

DIRECTOR'S REPORT

Please note: Previously Approved Company updates attached as an addendum to report (as per Secretary of State Cegavske's request at the December GOED Board Meeting)

To: GOED Board Members

From: Director Michael Brown



Date: June 16, 2022

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. Where over the past couple of years the focus has been around the challenges brought on by the COVID-19 pandemic, the conversations have shifted to more traditional economic and community development now that the outbreak is endemic in nature.

Our focus has now turned to the common challenges and opportunities we face in the areas of land, water, housing, workforce, and geopolitical events by bringing in experts and key partners in these areas. Over the quarter we were honored to have several outstanding guest speakers including:

- Mr. Dave Johnson, Deputy General Manager of Operations for the Southern Nevada Water Authority reporting on the water challenges faced in Clark County and implications to economic development.
- Ms. Malieka Bordigioni, Research Manager with the University Center for Economic Development at UNR discussing the volatility of Ag Markets because of the Ukrainian invasion, drought, and the protracted effects of the COVID-19 pandemic.
- A presentation from Mr. Colin Robertson the Administrator of the Nevada Division of Outdoor Recreation on the recently signed Nevada Agreement for Recreation Shared Stewardship. Colin also provided an update on the Statewide Comprehensive Outdoor Recreation Plan.
- An overview by Mr. Andrew Woods, Director of the Center for Business and Economic Research, UNLV of a recent Lithium-Ion Economy White Paper he has released.
- Mr. Lucas Ingvoldstad, the recent presidential appointment as USDA Rural Development Director for Nevada, joined us to introduce himself and provide an overview of USDA programs in the state.
- An overview of the Nevada Clean Energy Fund (NCEF) by Executive Director Kirsten Stasio. NCEF was established in the 2017 legislative session as an independent, nonprofit corporation to help finance clean energy projects in Nevada.
- An update on the Nevada Main Street Program by Ms. Shari Davis, GOED's Director of Rural Economic and Community Development. The Nevada Main Street program is a holistic approach to Main Street

revitalization that involves aesthetics, business creation/retention, that will lead to healthy and economically vibrant communities.

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. These calls continue to be a key convening and collaboration of economists across the state. Originally the Council was staffed with only Executive Branch economists but has expanded to include private sector and university economists as well.

Over the past two years the primary focus has been on the pandemic and how it has directly affected our economy. Now that the health crisis has moved from pandemic to endemic, the focus has broadened to include a broad array of topics including geopolitical events, supply chain challenges and inflation to mention a few. The sheer volume and complexity of current events has elevated the importance and value of these conversations in providing guidance to addressing the complex mix of threats and opportunities our state faces.

After each call a summary one-page report with updated forecasts is provided to brief the Governor's Office and state leadership. Below is a recent example of this one-page summary. Please let us know if you'd like to be on the distribution list of this report and/or would like to listen in on the calls.

Development Leadership

Deputy Director Kris Sanchez, GOED, is working with surrounding states to establish an integrated approach to supply chain and freight management in the southwest. Deputy Director Sanchez met with the leadership team of the Kansas City Smart Port Authority in May to discuss best practices, strategic growth, and how the organization successfully engaged stakeholders to establish one of the nation's most innovative inland ports. Deputy Director Sanchez also met with the leadership team of the Utah Inland Port Authority and the Utah Governor's Office of Economic Opportunity to discuss how Nevada and Utah can partner on advancing an integrated freight plan for the region.

WORKFORCE DEVELOPMENT

WINN Fund Activities

- In March, GOED's Board approved a new WINN Fund project supporting WNC's expansion of their CDL training to Carson City, NV. The project agreement is in place and the project timeline has commenced. WNC has received launch assistance from GOED and will be focusing its initial efforts on hiring, curriculum development and equipment procurement. It is anticipated that the project will be able to enroll its first cohort of trainees in September.
- Ms. Stacey Bostwick, Director of Workforce Development, GOED has provided technical assistance to the JATC Local 525, WNC Mobile Lab and CSN Advanced Manufacturing Expansion projects.
- Ms. Bostwick has also engaged in several emerging or evolving workforce training need discussions including healthcare, logistics and advanced manufacturing and technology.

Workforce Development Leadership

- GOED has partnered with the Nevada Business Magazine this Spring and GOED's Director of Workforce Development participated in an Employment Roundtable to discuss challenges and opportunities in the workforce today.
- Ms. Bostwick continues to represent GOED on the Community College Workforce Training and Programs Committee developed pursuant to AB450. The committee is tasked with studying opportunities for alignment of programs to Nevada's economy and analyzing funding and governance of community colleges. In addition, the committee is among the groups that will look at ways to make community college and other apprentice programs free by 2025 pursuant to the 2022 SOTS. The work of the committee must conclude by July 31, 2022 with a report due to the legislature August 1, 2022.
- Ms. Bostwick continues to represent GOED on the Interagency Council for Veterans Affairs and recently supported the completion of 2022 Biennial Report to the Governor and Nevada Legislature.
- Ms. Bostwick continues to represent GOED as a core member of the State Team engaged to participate in the National Skills Coalition Quality Postsecondary Policy Academy. Nevada has recommended a State Advisory Committee to support the work of the State Team.
- GOED has continued to partner with the Governor's Office of Workforce Innovation to share the SkillsMatch platform with individuals needing resources in Nevada. Since its inception, the following outcomes have been realized:
 - Nearly 6500 Nevadans have accessed the site.
 - Nearly 800 Nevadans have researched courses or programs recommended to address skill gaps
 - Over 2600 Nevadans have actively utilized the job listings.
 - GOED is seeking to renew the contract with EMSI Burning Glass, the website portal developer, in partnership with DETR at the June IFC meeting.
 - The NGA WIN leadership team has finalized report and recommendations for the State. Stacey Bostwick has represented GOED on the 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. NGA is hosting an in-person Broadband, Workforce Innovation and Digital Equity Summit in June which Director Bostwick will attend.
 - Ms. Bostwick was invited to Workforce Connections' inaugural business-led Industry Sector Partnership for Information & Communication Technologies to listen to industry insights and workforce needs in southern Nevada.

KNOWLEDGE FUND / BATTLE BORN GROWTH ESCALATOR

- GOED support for the creation of Nevada's first minority focused home-grown Community Development Financial Institution (CDFI) passed both the Interim Finance Committee on April 8th and the Board of Examiners on May 10th. This project also received support from the Las Vegas Urban Chamber and the office of Congressman Steven Horsford. GOED's Strategic Programs & Innovation department led the work with the Attorney General's Office utilizing \$6 million in T-Mobile settlement funds to provide Access Community Capital with the necessary seed capital for the formation of a revolving loan program directly benefitting low-income communities and communities of color. Access Community Capital has submitted its application for certification to the CDFI Fund, which is part of the U.S. Department of the Treasury. CDFIs will also be active partners in Nevada's forthcoming State Small Business Credit Initiative Program (SSBCI) which is being led by GOED.
- Nevada's *State Small Business Credit Initiative Program* (SSBCI) application is continuing to move forward. Nevada had submitted its application as the 9th state on February 8, 2022 and has now entered the third stage of the review process with in-depth responses submitted to Treasury in May. GOED's Strategic Programs & Innovation department still expects the Program to commence in the third quarter of 2022.
- GOED's Project SANDI team members – Ms. Tammy Westergard, GOED's Project SANDI Coordinator and Mr. Karsten Heise, Senior Director Strategic Programs & Innovation – led three workshops at the 38th annual meeting of the National Association of Workforce Development Professionals (NAWDP) in Las Vegas. The workshops ("Feel the Learn – How virtual reality amplifies upskilling and talent," "Fly in Close Formation: Grow Bandwidth through a Community of Practice," and "Hello, meet my colleague and my co-bot") highlighted how Nevada is engaging communities who in the past have not been reached through traditional channels or are now ready to retrain or upskill, but who are the most vulnerable and in much need of support. This component of the SANDI project is achieved through a GOED-developed unique methodology termed the SANDI Community of Practice which includes Nevada's public librarians with workforce duty assignments, community college career counselors, One-Stop Center coaches, state and municipal agency partners such as NDC, DETR, NDE, DHHS, Reno Justice Court, as well as community non-government organizations.
- Ms. Westergard and Mr. Heise also presented at the Library 2.0 2022 Worldwide Virtual Conference organized by San Jose University School of Information (SJSU). Mr. Heise's opening panel presentation Ms. Westergard's closing keynote highlighted Virtual Reality (VR) in Learning and Project SANDI to a global audience.

INTERNATIONAL TRADE

High-level visits to Nevada:

Inbound Delegation led by Vice President of the European Commission

In March 2022, a delegation from the European Commission visited Washington DC for meetings with other members of the EC and US Government. While visiting the US for only four days, they took one day on March 18,

2022, to visit Reno, Nevada to learn more about our renewable and clean energy initiatives and trade strategies with Europe. Our schedule included meetings with Nevada government and executives from Tesla, Panasonic, and Redwood Materials. We look forward to ongoing communication and support from the EC on these global environmental issues. The delegation was headed by Dr. Maroš Šefčovič - Vice President of the European Commission and his was accompanied by several members of his cabinet and EC representatives.

Inbound Delegation of the United States Trade Representatives

On April 7-8, 2022, the United States Trade Representative (USTR) sent a delegation to meet with Nevada and learn more about our exporting strategies and hear directly from companies. The agenda for the delegation included three different roundtables with various companies and governmental organizations at University of Nevada Las Vegas Blackfire Innovation, the UNR Innevation Center, and The Las Vegas Global Economic Alliance, regional development authority offices. Plus, there was a visit to Switch, a visit to Motional, and a visit to the Ozmen Center for Entrepreneurship for high level and executive meetings.

The delegation was represented by:

- Sophia Sokolowski, Assistant Deputy USTR and Director of Intergovernmental Affairs
- Liz Kosobucki, Director for Europe
- Sigrid Simpson, Director for Environment & Natural Resources
- Jamila Thompson, Senior Advisor to the U.S. Trade Representative.

Nevada and the Executive Branch of the US Federal Government work on several joint strategies for export promotion. The current focus of the United States Trade Representative's Office is to promote a more balanced trade relationship between the US and Europe. For example, the new Trade and Technology Council (TTC) is a partnership between the EU and USTR to promote successful trade relationships for technology advancement between our regions.

Outward Trade Missions:

GOED led Nevada's exporters in a Trade Winds mission in collaboration with US Department of Commerce. In early March 2022, Nevada GOED participated in the Trade Winds trade mission, led by the Department of Commerce, with a delegation of 16 companies and 3 academic organizations. This year's Trade Winds centered around a three-day business forum (March 6-8) in Dubai, United Arab Emirates, that features meetings with U.S. commercial diplomats and trade experts from over 20 countries in the Middle East, North Africa and Sub-Saharan Africa, plenary sessions, and networking events. Nevada companies also joined Commerce officials for optional trade mission stops in Algeria, Israel, Morocco, Saudi Arabia, Qatar and Egypt. At each mission stop, attending companies met directly with foreign government leaders, market experts and pre-vetted potential business partners. Alongside the Trade Winds business forum, the Nevada delegation participated in the WELLTI Summit, featuring panels and events to provide women-owned businesses and entrepreneurs with data, knowledge, contacts, and financing to increase trade. This was the first time that Nevada participated in the Trade Winds mission – the largest annual trade event organized by US Department of Commerce.

Nevada's exporters have also an opportunity to visit Istanbul, meet with Mayor of the City and its leading business support organizations. UNR and GOED organized a business event in collaboration with KOC University's K-works – a top accelerator program in Turkey allowing Nevada's exporters to promote their offer on Turkish market.

Outbound Trade Mission to Slovenia (PODIM and MoU Signing)

In May, Nevada GOED brought a delegation to Slovenia to attend PODIM, one of Europe's most high-level, high-tech startup events that focus on early stage and scaling startups. The delegation was led by member of Governor Sisolak cabinet and GOED Executive Director, Michael Brown, with the addition of Nevada GOED International Trade team and four Nevada companies. Located in Maribor, Slovenia, PODIM aims to connect innovators and

entrepreneurs with investors and government organizations that can promote startup growth. Nevada was invited by the planning committee to host a booth and talk about Nevada's new initiatives and soft-landing platforms that programs that are helping grow and mature Nevada's startup ecosystem. With a huge wave of momentum for innovation and technology within the state following the pandemic, Nevada embraced this opportunity to draw in international innovators to drive investment and diverse development in the state.

While in Maribor, Nevada GOED coordinated an MoU signing with the GOED equivalent in Slovenia, the SPIRIT Slovenia Business Development Agency. Acting director Rok Capl sat opposite Director Brown at the signing ceremony, and both spoke highly of the possibilities for Nevada-Slovenia business and government relations in the years to come.

Inward programs organized or supported by GOED ID:

GOED ID supported an International Symposium on Economic Development, Public Policies and Entrepreneurship (Reno, April 26-30). GOED ID helped UNR College of Business to apply – jointly with Warsaw School of Economics (SGH) – for a grant which was awarded by Polish Agency for Academic Cooperation. Besides researchers' exchanges supported by the grant on both sides (till now more than 50 scholars and students participated in those exchanges in the last 3 years), the 4th International Symposium focused on economic development, public policies and entrepreneurship was organized in Reno in collaboration between UNR, SGH and GOED.

So far, it was the biggest inward mission to Nevada with more than 20 researchers, 5 student startups and representatives of two major grant institutions in Poland. The Symposium was opened by UNR President Brian Sandoval and GOED Deputy Director Bob Potts was one of key-note speakers. One of the academic scaleups from Warsaw, Faktorama, has already established a presence in Nevada and hired a UNR student to run the US operations based in Reno.

1st Cohort from Poland - Nevada Acceleration Program completed a week-long visit to Nevada

Based on the Agreement between Republic of Poland and State of Nevada where both sides agreed to build a sophisticated acceleration program for Polish companies planning to land in Nevada and invest in our state, the first cohort of competitively selected 5 companies visited Nevada May 22-28. Co-organized by GOED and the Center for Research and Development in Poland (NCBR) program was managed in cooperation with several partners in Nevada supporting GOED's Nevada Global platform representing our top universities, co-working spaces, business support institutions, innovation centers, leading incubators, and accelerators. Visiting companies met with representatives and mentors from Business Assembly, StartUpNV, Reno-Sparks Chamber of Commerce and Vegas Chamber, UNR (NCAR, InNEVation Center, Ozmen Center for Entrepreneurship), Nevada Small Business Development Center, Vegas International Innovation Center and Startup Vegas, UNLV Blackfire Innovation and Polish Consulate in Las Vegas, among others.

Proclamation of Europe Day in Nevada

In May, the Nevada Governor, with a support of GOED International Division, made a proclamation designating May 9 as Europe Day in Nevada, which highlights the importance of the Transatlantic relations and Nevada strong investment and trade ties with Europe.

ID Grants:

In late March 2022, GOED received an additional \$100,000 in STEP 9 continuation funds for the state to put toward the Trade Winds reimbursements and an additional trade mission to Slovenia. This brings the state's total continuation award to \$350,000, on top of the STEP 9 base year award that GOED ID successfully closed in January. In late April, ID sent in the Quarter 2 report for the continuation funds for the Nevada STEP program. In doing so, GOED ID sees a rising Return on Investment following the March trade mission to Dubai, Abu Dhabi, and Istanbul for Nevada companies. GOED ID is currently finishing the allocation and reimbursements of all STEP funding before

the end of the fiscal year. We aim to continue to have 100% utilization for as we prepare the next base year, STEP 10.

In May 2022, GOED International submitted a project application to the U.S. Department of Commerce for Market Development Cooperator Program, requesting \$300,000 in federal funding, and another project application, this time to U.S. Small Business Administration, requesting \$1,000,000 in federal funding to support Nevada small businesses in their global trade objectives.

RURAL / MINING

Rural, Economic and Community Development

CDBG Summary:

- Administering 67 open grants (25 CDBG, 42 CDBG-CV).
- The CDBG Advisory Committee met on April 13th, 2022 and awarded 14 projects totaling \$3,262,745 to the following communities: Ely (2); Fallon (1); Fernley (2); Wells (3); Douglas (1); Elko County (2); Lincoln (1); Nye (1); and White Pine (1).
- CDBG staff received the HUD 2022 allocation May 13th in the amount of \$3,421,222.
- CDBG staff is preparing grant agreements for the 2022 grants that were awarded.
- CDBG staff will be conducting the 2023 Application and 2022 Grant Administration trainings in Carson City on June 15th and in Elko on June 22nd.
- CDBG staff will be monitoring the City of Fernley, Elko County, City of Wells and West Wendover the week of June 20th.
- CDBG staff is working on the Annual Action Plan for the 4 HUD formula programs. The plan will be out for the public comment period from June 1st to June 30th, with public hearings on June 8th, June 15th, and June 22nd.

CDBG-CV Summary:

- As part of the CARES Act, Nevada received three allocations of CDBG-CV funding totaling \$14,488,197. As of this report, GOED staff has allocated \$13,839,187.60.
- Round 1 – Non-entitlements \$2,049,574.
- Round 2 – Statewide \$9,963,639.
- Round 3 – Non-entitlements \$2,474,984.
- CDBG staff is working with grantees on expenditure plans to get 80% of the funding spent by 8/10/2023.

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 5/17/2023. The full allocation must be expended by 9/1/2027.
- The RHP Grant agreement was signed and returned to HUD on May 17, 2022.
- Staff has begun work on the application process and training materials.

Nevada Main Street:

- Attended the Main Street NOW national conference in Richmond, VA May 13th-19th. Sessions attended included information on: housing; mixed use development in historic downtowns; equity; diversity and inclusion; leadership development; grant funding; entrepreneurship; infrastructure; historic preservation; and placemaking.
- Biweekly Nevada Main Street zoom calls continue. State/Federal partners included on the calls are: Travel Nevada; Outdoor Recreation; SHPO; SBDC; USDA; Senator Rosen's office; and the Department of Business and Industry. The University Center for Economic Development, Senator Cortez Masto's office, and the Nevada Arts Council have now been added to the calls as well.
- Attended the virtual quarterly State Coordinators Meeting through National Main Street.
- Hosted a Main Street 101 webinar.
- Presented the Main Street Program to potential board members in Incline Village.
- Currently there are 18 communities in the Nevada Main Street Program – Goldfield has expressed interest, attended the national Main Street conference, and is now attending the biweekly calls.

Rural Outreach:

- Attended COSCDA's Program Manager's Virtual Conference.
- Participated as a member of WNDD's Project Evaluation Team.
- Attended the Mining Center of Excellence Industry Summit virtually.
- Attended the NNRDA Board meeting.
- Met with Mr. Jeff Sutich of NNDA, Ms. Jan Morrison of NV95-80, Ms. Heidi Lusby of NV95-80, and Mr. Jeff Fontaine of LCRDA

NEVADA PROCUREMENT TECHNICAL ASSISTANCE CENTER (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.
- 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 customers, 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. The PTAC also provides other government contracting outreach. 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 March 17, 2022, Nevada PTAC Deputy Director Mr. Nate Jackson performed *PTAC program government contracting outreach* at the Nevada Contractors Association's office in Las Vegas, at the invitation of the Regional Transportation Commission of Southern Nevada, for an event for businesses

- On March 31, 2022, Mr. Jeremiah Mesquita, Government Contracts Advisor, Nevada PTAC, provided PTAC program outreach at a U.S. Small Business Administration (SBA) event in Las Vegas for small business participants in the SBA's Emerging Leaders Program (ELP); the event was held at a local small business owned by an ELP participant
 - On April 23, 2022, Mr. Mesquita performed PTAC program outreach at an Urban Chamber of Commerce event for businesses interested in accessing capital; the venue of the event was the University of Nevada, Reno's Cooperative Extension location in Las Vegas
 - On April 26, 2022, Mr. Rice, Government conducted a webinar for the Urban Chamber of Commerce and its stakeholders; the virtual session was called "Creating a Winning Capabilities Statement" to help businesses create or refine a marketing document showcasing their companies' goods and/or services as they pursue government contracting and/or subcontracting opportunities
 - On May 4, 2022, Nevada PTAC Director Joan C. Rueben and Deputy Director Nate Jackson provided PTAC program outreach at the Nevada Small Business Resource Fair at the Sahara West Library in Las Vegas; the fair was hosted by B&I and the PTAC led the Business Certifications & Contracts area of the fair, where many government agencies and their representatives were present to interact with the small business owners
 - On May 5, 2022, Nevada PTAC Director Joan C. Rueben attended the 2022 SBA Small Business Week Luncheon at The Smith Center in Las Vegas, where she interacted with some small business owners, from various cities and towns throughout Nevada, who are already involved in government contracting and some who are looking to pursue it to diversify revenue sources; she also coordinated with other government agencies and resource partners to plan for upcoming events to assist the state's business community
 - On May 11, 2022, Nevada PTAC Director Joan C. Rueben and Mr. Rice provided PTAC program outreach at the Institute for Supply Management-Nevada's Supplier Opportunity Fair at the Pearson Community Center in North Las Vegas; the fair allowed businesses, especially small businesses, to meet with government procurement personnel from various agencies, resource partner representatives, and other businesses
- 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 a variety of methods
 - Since March 4, 2022, the PTAC has issued email campaigns and/or e-newsletters 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):
 - Past PTAC-Nevada Small Business Development Center (SBDC) co-sponsored monthly virtual training on government contracting and subcontracting topics
 - the March 16 and 17, 2022 PTAC-led webinars: resources for veteran-owned businesses

- the April 20, 2022 PTAC-led webinar: creating a winning capabilities statement
- the May 18, 2022 PTAC-led webinar: Nevada PTAC client Heather Avila, President & CEO, LIVE Electric Inc., sharing the company's successful government contracting and subcontracting journey
- Future PTAC-SBDC co-sponsored monthly virtual training topics
 - the June 15, 2022 PTAC-led webinar: resources for veteran-owned businesses
 - the June 22, 2022 PTAC-led webinar: Nevada PTAC client Braden Schrag, Owner, Polymath Solutions, LLC, to share the company's successful government contracting and subcontracting journey
 - the July 7, 2022 PTAC-led webinar: how to prepare federal government proposals
 - the two July 8, 2022 PTAC-led webinars: local government and other public sector contracting opportunities in Nevada on the Nevada Government eMarketplace (NGEM)
 - the two July 19, 2022 PTAC-led webinars: state government contracting opportunities in Nevada on NevadaEPro
 - the two July 21, 2022 PTAC-led webinars: federal government contracting opportunities in the U.S. in the "Contract Opportunities" part of SAM.gov
- Free opportunity for small businesses to virtually meet Bureau of Reclamation (BOR) representatives on June 8, 2022 and learn about their programs, requirements, and contracting opportunities
- 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 federal government's Small Business Innovation Research (SBIR) program and Small Business Technology Transfer (STTR) program contracting opportunities for the nation's small businesses
 - PTAC client success stories about contract award wins
 - Nevada PTAC client Live Electric, Inc., is a woman-owned small business, certified Nevada Local Emerging Small Business (ESB) firm, and certified disadvantaged business enterprise/small business enterprise company specializing in a myriad of electrical services, including commercial electrical and industrial electrical. The company won a prime contract with the City of Las Vegas, Nevada; a prime contract with the State of Nevada, Nevada System of Higher Education, University of Nevada, Las Vegas; a subcontract with U.S. Department of Veterans Affairs prime contractor Patriot Construction; a subcontract with Southern Nevada Health District prime contractor SHF International; a subcontract with the City of Las Vegas prime contractor NDL Group; and a subcontract with the City of Las Vegas prime contractor Blue Print Construction. Based on the award of the contracts and subcontracts, the company was able to keep six full-time jobs.
 - Nevada PTAC client Calx Enterprises, Inc., is a certified Woman-Owned Small Business, Economically Disadvantaged Woman-Owned Small Business, and Nevada Local Emerging Small Business (ESB) firm based in Las Vegas. The company's core competencies include transportation, travel, non-scheduled air charter flights and a myriad of business-related services. The business was awarded its latest federal government prime contract by the

99th Contracting Squadron, Nellis Air Force Base, to install flooring and baseboard. Based on the award of the contract, the company was able to create one full-time job, keep one full-time job, and create five temporary jobs.

- Nevada PTAC client Allegiant Electric, LLC, is a certified Woman-Owned Small Business, Woman Business Enterprise, Minority Business Enterprise, Disadvantaged Business Enterprise, Small Business Enterprise, Local Small Business, Local Diverse Business, and Nevada Local Emerging Small Business (ESB) firm based in Las Vegas. The business's specialties are electrical services, including solar, battery storage and electrical vehicle charging stations. The company was awarded a purchase order by the U.S. Department of Veterans Affairs, Southern Nevada Healthcare System, as well as a purchase order by the U.S. Department of Defense, Creech Air Force Base. The purchase order awards have helped the company create eight full-time jobs and retain 16 full-time jobs.
- Website links to local, state, and federal government contracting opportunities and subcontracting opportunities under government prime contractors, all of which contain, formal non-pandemic related and pandemic-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 current cooperative agreement with its federal funder, the U.S. Department of Defense (DoD)/Defense Logistics Agency (DLA), for the program year August 1, 2021 – July 31, 2022, the Nevada PTAC reported the following for the interim period August 1, 2021 – March 31, 2022: (a) \$156,392,442 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 21 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 \$156,392,442 amount is the equivalent of (c) about 3,143 jobs.

NEVADA FILM OFFICE (NFO)

- 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.
- New digital studios are opening in Nevada. Recently under construction are Vu Studios, an example of the new format many studios are taking with massive LED digital backdrops that allow for filming in small spaces that previously required a large studio. Digital production facilities represent an area of opportunity for Nevada given for commercial content creation and convention industry content.

- As a result of the recent legislative session and changes to the NRS, the NFO is actively reviewing and revising its regulations, scheduling public workshops as required to do so and eliciting feedback from the industry.
- Then NFO has been actively participating in conversations with various groups proposing studio developments in Nevada. Multiple groups are exploring expanding into Nevada as the demand for content from streaming services continues to grow the industry throughout the country. The availability of financial incentives continues to be a significant factor in decision making process.
- 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.
- Currently, Netflix is filming a motion picture in conjunction with Blumhouse Pictures in Jean, Nevada. The production is spending approximately \$14 million, hiring local crew and businesses. The production in titled Absolute Dominion and will air on Netflix to a worldwide audience.
- The NFO is working closely with the Nevada Department of Tourism to increase synergies and opportunity to engage the content creation industry and drive attention to Nevada and its destinations throughout the state.
- As of May 24, 2022, the status of In Progress Productions for the Nevada Film Tax Incentive is summarized below:

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	Status
Completed Productions											
Legitimate Wiseguy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	\$ -		Application Withdrawn
Don't Suck	\$ 569,198	\$ 238,512	\$ 102,018	\$ 241,248	\$ 343,266	\$ 545,357	5.8	4.4	\$ 107,103	\$ 107,103	Certificate Issued
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		Audit in Process
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		Audit in Process
Homeless	\$ 713,000	\$ 131,000	\$ 100,000	\$ 482,000	\$ 582,000	\$ 713,000	7.3	7.3	\$ 175,250		Filming Completed
The Salon Show	\$ 1,800,369	\$ 792,964	\$ 261,280	\$ 429,176	\$ 690,456	\$ 1,319,396	10.3	6.0	\$ 260,962		Audit in Process
Dragon's Egg	\$ 6,689,319	\$ 1,568,896	\$ 600,000	\$ 4,133,398	\$ 4,733,398	\$ 6,017,356	30.2	27.4	\$ 1,194,019		Application Approved
Absolute Dominion	\$ 12,789,015	\$ 4,268,293	\$ 1,960,344	\$ 3,342,106	\$ 5,302,450	\$ 9,570,743	42.1	25.1	\$ 1,855,338		Application Approved
TOTAL	\$ 46,929,871	\$ 16,643,421	\$ 6,314,738	\$ 12,909,523	\$ 19,224,261	\$ 35,382,299	162.2	113.6	\$ 6,937,228	\$ 107,103	
										Total Incentives Available	\$ 32,599,211
										Available for New Applications	\$ 25,661,983

HEALTHCARE INDUSTRY

- GOED Healthcare Industry Specialist, Mr. Vance Farrow, is working with the Department of Healthcare Finance and Policy and the City of Las Vegas to prioritize economic development initiatives that will directly impact the state's highest out-of-state reimbursement categories for medical treatment. Once the Letters of Agreement

and supporting data are identified, specific centers of excellence will be targeted as the primary focus for recruitment and subsequent workforce pipeline enhancement.

- Mr. Farrow worked with the Roseman University of Health Sciences, School of Medicine team to launch Project Genesis. GENESIS is a household-centered approach to aligning healthcare, public health and social services to help vulnerable households achieve resiliency. It provides clinical and social services to households in medically underserved communities through household visits, interprofessional clinical practices and patient navigation. Care teams will span the entire spectrum of the Roseman family to include medicine, nursing, pharmacy, and oral health.
- Mr. Farrow is working with Panaxium to establish a clinical partnership with the Cleveland Clinic, Lou Ruvo Center for Brain Health. This partnership would establish a center of study to assess debilitating neurological conditions and provide specialized treatment to correct deficits at the cellular level. Panaxium is a Canadian-based company looking to establish a United States HQ for domestic clinical trials and subsequent FDA approval.

STAFF ANNOUNCEMENTS

- Mr. Ken DuBos has joined GOED as a Government Contracts Advisor with PTAC in Carson City. Prior to joining GOED he attended school in Carson City then joined the United States Navy. Ken spent 17 years in the Navy as a Hull Maintenance Technician. Once he retired from the Navy, he joined the Puget Sound Naval Shipyard for 20 years from which he just retired.
- Mr. Karsten Heise received the 2022 NCET EDawn Venture Catalyst Award for his hard work in enhancing the growth and prestige of the technology community.
- Ms. Dijana Mitrovic, Small Business Administration - Nevada Director of State Trade Expansion Program and GOED International Business Development Coordinator, in March 2022 was appointed as the U.S. Business Ambassador of the Slovenian Business Club in addition to her GOED duties. She is the candidate for an Honorary Consul of Slovenia in Nevada.

ADDENDUM TO DIRECTOR'S REPORT

BOARD APPROVED COMPANIES – UPDATES FOR THE JUNE 16, 2022, GOED BOARD MEETING

Northern Nevada Updates

<p>Nanotech Energy, Inc. <i>Manufacturing – Battery Storage</i> Washoe County EDAWN <i>Abatement Application was approved at the December 12, 2020, GOED Board Meeting</i></p>	<p>NanoTech is under construction. They purchased 506 acres in TRIC. They are now starting with 500,000sf instead of 1,000,000sf because of the cost of construction. They will build the other 500,000sf when they need it.</p>
<p>Centerline Structural Innovations, Inc. <i>Manufacturing, Headquarters, Research and Development – construction products</i> Washoe County EDAWN <i>Abatement Application was approved at the December 12, 2020, GOED Board Meeting</i></p>	<p>Company is in their facility, in Washoe County, hiring and growing their operation. Director Michael Brown plans to visit this facility in June 2022.</p>
<p>Footlocker Retail, Inc. <i>Warehousing, Distribution, Logistics</i> Washoe County EDAWN <i>Abatement Application was approved at the June 17, 2021, GOED Board Meeting</i></p>	<p>Company reports the project has been going great and it was a smooth winter. Company took possession of land in April and there has been a significant amount of construction, the building went up quickly and system development work is underway. Company hired its first employee in May 2022 and plans to ramp up hiring in the next 30-60 days. Co. is anticipating inventory coming into facility in August and should be open to business in late September.</p>
<p>ProfitPay Technologies (formerly PayCertify, Inc.) <i>Fintech – HQ and Services</i> Washoe County EDAWN <i>Abatement Application was approved at the March 31, 2021, GOED Board Meeting</i></p>	<p>Company has hired new people in Reno and requested to get connected with someone for additional workforce / qualified candidates. Company is interested in acquiring a lot more talent, specifically hiring more qualified customer agents to help people get the most out of the platform. The company has also hired a new CEO. The transition to NV, after Board approval, has been great, no setbacks.</p>

Southern Nevada Updates

<p>Vu Technologies (formerly NeuroVu Studios) <i>Content Production Studios</i> Clark County LVGEA <i>Abatement Application was approved at the September 23, 2021, GOED Board Meeting</i></p>	<p>Company opened its virtual production studio in Las Vegas February 24, 2022. A grand opening event was held on February 27, 2022.</p>
<p>Air Liquide Advanced Technologies US, LLC (formerly Air Liquide Advanced Technologies US, LLC) <i>Manufacturing – Industrial Gases</i> Clark County LVGEA <i>Abatement Application was approved at the September 30, 2018, GOED Board Meeting</i></p>	<p>Operations were delayed mostly due to supply chain issues resulting from COVID-19. The company worked with GOED to review the reasons for delay which enabled the company to move forward with its Abatement Agreement.</p> <p>The company held a Grand Opening event, and site tours, at its North Las Vegas facility on May 24, 2022.</p>