


To: GOED Board Members

From: Director Tom Burns 

Date: March 16, 2023

Subject: Director's Report

ECONOMIC DEVELOPMENT

Agency Activity

Activity over the last few months at the Governor's Office of Economic Development has been more intense than at almost any other time in the history of the agency. We have gone through administrative and leadership change, closed two of the three largest business development deals since GOED's inception, developed and released a new 5-year strategic plan, have restructured and brought into compliance our fiscal and business office while under audit, operationalized a \$113 million State Small Business Credit Initiative (SSBCI), released the 2022 Annual Report, and set the stage for a successful 2023 Legislative Session.

That said, there are a few people in the agency who deserve a special call-out for their contributions to these successes: Ms. Melanie Sheldon who leads the Business Development team; Ms. Michele Lynn our Director of Administration and fiscal team lead; Mr. Karsten Heise who has single handedly stood up the SSBCI program; Mr. Greg Bortolin who leads communications; and Mr. Jimmy Humm who leads policy and legislative strategy.

Of course, none of this happens without the rest of the GOED staff who maintain ongoing activities in the agency including workforce development, community and rural outreach, RDA and stakeholder relations, small business support, research, infrastructure development, film, international activities, and administrative support.

The agency is truly staffed with a team of professional and dedicated public servants. It has been an honor to work alongside this remarkable GOED team these recent months to make some significant and historic contributions to the people we serve.

WORKFORCE DEVELOPMENT

WINN Fund Activities

- GOED has drafted and presented Assembly Bill (AB) 38 in the 82nd (2023) Legislative Session. GOED is seeking to add non-reversion language to the current statute for funding timeline flexibility.
- GOED approved an expansion to WNC Mobile Lab project funded through WINN to develop a Battery Basics pilot training in partnership with area battery recycling companies.
- TMCC, Panasonic North America (PENA) and Ms. Stacey Bostwick, GOED's Director of Workforce Development meet weekly to support the launch of the new Advanced Manufacturing Training Center in Reno, NV. Truckee Meadows Community College (TMCC) is ready to launch programming, is completing

the hiring of the core team and finalizing details of the lab as construction continues on the AMT Center in PENA's Plumb Ln facility.

- The Director met with new workforce and CTE leadership at Great Basin College (GBC) to discuss funding needs and opportunities to connect with local industry.
- Ms. Bostwick represented GOED at two Industry Sector Partnerships convened by the southern Nevada Workforce Development Board, Workforce Connections: General & Advanced Manufacturing, and Healthcare Services.
- Engaged in several emerging or evolving workforce training need discussions including logistics, technology and manufacturing.

Workforce Development Leadership

- In support of DETR's Incumbent Worker Training Pilot, Ms. Bostwick represents GOED on bi-monthly planning and progress meetings. Representatives from both Local Workforce Development Boards were invited to present the IWT program in January to representatives of RDAs throughout the State to share the opportunity.
- Ms. Bostwick participated in the All-State wrap-up convening of the National Skills Coalition Quality Postsecondary Credential Policy Academy.
- GOED received approval from the US Department of Commerce's EDA to initiate the statewide manufacturing/logistics workforce report and plan component of the State Planning Grant. A team within GOED meets with the contractor, SRI International bimonthly to coordinate the deliverables on a consolidated 12-month timeline. The business need survey is active and GOED has been working with SRI to engage stakeholders for background analysis for the plan.
- 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, we have realized the following outcomes:
 - Over 9000 Nevadans have accessed the site.
 - Over 1200 Nevadans have researched courses or programs recommended to address skill gaps.
 - About 2950 Nevadans have actively utilized the job listings.
 - GOED has worked with Lightcast to increase outreach and information sessions for the workforce system stakeholders. Lightcast presented SkillsMatch to the Northern Nevada Workforce Alliance in January where about 30 workforce system representatives attended to see how this resource could be used in their programs.

KNOWLEDGE FUND / BATTLE BORN GROWTH ESCALATOR

- Nevada's SSBCI Program launched in early January 2023. Small Businesses especially those small businesses with Socially and Economically Disadvantaged Individuals backgrounds are encouraged to visit <https://nvsmallbiz.org/> for detailed information on each of the five programs: BBG Venture, the Nevada State Venture Capital Program, BBG Loan Access, the Collateral Support Program, BBG Microloan, the Microloan Program for small businesses with less than 100 employees and seeking less than \$250k in loans, BBG Loan Enhancement, the Small Business Loan Program for small businesses with less than 500 employees and seeking more than \$250k in loans, and BBG Climate, the C-PACE Program for small businesses with less than 500 employees seeking low interest long-term financing for investments in energy efficient and water efficiency technologies.

- On February 9th, 2023, Nevada's SSBCI team presented at the Nevada Community Development Investment and Lending Forum in North Las Vegas hosted by the Federal Reserve Bank of San Francisco, the Federal Deposit Insurance Corporation, and the Office of the Comptroller of the Currency. The Forum focused on the equitable support of small businesses. Mr. Karsten Heise, GOED Senior Director Strategic Programs & Innovation and SSBCI Program Manager and Ms. Mendy Elliott Nevada SSBCI Chief Program Officer Credit presented and formally announced the launch of Battle Born Growth Microloan. Small Businesses especially those small businesses with Socially and Economically Disadvantaged Individuals backgrounds are encouraged to visit directly <https://nvmicroloans.org/> where qualifying loan enquiries will be matched with participating Community Development Financial Institutions (CDFIs) and Technical Assistance provider, the Nevada Small Business Development Center.

RURAL / MINING

Rural, Economic and Community Development

CDBG-CV Summary:

- As part of the CARES Act, Nevada received three allocations of CDBG-CV funding totaling \$14,488,197.
- CDBG staff have allocated \$14,188,197.00.
- CDBG staff has expended \$ 4,801,657.
- 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. All awarded grants expire on June 30, 2023.
- CDBG staff continues to work with grantees to expend funds in a timely manner.
- The CDBG Program Administrator participated in the COSCDA- CDBG-CV meeting.

CDBG Summary:

- Administering 49 open grants (32 CDBG, 17 CDBG-CV).
- 2023 CDBG applications were due February 17, 2023. CDBG received \$6,439,210 in applications from 10 communities.
- CDBG staff is working on scheduling and preparing the Advisory Committee meeting.
- CDBG staff is working with partners on the draft AAP (Annual Action Plan Report) this report is due to HUD May 17, 2023.
- The CDBG Program Administrator participates in monthly HUD partner meetings. Participants are Community Development Block Grant (CDBG), Home Investment Partnerships Program (HOME), Emergency Solutions Grant Program (ESG), Housing Opportunities for People with AIDS (HOPWA), National Housing Trust Funds (HTF) and the HUD CPD (Community Planning and Development) representative.
- The CDBG Program Administrator participated in the COSCDA- Quarterly meeting.
- CDBG staff has participated in various HUD trainings.

CDBG – Recovery Housing Program:

- The 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 Advisory Committee was held on February 8th, 2023. The advisory committee awarded \$1,571,521 to three projects - 2 projects in Northern Nevada and 1 project in Southern Nevada.
- CDBG staff met with awarded grantees to train and review the requirements for the RHP grants.
- CDBG Staff is working on RHP grant agreements.

Nevada Main Street:

- 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; Senator Cortez Masto's office, the Department of Business and Industry; the University Center for Economic Development; Nevada Arts Council; State Parks; the Nevada Film Office; Small Business Administration (SBA) and the Rural Nevada Development Center. The Bureau of Land Management (BLM) has now been added to the calls as well.
- Ms. Shari Davies, Rural Economic and Community Director, attended the following events:
 - Quarterly State Coordinators Training, Workshops, and Meeting through National Main Street virtually.
 - The Greater West Regional virtual meetings.
 - Meeting with potential Incline Main Street program board members, stakeholders, and Commissioner Alexis Hill in Incline Village.
 - Met with various Nevada Main Street organizations on a one-on-one basis.
- Currently there are 21 communities in the Nevada Main Street Program at varying levels (pre-Exploring, Exploring, Affiliate, and Designated).

Rural Outreach:

- Ms. Shari Davies, Rural Economic and Community Director, attended the following outreach events:
 - Met with: Mr. Tim Robb, Office of the Governor; Dr. Fred Steinmann of UCED; Mr. Tom Harris of UCED; Mr. Dick Bartholet of UCED; Ms. Christine Brandon of WNDD; Ms. Mary Kerner of RNDC; Ms. Cortney Bloomer of Travel Nevada; Mr. Lucas Ingvaldstad of USDA-RD; Mr. Ryan Gerchman, Hazard Mitigation Planner; and Ms. Kirsten Stasio of the Nevada Clean Energy Fund.
 - Attended and presented at the EDA regional visit with Sheba Person, Regional Director.
 - Attended various virtual meetings, including: RDA calls; Nevada Agriculture Outlook; Economists Calls; and Sync calls (WNDD and UCED).
 - Attended the Fernley Comprehensive Economic Development Strategy meeting in Fernley with Dr. Fred Steinmann, Mayor Neal McIntyre, and various Fernley board members and staff.
 - Attended the NNDA State of the Counties meeting.
 - Attended EDawn's "State of the Economy in Northern Nevada" economic update and meeting.
 - Attended NNRDA Board meetings.

- Participated as a member of the I-80 Loan Fund Committee through RNDC.
- Attended the 3D Working Group meeting for Travel Nevada's Destination Development program.
- Attended the Nevada Rural Partners Network Community Networks Virtual Kickoff with USDA-RD.

APEX ACCELERATOR [FORMERLY KNOWN AS THE NEVADA PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)]

- Since before and after the start of the COVID-19 pandemic, the APEX Accelerator [formerly known as the Nevada Procurement Technical Assistance Center (PTAC)] program continues to be a regular participant of the State of Nevada Department of Business & Industry (B&I)-led Small Business Roundtable Discussion meetings. Since August 2022, the APEX Accelerator (former Nevada PTAC) has been housed in the same building as B&I in Las Vegas. (As reported in the last Director's report, the former Nevada PTAC is now the APEX Accelerator because the federal government transitioned the nationwide system of PTACs from under the Defense Logistics Agency (DLA) to the U.S. Department of Defense's (DoD's) Office of Small Business Programs at the Pentagon level, in order to elevate the importance of the APEX Accelerators' role in sustaining the nation's as well as the respective states' business-industrial base.)
- Around since the 1980s, the APEX Accelerator (former Nevada 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 APEX Accelerator also provides in-person government contracting outreach and training. 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 December 14, 2022, APEX Accelerator (former Nevada PTAC) Director Ms. Joan C. Rueben served as a guest speaker on the topic of government contracting for the Business Development Advisory Council (BDAC) meeting at the Clark County Government Center.
 - On February 15, 2023, Mr. John Rice, Government Contracts Advisor, APEX Accelerator, interacted with business owners and representatives and provided government contracting outreach at an event at the Harry Reid International Airport. Clark County Department of Aviation hosted a free workshop at the airport. The workshop was entitled, "Doing Business at the Airport."
 - On February 17, 2023, APEX Accelerator program Director Rueben interfaced with business owners and representatives at the Latin Chamber of Commerce's Business & Networking event at the Suncoast Hotel. She was able to spread awareness about the program. GOED Executive Director Burns was one of two featured guest speakers at the event. As part of his speech, Director Burns introduced the APEX Accelerator program and its director.
 - On February 28, 2023, Nate Jackson, Deputy Director, APEX Accelerator, represented the program at the Nevada Contractors Association's Diverse Contractors Council industry meeting. He was able to collaborate with resource partners on the theme of diversity and contracting.

- The APEX Accelerator (former Nevada 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.
- The APEX Accelerator (former Nevada 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 APEX Accelerator's small business resource partners):
 - Past APEX Accelerator-Nevada Small Business Development Center (SBDC) co-sponsored monthly virtual training on government contracting and subcontracting topics
 - the December 7, 2022 and December 8, 2022 APEX Accelerator-led webinars: federal government-related contracting opportunities (by Ken DuBos, Government Contracts Advisor, APEX Accelerator)
 - the total of two APEX Accelerator-led webinars held on January 25, 2023: the Nevada PTAC is now known as the APEX Accelerator (by APEX Accelerator Director Joan C. Rueben)
 - the January 26, 2023 APEX Accelerator-led webinar: Resources for Veteran-Owned Businesses (by Bruce Coney, Government Contracts Advisor, APEX Accelerator)
 - the February 15, 2023 APEX Accelerator-led webinar: the Nevada PTAC is now known as the APEX Accelerator (by APEX Accelerator Director Joan C. Rueben) and the State Small Business Credit Initiative (SSBCI) 2.0 Program by Karsten Heise, Senior Director, Strategic Programs & Innovation, GOED
- The APEX Accelerator (former Nevada PTAC) continues to disseminate its 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
 - Carson City, Nevada's requirement called the Sutro Basin Scoping Project shown on the Nevada Government eMarketplace (NGEM) on the Internet
 - Clark County Department of Aviation's free workshop at the airport entitled, "Doing Business at the Airport (Harry Reid International Airport)"
 - Super Bowl LVIII Business Connect Program (made the public aware of the program, since the Allegiant Stadium involves tax dollars)
 - APEX Accelerator client success stories about contract award wins
 - Client SCA Design, LLC, is a certified Nevada Local Emerging Small Business specializing in architectural and design services, including but not limited to concept design, remodel, re-design, renderings, master planning, special projects, tenant improvements, commercial projects, project management, and residential/multi-family. The business was awarded a subcontract to provide design services to Atherton Construction and Arriola, Joint Venture for a project at Nellis Air Force Base, Nevada. The company was able to retain 13 full-time jobs.
 - Client DME Expo Logistics is a service-disabled, veteran-owned small business that offers a myriad of services, including trucking, air freight, ocean freight, shipping, logistics, customs handling, customs brokerage, and supply chain management. The company's government customer, the U.S. Department of Veterans Affairs, Veterans Health Administration, Regional Procurement Office East, exercised an option to extend the

business's contract and increase the contract value. This resulted in the company being able to create one full-time job.

- Live Electric, Inc., is a woman-owned small business, certified Nevada Local Emerging Small Business, and certified disadvantaged business enterprise/small business enterprise that provides many electrical services, including commercial electrical and industrial electrical services. The company was awarded two prime contracts with the City of Las Vegas and three subcontracts with respective government prime contractors, CG&B Enterprise, Inc. (for State of Nevada Public Works-related work), KOR Building Group (for City of Henderson-related work), and SHF International, LLC (for psychiatric hospital-related work). The contracts and subcontracts allowed the company to create three full-time jobs and retain five full-time jobs.
- Tony Matthews Real Estate, LLC, founded by Tony Matthews, is a small business engaged in providing a myriad of professional services, including construction, development, property preservation, property inspection, property disposition, executive coaching and consulting, and strategic planning. Tony was awarded his first federal government prime contract by the 99th Contracting Squadron, Nellis Air Force Base, Nevada to provide moving services. Based on the contract award, the business was able to create three temporary jobs and keep four 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 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 APEX Accelerator-led, no-charge webinars and links to recordings of past APEX Accelerator webinars
 - For the program year August 1, 2022 – July 31, 2023, the APEX Accelerator (former Nevada PTAC) reported, in part, the following information for the period from October 1, 2022 to December 31, 2022: (a) \$43,560,312, the overall total of a subset of active clients' contract awards with local, state, and federal government agencies and subcontract awards with government prime contractors (note: all inside and outside of Nevada), and (b) participation in 14 outreach events. According to the federal government -- which helps to fund the APEX Accelerator with federal dollars to ensure complete alignment with GOED in helping Nevada for-profit businesses, especially the small businesses, pursue government-related contracting and subcontracting opportunities at all levels of government -- that as of November 2020 the amount of \$49,764 is the equivalent of one job (the federal source: the U.S. Bureau of Labor Statistics). Therefore, the \$43,560,312 amount is the equivalent of (c) about 875 jobs.

NEVADA FILM OFFICE (NFO)

The Nevada Film Office (NFO) markets the State as a production destination; facilitating connections with local crew, vendors, and services; generating economic impact through job creation and in-state production spending. The Office helps production crews find locations, assists with the permitting processes and coordinates intergovernmental cooperation statewide.

- The NFO continues to work internally and with industry leaders to develop policy and initiatives to attract more productions, infrastructure, and support businesses to Nevada.

- In March, Ms. Danette Tull, Production & Communications Manager, and Ms. Kim Spurgeon, Incentive Program Manager, will travel to Los Angeles for AFCI Week, an annual international conference for film commissioners. The event includes networking opportunities with entertainment industry decision makers, educational sessions with leaders developing technologies and solutions addressing modern production challenges, and prime opportunities for lead generation.
- In March, Ms. Tull will travel to Ely for the Ely Film, Art & Music Festival, the only three-tiered cultural arts festival in Nevada and was voted one of 2022’s Best Unique Nevada Attractions.
- Recent significant productions assisted include feature film The Family Plan starring Mr. Mark Wahlberg and produced by Apple Original Films and Skydance Media, reality television show Germany’s Next Topmodel hosted by Ms. Heidi Klum, and independent feature film The Comic Shop starring Mr. Jesse Metcalfe.
- The NFO website allows users to access hundreds of location photos through our online database as well as connect directly with local crew and vendors through the online production directory. In a 1-year period from February 1, 2022 through February 1, 2023, nevadafilm.com attracted 112,428 users, 133,209 sessions, and 404,970 pageviews.
- The NFO administers a Transferable Film Tax Credit (TTC) program to spur the growth of the production industry in Nevada highlighting its unique locations and attractions throughout the state contributing to the tourism economy. As of March 3, 2023, 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 |
| In Progress Productions | | | | | | | | | | | |
| The Comic Shop | \$ 955,905 | \$ 306,016 | \$ 151,157 | \$ 258,831 | \$ 409,988 | \$ 716,004 | 8.7 | 6.0 | \$ 138,666 | | Filming Completed |
| TOTAL | \$ 955,905 | \$ 306,016 | \$ 151,157 | \$ 258,831 | \$ 409,988 | \$ 716,004 | 8.7 | 6.0 | \$ 138,666 | \$ - | |

HEALTHCARE INDUSTRY

- GOED Healthcare Industry Specialist, Mr. Vance Farrow, worked with the Embassy of the United Arab Emirates on an Investor’s Mission to Nevada during CES. The focus of the mission was to gain insight into various incubators, venture capitalism and startup investments in life sciences that could be considered for the Abu Dhabi Department of Health senior team. Members of the Nevada System of Higher Education, Roseman University and the City of Las Vegas were invited to participate in the discussion and to showcase best practices.
- Mr. Farrow is working with the leadership of Nevada State College on an economic development expansion of their 512-acre campus. The planned design model will include a wellness campus inclusive of a primary care hospital, mental and behavioral health hospital with residential mental health services, physical medicine and rehabilitation, and many other drivers of economic development. The NHSE Board of Regents will meet in March to discuss the approval of potential plans and the mechanism by which the execution of the plans will be determined.
- As the co-chair for the Nevada Partners, Healthy Children, Families and Communities Pillar, Mr. Farrow led the process to create a medical vaccination clinic on the campus of Nevada Partners. This clinic was established to

treat local area residents for Covid and other infectious diseases preventable via vaccinations. Also conducted on the Nevada Partners campus are bootcamps for the matriculation of medical assistant and certified nursing assistant cohorts to address area shortages within the Nevada's healthcare workforce pipeline. Many Health Pillar partners came together to launch these initiatives and will continue to support additional services in the community.

- Mr. Farrow also led the grant application process for the NIH Community Partnerships to Advance Science for Society (COMPASS) Program. This grant opportunity will fund \$6M in federal funds to support building healthy, sustainable communities where residents can achieve their full potential through effective education, meaningful employment, safe and affordable housing and vibrant and civic cultural engagement.
- GOED is also participating in an advisory capacity for Nevada SHINES, a \$6M project developed in response to the U.S. Department of Labor's Nursing Expansion Grant Program, that will help to increase the number of nurses in the healthcare workforce, addressing a critical need in Nevada. The project will also improve the skills of the nursing workforce through higher-quality clinical training, which will contribute to better patient outcomes.

BUSINESS DEVELOPMENT

Business Development Activities

Since November 2022, GOED's Business Development Team has been holding a series of meetings and visits with GOED's rural Regional Development Authority (RDA) partners.

The purpose of these meeting has been to meet face to face with our Rural RDA partners and discuss what business development looks like in the jurisdictions they cover. These conversations, covered challenges, needs, successes and ways GOED Business Development could support their rural counterparts effectively.

To date Ms. Chelsea Walburg-Estep, Director of Business Development, GOED, Ms. Melanie Sheldon, Senior Director of Business Development, GOED and Ms. Hayley Owens, Research Manager GOED has met with Mr. Bruce Breslow, Churchill and Fallon Economic Development, Mr. Jeff Fontaine, Lincoln County Regional Development Authority (LCRDA), Mr. Jeff Sutich, Executive Director, Northern Nevada Development Authority (NNDA) in Reno and Carson City. The Business Development Team also traveled to Nye County to meet with Mr. Paul Miller, Executive Director and Ms. Donna Corey, Assistance Executive Director, Southwest Central Regional Economic Development Authority

(SWCREDA), and completed the series of meeting with a trip to Elko to meet with Mr. Sheldon Mudd, Executive Director, Northeastern Nevada Regional Development Authority (NNRDA) and Winnemucca / Pershing County to meet with Ms. Michelle Hammond, and Ms. Heidi Lusby-Angvick Nevada 95-80 Regional Development Authority (NV 95-80 RDA).

GOED's Business Development Team is grateful to our partners for making time for these discussions and showcase their jurisdictions.

Ms. Sheldon will be attending the Las Vegas Global Economic Alliance (LVGEA) Familiarization (FAM) Tour scheduled for March 10 to March 12, 2023. FAM Tours are designed to showcase the Southern Nevada region's assets and business friendly climate. The attendees are groups of Site Selectors representing global and national companies looking to expand or relocate in the region.

The GOED Business Development Team has coordinated two GOED Board Meetings since January 2023. The next meeting is scheduled for March 16, 2023. There will be four companies on the agenda. These companies plan to locate or expand in the northern Nevada region.

Nevada Emerging Small Business Program

Ms. Jeanette Holguin, GOED's Business Development Coordinator, oversees the GOED Emerging Small Business (ESB) program which seeks to assist small businesses in obtaining work with state and local government agencies by identifying small businesses that want to contract with government agencies. Nevada businesses interested in doing business with the State of Nevada Purchasing Division, State of Nevada Public Works Division and/or local governments in Nevada (specifically Clark and Washoe counties) are encouraged to apply.

Over the past year, GOED has continued to concentrate on expanding its roster of ESBs and has supported certified ESBs in their pursuit of government contracts. As required by NRS, state and local government organizations submit reports on ESB activity to GOED twice a year. The business development team has certified 253 small companies as of December 31, 2022 and 74 contracts totaling \$6.1 million were given to ESB certified businesses by state and local agencies. Through involvement in regional workshops, expos, and GOED events, outreach efforts will continue to focus on prospective ESB applicants.

GOED Research Division

Ms. Owens has assisted with a number of data and information requests from regional partners, the media, and municipalities in the prior quarter. In the last several months, fulfilled requests have ranged from county-level economic and demographic indicators, industry profiles such as for golf courses and mining, regional economic comparisons of Nevada and competing states, manufacturing and warehousing occupational data, and statistics on Black and African American leisure and hospitality workers for an ABC News special.

STAFF ANNOUCEMENTS

- Ms. Suzette Manzares has joined GOED as the Administrative Assistant supporting CDBG in the Carson City office. Ms. Manzares has a vast range of professional experience from administrative support, customer service, and personal assistant and is very excited to have joined the GOED team.
- A new GOED team member, Ms. Sherry Lloyd has joined as the Program Compliance Officer in Carson City office. Ms. Lloyd spent most of career in the library field at the Carson City Library and the Nevada State Library, owned her own business and eventually moved to fiscal management within the Division of Welfare and Supportive Services. Ms. Lloyd is thrilled to contribute to the GOED team.