

To: GOED Board Members

From: Kristopher Sanchez

Date: June 27, 2019

Subject: Director's Report

INTERNATIONAL TRADE

- GOEDID hosted a historic visit to Reno by the President of the Republic of Poland, marking the first visit to the Silver State by a President from the European Union and showcasing the depth and breadth of the economic relationship and cooperative effort between Nevada and Poland.
- GOEDID's strong support for Nevada student's entrepreneurship continues. Under a grant won by GOED, UNR College of Business and Warsaw School of Economics from Polish Agency of Academic Exchanges four student startups from Reno, competitively selected in partnership with Ozmen Center of Entrepreneurship, will visit Warsaw in October 2019 for the mentoring and market-access program fully funded by the Polish side. In addition, a Nevada Day is planned in Warsaw coinciding with Nevada-Poland Entrepreneurship and Economic Development Symposium in October and GOED Trade Mission.
- GOEDID concluded negotiations and signed the agreement with the Mazovia Region to prepare a joint acceleration program in Nevada for the most innovative companies from Poland. The competitive process of company selection will take place in July in Warsaw and announcement of the winners is planned for September 2019. In November, the first cohort of Mazowieckie companies will take part in a week-long immersion program in Northern and Southern Nevada. In addition to the above, the extension of Nevada-Lubelskie Acceleration Bridge for the years 2019/2010 has been secured and the Letter of Intent on the new cohorts of companies coming to settle in Nevada was signed between GOED and Lubelskie Marshal Office on June 15 during the Polish President visit to Reno.
- The first ever Nevada Global Summit, which took place on June 17 in Reno, gathered numerous Nevada Global partners from the Silver State and internationally. Special delegation to the Summit were sent by Japan, Poland and Turkey. The goal was to strengthen Nevada's bilateral and multilateral collaboration with other countries and regions, as well as to support Nevada-based business support and academic institutions.
- As part of the GOED-UNR-Warsaw School of Economics (SGH) collaboration on an entrepreneurial development program funded by a university grant, Drs. Grace Chou, Director of Manufacturing and Technology, and Pawel Pietrasienski, Director of Special Projects, participated as mentors to a startup bootcamp held at the SGH May 30-June 3. Dr. Chou also served as a judge to the startup pitch competition.

Two of the winning startups will come to Nevada for an acceleration program in 2020 funded by a Polish grant.

- In an effort to expand upon the Memorandum of Understanding between Nevada and Alberta, Canada, Dan Langford, Director of Innovation, travelled to Edmonton to develop an initiative with the Alberta Center for Advanced MNT Products (ACAMP). The initiative aims to replicate the impact of ACAMP in Nevada and provide product engineering services to the local industry and entrepreneurial community. The initiative intends to grow a local team with expertise in product engineering and in turn support a local ecosystem in advanced product development.

ECONOMIC DEVELOPMENT

- On May 3, GOED staff participated in an all-day review of the recent statewide economic development assessment, "A New Economic Agenda for Nevada", prepared by SRI International. On hand to provide an overview of the report and lead workgroup sessions was Dr. Roland Stephen, Director of SRI International. The purpose of the event was educating staff and to lay the groundwork for developing GOED's new Strategic State Plan.
- Bob Potts, Deputy Director, recently joined other members of the University of Nevada's Cooperative Extension Advisory Council 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.
- Mr. Potts, as GOED's designated representative on the State Apprenticeship Council, joined other Council members in welcoming Craig von Collenberg as the new Executive Director of OWINN. OWINN is the lead agency for Nevada's Registered Apprenticeship programs and the Council serves to administer state apprenticeship laws and regulations.
- Bob Potts supported the Western Nevada Development District (WNDD) by making the opening presentation at an all-day Comprehensive Economic Development Strategy (CEDS) workshop in Fallon. The purpose of the presentation was to set the context for training and to help attendees understand the eight-county regional economy. Attending the conference was a strong showing of city and county officials looking for guidance in completing their CEDS in the pursuit of Federal Economic Development Agency grant funding.
- In collaboration with Rainmaking.io, Mr. Langford hosted the first partner meeting for the Fleetworks Industry Accelerator. Fleetworks is an initiative that aims to source, accelerate, and validate solutions in future fleet management and operations. Partners range from Tier 1 automotive suppliers and global transit operators through to Southern Nevada's Regional Transportation Commission and Department of Transportation.

AUTONOMOUS SYSTEMS

- The Nevada Institute for Autonomous Systems (NIAS), which manages the FAA-designated Nevada UAS Test Site, with over 30 Nevada-based partners executed the first iteration / trials of the TCL in downtown City of Reno by successfully completing the largest drone demonstration and media demonstration to date with CNBC. No major incidents or accidents took place and Senior NASA and FAA officials attended to witness the first large scale drone operation in a large metropolitan city in the U.S. With the direct help of the Nevada Congressional Delegation in DC, NIAS and the Nevada UAS Test Site received the first beyond visual line of sight Part 107 Airspace Waiver to fly large scale drone operations in a downtown urban environment. This is a first globally. NIAS executes the main demonstration with NASA the week of June 17 to July 2. This NASA operation has global visibility and promises to advance Nevada in the global technology race.
- NIAS launched the FAA UPP the past several months completing several collaboration simulation iterations and integrating over 30 Nevada partners into this historic program. The start of this operation begins downtown City of Reno on 1 July and completes this program the week of July 22, 2019. This FAA operation has global visibility and promises to advance Nevada in the global technology race. This is the first operation that NASA operationally hands off the UAS Traffic Management System to the FAA for safely integrating drones into the commercial airspace system.
- Nevada Resort Corridor Drone Protection Airspace proposal to mitigate drones into the commercial airspace system. NIAS completed the proposal to protect the resort corridor both in southern and northern Nevada. This proposal incorporates detect and avoid (radar), remote identification, and drone detection and surveillance systems to mitigate the drone incursions into the commercial air traffic system. NIAS rolls out this concept in June-July 2019.

RURAL / MINING

- The National Minerals Information Center released the 2018 mineral production statistics in early May. Once again, Nevada ranked first in the United States in non-fuel mineral production. Minerals produced in the State were valued at \$7.9 billion in 2018. Nevada ranked #1 in gold, barite, and lithium; #2 in silver; and #3 in copper in the United States.
- Barrick and Newmont expect to close on their joint venture combining their mining properties in Nevada by the end of June. The joint venture, named Nevada Gold Mines, will be the largest gold mining complex in the world and the third largest gold mining company. As part of the restructuring, 70 employees of Newmont and Barrick were severed from employment in late May, mainly from the regional headquarters in Elko. Ultimately, the joint venture should capture cost synergies driving operating costs down and extending mine life in Nevada.
- Mineral exploration spending for 2018 in Nevada was recently released. In 2018, expenditures exceeded \$460 million, a 31% year-over-year increase. Exploration is considered the mining industry's research and development. The increase was a reversal of a five-year downward trend. This positive development in exploration in Nevada is reflective of Nevada's #1 rank by the Frazer Institute for geological attractiveness

- With more productions looking online for solutions, providing comprehensive assistance via our website is of high importance. Converting web content from written to visual audio is a priority to more effectively disseminate information. The NFO has produced a series of explainer videos to speed up the distribution of information and answer most commonly asked questions. See our videos here: <https://nevadafilm.com/video-resource-library/>

PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

- The Nevada PTAC team members conducted in-person workshops at the Clark County Government Center and Washoe County Government Center. Topics included: doing business with Nellis Air Force Base (AFB) and Creech AFB; doing business with the U.S. General Services Administration; and a government contracting panel discussion. Numerous organizational representatives attended the workshops, which are co-sponsored by the Nevada SBDC.
- Nevada PTAC team members taught live training webinars for small business clients throughout the state. Topics included: resources for veteran-owned businesses in Nevada; preparing federal government proposals; and pursuing federal government small business innovation research contract opportunities. Organizational representatives accessed the webinars, which are co-sponsored by the Nevada SBDC.
- Joan C. Rueben, Director of Nevada PTAC, received a Woman of Distinction Award at the National Association of Women Business Owners Southern Nevada annual awards luncheon held on May 7, 2019 at the Conference Center of Las Vegas. The award recognized professional efforts in helping Science, Technology, Engineering, and Mathematics (STEM)-related small businesses owned by women, and volunteer efforts as a STEM advocate for youth in the community.
- The Nevada PTAC received a Statewide Nevada Entrepreneurial Spirit Award at the U.S. Small Business Administration Nevada District Office's annual awards function held on May 10, 2019 at the Westgate Hotel in Las Vegas. The award recognized the PTAC's efforts in helping Nevada's small businesses pursue government contracting and subcontracting opportunities.
- The Nevada PTAC team plans to execute a small business matchmaker event on Jun. 27, 2019 at the Depoali Middle School in Reno. Business representatives will have the opportunity to meet with government and prime contractor procurement personnel, resource partners whose mission is to support small business, and fellow business attendees.

WORKFORCE DEVELOPMENT (WINN)

- Stacey Bostwick, Workforce Development Program Coordinator, GOED supported 17 programs in Advanced Manufacturing, Information Technology, Mining and Health. Through March 31, 2019, over 1200 Nevadans have accessed training through WINN-funded initiatives.
- Ms. Bostwick initiated close out of 17 existing WINN funded projects funded at \$8.3million that are ending this biennium on June 30, 2019.

STAFF ANNOUNCEMENTS

- Bob Potts accepted the position of Deputy Director in the Carson City office in April.
- Mariah Heriman was promoted to Business Development Coordinator in the Las Vegas office in May.
- Melanie Sheldon, of the Las Vegas office, was named the Director of Business Development in June.
- Tatjana Vukovic joined GOED as the Business Development Manager in the Carson City office in June. Ms. Vukovic worked for the Nevada Department of Agriculture as an Information and Education Officer for four years, where she provided the agency with economic data, statistics and analysis, and was responsible for the production of the annual economic impact report on agriculture in Nevada. She also worked as an Incentives and Research Analyst for the Nevada Commission on Economic Development, she was assisting regional developing authorities in their operations, as well as businesses moving to or expanding in Nevada. Prior to joining the State of Nevada, she worked in the private sector as a Financial Analyst performing complex investment analysis for clients. Ms. Vukovic earned her Master of Science degree in Economics from the University of Nevada, Reno.
- Chelsea Walburg joined GOED as the Research Manager in the Carson City office in June. For four years, Ms. Walburg worked as an Economist at the Research and Analysis Bureau within the Department of Employment, Training, and Rehabilitation. During the second half of her employment with the Bureau, she supervised the Quarterly Census of Employment and Wages unit. Ms. Walburg has a Bachelor of Arts degree in Economics from the University of Nevada, Reno. Additionally, in December of last year, she obtained her Master of Business Administration degree with a concentration in Leadership and Strategy from Western Governor's University.
- Stephen Sifuentes joined GOED as the Government & Public Affairs Manager in the Las Vegas office in May. Mr. Sifuentes originally began at GOED in 2012 on the international division team organizing, executing, and participating in the first Nevada trade mission to China and Seoul, Korea. After a year at GOED, Mr. Sifuentes left the agency to work for a United States Senator where he monitored, researched, and analyzed legislative initiatives associated with the Small Business Administration, Department of Education, and the Department of Interior. After four years of federal experience, Mr. Sifuentes worked in the private sector developing and implementing campaign strategy which consisted of budget, public relations, media, and political operations. Mr. Sifuentes obtained his bachelor's from UNLV in Political Science.