

To: GOED Board Members

From: Director Michael Brown

Date: December 2, 2020

Subject: Director's Report

GOED COVID-19 RECOVERY RESPONSE

Coronavirus Relief Funds (CRF) - Economic Assistance Programs

Thousands of Nevada's small businesses, as well as non-profits have been financially affected by the COVID-19 Pandemic. To alleviate the financial burdens caused by COVID-19 and to ensure the longevity of our state's small businesses, non-profits, arts and culture organizations, the Governor's Office of Economic Development working with the State Treasurer's Office and the Department of Business and Industry implemented a number of statewide Economic Assistance Programs. A portion of the coronavirus relief funds allotted for economic development were specifically used for two different programs, the Commercial Rental Assistance Grant Program (CRAG) and Pandemic Emergency Technical Support Grant Program (PETS).

Both of these programs were developed by GOED and the Treasurer's Office based on research of best practices developed by other states to determine and avoid potential issues that similar programs were facing. The National Development Council (NDC), a highly recommended vendor, was engaged to administer both of the programs. NDC was also engaged by Clark County to administer their Cares Act Program.

- **Commercial Rental Assistance Grant Program (CRAG)**

Under this program Coronavirus Relief Funds (CRF) were used to assist Nevada's small businesses who have an existing commercial lease and have experienced revenues lost as a result of the COVID-19 pandemic. Eligibility criteria required businesses to be located in Nevada, have 50 or less employees, demonstrate at least a 30 percent loss of gross monthly revenue as a direct result of the pandemic, and have not previously received COVID-19 grant funding for rental payments (such as from the Clark County Small Business Rental Assistance Grant or the Paycheck Protection Program). The total amount that could be requested for rent payments could not exceed \$10,000 for eligible applicants. Funding is provided directly to landlords for the amount due under the existing lease agreement not including property taxes. The Governor's Office of Economic Development administers these funds in coordination with the State Treasurer and NDC.

- **Pandemic Emergency Technical Support Grant Program (PETS)**

Under the PETS program, Coronavirus Relief Funds (CRF) were used to assist small businesses, non-profits, arts and cultural organizations and local Chambers of Commerce's to cover different expenses related to working capital (rent, inventory, payroll, utilities, etc.), personal protective equipment (PPE) and protective retrofit due to the COVID-19 pandemic. The PETS grant is intended to assist businesses and organizations during the COVID-19 health crisis that were especially vulnerable to temporary closures and subsequent revenue shortfalls. This would include establishments such as bars, pubs, taverns, breweries, and wineries,

restaurants, daycare facilities, and other service-oriented businesses. Payments are made directly to applicants for selected eligible expenses expressed when requesting funding. Eligible expenses included working capital (rent, utility, payroll, and inventory) or the purchasing of protective equipment and protective retrofits. Eligible businesses had to be small businesses with less than 50 employees and annual revenues less than \$4 million, a non-profit organization, or a Chamber of Commerce which is serving and assisting Nevada based businesses. Total amount of funding that could be requested was between \$10,000 and \$20,000 depending on eligibility criteria. The Governor's Office of Economic Development administers these funds in coordination with the State Treasurer and NDC.

The large number of applications received for both programs are evidence of the financial need small business, non-profits, and art and culture organizations have realized as a result of the pandemic. Both programs have been, in part, successful in meeting some of that need and that success was a team effort. Although led by GOED and Treasurer's office, the Department of Business and Industry provided critical marketing and promotion support, and the Secretary of the State's Office provided invaluable support in verifying licensing requirements.

ECONOMIC DEVELOPMENT

Regional Development Authority Calls

- Since March, Mr. Bob Potts, Deputy Director, GOED, has facilitated weekly RDA calls. The purpose of these calls is to closely coordinate efforts in addressing both the health and economic fallout associated with COVID-19. These coordinating calls were instrumental in rolling out the CRAG and PETS programs, the CRF funded Labor Certification Study and EMSI SkillsMatch platform, and support of over \$30 million in grant funding applications to mention a few. Beyond the seven RDA Executive Directors, over 50 others regularly attend the call.

Economic Advisory Group Calls

- Since March, Mr. Potts has also led economist conveying calls in addressing the current and potential economic damage to Nevada's economy as a result of COVID-19. Each of these calls begin with an overview of the health situation by a staff from the Department of Health and Human Services and followed by an open and conversational dialog between the economists to stay current in an ever-changing health and economic climate. Information garnered from these calls has been used to help build-out the state plan and for outlook and policy briefings including the Economic Forum and the Governor's Workforce Investment Board.

WORKFORCE DEVELOPMENT

COVID Response

- Through collaboration with NSHE, GOED has secured \$2.4mill in State Coronavirus Relief Funds to respond to the secondary effects of the pandemic on workforce development training programs across the State's institutions.
- GOED obtained approval to commence a Labor Certification Study to deploy a statewide survey tool utilizing State Coronavirus Relief Funds. The data will be used to align workforce and economic development systems to expedite a return to work of displaced workers through strategic response systems based on the needs of business and the workforce pipeline.
- GOED obtained approval to partner with the Governor's Office of Workforce Innovation to launch the SkillsMatch platform developed by EMSI. The goal of this statewide resource is to expedite the reemployment of displaced workers and increase the visibility of workforce training programs that can propel workforce reentry.

WINN Fund Activities

- Actively engaged in the development and design of the recently approved College of Southern Nevada Advanced Manufacturing WINN project. The first cohort is expected to enroll this fall in partnership with Pepsico.
- Supporting the outreach and launch of Western Nevada College's WINN-funded Mobile Mech-Tech Lab serving rural Nevada. The lab will be deployed for the first time this quarter, in partnership with the City of Yerington, Yerington Library and Nevada Copper.

Workforce Development Leadership

- Ms. Stacey Bostwick, Director Workforce Development, GOED was appointed to represent GOED on the Governor's Workforce Development Board Subcommittee on Performance and Reporting. The mission of this group is to identify the state workforce system resources and to inform the programming, policy and funding decisions of the Governor's Workforce Development Board.
- Ms. Bostwick presented H-1B Visa data to southern Nevada workforce development system partners in preparation for a collaborative workforce initiative grant application to the Department of Labor.

STATE INFRASTRUCTURE DEVELOPMENT

- Mr. Kristopher Sanchez, Deputy Director, GOED is partnering with the Nevada Department of Transportation, the Governor's Office of Science Innovation and Technology, NSHE, regional and local governments, and the Nevada Treasurer's office to develop a Nevada Infrastructure Roadmap. The research team assembled for the project is reviewing the copious number of documents produced by state agencies, think tanks, and the regional development authorities seeking to identify projects that will spur economic development and job growth. For the purposes of the road map, infrastructure is defined broadly to include broadband, 5G telecommunications technology, computing power (data capture, storage, and processing), entrepreneur support, and more traditionally referenced factors such as roads and intermodal facilities.

KNOWLEDGE FUND / BATTLE BORN GROWTH ESCALATOR

- GOED liaised with the Governor's Finance Office (GFO) in order to allocate Coronavirus Relief Funds (CRF) to Nevada's research institutions for immediate COVID-response and mitigation. Mr. Karsten Heise, GOED's Director Strategic Programs, has worked with the three research universities (UNR, UNLV, DRI) and GFO to identify, select, and approve projects totaling nearly \$4.8million. The projects which received GFO-approval are as follows:
- UNR will receive funding for equipment for sequencing and analysis of coronavirus genomes from patient samples testing positive for COVID and equipment for proteome characterization, biomarker discovery and pathway signal analysis. In addition, UNR will receive funds for equipment for their biological safety Level 3-laboratory for understanding the differences in COVID-19 severity and therapeutics development as well as a confocal laser scanning microscope for imaging of tissues damaged by covid-19 infection research.
- DRI will receive support for their Healthy Nevada Project focus on COVID as well as for researching covid-19 surface disinfection techniques using scattered UV light, COVID transmission in transportation vessels, and the potential for covid-19 transmission in large buildings.
- UNLV will receive support for creating a makerspace at BlackFireInnovation to help small businesses develop and test in a safe environment covid-19 mitigation applications and solutions.

- In addition, UNLV will receive funds for a covid-19 wastewater surveillance project which will provide an early warning system for SARS-CoV-2 detection that has the potential to mitigate outbreaks and complement contact tracing efforts in dynamic cities with large populations. Furthermore, the project will aid in the development of best practices for wastewater collection and next-generation sequencing and analyses of infectious agents
- GOED's administered Knowledge Fund will through a new project be funding the continuation of the Sierra Accelerator for Growth and Entrepreneurship (SAGE) program at the University of Nevada, Reno (UNR) and SAGE expansion to southern Nevada at the University of Nevada, Las Vegas (UNLV). Mr. Heise worked with the two universities to create a joint program for state-wide coverage which will increase its capacity for assisting Nevada small technology-based businesses' access to federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) grant opportunities
- Nevada's SSBCI State Venture Program Nevada Battle Born Growth Escalator completed investments in two companies *Outlaw Soaps* and *Heligenics*. [Outlaw Soaps](#) is a Sparks-based personal care company that focuses on Millennial men. Its products range from traditional offerings, such as bar soap, body wash and hand wash, to beard & hair elixir and air fresheners. The Company was founded by a husband and wife team with experience in building digital brands at Oprah.com, and with building startups. The team is growing to support demand and further hires are planned post funding. [Heligenics](#) is a spinout company from UNLV and originates from a 2013 Knowledge Fund investment seeding the Nevada Institute of Personalized Medicine (NIPM) and subsequent project funding. Heligenics' mission is to prevent disease and heal patients afflicted with illness through genomics. Through an approach based on the GigaAssay technology developed at the University of Nevada Las Vegas in the Schiller Laboratory of Applied Bioinformatics which produces functional genomics data that can be licensed and used for prevention-based approaches, diagnostics, as well as for developing new drug therapies or redesigning clinical trials for drugs that have failed a trial due to poor efficacy or safety.
- GOED had been a lead-architect in a proposal submitted by the Office of Workforce Innovation (OWINN) to the U.S. Department of Education for the *Reimagining Workforce Preparation* Grant. In this intensely competitive contest Nevada was one of only eight states which received an award. Nevada's *Project SANDI's* (Supporting and Advancing Nevada's Dislocated Individuals) deliverables will be: i. Build and pilot a modern workforce system that maps skills to competencies and credentials; ii. Expand remote access to short-term training and educational opportunities utilizing digital platforms and digital technologies (e.g. VR and AR); iii. Enhance and scale an existing digital career navigation tool (Nevada Career Explorer) that integrates career services and opportunities through real time labor market data, case management, and online learning; iv. Expansion of Entrepreneurship Training and Entrepreneurship Support leveraging digital platforms. Nevada will receive a total of \$13.8million under this three-year grant.

INTERNATIONAL TRADE

COVID-19 Response or Support

- For the first time ever since the inception of the SBA State Trade Expansion Program (STEP) in 2011, GOED ID expended federal funds for the STEP 7 grant with 100% utilization rate. This project was implemented from October 2018 to October 2020, assisting 21 Nevada small business exporters which created & retained 268 jobs. The grant supported market expansion of 12 companies and assisted 9 new-to-export companies' entry into global market. Out of 21 grant beneficiaries, 7 businesses self-certified as disadvantaged small business communities. Despite the COVID-19 challenges Nevada companies have been tremendously successful with the export of their goods and services and reported \$7.8 million dollars in export sales. The return on investment is the highest ever for the state of Nevada - for every \$1 in grant funding provided by the SBA,

resulted in \$51.8 million in export sales, generated by Nevada small businesses. Predominant industry sectors among Nevada STEP clients have been oriented around manufacturing and professional, scientific, and technical services. Export markets Nevada businesses selected for their trade activities ranged from Europe, Canada, Mexico, Australia, United Arab Emirates to China, India, Philippines, and Vietnam. The close-out letter and final report were approved by the SBA office in D.C.

- STEP 8 quarterly results reported an increase in export sales amounting to \$2 million. GOED ID intensively worked with STEP clients on their reimbursement claims to increase the utilization rate and succeeded in expending one third of the grant only during the last quarter. 14 companies that already benefited from the grant were focused on the website development and design with an international focus, design of marketing media, compliance testing of their products, search engine optimization, translation, and virtual trade shows. The quarterly report was approved by the SBA HQ.
- Another \$149,000 has been awarded to Nevada to implement STEP 9 program from October 2020 to September 2021 in support of the Nevada small business exporters. GOED International Division (ID) was running an outreach and marketing campaign across the state and is now moving to the recruitment and review phases. The turnout was extremely positive and over 40 companies submitted their applications packages. The best clients will be competitively selected together with the Department of Business & Industry and the Department of Commerce, which are members of the STEP Nevada International Trade and Investment Committee.
- On September 28, 2020 GOED ID recognized 10 years of helping small businesses find global success with the assistance of STEP program. Over the course of the last decade \$1.7 million in federal funding has been awarded to Nevada to help small businesses capitalize on export promotion and international trade opportunities. Additionally, STEP Project Director participated in the SBA evaluation of the program providing the perspective on the impact of the program in Nevada and giving recommendations for SBA.
- Following on publishing of the Survey on Japanese Investment Update: Japanese Companies Responses to the US COVID-19 Pandemic, which showed that over one third of Japanese companies is affected by the Presidential Proclamation on Non-Immigrant Visas, GOED ID is coordinating the first ever Nevada – Japan Business Roundtable discussions in partnership with Japan External Trade Organization (JETRO) Office in San Francisco. High-level executives from six Japanese affiliated companies operating in Nevada confirmed their participation at the virtual event scheduled for December 3, 2020 (NTT Data Services, Mary's Gone Crackers, Inc, Molten USA, Nikkiso Cryo Inc, Ormat Technologies, Inc., and Sega Sammy Creation). The objective of the roundtable is to better connect with Japanese investors in Nevada, find out what challenges they are facing amidst global pandemic and what would be the ways to support their vision and goals beyond recovery.
- Nevada Global platform is building a new partnership with MineConnect from the Ontario province of Canada in collaboration with NNRDA. The partnership will help Canadian companies in the mining sector establish their subsidiaries in Nevada. The Nevada Global platform will connect the companies with mentors and potential Nevada partners. Over a 3-year period, MineConnect is planning to cycle in 20 to 30 top tier companies through their proposed office with an end goal of having at least 10 of them establishing a permanent presence in northern Nevada. The selected Ontario companies will have the resources to ensure such a transition possible and would offer products that are technologically advanced and considered step changers within the global mining industry resulting in high-paying quality jobs for Nevada workforce. The program is fully funded by Canadian side.
- Regarding the cooperation with Israel, discussions have now advanced between GOED ID, the Israel Economic Mission to the West Coast – Ministry of Economy and Industry to create Memorandum of Understanding with GOED and formal agreements with interested institutions in Nevada. Israel Innovation Authority will provide financial support to pilot and deploy relevant Israeli technologies in the State. These conversations have

identified a specific opportunity to create partnerships in transportation, smart mobility, unmanned aircraft systems and healthcare. Medical technology cooperation in Nevada would use the Israeli Pilots Program that has already been deployed in agreements with medical groups on the U.S. East Coast and globally.

- GOED ID maintained close relations with Taipei Economic and Cultural Office in San Francisco (TECO) and was involved in the 9th U.S. Business Day, organized by the Ministry of Economic Affairs of Taiwan and Taiwan External Trade Development Council. The team prepared a briefing material for Nevada Lieutenant Governor Kate Marshall. Nevada and Taiwan nourish their long-standing sister-state relations and during the State of Nevada 80th Legislature Session the Senate passed the bill celebrating the relationship with the aim to enhance bilateral trade, educational and cultural relations. Earlier this year Governor Steve Sisolak and First Lady Kathy Sisolak presented a certificate of recognition to TECO for their generous donation of 30,000 masks from Taiwanese citizens for Nevada's healthcare providers to help Nevada stop the spread of COVID-19.
- GOED ID continued working with Las Vegas India Chamber of Commerce and Tourism and Confederation of Indian Industry on arranging the first ever Nevada – India Business Investment Roundtable with current Indian investors and the C-suite and senior management executives looking for the ideal location for their U.S. investment.
- In line with the renewed Memorandum of Understanding with the Australian State of Queensland GOED ID takes part in the organization of a virtual trade mission for water tech companies. The trade mission will build international connections, fostering productive relationships and identifying partnering opportunities, attract investment, identify sourcing opportunities for product and service providers with the focus on securing supply chains affected by COVID-19 and natural disasters and acquire orders for products and services.
- GOED ID is engaged in the preparations of a virtual Nevada - Brazil trade show aiming to bring together diverse leaders from Brazilian businesses and the Nevada startup ecosystem to discuss the best options available for foreign companies and investors. StartUpNV, as a principal organizer is creating a distinctive international platform to connect with high net worth individuals, C-level executives, and decision makers eager to leverage the network that benefit investment in the startup ecosystem and bilateral trade.
- GOED ID has been assisting Deputy Director Sanchez in the creation of the Nevada Infrastructure Roadmap. The International Division's role has been in rigorous research on the infrastructure needs throughout the state as well as using scholarly research to define infrastructure in a progressive and modern way. The team has been looking at the different Comprehensive Economic Development Strategies from the rural, metropolitan North, and metropolitan South areas for their infrastructure needs. The team has had a large impact on the research into the intermountain west corridor and I-11 as well as on how to boost Nevada-based companies' internationalization, increase entrepreneurship and the impact of acceleration programs on the state's economy.
- The division is continuously increasing inter-agency cooperation during the pandemic to support Nevada businesses and successfully delivered a webinar in collaboration with the SBA Office of International Trade and SBA Nevada District Office. Additionally, the team worked on the STEP recruitment strategy with Nevada Industry Excellence (NVIE), U.S. Department of Commerce (DoC), Small Business Development Center (SBDC), chambers, and Nevada District Export Council. GOED ID actively participated in the first Quarterly Referral Protocol meeting with the SBA and is now coordinating next Partners Meeting with NVIE, SBDC, DoC and SCORE to facilitate Nevada small business entry and/or expansion into global markets amidst the pandemic. The team attended State of International Development Organizations network meetings together with other nationwide international trade divisions.
- Mr. Pawel Pietrasienski, Director of International Trade, GOED has been having periodic meetings with 500 Startups, a San Francisco-based Venture Capital firm. Their Innovation & Partnerships Manager reached out to

the team after the "Industries of the Future" webinar 500 Startups ran in partnership with SelectUSA. The meetings were centered on startup ecosystems and what Nevada needs to boost its entrepreneurial growth. The areas for mutual cooperation included exploring some complementary partnerships with the NV Global Platform and various Nevada-based accelerators for the sports and entertainment sector, gaming, and hospitality. Through various meetings with the team and Deputy Director Sanchez, 500 Startups' Head of North America, worked with his team to put together a strategy for Nevada that takes into consideration budget constraints and how to leverage useful partnerships for our goals.

- Mr. Pietrasinski has been in contact with several European companies interested to invest or open their subsidiaries in Nevada and – to achieve that goal – he is expanding GOED collaboration with the SelectUSA program. He has also been working closely with the University of Nevada, Reno (helping them to connect with grants available for international collaboration from the European Union) and the University of Nevada, Las Vegas, promoting Knowledge Fund-supported commercialization project managed by the Entrepreneurs Assembly in collaboration with universities in Lubelskie Voivodship – a partner region of Nevada.
- GOED ID produced an international trade white paper focused on Nevada's imports and exports and import and export partners. The paper also calculates that in 2019 55,000 jobs were supported in Nevada by exports. What is most noticeable is that Nevada exports increased by 20% in 2020 when comparing the same period last year. This trade brief can be accessed on the GOED website under "International Trade".

RURAL / MINING

Community Development Block Grant (CDBG):

- Notices of Funding Availability (NOFA) for CDBG-CV Allocation #2 and Allocation #3 were announced on November 5th. Allocation #2, for \$9,963,639, is a statewide formula distribution to both Entitlement and Non-Entitlement communities. Allocation #3, for \$2,474,984, is for Non-Entitlement communities only and is a competitive application process. Both applications are due April 27, 2021. As with Allocation #1, CDBG-CV funding is to be used specifically for the response to, prevention of, and preparation for and the Coronavirus and infectious diseases. All allocations are authorized by the Coronavirus Aid, Relief, and Economic Security Act (CARES Act), Public Law 116-136, which was signed on March 27, 2020.
- HUD sent a correction to the CDBG formula resulting in an increase to the allocation. The original CDBG allocation was \$3,488,537. The FY 2020 available allocation is now \$3,490,908.
- Nevada will receive \$847,000.00 per a Notice of FY2020 Allocations, Waivers, and Alternative Requirements for the Pilot Recovery Housing Program- <https://www.hud.gov/sites/dfiles/CPD/documents/6225-N-01-R1-RHP-Notice-10-26-20-Final.pdf> Section 8071 of the SUPPORT for Patients and Communities Act (Support Act) authorized a pilot program, also called the Recovery Housing Program, to assist grantees (states and the District of Columbia) to provide stable, temporary housing to individuals in recovery from a substance use disorder. The Support Act requires the Recovery Housing Program funds to be treated as CDBG funds and permits the Secretary to waive or specify alternative requirements to any provision under the CDBG statute, except for requirements related to fair housing, nondiscrimination, labor standards, the environment, and requirements that activities benefit persons of low- and moderate-income, upon a finding that such a waiver is necessary to expedite or facilitate the use of such funds.

Nevada Main Street:

- Nevada Main Street communities continue working on grant projects until June 30, 2021.
- GOED continues to hold bi-weekly calls with Nevada Main Street communities and partners from the Division of Outdoor Recreation, State Historic Preservation Office, Travel Nevada, the Nevada Small Business Development Center, and USDA.

SSBCI:

- Nevada Opportunity Fund:
 - No loans
- Collateral Support Program:
 - No loans

Miscellaneous:

- A virtual rural pitch day contest was held on November 6, 2020 in partnership with NNRDA, StartupNV, Entrepreneur's Assembly, Great Basin College, Audacity Fund, SBDC, UNR, Nevada Cooperative Extension, USDA, Department of Business and Industry, NNDA, and EDAWN. The winning pitches received cash prizes from NV Energy and other prizes from StartUpNV and the Audacity Institute. Five rural companies had 7 minutes to pitch and 5 minutes of questions from the judges. Thank you to Lt. Governor, Kate Marshall, for welcoming participants.
- Pitches and winners:
 - GL Innovation, Gerald Laughter, founder, maker of automatic battery interrupters for heavy and mining equipment. glinnovation@yahoo.com
 - Goat Shells, George Skivington, founder, maker of hard sided pop up camper shells in two sizes for regular and full-size trucks. stoppregeorge@gmail.com
 - Watec Nevada, Gary Hines, founder, cryogenic desalination of water. Watec.nevada@gmail.com
 - Little Rider Foundation, Joshua Peterson, founder, non-profit dedicated to helping all kids learn to ride a bike. [littleriderfoundation@outlook.com](mailto:little riderfoundation@outlook.com)
 - New Tech Products, Bruce Crater, founder, maker of the Tidy Oil Changer, a device that enables oil changing without getting one's hands dirty. bcmail@usa.com
- 3rd place: GL Innovation, Gerald Laughter, Elko
- 2nd place: Goat Shells, George Skivington, Spring Creek
- Audience Choice and First place: New Tech Products, Bruce Crater, Amargosa Valley
- <https://goed.nv.gov/programs-incentives/rural-community-economic-development/rural-business-pitch-day/>

PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

Nevada PTAC: COVID-19 Pandemic-Related

- 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 as well as the B&I-led Small Business Discussion Circle meetings.

- During some B&I-led meetings, which are attended by many Nevada small business resource partners, the PTAC offered to provide government contracting opportunity-related virtual training such as webinars to resource partners' small 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., government agencies and government prime contractors inside or outside of Nevada) and competing for contracts and/or subcontracts. Government contracts and subcontracts help 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. Since August 20, 2020, some resource partners such as the Urban Chamber of Commerce and SCORE accepted the PTAC's offer, and PTAC training sessions for their respective stakeholders have already been executed.
- The Clark County Business Development Advisory Council (BDAC) approached the PTAC about providing government contract training during BDAC's Small Business Opportunity Program (SBOP) virtual event on December 7, 2020. Per the event flyer, the PTAC will be helping to provide training to SBOP graduates, small business owners looking to grow their firms, and to small, emerging, disadvantaged, and minority businesses seeking new contract opportunities.
- The PTAC continues to teach as well as counsel its clients about government contracting on a one-on-one basis through only remote means such as using the phone, email, and both videoconferencing and webinar capabilities.
- Since September 1, 2020, 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):
 - National Aeronautics and Space Administration's (NASA's) Office of Small Business Program's virtual presentation event "Gateway to Small Business Opportunities at NASA," with a separate virtual small business matchmaker event
 - Pandemic Emergency Technical Support (PETS) Grant Program
 - PTAC-Nevada Small Business Development Center (SBDC) co-sponsored monthly virtual training on government contracting and subcontracting topics; one of the webinars on December 1, 2020 will feature a presentation by a representative from the State of Nevada's Purchasing Division about agency procurement opportunities for Nevada businesses
 - Washoe County's personal protective equipment procurement requirements
 - Siemens Nevada, a large government prime contractor, looking to jointly pursue government contracting opportunities with Nevada small businesses
- The PTAC has been continuing to disseminate its monthly e-newsletter, which has included information regarding, but not limited to, the following:
 - COVID-19 Nevada Business Recovery Resources-related information via B&I's website
 - PTAC client success stories about contract and/or subcontract award wins
 - PTAC client, See Us Now Staffing, Inc., is a minority-owned small business and certified disadvantaged business enterprise small business in Las Vegas. The company's core competencies include consulting in talent management, skills trades, medical office support and billing, call center recruiting and executive search, and light industrial work.

The business was awarded a subcontract by prime contractor, Dacelt LLC dba Sense Traffic Pulse, to disassemble and salvage unused baggage handling conveyors at McCarran International Airport in Las Vegas. Based on the subcontract award, the company was able to retain one full-time job, create one part-time job, and create five temporary jobs.

- PTAC client, Specialized Pipe Technologies, is a small business in Las Vegas specializing in construction sewer and drainpipe rehabilitation and diagnostic services. The firm was awarded two prime contracts by the University of Nevada, Las Vegas, one prime contract by the United States Postal Service, and one subcontract by prime federal contractor J&J Worldwide Services. The company was able to create four full-time jobs and keep 11 full-time jobs.
- PTAC client, City Seamless, LLC, is a small business in Las Vegas that focuses on construction roofing and related services. The company was awarded two prime contracts by the U.S. Department of the Interior/Forest Service, one prime contract by the U.S. Department of the Interior/National Park Service, and one prime contract by the U.S. Department of the Interior/Bureau of Land Management. Based on the awards, the company was able to create five full-time jobs and two part-time jobs and keep two temporary jobs.
- 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 previous cooperative agreement with the Defense Logistics Agency (DLA), the Nevada Procurement Technical Assistance Center (PTAC) is preparing its final performance metric report, on a cumulative basis, for the program year ending July 31, 2020. The report is due in late November 2020.
- Per its current cooperative agreement with the DLA, 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 interim period August 1, 2020 – September 30, 2020: (a) \$129,095,221 total of a subset of active clients' contract awards with local, state, and federal government agencies and subcontract awards with government prime contractors, and (b) participation in six outreach events. According to DLA, which helps to fund the 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 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 \$129,095,221 amount is the equivalent of about (c) 2,594 jobs.

- For the period from August 1, 2020 – September 30, 2020, a total of about 80 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.

NEVADA FILM OFFICE (NFO)

- As of November 10, 2020, the status of In Progress Productions for the Nevada Film Tax Incentive is summarized below:

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
In Progress Productions													
Who Wants to be a Millionaire - Se	\$ 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
7 Days Alive Eps 7-12	\$ 2,280,000	\$ 1,259,666	\$ 390,653	\$ 501,217	\$ 891,870	\$ 1,783,151	22.9	12.9	\$ 355,962				Audit in Process
7 Days Alive Eps 13-18	\$ 2,280,000	\$ 1,259,666	\$ 390,653	\$ 501,217	\$ 891,870	\$ 1,783,151	22.9	12.9	\$ 355,962				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				Audit in Process
Untitled Bleacher Report	\$ 4,849,456	\$ 928,735	\$ -	\$ 2,777,227	\$ 2,777,227	\$ 3,575,429	18.0	18.0	\$ 715,212				Audit in Process
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				Audit in Process
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				Audit in Process
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				Filming Completed
Divorzio a Las Vegas	\$ 2,087,507	\$ 458,461	\$ 432,739	\$ 546,627	\$ 979,366	\$ 1,437,827	6.6	5.2	\$ 274,583				Audit in Process
Catch 21 Reboot - Cycle 2	\$ 3,646,798	\$ 1,650,855	\$ 727,199	\$ 449,923	\$ 1,177,122	\$ 2,683,177	5.3	3.5	\$ 519,163				Application Approved
Feliz NaviDAD	\$ 1,665,734	\$ 257,771	\$ 693,061	\$ 371,279	\$ 1,064,341	\$ 909,516	5.9	4.2	\$ 218,965				Application Approved
Dear Christmas	\$ 1,745,866	\$ 278,326	\$ 909,092	\$ 224,866	\$ 1,133,958	\$ 1,047,287	5.4	3.5	\$ 245,499				Application Approved
Love Island - Season 2	\$ 27,356,400	\$ 10,249,497	\$ 7,646,825	\$ 4,186,658	\$ 11,833,483	\$ 16,410,308	104.0	54.4	\$ 3,222,837				Application Approved
Once Upon A Main Street	\$ 278,135	\$ 370,856	\$ 389,347	\$ 399,058	\$ 788,405	\$ 1,159,260	4.7	3.5	\$ 278,135				Application Approved
TOTAL	\$ 255,653,154	\$ 79,609,624	\$ 61,055,996	\$ 39,906,812	\$ 100,962,809	\$ 170,449,355	680.5	376.6	\$ 27,031,832	\$ 14,777,820	\$ 11,471,210	\$ (3,342,117)	
									Total Incentives Available	\$ 47,826,976			
									Amount Available for Applications	\$ 24,137,261			

- 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 working with different stakeholders on proposals to build needed infrastructure in Las Vegas to facilitate content creation and develop much need studio space that is currently lacking in our market. We have recently engaged in several different discussions with 2 large streaming services. While in the initial stages of discovery, these 2 opportunities would represent significant investment in Nevada that would result in substantial support and economic development of the entertainment industry in Nevada.
- 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.

HEALTHCARE INDUSTRY

- GOED Healthcare Industry Specialist, Mr. Vance Farrow, is chairing the Nevada Partners 'Promise Neighborhood Healthy Children, Families & Communities Pillar' addressing underserved Nevada residents of Las Vegas and North Las Vegas. Achieved metrics for the Pillar include over 8,232 families receiving food assistance, COVID-19 and other chronic disease screenings and access to virtual exercise classes and educational Tele-Town Hall presentations. The Pillar will continue to provide services in 2021 and is in the process of mapping out the 2021 calendar of events for continued community outreach.
- Mr. Farrow is also a member of the Immunize Nevada Flu and Covid-19 Task Force. Statewide immunizations for the flu vaccine are being currently coordinated for the greatest reach along with the development of communication materials and systematic data tracking. Webinars have also been planned throughout the season to educate the public and are being administered by key stakeholder groups free to providers and interested Nevadans.
- Mr. Farrow has been working with CanoHealth to expand their new clinical services footprint to Nevada. CanoHealth is one of the nation's leading health care service providers for seniors, serving both Medicare and Medicaid patients. The CanoHealth team has opened three new clinics (W. Charleston, E. Lake Meade, and E. Tropicana) with plans to expand to seven locations in the next three years. With partnerships with the City of Las Vegas, and the Nevada System of Higher Education, we will further expand the workforce pipeline of allied health professionals in southern Nevada.

NEVADA INSTITUTE FOR AUTONOMOUS SYSTEMS (NIAS)

- During the 4th Quarter, FY 2020, Nevada Institute for Autonomous Systems (NIAS) continued focus on the Switch led FAA BAA contract which runs through May 31, 2021. Additionally, NIAS is involved in developing a white paper for the BAA Call 2, in order to further the advancements, we have made during this time. The remaining available manpower time is dedicated to two additional contracts being the Google Impact Challenge Award and a Switch Airspace contract. NIAS is involved in creating new UAS ranges including two in Southern Nevada and one in Northern Nevada. In August of 2020, NIAS and Front Site Firearms Training Institute established a Memorandum of Agreement (MOA) to conduct UAS operations at their location in Pahrump, NV. NIAS is in the process of establishing a similar MOA agreement with the Nevada National Security Site (NNSS) for access to their restricted airspace. In Northern Nevada, we continue to operate out of our traditional test site at the Reno-Stead Airport. We have also created a new Northern Nevada UAS test site at the Tahoe Reno Industrial Center (TRIC) Switch Citadel facility. The Citadel campus provides NIAS and teammates access to over 800 acres of privately held land where BVLOS flights can be accomplished without having to fly over people or structures. NIAS submitted a VFR Sectional Chart request for the airspace around the Switch Citadel Campus to be designated as routine UAS operations. In the next quarter, we plan to remain focused on the same above efforts.

- Due to the COVID Pandemic, NIAS has remained working remote from our homes in the Las Vegas valley. The greatest learning from working remote is that our team is just as effective and efficient in carrying out our roles and responsibilities.

Google Impact Challenge Grant Award

- In November 2019 Nevada Institute for Autonomous Systems (NIAS) was informed they would be awarded a Google Impact Challenge (GIC) grant via The Tides Foundation. That award was formalized in February 2020. As part of GIC, NIAS was to provide a workforce development program to Las Vegas Area underserved youth. There are two aspects for the training. First, NIAS will provide formal training to become an FAA Part 107 certified drone pilot, known as a Remote Operator's Certificate, and provide the students the opportunity to take the formal FAA exam. The second piece is to provide soft skills and resiliency training and exercises to develop tools and techniques to progress through young adulthood and into the adult workforce.
 - The goal of the program is to educate 50 young adults over a 1-year period split into 4 training cohorts lasting approximately 3 months each. Without the involvement of community partners, this effort would not be possible. NIAS has partnered with Jobs for Nevada's Graduates to find energetic youth with the dedication to take part in a lengthy program and the desire to attain a federally recognized certificate. At least 1, perhaps multiple cohorts will take place at Ty's Place in North Las Vegas, Nevada. Ty's Place is a centrally located safe space for the students to gather and learn. AviSight, a local drone and data collection company, has provided textbook material that is used by the FAA as the basis for the FAA's Part 107 training. AviSight, as well as Switch, will provide industry and technology tours for each cohort that are intended to build excitement about both drones and the entire STEM area. Switch is a Tier VI Gold certified data center and cloud services ecosystem. Classes began the week of October 5.

NIAS Establishes a Memorandum of Agreement with Front Site

- In September 2020, The Nevada Institute for Autonomous Systems ("NIAS") and Front Sight Firearms Training Institute established a Memorandum of Agreement (MOA). The MOA was established in consideration for NIAS use of the Front Sight Firearms Training Institute facilities to conduct Unmanned Aerial Systems (UAS) operations testing and evaluation. In exchange for use the Front Sight Firearms Training Institute facilities, NIAS agreed to develop and submit for FAA approval a safety case and night waiver request for the Front Sight Firearms Training Institute airspace above their land. In exchange for the above work, Front Sight Firearms Training Institute will provide NIAS with the following infrastructure support on a not to interfere basis with current operations: Air-conditioned working space to accommodate NIAS, NIAS teammates, NASA, and FAA representatives during UAS testing operations. Most operations will be from 10-25 people and occasionally as many as 40 people. Initially, the large tent area outside the main administrative Front Sight Firearms Training Institute buildings has been identified. Additional infrastructure support is including: porta johns, regular bathrooms, folding tables, folding chairs, use of tent briefing area including use of television, microwave, soda machine, WIFI with separate router, utilities support, parking, access to food trucks, food vendors and generator support as required, as well as clear and unobstructed Class G operations areas.

FAA Broad Area Announcement

- Switch, LTD, in association with NIAS and ANRA was awarded the FAA Broad Area Announcement contract award to conduct testing operations. This contract, which began on June 1, 2020, requires NIAS support for twelve months for testing including advancing the UAS Traffic Management (UTM) with the FAA providing project oversight. In addition, the Nevada UAS Test Site and NIAS will test and prove out beyond visual line of sight (BVLOS) at night as well as a state-wide flight launch and recovery process demonstrated in a state-of-

the-art command and control center. During this contract, NIAS is performing duties including Project Management, Airspace Development, Waiver Authorization Development, Safety Case Development, Test Plan Development, Test Card Development, and Range Operations. Thus far, Switch, NIAS and ANRA have completed the Comprehensive Safety Plan, the Comprehensive Test Plan, acquired an FAA Part 107.29 Waiver for Night Operations, requested FAA Part 107.51(b) Altitude Limitations Waiver and Part 107.31 Visual Line of Sight Aircraft Operations Waiver, developed a High-Level Simulation Test Plan, Integrated Networking Equipment to Develop and Support Private Cloud Deployment, Operationalized Private Cloud, and developed a Centralized Command and Control Center to conduct operations.

CSN

- Long time NIAS teaming partner College of Southern Nevada (CSN) recently received FAA recognition for their new UAS Technology AAS degree program. This FAA recognition adds validity to the program – especially when it comes to marketing the degree program. The new degree is an Associate of Applied Science Degree in Engineering Technology in UAS Technology from the College of Southern Nevada.

Community Outreach

- Despite the COVID-19 outbreak, community outreach remains on-going as NIAS continues to build our new innovative Workforce Development Program: ARISE – Attaining Resilience and Independence through Support and Education – for which NIAS was selected as one of five recipients for the Google Impact Nevada Challenge. Through this new program, NIAS will help close the labor market skills and demand gap by partnering with autonomous systems (AS) companies currently domiciled in or looking to relocate or expand operations in Nevada that promises to create new jobs and meet the needs of the broader AS Industry. A preliminary cohort of partner companies has already been identified and continues to expand. Additional Work Force Development companies need to be identified and added as partners to build out this program further.

Improvements in Safety Risk Management

- The Nevada FAA UAS Test Site continues to focus on safety risk mitigations for operating a range during flight activities. NIAS has recently begun working with the FAA UAS Integration Office in order to develop Chart Depictions and verbiage for Chart Supplements in order to better advise aviators of UAS operational and high-volume traffic areas. Through this effort, NIAS is developing a method to chart, track, and incorporate high traffic test areas for general aviation. Additionally, NIAS has developed new Risk Assessment Matrices as well as hazard analysis that should provide a useful template for future areas of operations. NIAS looks forward to continuing to refine these methods and implement the information in order to increase aviation safety and help further UAS integration.

Future Activities

- NIAS is continuing its coordination with FAA representatives to complete Part 107 waivers in order to advance the FAA BAA contract. Due to COVID-19 funding impacts, McCarran International Airport Authority was unable to extend NIAS on the drone detection/incursion monitoring and testing operation and analysis. However, we can continue to maintain the equipment and in stand ready to continue the analysis in the future when the opportunity presents. Finally, NIAS has continued to maintain communication and relationships with other drone detection industry leaders that have continued interest in conducting operations in Nevada when travel and operation activities are available.

Nevada Bullet Points

- The Nevada UAS Test Site continues to advance FAA policy and procedures for Nevada and National UAS Industry in technology advancements during this pandemic through remote collaboration and daily conferencing.
- NIAS continues to reach out to industry and build relationship resources. NIAS is currently re-engaging with opportunities that have been placed on hold during the COVID-19, such as testing activities for MARS Parachutes. NIAS is committed to ensuring these efforts are fully explored and any assistance is provided as necessary.
- Due to limited opportunities for physical meetings during this time, NIAS is maintaining focus on several key areas. NIAS is committed to ensuring the FAA BAA is completed on time and within scope. NIAS is currently exploring follow-on testing opportunities in order to expand the current BAA and lead into the future BAA calls. During this time, NIAS is maintaining continual communication with industry leaders in order to keep current with the needs and requests for further testing and evaluation requirements.

Challenges

- As previously noted, **self-funding** remains our most significant challenge. As expected, the gap of capital investment in drone infrastructure throughout the state has been an issue. The ability to travel from state to state has also been a hinderance for advancing testing and evaluation. Fortunately, initiative such as the Google ARISE Program continue to develop through alternate methods. Additionally, drone incursions continue to pose challenges for the Nevada Drone Industry and Nevada Stakeholders. Nevada personnel continue to look for unique ways to assist the FAA, and the Drone Industry to safely integrate drones in the NAS by advancing beyond visual line of sight operations (BVLOS), UAS Traffic Management (UTM), remote identification, and drone surveillance technology.

Lessons Learned

- Drone Detection Program
 - Area airports should be equipped with sufficient system coverage to determine a full scope of drone activity and potential hazards
 - Monitoring Trends and Activity
 - Flight activity increased as season transitions from winter to spring to summer, also corresponding to more hours of daylight
 - Each month was consistent with the greatest activity being the 2-hour period prior to sunset thru civil twilight
 - LAANC should communicate/interact with authorized detection systems to correlate approved vs unapproved flight activity
 - For areas like Las Vegas, Public Service Announcement type advertising in the Airport and Hotel lobbies/TV Channels to promote LV specific drone notices
 - Valid Drone registration number should be part of drone initial setup and match Controller IDs to FAA registration number in order to be included in metadata.
- Waivers and COAs
 - Upon applying for waivers and/or COAs, WSEG formatted answers were not included with applications. While the information may be included, the WSEG format ensures answers to specific questions flow in an easy to follow format that allows investigators to ensure all points have been addressed.

- WSEG formatted answers to waiver applications will create less confusion and ensure specific information is provided to investigating authorities.

CROSS AGENCY

Outreach and Response Efforts:

- The Nevada Treasurers Office worked with GOED and the Nevada Department of Business and Industry (B&I) to deploy the Pandemic Emergency Technical Support (PETS) Grant Program. PETS made \$40 million in Corona-virus Relief Funds available to provide operational support to small businesses, non-profits organizations, arts and culture organizations, and local Chambers of Commerce impacted by the COVID-19 pandemic. The Program was intended to be flexible and ensure that eligible businesses, non-profits and other entities could adequately respond to the COVID-19 pandemic, safely reopen and continue their operations.
- PPE, CRAG and PETS grant programs created a new level of constituent inquiries and the GOED Constituent Services Team, which was created in February 2020 in preparation for COVID-19 related inquiries—was prepared to respond to all inquiries. The team partnered with Business and Industry to promptly answer the voluminous calls and emails regarding grant opportunities and the application process. The overwhelming response of applicants from Nevada small businesses generated a large volume of calls and emails daily that were all responded to within 24 hours. During the application process dates of October 19, 20, 21 and 22, GOED and B&I fielded over 500 calls from constituents who had PETS grant application questions. The PETS grant process proved to be very successful statewide and was met with much appreciation from community leaders, elected officials and small business groups statewide.
 - Specifically, The PETS grant outreach efforts targeted rural and diverse, women and veteran community groups. These efforts included contacting county officials in all 17 counties and grant information sharing with Small Business Development Center (SBDC), Nevada League of Cities, Interfaith Council, University of Nevada Cooperative Extension and RDA's among others.
 - Also, GOED worked with Asian, Urban, Latin and Indian Chambers in partnership with reaching constituencies in their respected areas. GOED provided translations for the PETS program in Spanish, Chinese, Tagalog, Japanese and Vietnamese. Spanish speakers who requested to speak to a Spanish language aide regarding the PETS grant received assistance in Spanish.
 - The Constituent Service Team continues to field calls regarding COVID-19 and other state matters and is now working with B&I in responding to inquiries. In conclusion, the PETS Grant Teams were successful in unifying efforts statewide in working with all diverse groups.

STAFF ANNOUCEMENTS

- Dr. Jean Barrett, CDBG Program Administrator, GOED is retiring as of November 25th after 10 years of service to the State of Nevada.
- Mr. Terry Savage joined GOED in November 2020 as a Government Contracts Advisor on the PTAC team. He is based out of the Carson City office. Mr. Savage is a former Deputy Director as well as Director for the State of Nevada's Department of Information Technology; a former information technology management consultant for Andromeda Enterprises, LLC, a project management firm, where he worked on contract work with the

states of Arizona, California, Utah, and Hawaii as well as with the U.S. Federal Judiciary; and a former TRW team member in the aerospace industry who held increasingly responsible technical, management, and business positions (TRW is now part of Northrop Grumman). He has a bachelor's degree in economics from the University of California at Los Angeles (UCLA). The PTAC is elated that Mr. Savage has resumed his public service with GOED and the State of Nevada.

- Mr. Jorge Ramirez Armenta joined GOED in November 2020 as a Government Contracts Advisor on the PTAC team. He is based out of the Carson City office. Jorge worked for a variety of companies as a team member in various roles. In his most recent position before joining the PTAC, he worked as a Sr. Technical Sales Executive for a local aerospace and defense contractor in Reno where he worked on proposals and with government contracts. He currently serves with the Air National Guard and earned a bachelor's degree in finance from the University of Nevada, Reno (UNR). He also studied project management at the University of Central Florida and is currently continuing his studies at UNR to obtain his master's degree in business administration. The PTAC is glad that Mr. Armenta joined GOED and the State of Nevada.
- Ms. Leandra Diossa joined GOED as the Director of Administration. Ms. Diossa has worked in the Legislative Counsel Bureau, Fiscal Analysis Division as a program analyst since May 2014. In this role, she served as fiscal support for Nevada's legislators and has a comprehensive knowledge of the state budgeting process. Prior to that, Leandra worked as a labor economist in the Department of Employment, Training, and Rehabilitation, Research and Analysis Bureau, and taught statistics part-time at the University of Nevada, Reno. She has a Master of Science in Economics and a Bachelor of Science in Natural Resources and Environmental Economics, both from the University of Nevada, Reno. Ms. Diossa is based in the Carson City Office.