

To: GOED Board Members  
From: Director Michael Brown  
Date: March 17, 2020  
Subject: Director's Report



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## INTERNATIONAL TRADE

- During the CES trade show in Las Vegas, International Trade Division discussed investment, partnership and collaboration projects with numerous foreign government, diplomatic and business delegations, including Japan (Japan External Trade Organization- JETRO, J-start up, Ministry of Economy of Japan, NTT Data Services), Slovenia (companies brought by the U.S. Embassy in Slovenia), Korea (Seoul National University, Seoul Smart City, Seoul Institute of Technology), India (India start-ups and US-India Strategic Partnership Forum), Italy (Ministry of Innovation, Consulate General of Italy, Embassy of Italy to US), France (French Ministry of Tourism, tech start-ups).
- GOED International Division (ID) met with the WEtech Alliance (Canada), which focuses on building regional technology communities that foster entrepreneurship, innovation and collaboration in Windsor-Essex and Chatham-Kent, to discuss potential collaborations in the realm of Smart City planning, promotion of Nevada's small businesses, and investment opportunities.
- In collaboration with the U.S. Small Business Administration (SBA) – Nevada District Office, GOED-ID conducted a webinar to attract Nevada small businesses to apply for global market expansion under the State Trade Expansion Program (STEP).
- In January 2020, 36 Nevada small businesses were awarded with U.S. SBA STEP grant funding for their export promotion activities, to attend international trade shows, export training, state-led trade missions and participate in international sales trips.
- In January the U.S. Department of Commerce for the first-time approved Nevada for the highest profile U.S. event to connect global companies and U.S. economic development organizations to facilitate business investment in the United States. SelectUSA Investment Spinoff that incorporates Nevada Global Smart Tech Summit will be held on June 4-5 in Vegas. GOED is partnering with UNLV – Office of Economic Development, Caesars Entertainment, LVGEA, Vegas Chamber, and other Nevada Global partners to host the SelectUSA event.
- GOED-ID is preparing the application package for SBA STEP 9 (FY 2020) award for the project period 09/30/2020 – 09/29/2022. The funds will be used for the eligible small business concerns in Nevada seeking to expand or enter into foreign markets. Currently GOED administers STEP 7 & 8 grant projects.
- GOED-ID has prepared a trade & education mission to Europe (Croatia, Czech Republic, Poland and Slovenia), conducted from February 28 to March 13. Nine Nevada small businesses joined the mission under the STEP

grant. University of Nevada Reno, including College of Business, Nevada Center for Applied Research and Ozmen Center for Entrepreneurship took part in the academic track of the mission.

- GOED-ID hosted a Nevada Global Immersion Program under the umbrella of Nevada Lubelskie Acceleration Bridge (NLAB) in the period of January 19 – February 2 for 11 prospect companies from Poland, looking to relocate or expand in Nevada.

## ECONOMIC DEVELOPMENT

- At Christmas of 2019, GOED staff sponsored two families for Christmas through the Ron Wood Family Resource Center. GOED staff had the privilege to drop off six boxes full of gifts and \$160 in cash to split between the two families.
- On December 17, 2019 Mr. Bob Potts, GOED's Deputy Director, joined members of Nevada's Lifeworks team and Cabinet level members from GOED, OWINN, DETR, OSIT, NDE and NSHE to keep the economic and workforce development initiative moving forward. This cross-agency effort and structure has, in part, set the tone in current efforts by the Subcabinet Working Groups in developing priorities and goals in attaining Governor Sisolak's Vision for the state.
- On January 13, 2020 Director Brown and Mr. Potts met with the Governor and Governor's Staff to provide an economic briefing. Topics discussed included a contextual overview of job growth over the past 10 years, diversification and structural changes within the growth, and subsequent workforce and education demands. This information will be used to provide context and priorities in the forthcoming State Plan.
- On January 15, 2020 GOED leadership met with SRI, Brookings, and Mr. Mike Grella with Grella Strategies at UNLV to kick off the planning process for GOED's forthcoming State Plan. Much of the conversation revolved around the SRI Assessment prepared for GOED in 2018 and elements to be included in the plan. The timeline for completion is the June Board Meeting.
- On January 16, 2020 at the Governor's Cabinet Meeting the Governor's Chief of Staff, Ms. Michelle White, presented their approach to governance and the plan to realize the Governor's Vision of having a Child and Family Centered Government. To realize that Vision a framework was outlined with six Subcabinet Working Groups that will be tasked with developing specific priorities, goals and strategies aimed at effectively improving outcomes for Nevada's children and families. GOED staff will play a key role in this process as Director Brown leads, and Ms. Stacey Bostwick, GOED's Workforce Development Program Coordinator staffs, the Expanding Economic Opportunity & Growing a Skilled Workforce Working Group, and Mr. Potts and Ms. Chelsea Walburg, GOED's Research Manager, support all groups by taking the lead on providing data and information on the newly formed Economic Advisory Council.
- On February 5, 2020 GOED hosted a Regional Development Authority (RDA) retreat in the Guinn Room of the Capital Building. The purpose of the meeting was twofold: First, to provide background of the vision, mission and goals for plan development; to build on the 2018 SRI Assessment; and to provide insight and input from Brookings Mountain West and Grella Strategies. Secondly each of the seven RDAs provided their top three challenges and priorities after which there was a roundtable discussion to synthesize and summarize the inputs for the next stage of GOED's State Plan development.

RURAL / MINING

**CDBG:**

- HUD announced Nevada CDBG allocation amount for 2020: a 4.5% increase over last year.

FY2020 Allocations - Nevada					
	CDBG20	RHP20	HOME20	ESG20	HOPWA20
Clark County	\$8,043,928	\$0	\$3,957,858	\$676,571	\$0
Las Vegas	\$5,239,630	\$0	\$2,255,102	\$445,898	\$1,929,464
Nevada Non-entitlement	\$3,488,537	\$847,000	\$3,000,000	\$478,132	\$416,146
Reno	\$2,158,311	\$0	\$1,409,391	\$194,424	\$0
North Las Vegas	\$1,890,660	\$0	\$0	\$168,406	\$0
Henderson	\$1,477,113	\$0	\$693,948	\$0	\$0
Sparks	\$684,439	\$0	\$0	\$0	\$0

- Nevada will receive \$847,000 for the Recovery Housing Program. Twenty-five states received this funding and HUD will provide additional guidance by August 2020. The Pilot Program to Help Individuals in Recovery from a Substance Use Disorder Become Stably Housed (Recovery Housing Program - RHP), was authorized under Section 8071 of the Support for Patients and Communities (SUPPORT) Act (Public Law 115-271). The Recovery Housing Program (RHP) allows states and the District of Columbia to provide stable, transitional housing for individuals in recovery from a substance-use disorder. The funding covers a period of not more than two years or until the individual secures permanent housing, whichever is earlier. On December 20, 2019, President Trump signed the Further Consolidated Appropriations Act of 2020 (Public Law 116-94), which allocated FY 2020 funding for the Recovery Housing Program.
- 2020 CDBG grant applications total request for CDBG funds is \$2,782,036. Leveraged funds total \$399,928, for total project costs of \$3,121,964. The CDBG Advisory Committee meeting is scheduled March 26, 2020.
- HUD Consolidated Plan 2020 – 2024 and Analysis of Impediments to Fair Housing Choice is due May 15, 2020. The CDBG Program Administrator is leading coordination of the plan with program staff from HOME, HOPWA, and ESG. The third public meeting is scheduled for March 24th. There have been 804 responses to the Housing and Community Development Surveys and 397 to the Fair Housing Surveys as of March 2020.
- Dr. Jean Barrette, GOED's CDBG Program Administrator attended the annual Program Manager meeting of Council of State Community Development Agencies (COSCEA) in Washington DC, February 23-26, 2020.

**Main Street:**

- Nevada Main Street facilitated a work plan session for the board in Tonopah.
- Presentations to Fallon and Winnemucca Main Street programs.
- Announced Main Street Now Scholarship grant and Revitalization grant. Sixteen scholarships were awarded to Main Street communities. Applications for the Revitalization grant will be announced in April.
- Ely Transformation Strategy workshop, March 4-5, 2020 Administrator for Outdoor Recreation will be attending.

- Training for Main Street Executive Directors, March 3, 2020 in Carson City.

**Regional Development Authorities:**

- The Northeastern Nevada Regional Development Authority (NNRDA) Comprehensive Economic Development Strategy (CEDS) draft is expected in March 2020. Faculty from the College of Business, at the University of Nevada, Reno, have been working with representatives from NNRDA on the development of a new five-year CEDS for the region.
- USDA is drafting the White Pine CEDS with support from GOED. The draft White Pine CEDS is expected in March 2020 and will be included in the regional CEDS for NNRDA.
- GOED Staff is participating in the WNDD CEDS rewrite process. This process includes involvement from the Department of Emergency Management to address Economic Resiliency.

**SSBCI:**

**Nevada Opportunity Fund Quarterly Report (December 31,2019):**

Current fund balance:

- Used: \$590,843.41
- Unused: \$409,156.59
- Total: \$1,000,000

Principal repayments/Funds returned for relending: \$54,027.01

Loans over 30 days delinquent:

- Tri-X Pest Management LLC: 58 Days in the amount of \$1,282.05
- Bite Rite Inc: 63 Days in the amount of \$4,779.99
- 1st Legacy LLC: 92 Days in the amount of \$2,389.95

Businesses by sector (Total to date):

- Manufacturing – 3
- Wholesale – 2
- Services – 11
- Retail – 4

Locations (Total to date):

- Las Vegas – 17
- Reno – 1
- Rural – 1

- The portfolio is performing with 12 loans paying as agreed and seven slow paying loans. The 30-day late notice template has been approved by loan committee and letters have been issued accordingly. Three loans have gone 60+ days past due. One loan is 90+ days past due.
- GOED staff is working with Bank of Nevada to transfer funds back to the State. This requires changes to the MOU and establishing procedures for loan administration.

**Collateral Support Program (as of March 2, 2020):**

GOED and Valley Bank of Nevada closed no loans.

**Mining:**

- GOED staff met with Executive Director of Nevada Mining Association and Thunder Bay Community Economic Development Commission to discuss potential supply and service, and mining opportunities between Ontario Canada and Nevada.
- GOED staff met with Nevada Division of Mineral Administrator to discuss rare earth mineral processing. Administrator advised Clark County as a location since the only US rare earth mine is near Las Vegas in San Bernardino County, California. The opportunity is to attract high tech mineral processing, magnet manufacturing, to Nevada. The downstream businesses are high tech and high wage. The U.S. Army plans to fund construction of rare earths processing facilities, part of an urgent push by Washington to secure domestic supply of the minerals used to make military weapons and electronics.
- GOED staff met with a manager from the Gemfield Mine Project to discuss community development in Goldfield.

**Miscellaneous:**

- GOED staff attended the Washoe Tribe partner meeting on a USDA Rural Economic Development Innovation (REDI) grant.
- GOED is leading a rural pitch day contest at Great Basin College in Elko on May 8 to coincide with small business week. This effort is a partnership with StartupNV, Great Basin College, the Audacity Fund, SBDC, UNR, Nevada Cooperative Extension, USDA, Business and Industry, EDAWN, and NNRDA. Partners are holding educational sessions leading up to Pitch Day on May 8, 2020. The first educational session was a Grow with Google event at the Innovation Center in Reno on February 12, 2020.

**KNOWLEDGE FUND / BATTLE BORN GROWTH ESCALATOR**

- Nevada's state venture program through the federal State Small Business Credit Initiative (SSBCI) Battle Born Growth Escalator is completing the final tranche of its investment in Las Vegas- based portfolio company CircleIn. The company developed a student-to-student tutoring app that allows students to study with one another, and to tutor one another, winning rewards in the process.
- Battle Born also completed an investment in Taber Innovations. Taber Innovations is a Las Vegas- based company that has developed a technology suite that enables real time information to be captured and analyzed from a fire scene, so enhancing fire fighter safety. Its advantage is that it allows monitoring of fire fighter condition (such as 3-dimensional location and several medical vital signs), this is currently done verbally via radio.
- Battle Born's third investment during the reporting period constitutes Grrrl, which is a Las Vegas-based athleisure company that focuses on size-free clothing and targets niche women's sports such as MMA and Highland Games. Its philosophy is centered around women's empowerment, with an emphasis on fitness at any size. Co-founded by a husband and wife team, the brand is fronted by professional athlete as well as professional athlete brand ambassadors. The team relocated to Las Vegas in 2019, ahead of investment by Battle Born.

- Mr. Karsten Heise, GOED's Director of Strategic Programs, originated and worked with the University of Nevada Reno to finalize a Knowledge Fund project developing robotics technology application for the construction sector collaborating with industry. The project is building upon an existing Knowledge Fund project for developing mining inspection robotics technologies, which also obtained a \$4M DARPA grant thereby substantially leveraging Knowledge Fund dollars. The construction robotics project commenced in early February.

#### PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

- Per its cooperative agreement with the Department of Defense (DoD)/Defense Logistics Agency (DLA), the Nevada Procurement Technical Assistance Center (PTAC), Procurement Outreach Program (POP) reported on performance metrics, on a cumulative basis, that include, but are not limited to, the aggregate total of active clients' government-related contracts and subcontracts and the overall total of outreach-related events. The following metrics were provided to federal and state personnel for the period Aug. 1, 2019 – Dec. 31, 2019: (a) \$95,181,000 approximate total of active clients' contract awards with local, state, and federal government agencies and subcontract awards with government prime contractors, and (b) participation in 22 outreach events. According to the DoD/DLA, which helps to fund the Nevada PTAC with federal dollars to ensure complete alignment with GOED in helping for-profit businesses, especially the small businesses, pursue government-related procurements, DLA shared that \$47,060 is the equivalent of one (1) job. Therefore, the \$95,181,000 amount is the equivalent of about 2,023 jobs.
- For the period from Aug. 1, 2019 – Feb. 29, 2020, a total of about 143 business representatives attended in-person workshops in Las Vegas and Reno and remotely accessed statewide webinars that were conducted in real-time. These government contracting-related workshops and webinars are part of an educational series co-sponsored by the Nevada PTAC and the Nevada Small Business Development Center. Regarding the workshops, business attendees are encouraged to network with and market their goods and/or services to fellow businesses.
- For the period from Aug. 1, 2019 – Feb. 29, 2020, the Nevada PTAC participated in a combined total of 29 of its own and in resource partners' outreach-related functions or meetings. Some of the resource partners (and their respective clientele) the Nevada PTAC helped to serve were as follows: the U.S. Small Business Administration, the U.S. Department of Housing and Urban Development, Clark County Purchasing & Contracts, the Women's Chamber of Commerce of Nevada, the Nevada Contractors Association, and the College of Southern Nevada (a classroom of small business owners). The Nevada PTAC also hosted a public outreach table at the Nevada Department of Veterans Service's Women Veterans Conference in Las Vegas, and at the Nevada Economic Development Conference in Henderson.
- The Nevada PTAC is on the planning committee for and will support the State of Nevada Department of Business & Industry (B&I) with a May 7, 2020 Nevada Small Business Resource Fair in Las Vegas. The event will be taking place at the Sahara West Library. The fair will benefit Nevada small businesses looking to start or grow their companies.
- The Nevada PTAC is on the planning committee for and will support the government agency and private sector committee stakeholders with the annual Aug. 27, 2020 Committed To Our Business Community (CTOBC) Event in Las Vegas. The function, which benefits Nevada small businesses looking to start or grow their companies, will be taking place at the Las Vegas Convention Center.

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- The Nevada PTAC is preparing to host an upcoming small business matchmaker event in Reno. The function is being planned for June 2020, and will connect businesses with government agencies, government prime contractors, and small business resource partners to the Nevada PTAC. The companies will also be able to connect with and market their goods and/or services to fellow businesses they meet.

NEVADA FILM OFFICE (NFO)

- Calendar year to date, 1/1/20-2/29/20 over the same period last year, traffic at the Nevada Film Office (NFO) website at www.nevadafilm.com has gone up 11.95% (61,587 to 68,949 total pageviews) and does a simple average of 34.4k pageviews per month with the Directory and Filming Locations being the most visited pages of the site other than the homepage.
- The NFO continues to publish a series of video podcasts with local producers, governmental agencies, and professionals in the film industry in Nevada. The podcasts can be viewed or listened to our website, youtube, soundcloud, and can be found through all social media channels. The podcasts serve to inform and educate the community regarding issues around the industry in Nevada.
- The NFO is working with Fox Network on a series featuring Las Vegas.
- The NFO is currently working with HBO Max on a pilot episode for a new series which will predominantly feature Las Vegas.
- The NFO is working on a proposal to build needed infrastructure in Las Vegas to facilitate content creation and develop much need studio space that is currently lacking in our market.
- The Nevada Production Directory (NPD) has been completed and is available for 2020 featuring the Nevada Vendors and Crew Members that make up the Nevada Film Community and is a yellow pages for the industry in Nevada
- As of March 5, 2020, the status of the Nevada Film Tax Incentive is summarized below:

Nevada Film Office										
Transferable Tax Credit for Film and Other Productions										
All 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	Status
<b>In Progress Productions</b>										
Who Wants to be a Millionaire - Season 17	\$ 9,727,053	\$ 2,701,127	\$ 4,348,747	\$ 869,208	\$ 5,217,955	\$ 6,162,648	38.0	12.6	\$ 1,154,760	Audit in Process
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 Approved
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 Approved
Christmas Reservations	\$ 1,514,463	\$ 240,926	\$ 772,466	\$ 229,062	\$ 1,001,528	\$ 1,242,454	4.2	3.0	\$ 204,682	Application Approved
Untitled Bleacher Report	\$ 4,849,456	\$ 928,735	\$ -	\$ 2,777,227	\$ 2,777,227	\$ 3,575,429	18.0	18.0	\$ 715,212	Application Approved
Catch 21 Reboot - Cycle 1	\$ 3,273,108	\$ 1,350,572	\$ 564,489	\$ 462,308	\$ 1,026,797	\$ 2,377,369	5.4	3.8	\$ 458,539	Application Approved
Chef Jackpot	\$ 2,806,822	\$ 969,153	\$ 183,694	\$ 764,467	\$ 948,161	\$ 1,917,314	8.4	4.3	\$ 377,952	Application Approved
Get A Clue	\$ 3,257,237	\$ 1,310,352	\$ 368,905	\$ 663,953	\$ 1,032,858	\$ 2,343,210	7.7	5.5	\$ 457,575	Application Approved
Live with Kelly and Ryan Las Vegas	\$ 2,259,617	\$ 691,030	\$ 1,039,015	\$ 177,450	\$ 1,216,465	\$ 1,907,495	2.1	1.0	\$ 350,329	Application Approved
Divorzio a Las Vegas	\$ 2,087,507	\$ 458,461	\$ 432,739	\$ 546,627	\$ 979,366	\$ 1,437,827	6.6	5.2	\$ 274,583	
<b>TOTAL</b>	<b>\$ 67,685,888</b>	<b>\$13,277,456</b>	<b>\$10,411,348</b>	<b>\$12,469,531</b>	<b>\$22,880,879</b>	<b>\$ 34,271,368</b>	<b>144.3</b>	<b>88.1</b>	<b>\$ 6,574,117</b>	
									<b>Total Incentives Available</b>	<b>\$40,000,000</b>
									<b>Completed Productions Incentives Awarded</b>	<b>\$12,001,374</b>
									<b>In Progress Production</b>	<b>\$ 6,574,117</b>
									<b>Amount Available for Applications</b>	<b>\$21,424,509</b>

## HEALTHCARE INDUSTRY

- Mr. Vance Farrow, GOED's Health Industry Specialist, attended a FEMA certification training on Community Planning for Economic Recovery. This training assessed state-wide guidelines for disaster readiness and inter-agency plan development in the event of unforeseen events that could threaten the state. As an outcome of the training, ongoing readiness assessments are being undertaken to address plan development, involving targeted service delivery organizations, businesses and agencies to determine alternative strategies to assist in both incident and economic recovery.
- Mr. Farrow was nominated and has subsequently accepted to chair the Nevada Partners '**Promise Neighborhood Healthy Children, Families & Communities**' Pillar addressing the development of systemic solutions; positive trends in health indicators, social development programs, economic investment in education, public policy and decision-making and the expansion of access to quality healthcare. This is a multi-dimensional, multi-stakeholder initiative via the US Dept. of Education to break the cycle of generational poverty by wrapping children in a seamless pipeline of health, social, and educational supports from birth through college and career.
- Mr. Farrow is also working with the Department of Public and Behavioral Health and HEAL05, a Nevada-based health informatics company, to create a pilot program throughout Nevada to address opioid consumption, patient education and understanding as well as provider education. This pilot will expand on AB474 and provide additional oversight for the state and a reimbursement model for providers.

## WORKFORCE DEVELOPMENT

- Ms. Stacey Bostwick, GOED's Workforce Development Program Coordinator was appointed to the State Apprenticeship Council in February 2020.
- Ms. Bostwick presented at NDVS Women's Veteran Conference to share GOED opportunities and priorities (PTAC hosted outreach vendor table).
- GOED is chairing the Governor's Subcabinet Working Group for "Expanding Economic Opportunity and Growing a Skilled Workforce".
- Mr. Greg Bortolin, GOED's Director of Communications attended a recent TMCC Tesla partnership graduation resulting from WINN investment.

## CROSS AGENCY

- On January 21, 2020, all GOED Staff attended an Ethics 101 Overview and Q&A session. This was presented by Yvonne M. Nevarez-Goodson, Esq., Executive Director, Nevada Commission on Ethics. Topics covered included ethics law statutes, private interests, prohibited conduct, voting and abstention, disclosure, safe harbor provisions, immunity, and useful resources.

## STAFF ANNOUNCEMENTS

- In January 2020, Mr. Bortolin joined GOED as Director of Communications. Prior to joining GOED, Mr. Bortolin served as the Public Information Officer at the Nevada Department of Education, where he helped to develop the Nevada Ready brand. Mr. Bortolin teamed with a webmaster to implement a social media strategy and handled all communications duties for the department. Mr. Bortolin is based in the Carson City office.

- In February 2020, Ms. Susan Skaggs joined GOED as Executive Assistant to Director Brown. Prior to joining GOED Ms. Skaggs served as the National Director of Sales for Medallic Art Company, the largest privately held mint in the United States, and the Business Development Manager for Medalcraft Mint. Ms. Skaggs is based in the Las Vegas office.