

To: GOED Board Members
From: Director Michael Brown
Date: December 2, 2021
Subject: Director's Report



ECONOMIC DEVELOPMENT

Regional Development Authority Video Conference Calls

- GOED continues to lead regular video conference calls with our Regional Development Authority (RDA) partners. These calls have been an important messaging tool for GOED in coordinating the state's economic development ecosystem in addressing both the health and economic situation associated with the COVID pandemic. More recently they have focused on supporting the Governor's office in managing the pandemic, the distribution of ARP dollars, addressing affordable housing, and economic and workforce development.

Economic Advisory Council Calls

- GOED continues to lead bi-weekly calls with the Governor's Economic Advisory Council. The Advisory Council serves to support the Governor's Office and other state agencies in providing economic research and analysis, and regular updates on current and projected economic conditions. After each call a summary one-page with updated forecasts is provided to the Governor's Office and is used to brief state leadership. A recent example of this one-page summary is included at the end of this report.

Other Northern GOED Office Activities, Projects, and Community Engagement

- Participating in the UNR Center for Economic Development Annual Meeting
- Providing Economic Briefings to the Governor's Office
- Presenting at and participating in the United Arab Emirates Inbound Trade Mission
- Engaging with DETR and GOWINN on regular workforce development strategy sessions
- Presenting at the Northern Nevada Development Authority Annual Roundup
- Represented the agency with updates at the Nevada US-95 I-80 Futures in Winnemucca
- Discussed economic development priorities at *The Future of Work in Nevada* event in collaboration with NSHE and Federal Reserve Bank of San Francisco
- Participated on the "Ask the Experts" panel at the LVGEA Vista event
- Aided the 988 Suicide Hotline SWAT team with analysis and providing data

- Provided data and support for the UNR Nevada Economic Assessment Project (NEAP)
- Presented and supported data and materials for EDAWN's Workforce Consortium efforts
- Co-taught the Basic Labor Market Information course sponsored by the Council for Community and Economic Research based in Arlington, Virginia.
- Created an occupation to education mapping report for the Manufacturing career cluster and presented it at the Nevada Manufacturing Forum
- Developed a Logistics and Operations career cluster presentation and building out the industries career cluster report

Nevada Governor's Office of
ECONOMIC DEVELOPMENT

ECONOMIST CALL

MEETING HIGHLIGHTS
November 18, 2021

- Over 11,000 jobs were added back to Nevada's economy in October. Meanwhile, the unemployment rate is down 0.2 percentage points over the month, to 7.3%
 - » Although job growth was strong this month, the Casino-Hotel sector is still lagging behind – the majority of jobs yet to come back in Las Vegas belong to this sector. We still estimate that 40,000 accommodations jobs will not return.
 - » Government employment has also been slow to return, down 6,300 jobs since the pre-pandemic peak.
- Total tax collections (net - after tax credits applied) are \$231.0 million (or 41.8%) higher in FY 2022 year-to-date, compared to the same period in FY 2021. Total collections are also \$151.9 million (or 24.0%) above the May 2021 Economic Forum forecast (adjusted for legislative actions and MBT court decision).
- Comparing the 3rd quarter of 2021 to the same quarter in 2019, Clark County's gross gaming revenue increased 23.2%. Washoe County's gross gaming revenue increased by 16.0%.
- Nevada continues to see COVID trends stabilize statewide. However, there has been a slight uptick in hospitalizations in Clark County. Currently, 48.6% of the total population fully vaccinated – 36.4% short of the 85% vaccination goal for herd immunity.

UNEMPLOYMENT RATE
 The current October 2021 State unemployment rate stands at 7.3%. The most likely consensus expectations are that the unemployment rate will decrease to 7.0% by December, to 6.7% by March 2022, and to 6.0% by July 2022.

JOB GROWTH
 As of October, State employment counts are 5.5% below what they were in February 2020. Job counts are expected to be down by 3.3% in December, -3.0% by March 2022, and down by -1.7% in July 2022.

VISITOR VOLUME GROWTH
 In June, the 12-month trailing average of visitor volume was 35.0% below just before the pandemic began. Improvements are then expected with growth rates of -30.8% this July, -21.3% in December, -14.0% in March 2022, and -7.4% by July 2022.

TAXABLE SALES GROWTH
 Taxable sales are projected on a 12-month trailing total. For the 12 months ending in August actual sales were up 8.1% when compared to total prior to the pandemic. The consensus projection for December is expected to see further recovery, at 6.3%. Estimates are projected to slow slightly in 2022 in March, at 6.1% and then increase to a rate of 6.6% in July.

ADDITIONAL ESTIMATES
 To account for unforeseen events and uncertainty, best case and worst-case scenarios were also estimated. The most likely scenarios are the primary projections for December, March 2022, and July 2022.

December 2021 Consensus Scenario Projections Based on Pandemic and Economic Conditions as of 11/18/2021

Metric	Best Case	Most Likely	Worst Case
Unemployment Rate	6.3%	7.0%	8.3%
Job Growth	-2.3%	-3.3%	-5.9%
Visitor Volume Growth	-15.8%	-21.3%	-30.4%
Taxable Sales Growth	9.4%	6.3%	2.6%

Note: As compared to February 2020/Prepandemic Economic Conditions

March 2022 Consensus Scenario Projections Based on Pandemic and Economic Conditions as of 11/18/2021

Metric	Best Case	Most Likely	Worst Case
Unemployment Rate	6.1%	6.7%	7.8%
Job Growth	-2.2%	-3.0%	-4.8%
Visitor Volume Growth	-7.6%	-14.0%	-22.9%
Taxable Sales Growth	7.5%	6.1%	3.2%

Note: As compared to February 2020/Prepandemic Economic Conditions

July 2022 Consensus Scenario Projections Based on Pandemic and Economic Conditions as of 11/18/2021

Metric	Best Case	Most Likely	Worst Case
Unemployment Rate	5.3%	6.0%	8.1%
Job Growth	-0.3%	-1.7%	-4.6%
Visitor Volume Growth	0.7%	-7.4%	-19.7%
Taxable Sales Growth	9.2%	6.6%	3.1%

Note: As compared to February 2020/Prepandemic Economic Conditions

*All charts are labeled "DRAFT" due to changing conditions. All charts are updated on a bi-weekly basis.

WORKFORCE DEVELOPMENT

WINN Fund Activities

- Senate Bill 24 passed the 81st session on May 31, 2021, revising provisions governing the distribution and use of money provided to GOED for the WINN Fund. GOED's Board will review a recommendation for a wage baseline for future WINN Fund investments at the December Board meeting.

- Ms. Stacey Bostwick, Director of Workforce Development, GOED, partnered with GOED's Research Manager to design a new Occupational Mapping analysis to do a deep dive into the talent pipeline in target sectors aligned with GOED's Economic Recovery & Resiliency Plan. Manufacturing is the first sector report to have been completed and will be soon followed by logistics, health care and technology. The report will be a primary driver for WINN Fund investments and has also been shared with key stakeholders to inform their work.
- GOED issued a Request for Interest for all post-secondary workforce training providers in the State to identify workforce training programs and partners that need support or resources to grow in areas of strategic need in Nevada or are interested in being connected to projects in the business development pipeline for long-range planning efforts.
- GOED underwent Fiscal monitoring by the Department of Employment, Training and Rehabilitation for those projects utilizing WIOA Governor's Reserve funds.
- Engaged in several emerging or evolving workforce training need discussions including automation, advanced manufacturing, and technology, as well as practices to increase new industry participation rates in diverse communities.

Workforce Development Leadership

- Ms. Bostwick has been involved in the regional efforts in Nevada to apply for EDA funding through the Good Jobs Challenge. GOED is providing strategic leadership for alignment and direct support to develop the sectoral partnerships to succeed in this once in a lifetime grant opportunity that can invest up to \$25 million in a region.
- Ms. Bostwick has been invited to represent GOED as a core member of the State Team engaged to participate in the National Skills Coalition Quality Postsecondary Policy Academy.
- Ms. Bostwick and Bob Potts, Deputy Director, GOED represented GOED in an NSHE partnership with the Federal Reserve Bank of San Francisco to present on the Future of Work in Nevada.
- The Director of Workforce Development and Deputy Director Bob Potts represent GOED in an NSHE Workforce and Talent Development Taskforce to collect and assess data to strengthen NSHE workforce development outcomes and provide feedback for ongoing, continuous improvement.
- GOED has continued to partner with the Governor's Office of Workforce Innovation to share the SkillsMatch platform with individuals needing resources in Nevada. Access to the site is continuously growing, helping increase the visibility of training programs and identifying rapid reemployment opportunities:
 - Over 4200 Nevadans have accessed the site
 - Nearly 500 Nevadans have researched courses or programs recommended to address skill gaps
 - Over 2000 Nevadans have actively utilized the job listings
- The platform will be available at the upcoming JobFest event to help applicants bridge their prior experiences to the jobs on hand at the event.
- Ms. Bostwick represents GOED and participates on the awarded NGA WIN grant State team along with representatives from the Governor's Office of Workforce Innovation, the Governor's Office of Science, Innovation and Technology, the Division of Welfare and Support Services, the Department of Employment, Training and Rehabilitation and the Nevada System of Higher Education. Nevada's project consultant is finalizing a report and the team will be engaging Maher & Maher in February for implementation technical assistance.
- GOED's effort to undertake a Labor Supply Certification during the height of the pandemic highlighted how significant a barrier childcare would be in the future of workforce. Through this work, Stacey Bostwick has

been invited to participate in a Nevada Investing in the Future of Child Care working group coordinated by the Federal Reserve Bank of San Francisco.

- The Director of Workforce Development, along with Deputy Director Bob Potts and Director of Strategic Initiatives Karsten Heise met with the new Executive Director of College of Southern Nevada's Division of Workforce & Economic Development, Dr. Arturo Martinez

GOED WINN Fund Project

- With statutory authority, Director Brown, Executive Director, approved a new GOED WINN Fund project that will resource an advanced technology welding skills training program at The Pipe Trades Joint Apprentice and Journeyman Training Center of Southern Nevada that meets current industry demand and enables sustainable talent pipeline pathways. The enhanced skills offered by this modernization are in high demand and jobs associated with this project are high paying with family sustaining wages. The new welding trainers will be the basis for a new training module that can be embedded into the registered apprenticeship program and will also be made available to advanced skill students in partner welding programs such as the College of Southern Nevada. The funding request of \$96,415 will enable the purchasing of equipment and training consumables through June 30, 2023.

KNOWLEDGE FUND / BATTLE BORN GROWTH ESCALATOR

SSBCI 2.0

- Mr. Karsten Heise, Director of Strategic Programs, GOED, has been guiding and working with the three research universities on their Knowledge Fund projects for the current biennium. Being included in the Governor's Budget, the Knowledge Fund received a \$5M allocation at this year's legislative session. The contract with the University of Nevada, Reno (UNR) has been signed and features continued support for the universities Nevada
- In mid-November, US Treasury released rules & guidelines for the State Small Business Credit Initiative (SSBCI). Treasury also released state allocations for the outstanding Social Economic Disadvantaged Individual small businesses (SEDI) portion.
- The Nevada SSBCI total is \$ 112.9M but this includes \$ 7.2M of SEDI portion incentives to be available potentially for tranches two and three only. SSBCI funds will be allocated to states in three tranches. States are given three years to fully deploy a tranche. If the state fails to deploy within this timeframe the balance will be allocated to other states. Nevada's is expected to receive \$35M for the first tranche.
- Guidance and allocations for a separate Technical Assistance (TA) component are still outstanding. TA applications are only due end of March 2022.
- Currently, Mr. Heise and Ms. Patricia Herzog, Director Rural Economic and Community Development, GOED who are the SSBCI program managers for Venture Capital and Collateral Support respectively are leading the application due to be submitted to US Treasury before December 11, 2021. GOED is being supported by a consultant as well by SSBCI 1.0 Venture Capital Program investment manager.
- US Treasury only allows the operation of five program types within two categories: 1. Capital Access Programs (CAP), and 2. Other Credit Support Programs (OCSP), the latter comprising 2.a. Loan Participation Programs (LPP), 2.b. Loan Guarantee Programs (LGP), 2.c. Collateral Support Programs (CSP), and 2.d. State-run Venture Capital Programs (VC).

- The SSBCI program will expand access to capital, promote economic resiliency, create new jobs, and increase economic opportunity. Funds received from SSBCI are not grants but require private capital to be at risk through private financing (either loans or investment from a private source) with a minimum match of one for one at all times, and ten to one over the state program's duration and across all its elements.

INTERNATIONAL TRADE

GOED International Trade Division received Presidential "E" Award for commitment to Nevada's export expansion

- On November 5, 2021, U.S. Deputy Secretary of Commerce, Don Graves, awarded GOED International Trade Division, the 2021 President's "E" Award for export service at a ceremony in Washington, D.C. The President's "E" Award is the highest recognition any U.S. entity can receive for making a significant contribution to the expansion of U.S. exports.
- According to U.S. Secretary of Commerce Gina Raimondo "GOED has demonstrated a sustained commitment to export expansion. The "E" Awards Committee was very impressed with your support of export promotion over the last 4 years for 152 small businesses, nearly half of which are from underserved business communities. The organization's undertaking of numerous trade missions was also particularly notable." In the letter to Pawel Pietrasienski, GOED Director of International Trade, Secretary Raimondo underlined that "GOED's achievements have undoubtedly contributed to national export expansion efforts that support the U.S. economy and create American jobs."

Notification of additional STEP 9 Base Year funding in the amount of \$100,000 and Step 9 Continuation Year

- In September 2021 GOED International Division was notified of their award of additional funding in the amount of \$100,000 in addition to the \$150,000 grant that was awarded in September 2020 for Step 9 Base Year. This funding went directly to Step companies for their export activities. In addition to the \$100,000, GOED ID also received notification of their award of \$250,000 for Step 9 Continuation Year, marking this grant cycle as having the largest amount of funding for Step in GOED's history. Due to GOED's success in assisting Nevada businesses utilizing STEP, the SBA has awarded Nevada its largest award to date for STEP 9 Year 2, bringing the total funding to GOED since 2011 to almost \$2 million. To date, 74 of the 142 companies that have benefited from Step have been minority-owned, women-owned, veteran-owned, or classify as another type of disadvantaged business.

STEP reporting and management of STEP application process for Nevada's eligible small businesses

- Step 9 Base Year Q4 reporting marked a milestone for GOED as being one of the first states in the United States to use all of Step 9 Base Year funds. Step funded companies were able to bring in export sales amounting to almost \$6 million with a return on investment of \$28.80 for every \$1 sent. Companies were able to participate in various activities such as website translation, trade show exhibition, export training workshops, compliance testing, and purchase marketing media design to reach international markets.
- This quarter the ID team also worked with the Communications team to get the Step application fully online to make the process easier on companies and more accessible.

International presence at MINExpo in Las Vegas

- September 13-15 the International Division was able to attend the MINExpo 2021 where they met with numerous companies from countries such as Germany, Peru, Costa Rica, Japan, Saudi Arabia, and Canada. They also had the pleasure to meet with the U.S. National Mining Association, the Saudi Arabian Vice Minister for Mining Affairs & Ministry of Industry and Mineral Resources with Executive Director Brown, as well as the Nevada Mining Association.

Meeting with Taipei Economic and Cultural Office in LA

- On October 6, the International Division, along with Executive Director Brown, met with Mr. Michael Liou, Director of the Economic Division of the Taipei Economic and Cultural Office in Los Angeles, and his colleague Ms. Tracy Huang while they were visiting Las Vegas for the 2021 Global Game Expo. The meeting was focused on exchanging views on the enhancement of economic cooperation between Nevada and Taiwan and to thank Director Brown for his support during the U.S. Business Day hosted by their office. Director Liou also extended an invitation to attend the 2022 Smart City Summit & Expo to be held in Taipei from March 22-25 and Kaohsiung from March 24-26. GOED's close relationship with the Taipei Economic and Cultural Offices in LA and San Francisco has resulted in numerous bilateral events and a flourishing economic partnership.

India Business Opportunities event with Consul General of India in San Francisco

- On October 14, GOED co-hosted Nevada-India Bilateral Business Opportunities event with the Las Vegas Chamber of Commerce and Tourism, Indian businesses, and community in Las Vegas. Governor Sisolak delivered opening remarks and presented a Certificate of Recognition to the Las Vegas Chamber of Commerce. Congresswoman Dina Titus, India Honorable Consul General Nagendra Prasad, GOED Executive Director Michael Brown, Mr. Kristopher Sanchez, Deputy Director and Ms. Dijana Mitrovic, International Business Development Coordinator/SBA Nevada, GOED, were in the attendance. The event was co-sponsored by Nevada Donor Network.

United Arab Emirates delegation visits to Northern Nevada

- On October 17-20, GOED International and GOED Deputy Director, Mr. Potts hosted a delegation from the United Arab Emirates, Ministry of Municipalities and Transport and Crown Prince Court. The UAE leadership was interested in the dramatic landscapes, unearthly features, and the unique location of the Fly Ranch within the desert of Nevada and the significant cultural growth of Burning Man and its deep impact on economic, social, and artistic schemes globally. As such, they were curious to learn more about the Fly Ranch and its stunning geological spectacles that offers many sustainable opportunities. The UAE Delegation met with the UNR President Sandoval, Vice President for Research and Innovation, Dr. Mridul Gautam, Dean of College of Business, Mr. Greg Mosier, UNR leadership, Land Art Generator Initiative, Burning Man Project, Pershing County and Nevada 95-80 Regional Development Authority, and the management of the Nevada Museum of Art.

UAE Delegation Visit to Southern Nevada

- On November 15, GOED International hosted another delegation from the UAE, this time from the Department of Culture and Tourism (DCT). DCT is currently in the process of setting up an innovation lab specifically in the culture and tourism space. As the Department of Culture and Tourism for Abu Dhabi they own and manage multiple culture and tourism assets (Louvre Abu Dhabi, Manarat Al Saadiyat, Qasr Al Hosn, etc.), in addition to managing the licensing of hotels and events across the Emirate. DCT are also currently developing other leading experiences with global brands and in the future planning for the introduction of gaming (casinos). Their aim is to further progress the technological development and future planning of Abu Dhabi's culture and tourism sectors. GOED facilitated visits to the City of Las Vegas International Innovation Center and UNLV Black Fire Innovation and started the discussion about the preparation of Memorandum of Understanding with the UAE government.

Nevada Global Immersion Program for European Tech Company

- GOED International has been working with TeleCorp/ TeleGo software development company from Serbia to assist in their US market access. They are one of the most prominent companies located out of Research and Technology Park in Belgrade and in Nevada they are looking for clients, to whom they can offer software solutions and services from their field of expertise and can be applied to projects of various size, scope, and complexity. GOED International has set up a soft-landing platform for the company, facilitated over 20

meetings in Northern and Southern Nevada and already helped secured one contract for the company. Company is registering in Nevada and plans to open the US branch here.

Hong Kong Economic and Trade Office in San Francisco visit to Southern Nevada

- GOED Director Brown and the International Division hosted the Director and Deputy Director of the Hong Kong Economic & Trade Office in San Francisco while they were visiting for the Money 20/20 Conference in Las Vegas. The main goal of the meeting was for them to learn more about GOED's goals and activities as well as share major updates and priority directives of their office. The discussion also focused on how Nevada and Hong Kong could collaborate in the future in the area of economic development.
- In addition to the above activities, Director of International Trade presented export opportunities for Nevada's companies:
 - on October 28, 2021, at the Nevada Mining Association's Hardhat Chat with Canadian, Saudi Arabian, and Australian companies;
 - on November 1-2, 2021, at joint webinar STARTUPS GONE GLOBAL WORKSHOP SERIES: Doing Business in Nevada for Turkish companies, in collaboration with UNR College of Business, Ozmen Center for Entrepreneurship and Sierra Nevada Corporation;
 - on November 3, 2021, at hybrid event with the Urban Chamber of Commerce within the series: the Global Roundtable;
 - on November 12, 2021, at Asian-American Small Business Seminar organized by Korean American Chamber of Commerce, Las Vegas;
 - on November 16-17, 2021, -at the International Conference "Decentralized Government Response to the COVID-19 Crisis" hosted by the Center for Basque Studies, Government of Bizkaia, and the University of Nevada, Reno College of Business.

RURAL / MINING

Rural, Economic and Community Development

CDBG-CV:

- As part of the CARES Act, Nevada received three allocations of CDBG-CV funding totaling \$14,488,197. As of this report, GOED staff have allocated \$13,839,187.60.
- Round 1 – Non-entitlements: \$2,049,57, 25% of funding drawn (\$460,789)
- Round 2 – Statewide: \$9,963,639, .1% of funding drawn (\$12,586)
- Round 3 – Non-entitlements: \$2,474,984, 4.5% of funding drawn (\$66,025)

CDBG

- Administering 82 open grants (32 CDBG, 50 CDBG-CV).
- 2022 application deadline for CDBG, October 15. GOED received 19 applications received totaling \$6,382,700 from the following communities: Ely (2), Fallon (1), Fernley (2), Wells (3), Douglas (1), Elko County (2), Lincoln (1), Nye (1), White Pine (5)
- Eligible applications due February 18th, 2022. CDBG Advisory Committee Allocation Meeting depends on when Congress passes the budget. Late March 2022

- Nevada hosted the 2021 Council of State Community Development Agencies (COSDA), September 27-30. This is a national conference for state community development agencies that oversee HUD programs (CDBG, HOME, HOPWA, ESG). Special guest presenters included Governor Sisolak, Treasurer Zach Conine, and Director Brown. There were 316 participants from 35 states.

CDBG – Recovery Housing Program

- Recovery Housing Program (RHP) was authorized under Section 8071 of the Support for Patients and Communities (SUPPORT) Act. Nevada is one of 25 states that received funding for RHP. Funds are used to provide stable, transitional housing for individuals in recovery from a substance-use disorder.
- Nevada allocation 2020: \$847,000; 2021: \$773,125; total \$1,620,125
- 30 % (486,037.50) must be expended by 12/31/2022 all expended by 9/1/2027
- Contract with [Corporation for Supportive Housing \(CSH\)](#) to complete the action plan and submit to HUD by 12/31/2021.
- CSH held listening sessions and weekly meetings with DHHS, Housing and CDBG
- Received draft RHP action plan from CSH on 11/1/2021
- RHP Action Plan will be submitted for public comment on December 1.

Nevada Main Street:

- Bi-weekly Nevada Main Street calls continue.
- Community meetings held in Fernley, Gardnerville, Reno, and Incline Village with Kathy LaPlante from National Main Street Center, October 4-8
- Currently there are 17 communities in the Nevada Main Street program.

2nd Annual Rural Pitch Day – Launch Rural Nevada:

- The hybrid event was held on November 5 from 8:30 am to 1:00 pm at Great Basin College (Elko), Western Nevada College (Carson City), and online.
- 103 tickets reserved for the event
- \$11,500 raised in donations for awards. In 2020, we raised \$3,500. Nevada Gold Mines \$5,000; NV Energy \$1,000; NNRDA \$1,000; SWCREDA \$1,000; NNDA \$1,000; SBDC \$1,000; Battle Born Fund \$1,000; anonymous donations \$500.

2nd Annual Rural Pitch Day – Launch Rural Nevada (cont.):

2021 Winners, Adults:

1. Liz Woolsey, Stargazer Inn, and Bristlecone Outfitters (Ely): Prize \$2500, AngelNV entry, Liz Heiman Sales Strategy Session – Motel and general store at Great Basin National Park
2. Billy Sage Williams, Big Timber Industries (Spring Creek): Prize \$1500 plus \$250 for Audience Choice Award, Founder Doctor prize from Audacity Institute – Firewood delivery
3. AOE Greens, Taylor Parrish (Carson City): Prize \$1000 – Hydroponic agriculture

2021 Winners Youth: All receive a Liz Heiman: Creating a Value Proposition. Youth track 8th-12th grades and sponsored by Nevada Gold Mines

1. Kycin Manzaneres, KrafterK Prize \$2500 – 3D printing business

2. Zander Heit, Zander Professionals Prize \$1500 – Vehicle detailing
3. Christina Howell, Howell's Homemade Cookies Prize \$1000 – Cookie business

More information available at: <https://goed.nv.gov/programs-incentives/rural-community-economic-development/rural-business-pitch-day/>

Partners in Rural Pitch Day: University Nevada Cooperative Extension, UNR Ozmen Center

Silver Lion Farms, Nevada Gold Mines, UNR, SBDC, Dogma Consulting, Re: Sales, Karol Hines Consulting, Great Basin College, EDawn, White Pine Main Street, SWCREDA, NNRDA, 95-I80 RDA, Audacity Fund, NNDA, StartupNV, Department of Business and Industry, City of Wells, Wells Main Street, Biz Assembly, Western Nevada College, NV Energy, Buckaroo Boutique, Rural Nevada Development Corporation, Pure Ground Ingredients, Two Bitch Spirits Ltd., and Battle Born Fund.

SSBCI - Collateral Support Program:

- Continue SSBCI 2.0 application development with GOED Director of Strategic Programs, Karsten Heise.

Mining:

- Nevada Gold Mines (NGM) I-80 Fund Loan Committee
- The Loan committee meets monthly to review applications. NGM has established a \$5 million loan fund to support small businesses along I-80 from Humboldt County to Elko County.
- RNDC administers the loan program.

Miscellaneous outreach:

- SBA Community Navigator grant: Application sponsor StartUpNV, deadline: 7/23. Unsuccessful application
- USDA RISE grant: Application sponsor City of Wells, deadline 8/6. Unsuccessful application. Award would have funded construction of an innovation center at the historic El Rancho building. Partners: City of Wells, StartUpNV, NNRDA, UNR, GOED, and Guinn Center. Expected start date: 10/2021

PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

Nevada PTAC:

- Since before and after the start of the COVID-19 pandemic, the Nevada Procurement Technical Assistance Center (PTAC) continues to be a regular participant of the State of Nevada Department of Business & Industry (B&I)-led Small Business Roundtable Discussion meetings.
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- Around since the 1980s, the PTAC continues to offer and provide government contracting-related virtual training such as webinars to its business clients or it participates in webinars for its resource partners' business clients, in order for them to consider diversifying their revenue sources by selling their goods and/or services in the public sector (i.e., local, state, and federal government agencies and government prime contractors inside or outside of Nevada) and competing for contracts and/or subcontracts. Government contracts and

subcontracts help Nevada businesses scale and create jobs, keep jobs, and diversify the economy, and businesses work to fulfill their respective missions, while helping government agencies and their prime contractors meet their organizational missions.

- On September 22, 2021, and on October 13, 2021, the PTAC Director, Joan C. Rueben, performed virtual PTAC outreach to small business owners participating in the U.S. Small Business Administration's (SBA's) Emerging Leaders Program (ELP). According to a press release from the SBA dated January 14, 2021, since ELP's inception in 2008, the free nationwide program focuses on entrepreneurship education and training for executives and has trained more than 4,000 small business owners, created over 7,000 jobs, generated over \$500 million in new financing, and secured over \$4 billion in government contracts for the entrepreneurs. The program is an intensive executive business training series that includes nearly 100 hours of class time.
- On October 4, 2021, the PTAC Director performed PTAC outreach at the Nevada Entrepreneur Network (NEN) launch event for Nevada businesses. NEN, which is an online community dedicated to assisting entrepreneurs in Nevada, was formed by the Nevada Small Business Development Center, the Economic Development Authority of Western Nevada (EDAWN), the Nevada Department of Business & Industry, Nevada SCORE, Entrepreneurs Assembly, StartupNV, and Vegas Chamber.
- The PTAC continues to teach as well as counsel its clients, on a one-on-one basis, about local, state, and federal government contracting and subcontracting through remote means such as using the phone, email, and both videoconferencing and webinar capabilities.
- Since September 10, 2021, the PTAC has issued email campaigns to its stakeholders for the following (many of which were shared further by GOED Communications via social media and/or by the PTAC's small business resource partners):
 - PTAC-Nevada Small Business Development Center (SBDC) co-sponsored monthly virtual training on government contracting and subcontracting topics
 - the October 6, 2021, PTAC-led webinar: resources for veteran-owned businesses
 - the October 7 and 8, 2021 PTAC-led webinars: what small businesses are experiencing in government contracting pursuits during the pandemic
 - the November 3, 2021, PTAC-led webinar: PTAC and Nevada Industry Excellence (NVIE) working together to help Nevada manufacturers
 - the November 4, 2021, PTAC-led webinar: learn about the Disadvantaged Business Enterprise (DBE) business certification
 - Annual National PTAC Day was celebrated on September 15, 2021; there are about 95 PTACs across the U.S. and its territories
 - The National Aeronautics and Space Administration (NASA) video on YouTube entitled, "Small Business Week 2021 NASA OSBP," that was uploaded on September 13, 2021, emphasizing how small businesses continue to play a critical role in helping government agencies meet their missions
 - The U.S. General Services Administration's (GSA's) virtual event entitled, "Small Business Works 2021 Virtual Training & Matchmaker," that was set for September 29, 2021, for GSA to provide free training on how to do business with the agency, in order for companies to sell goods and/or services to more than one federal government agency, and to provide matchmaking sessions between GSA representatives and business participants

- GSA's virtual industry briefing regarding the Pacific Rim Region's Public Building Service (PBS) that was scheduled for November 17, 2021, for GSA to present a summary of its fiscal year '22 and '23 forecast of contracting opportunities for recurring building services (e.g., operations and maintenance, and custodial and grounds maintenance) in Nevada, California, Arizona, and Hawaii
- The PTAC continues to disseminate its monthly e-newsletter, which has included information regarding, but not limited to, the following:
- COVID-19 Nevada Business Recovery Resources information via B&I's website
 - The joint Nevada Department of Transportation (NDOT) and Regional Transportation Commission of Southern Nevada (RTC) event that was slated for November 4, 2021, for the agencies to provide Disadvantaged Business Enterprise (DBE) business certification and other information
 - The job fair that was set for November 6, 2021, to help both small business employers and job seekers was shared and those who were interested were referred to Clark County, Nevada's website, that included details about how local governments – not the small business employers – would pay signing bonuses
 - The newly launched Nevada Entrepreneur Network (NEN) for Nevada businesses; NEN is an online community dedicated to assisting entrepreneurs in Nevada
 - The U.S. Department of Defense (DoD)/Defense Logistics Agency (DLA) notice about how signatures on contract actions have been changed
 - DoD/DLA notice regarding DLA suppliers seeking export-controlled technical data for DLA procurement opportunities must have a current National Institute of Standards and Technology (NIST) Special Publication (SP) 800-171 cybersecurity assessment posted to the DoD Supplier Performance Risk System (SPRS) to be considered for contract award
 - A U.S. Army Corps of Engineers (USACE) notice to prospective innovation contractors to the USACE about how the agency is shifting from a risk-averse culture to one that will take a chance with innovative ideas; information about a specific USACE website and virtual outreach by the agency was shared
 - A National Aeronautics and Space Administration (NASA) notice to prospective innovation contractors to NASA for the Small Business Innovation Research (SBIR) program and the separate Small Business Technology Transfer (STTR) program; information about virtual outreach by the agency was shared
- PTAC client success stories about contract and/or subcontract award wins
 - Nevada PTAC client, TID Systems, is a small business in Reno that provides information technology services, cloud solution services, low voltage integration for closed-circuit television system services, access control, and smart automation services. The company won a highly competitive federal government contract awarded by the U.S. General Services Administration. Based on the award of the contract, the company anticipates being able to create three full-time jobs and two part-time jobs, if it is successful in generating sales up to the potential value of the contract.
 - Black Swan Consulting, Inc., is headquartered in Reno, and is a minority- and woman-owned small business engaged in business consulting and advisory services, technical assistance and training, specialized business development services, financial planning, and analysis, and contracting assistance services. The company was awarded two first-tier subcontracts by the U.S. Department of Commerce, Minority Business Development Agency, prime contractor M. Gill & Associates, Inc. Based on the subcontract awards, the company was able to retain one full-time job, create one part-time job, and retain two temporary jobs.

- Nevada PTAC client, LCE Newport Beach, Inc., is a minority-owned and verified service-disabled, veteran-owned small business in Las Vegas engaged in providing a suite of services and products, including cybersecurity and information technology services, satellite communications services, healthcare technology and healthcare products, building repair, maintenance and installation, supply chain management and order and logistics management services. The business was awarded a prime contract by the U.S. Department of Veterans Affairs (VA). Based on the award of the contract, the company was able to create two part-time jobs, retain one part-time job, and create one temporary job. LCE Newport Beach, Inc., was even awarded another prime contract by the VA as well as a purchase order by the U.S. Federal Highway Administration (FHA). With these awards, the company was able to create one full-time job.
- Resource Associates of Nevada, Inc., is a woman-owned, and U.S. Small Business Administration (SBA)-certified Historically Underutilized Business Zone (HUBZone) small business selling a myriad of professional services, including administrative management, compliance and information technology, engineering, staff augmentation, and software development. The company was awarded two Indefinite Delivery/Indefinite Quantity (IDIQ), Time and Material (T&M), task order subcontracts by NASA prime contractor, Raytheon Technologies, to provide computer programming services. Based on the award of the subcontracts, the company was able to create 42 full-time jobs and 10 part-time jobs.
- Best Version of Yourself Psychology, LLC, is a family- and veteran-owned small business that is headquartered in Henderson. The company's specializations include autism spectrum disorder, attention-deficit and hyperactivity disorders, neurodevelopmental and neurocognitive disorders, educational difficulties, and depression. The company was awarded a statewide contract by the State of Nevada to provide behavioral- and community-based services. Based on the award of the contract, the company will be able to create five full-time jobs and several part-time positions.
- Expressworks Federal in Zephyr Cove is a small business engaged in providing executive consulting and management services to commercial and federal government customers in the energy, aerospace, and defense sectors. The business had sought the SBA's HUBZone business certification to improve its competitiveness for subcontracting to government prime contractors. The company was awarded a contract by the VA to support a clinical study with services to locate Gulf War veterans who were exposed to pesticides during operations Desert Shield/Desert Storm and/or who were interviewed by the DoD's exposure report team for pesticides exposure. Based on the contract award, the business anticipates creating at least two additional temporary jobs and retaining another part-time job to support this effort.
- Website links to local, state, and federal government contracting opportunities and subcontracting opportunities under government prime contractors, all of which contain formal COVID-19 and non-COVID-19 related solicitations (e.g., Request for Proposal, Invitation for Bid, etc.) for companies to review, narrow down and target, and compete to win contract and/or subcontract awards
- Upcoming PTAC-led, no-charge webinars and links to recordings of past PTAC webinars
- Per its cooperative agreement with DoD/DLA for the program year August 1, 2020 – July 31, 2021, the PTAC reported on performance metrics, on a cumulative basis, that include but are not limited to, the aggregate total of a subset of active clients' government-related contracts and subcontracts and the overall total of procurement outreach-related events. The following metrics were provided to federal and state personnel for the final period August 1, 2020 – July 20, 2021 (12 months): (a) \$400,286,659 total of a subset of active clients' contract awards with local, state, and federal government agencies and subcontract awards with government prime contractors (all inside and outside of Nevada), and (b) participation in 37 outreach events. According to DLA, which helps to fund the PTAC with federal dollars

to ensure complete alignment with GOED in helping Nevada for-profit businesses, especially the small businesses, pursue government-related procurements at all levels of government, the federal agency shared in November 2020 that \$49,764 is the equivalent of one job (DLA's source is the U.S. Bureau of Labor Statistics). Therefore, the \$400,286,659 amount is the equivalent of (c) about 8,044 jobs.

- The PTAC also reported on performance metrics, on a cumulative basis, for the interim period August 1, 2021 – September 30, 2021 (two months) under the new annual cooperative agreement that started August 1st. Using the same order and type of data as shown in the previous bullet, following are the metrics that were provided to federal and state personnel for the two months: (a) \$42,355,418 in government contract and subcontract awards, (b) 3 outreach events, and (c) about 851 jobs.
- For the program year August 1, 2020 – July 31, 2021, a total of about 330 business representatives attended statewide PTAC webinars that were conducted in real-time. These government contracting-related webinars led by the PTAC are part of an educational series co-sponsored by the PTAC in collaboration with the Nevada Small Business Development Center. These webinars are separate from the ones that the PTAC conducts, or participates in, for other small business resource partners.
- For the interim period August 1, 2021 – September 30, a total of about 20 business representatives attended statewide PTAC webinars.

NEVADA FILM OFFICE (NFO)

- As of November 17, 2021, the status of In Progress Productions for the Nevada Film Tax Incentive is summarized below:

Nevada Film Office										
Transferable Tax Credit for Film and Other Productions										
FY 2021 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
In Progress Productions										
Next Level Chef	\$ 19,295,851	\$ 8,240,160	\$ 2,151,808	\$ 3,056,605	\$ 5,208,413	\$ 13,448,573	41.5	27.1	\$ 2,625,160	
Prisoner's Daughter	\$ 5,073,119	\$ 1,403,596	\$ 1,139,288	\$ 1,224,990	\$ 2,364,278	\$ 3,767,874	25.0	16.3	\$ 719,396	
Homeless	\$ 713,000	\$ 131,000	\$ 100,000	\$ 482,000	\$ 582,000	\$ 713,000	7.3	7.3	\$ 175,250	
Don't Suck	\$ 569,198	\$ 238,512	\$ 102,018	\$ 241,248	\$ 343,266	\$ 545,357	5.8	4.4	\$ 107,103	
The Salon Show	\$ 1,800,369	\$ 792,964	\$ 261,280	\$ 429,176	\$ 690,456	\$ 1,319,396	10.3	6.0	\$ 260,962	
TOTAL	\$ 27,451,537	\$ 10,806,232	\$ 3,754,394	\$ 5,434,019	\$ 9,188,413	\$ 19,794,200	89.9	61.1	\$ 3,887,871	\$ -
Total Incentives Available										\$ 25,653,952
Available for New Applications [1]										\$ 24,391,241

- The NFO has since March of 2020 been responding to COVID by providing information and resources to the production community during this time. Facilitating and providing guidance to productions on safe set protocols and additional resources to maintain limited production during this time in accordance with state mandated compliance protocols. We are actively working with the community to keep the industry producing content.

- The NFO is currently working with several independent film productions in Las Vegas. Uncertainty in other jurisdictions has created opportunities for several films to be produced in Nevada that otherwise may have filmed in other states. Maintaining safe sets is a priority for productions, and Nevada offers an attract alternative to other locations.
- Notable shows are currently or have recently wrapped production in Nevada. Pawn Stars continues in its 18th season, along with new shows like Next Level Chef (Gordon Ramsey) and the Real Magic Mike, a reality show which culminates into the new Live Show on the Las Vegas Strip.
- Nevada as a home for independent productions continues with films such as Prisoner's Daughter with Kate Beckinsale and Don't Suck with a cast of well-known comedians.
- Nevada also is a home for large commercials including branded sports campaigns, AMEX and the LVCVA tourism campaigns.
- Our lack of adequate infrastructure in stages/studios continues to prevent us from capturing the full impact of these productions to hire and training local crew members and support local small businesses and vendors. This challenge continues to be our focus moving forward to realize the full economic benefit of the media/content industry.

HEALTHCARE INDUSTRY

- GOED Healthcare Industry Specialist, Mr. Vance Farrow, has been working with a team at UNLV and Nevada Partners to expand primary care access points throughout southern Nevada. Through these efforts, a grant has been awarded by the National Institutes of Health in the amount of \$3.1M to address Transformative Research to Address Health Disparities and Advance Health Equity at Minority Serving Institutions. UNLV School of Public Health and Nevada Partners, along with a variety of NGO serving institutions will participate in the delivery of grant services and research over the next three years.
- Mr. Farrow has been working with Mr. Tarby Bryant to establish local business development opportunities for venture capital investment. The Gathering of Angels has been established in southern Nevada by Mr. Tarby Bryant as a vehicle to provide seed funding for businesses in need of capital to grow and expand. Monthly opportunities to pitch business ideas before a group of angel investors has yielded opportunities these businesses would not otherwise have. These monthly gatherings will continue and are free to attend. Organizations in need of funding are encouraged to contact Mr. Bryant via his website (www.gatheringofangels.com) for further information.
- Mr. Farrow has been working with the staff of the City of Las Vegas to implement The Hundred Plan. This Plan is looking to revitalize community and business development in innovative ways to create a blueprint for sustained growth. Through a \$500,000 philanthropic contribution from MGM Resorts International, the Las Vegas Historic Westside will become the first neighborhood to have a community-based urban agriculture farming facility. This facility will establish a new, local food source and serve to tackle food insecurity rates in the neighborhood, while addressing unemployment and building community wealth. Estimated timeline is Spring, 2022.

STAFF ANNOUCEMENTS

- Ms. Kaitlyn Cardoza joined GOED as a Fiscal Technician in the Carson City office in late September 2021.

- Ms. Avrey Callis joined GOED as the Administrative and International Specialist in Las Vegas in November 2021. She recently graduated from the University of Nevada, Reno where she received her BA in International Affairs and Philosophy. She recently finished a seven-month internship in GOED's International Division where she assisted on various projects, including STEP and entrepreneurial research.
- Ms. Denise Becker started as GOED's Administrative and Accounting Assistant in the Carson City office in November 2021. Denise began her career with the State of Nevada at the Nevada Commission on Tourism in 2006. Her interest and respect for American Indian people was demonstrated in her four years of working at the Nevada Indian Commission and more recently, two years working for the Washoe Tribe of Nevada and California.