational meeting with the Accreditation Council for Graduate Medical Education (ACGME) in May 2019. This Council is responsible for accrediting graduate medical training programs (i.e., internships, residencies, and fellowships, and subspecialty residencies) for physicians in the United States. The goal is to obtain updated information on GME education, and to plan next steps for GME in the state for a high- quality physician workforce to benefit Nevadans.
37. Dr. Barclay was elected to the board of the Nevada Chapter of Health Occupations Students of America (Nevada HOSA) in March 2019.
38. Dr. Barclay will be honored in June 2019 with a "lifetime achievement award" from Hip Hop Public Health for her work to improve the health of youth around the globe.

RURAL / MINING

39. Mr. Joel Lenz, GOED's Mining Industry Specialist participated in Mining Day at the Legislature where he interacted with over eighty (80) mining industry personnel, legislators, legislative staff members, and DCNR staff. The day consisted of formal presentations, panel sessions, as well as opportunities for private conversations regarding topics germane to the mining industry.
40. Mr. Lenz discussed Waterton's Gemfield Project, in Esmeralda County, with principals and consultants for the Company. The Gemfield Project will require the relocation of a 2.5 mile stretch of Highway 95 adjacent to the mine near the town of Goldfield. Waterton was contacting GOED's mining specialist to enlist support for expected interaction with the Nevada Department of Transportation regarding the highway relocation project.
41. Mr. Lenz presented "The Results of a Study of on Precious Metals Toll Milling and Copper Concentrate Processing Opportunities in Nevada" to the Geological Society of Nevada at their meeting in Elko.
42. The Canadian think-tank, The Fraser Institute, named Nevada as the best jurisdiction in the world for mining investment in their 2018 annual survey. **Nevada moved up to first place in the 2018 survey from third place last year.** The twenty-one-year-old survey is a report card on governmental policy that either attracts mining investment or discourages it. Eighty-three (83) jurisdictions around the world are ranked, not only on geologic attractiveness, but also governmental policy. Last year, exploration investment in Nevada rose significantly to \$453 million.

KNOWLEDGE FUND

43. Data Analytics classes are now being offered at Truckee Meadows Community College (TMCC) with 250 free seats available in an effort supported by the WINN grant program. Karsten Heise, Director Strategic Programs, initiated the course development in Data Analytics and Data Visualization in partnership with TMCC. The online course platform is being developed by NCLab, a local Reno-based start-up. The initiative constitutes a component of GOED's Learn and Earn Advanced career Pathway (LEAP) framework for Advanced Information Communication Technologies (ICT). The courses will offer opportunities for obtaining introductory skills needed in the era of the Fourth Industrial Revolution and to increase digital literacy required for employment in a data and automation centric modern economy. Further extensions toward a full certificate are currently being worked on.
44. The Northern Nevada Work Based Learning Coalition made further progress. The initiative branded as "Career Bound NV" comprises strategic partners and stakeholders from Douglas and Washoe county as well as Carson City. Its vision is for *motivated students and committed employers contributing to a robust economy* and its mission is *connecting youth to meaningful career pathways while supporting schools and employers in developing workforce solutions for Nevada*. Karsten Heise, Director Strategic Programs, has been a driving member of the core steering team since inception. First projects are expected to launch in late summer with the beginning of the new school year.
45. Battle Born Growth Escalator, Nevada's state venture program funded by the federal State Small Business Credit Initiative (SSBCI), is currently in the process of completing its second full-exit. Portfolio company WiseBanyan is being acquired by New York Stock Exchange listed Axos Financial (NYSE: AX). All key employees will be transferring to the new organization. Las Vegas based WiseBanyan launched in 2013 and is the world's first free financial advisor.

FILM OFFICE

46. The status of the Nevada Film Office (NFO) Tax Incentive for Fiscal Year 2019 is summarized below:

Nevada Film Office Transferable Tax Credit for Film and Other Productions FY 2019 Funding													
Completed Hearings on Tax Applications													
Production Title	Total Budget	NV Direct Expenses	Out of State Payroll in NV	NV Resident Payroll	Total Payroll	Total Nevada	Total FTEs	NV FTEs	Approved Incentive	Actual Incentive Awarded	Amount Redeemed	Approved vs. Actual Difference	Status
Completed Productions													
												\$ -	
												\$ -	
												\$ -	
												\$ -	
In Progress Productions													
Downtown Vegas Reality Show	\$ 1,807,008	\$ 321,025	\$ 210,290	\$ 1,022,100	\$ 1,232,390	\$ 1,553,415	13.5	12.0	\$ 304,374				Application Received
Hell's Kitchen S19 & 20	\$ 36,103,617	\$ 4,306,075	\$ 2,491,003	\$ 4,957,129	\$ 7,448,132	\$ 11,754,207	40.4	22.7	\$ 2,276,111				Application Received
TOTAL	\$ 37,910,625	\$ 4,627,100	\$ 2,701,293	\$ 5,979,229	\$ 8,680,522	\$ 13,307,622	53.9	34.7	\$ 2,580,485	\$ -	\$ -		
									Total Incentives Available	\$ 15,460,804			
									Available for New Applications	\$ 12,880,319			

47. The 2019 production directory has been completed and is being distributed. The current directory has 313 listings including crew and vendors. The production directory is the yellow pages for the film industry offers opportunities for Nevada small businesses to work with productions filming in Nevada.
48. The film office will be attending the Association of Film Commissioners International week in early April. During the week the NFO will be connecting with production heads from several major studios to promote Nevada as a production destination. In addition, we will be working with other film commissioners to deal with matters affecting the industry and opportunities for Nevada.
49. In the month of February, the NFO website had 29,917 page visits, and continues to average almost 30,000 visits per month.
50. The NFO continues to work with rural RDA's to promote locations all around the state of Nevada and grow the number of locations in our locations database.

PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

51. Joan C. Rueben, Director of the Nevada Procurement Technical Assistance Center (PTAC), Procurement Outreach Program, served as an invited panelist on government contracting and subcontracting for a U.S. Small Business Administration (SBA) Emerging Leaders Program meeting on Nov. 7, 2018. The meeting was held at the SBA's Nevada District Office in Las Vegas, and five (5) SBA program participants were in attendance. The SBA program provides free entrepreneurship education and training for executives of small, poised-for-growth companies that are potential job creators.
52. The Nevada PTAC team members conducted in-person workshops at either Clark County Government Center or Washoe County Government Center. Topics included: successful government contracting (Nov.); doing business with the Nevada Department of Transportation (Dec.); doing business with the U.S. Bureau of Reclamation (Jan.); and doing business with the State of Nevada Purchasing Division (Feb.). An overall total of 86 organizational representatives attended the workshops, which are co-sponsored by the Nevada SBDC.
53. Nevada PTAC team members taught live training webinars for small business clients throughout the state. Topics included: resources for veteran-owned businesses in Nevada (Nov.-P. Gallaspie); developing a company's capability statement document for government contracting (Dec.-J. Rueben); harnessing business intelligence and market research for federal government contracting (Jan.-S. Yates); and advantages of small business certifications (Feb.-M. Neidigh). An overall total of 84 organizational representatives accessed the webinars, which are co-sponsored by the Nevada SBDC. The PTAC also arranged for a doing business with the U.S. Bureau of Land Management webinar that was accessed by seven (7) individuals.
54. The Nevada PTAC continues to contribute and add value at State of Nevada Department of Business & Industry-led meetings, such as the small business roundtable meetings (Jan.) and the small business resource partner marketing initiative meetings (Dec. and Feb.), that have been taking place at the Nevada Business Resource Center. The Nevada PTAC is appreciative of its statewide resource partners which continually refer small businesses to the PTAC to receive free one-on-one counseling and other services.

55. Joan C. Rueben, Director of the Nevada PTAC, served as an invited presenter on government contracting for a Clark County Small Business Opportunity Program (SBOP) meeting on February 21, 2019. The meeting was held at the Clark County Government Center, and thirteen (13) SBOP participants were in attendance. The SBOP is designed to help small business owners increase their capacity to compete for government contracts by allowing them to receive a combination of classroom training, mentoring, coaching, and professional relationship-building activities.
56. The Nevada PTAC continues to serve on the planning committee for the next annual Committed to Our Business Community event taking place on August 22, 2019, at the Las Vegas Convention Center. This is a free event for Nevada businesses. It provides a forum for them to market their goods, services, and capabilities to local, state, and federal government procurement professionals and fellow business attendees. Several hundred businesses typically attend the event.
57. With its event co-sponsor Carson Valley Chamber of Commerce, Nevada PTAC team members (Juan Manzano, Steve Yates, and Maggie Neidigh) helped to plan and execute a small business matchmaker event on February 27, 2019, at the Carson Valley Improvement Club Hall in Minden. About fifty (50) business representatives had the opportunity to meet with government and prime contractor procurement personnel, resource partners whose mission is to support small business, and fellow business attendees.
58. Nevada PTAC client, Titan Wire & Cable LLC, is based in Sparks and the company is involved in the sale and distribution of electrical and electronic equipment, including electrical wire, power and distribution equipment, and fiber optic material and components. Late last year, the business was awarded a contract by the U.S. Navy to supply electrical connectors, wires, breaker boxes, and labels. Based on the contract, the company maintained all of its full-time, part-time, and temporary positions.
59. Nevada PTAC client, Advanced Security Solutions Inc., based in Las Vegas is a veteran-owned small business providing telephone equipment and systems business services. Late last year, the company was awarded a contract by the 99th Contracting Squadron, Nellis Air Force Base, to install an intercom system. The contract allowed the business to retain two (2) full-time positions and create one (1) temporary position.
60. Nevada PTAC client, MNW Construction LLC, is based in Carson City and is a woman-owned small business, a certified service-disabled veteran-owned small business, and a certified Nevada Local Emerging Small Business. The company specializes in construction services. Late last year, the business was awarded a contract by the State of Nevada Public Works Division to provide Americans with Disabilities Act site upgrades to the Sierra Regional Center. Based on the contract, the company was able to retain seven (7) full-time positions.

WORKFORCE DEVELOPMENT (WINN)

61. Stacey Bostwick, Workforce Development Program Coordinator, GOED supported the launch of eight (8) WINN-funded programs representing an investment of \$3.3 million in workforce development opportunities in the Information Technology, Health and Mining industries in Nevada

62. Ms. Bostwick worked to advance the GOED-sponsored bill: **AB32 – Revises provisions governing workforce development.**
63. Ms. Bostwick held meetings to promote integration opportunities and WINN systems information sharing with: Nevada Department of Corrections, Western Governor's University, Jobs for the Future, Nevada Department of Employment, Training & Rehabilitation and several veteran interest groups including Hiring Our Heroes, Empower America, and the State Veterans Coordinator in Administration.

STAFF ANNOUCEMENTS

64. In November 2018, GOED welcomed **Ms. Sonia Joya as its new Deputy Director of the International Trade Division.** With over 20 years of executive level experience serving elected officials in federal and state government affairs, and as a former director and state director for congressional and U.S. Senate office, Ms. Joya managed teams of up to 200 government employees for targeted issues specific projects and exercises including census operations and Congressional District Director Training. Ms. Joya's responsibilities involved fundraising for Congressional and County School Board Races, grant management for Senate Homeland Security Grants, ethics liaison for U.S. Senate Office with Senate Ethics Committee. Ms. Joya worked closely with Small Business Administration, U.S. Department of Commerce, and other federal agencies in serving Nevada businesses through advocacy and representation. Ms. Joya serves on the government affairs boards of the Latin, Urban and Asian Chambers of Commerce and works closely with diverse groups in furthering business opportunities for all communities. Ms. Joya is a graduate of the University of Nevada Las Vegas with a Bachelor's Degree in Communications Theory.
65. **Keith Paul** was named GOED's **Communication Director** in January 2019 having more than 15 years of experience in strategic and crisis communications and media relations in Nevada. Keith has worked in public and media relations in the public and private sectors advocating for diverse organizations including law enforcement, elected officials, information technology departments and government entities. He also comes with more than 10 years' experience as a newspaper reporter. Keith earned his Master's Degree from University of Nevada, Las Vegas in Public Administration and Bachelor's Degree in Journalism from the University of Maryland.
66. In January 2019, GOED welcomed **Ms. Dijana Mitrovic** as its new **International Trade Division Assistant.** She has over 15 years of professional experience in government departments and international organizations. Dijana worked as a program manager and consultant for tax policy and leadership programs in Slovenia, building coalitions with over 40 governments, universities, and international organizations, supporting stronger public sector governance, capacity development in public financial management, and contributing to the economic growth programs in respective countries. She also worked for the finance ministry and customs agency in Serbia, leading bilateral, multilateral, and European Union projects, engaging in strategic planning, contracting, financing, and quality control of regional and economic development, institution building, strengthening human capital, and rural development operational

programs. Dijana holds a Bachelor's Degree in Japanese and also speaks Serbian / Croatian, Slovenian, and French.

67. In February 2019, GOED welcomed **Stacy Ewing** as its new **Business Development Assistant**. Stacy has over 20 years professional experience in the public and private sectors, including 15 years legal experience in oil and gas law, easements and access, probates, estate planning, business law, real estate law including eminent domain, condemnation, and adverse possession, and civil litigation. Stacy also worked for the City of Cape Coral (Florida) as an Administrative Assistant for the Public Works Department where she coordinated with City's Finance Department, Auditing Department, Clerk's Office, Council Offices, Emergency Operations Center, and FEMA representatives on various projects. Stacy holds an Associate's Degree in Paralegal Studies and is currently working on her Bachelor's Degree in Business Management.