

To: GOED Board Members

From: Director Michael Brown

Date: September 22, 2022



Subject: Director's Report

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## ECONOMIC DEVELOPMENT

### Regional Development Authority Activity

Over the summer we moved from bi-weekly to monthly Regional Development Authority (RDA) video conference calls. This was done in part to accommodate a one-day planning session on July 13 to initiate work on the State Economic Development Plan for 2023 to 2028.

We used the regularly scheduled June RDA video conference call to set the stage for this planning session by inviting Dr. Roland Stephen with SRI International to update everyone on the accomplishments of the December 2020 Nevada's Plan for Recovery & Resilience and to discuss next steps in developing the next five-year strategic plan for Economic Development and how the RDAs could prepare and engage in that process.

The RDA planning session was a successful endeavor and set the stage and framework for SRI to move forward with other stakeholder interviews to complement their quantitative assessment of Nevada's economy. The status of these planning efforts will be covered at today's meeting.

Over the quarter we also had several other important updates from the following guest speakers:

- An update on broadband activity in the State by Mr. Brian Mitchell, Executive Director with the Governor's Office of Science, Innovation and Technology (OSIT).
- Activity and priorities in the Governor's Office from Mr. Daniel Stewart, Chief Strategy Officer in the Governor's Office.
- An important update by Mr. Dave Johnson, Deputy General Manager of Operations for the Southern Nevada Water Authority (SNWA) on the water challenges faced in Clark County especially in light of the current Federal allocation restrictions and their implications to economic development.

### Economic Advisory Council Calls

The Nevada Governor's Office of Economic Development (GOED) continues to lead video conference 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.

The focus of these meetings 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.

Nevada Governor's Office of  
**ECONOMIC DEVELOPMENT**

ECONOMIST CALL

**MEETING HIGHLIGHTS**

*August 18, 2022*

- As of July, Nevada's labor market sits at a new all-time-high of 1,461,800 jobs – 12,200 jobs above the pre-pandemic peak. The unemployment rate fell to 4.4 percent this month, largely due to a decrease in labor force participation.
- Nevada is number one in the nation for hires, but middle of the pack in terms of quits, separations, and job openings. These statistics indicate that Nevada's job market is in a good place, and employers are able to find and maintain workers.
- Wage growth since the pandemic has been driven by several factors. After the pandemic began, there was an influx of layoffs in low-paying jobs. Over the past year, we are seeing growth in higher-wage industries – this accounts for 60 cents on the dollar of wage growth. Wage inflation accounts for the remainder of recent increases to earnings.
- General fund gross revenues currently stand at \$4.5 billion (\$847 million higher than the economic forum forecast). General fund revenues are expected to close out at around \$5 billion at fiscal year close.
- Tourism in Las Vegas continues to improve. Visitation to Nevada's largest metropolitan area is up 12 percent as compared to last year. Similarly, room rates are up 23% and room revenue is up 34%
- A study by PEW revealed that governments within the United States are having a difficult time hiring due to low pay, lack of opportunity for advancement, lack of respect in the workplace, and lack of childcare.

**UNEMPLOYMENT RATE**

The current July 2022 State unemployment rate stands at 4.4%. The most likely consensus expectations are that the unemployment rate will increase slightly to 4.6% in December, then decrease back to 4.4% in March 2023, and to 4.3% in July 2023.

**JOB GROWTH**

As of July, State employment counts are at a 0.6% above June. Job counts are expected to continue to grow, up 2.1% from June in December. Growth is expected to hold steady in March 2023, at 2.1% and increase slightly in July 2023, up 2.5% from June 2022.

**VISITOR VOLUME GROWTH**

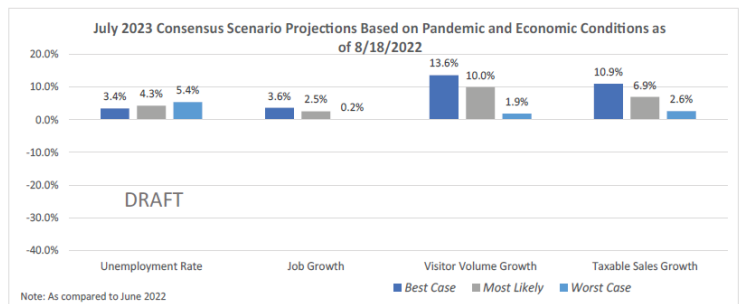
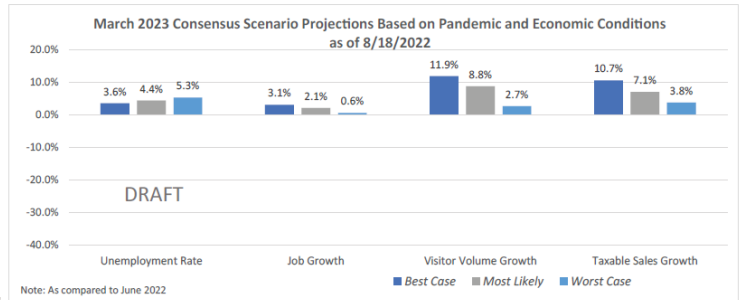
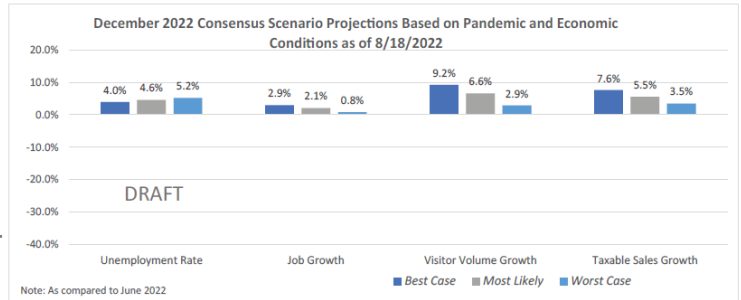
The 12-month trailing average of visitor volume for December is estimated to be 6.6% above the June 2022 average. Further improvement from June is expected in 2023, up 8.8% in March and 10.0% in July.

**TAXABLE SALES GROWTH**

Taxable sales are projected on a 12-month trailing total. The consensus projection for December 2022 is expected to see a 5.5% increase from June. In March 2023, a 7.1% growth from the June 2022 reference period is expected. A slight increase to 6.9% growth is anticipated in July 2023.

**ADDITIONAL ESTIMATES**

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



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

### **Other Northern GOED office activities, projects, and community engagement**

- GOED's Deputy Director Bob Potts had the opportunity to welcome Secretary of Transportation Pete Buttigieg to Northern Nevada where the City of Fernley was awarded a \$25 million RAISE grant for infrastructure to greatly improve the rail and highway transportation systems in an area that will see tremendous industrial growth.
- Held monthly coordination meetings with the Western Nevada Development District (WNDD) and the University Center for Economic Development (UCED). Both UCED and WNDD scale the effectiveness of GOED.
- Partnered with the Governor's Office of Workforce Innovation (GOWINN) in designing and contributing to the revamped Industry Sector Councils. These councils represent the target economic development sectors and provide a forum for Nevada employers in these industries to participate in facilitated conversations regarding industry opportunities and challenges that will guide state workforce development strategy and activity.
- Participated in the graduation celebration of the START Manufacturing launch and first cohort graduation event at the new Tesla training center.
- Supported the Grand Opening of Lithium Americas Technical Development Center where research and development of the most sustainable and advanced lithium mining projects will be developed and promoted.
- Supported and participated in several RDA and University events including:
  - The joint University of Reno (UNR)/ University of Las Vegas (UNLV) Nevada Clean Energy Ecosystem Roundtable
  - Northern Nevada Development Authority (NNDA), Economic Development Authority of Western Nevada (EDAWN), and Northern Nevada Regional Development Authority (NNRDA) General Board Meetings
  - EDAWN's Exclusive Major Investor & Board Member Summer Social
- Presented at the 2022 Leadership Douglas County Economic Development Day.
- Participated in the University Cooperative Extension Council Meetings and provided regular economic briefings on their monthly Ag Outlook video calls.
- Also attended the University Cooperative Extension Advisory Council Taste of Extension Reception at the Clark County Government Center. This was a great event highlighting Extension activity in Southern Nevada and a chance to meet the new Director, Mr. Jake Decker.
- Ms. Chelsea Walburg, newly appointed Northern Director of Business Development, participated in the following events:
  - Participated in an interview to fill the Nevada P-20 to Workforce Research Data System (NPWR) position at GOWINN
  - Presented at the following Industry Sector Council Meetings
    - Information Technology, Manufacturing, Health Care, and Logistics
  - Participated climate conversations as Dr. Kristin Avreyt's Climate Action Finance Team Lead
  - Participated in the Incentives Compliance Network Roundtable
  - Taught the Basic LMI course for C2ER in Missouri
  - Began training to take over as the Director of Business Development – North
  - Met with Redwood Materials, Inc. at their property in the TRI center

## Development Leadership

- In July, GOED's Deputy Director, Kris Sanchez in partnership with the CEO of the Regional Transit Commission, Ms. MJ Maynard, and the President and CEO of the Las Vegas Global Economic Alliance (LVGEA), Ms. Tiny Quigley, traveled to Los Angeles to meet with the Port of Long Beach executive team. Deputy Director Sanchez is working to establish a formal partnership with the port focused on enhanced supply chain management between southern California, Southern Nevada, and Salt Lake City.
- Deputy Director Sanchez presented the findings of the Southern Nevada Infrastructure Development Group to the Nevada Legislature, Interim Joint Committee on Growth, and Infrastructure. Topics ranged from the viability of an inland port in southern Nevada to critical infrastructure needs in the region.
- Deputy Director Sanchez is partnering with several academic departments at UNLV, Brookings Mountain West, and UCLA on a comprehensive assessment of southern Nevada. The goal of the project is to further define Southern Nevada's place in the Southwest and to determine how the region should consider growth opportunities in light of land deficits, a changing climate (e.g., heat island impacts and water), supply chain modernization, and lagging infrastructure investment. The project will define regionalism more succinctly for Southern Nevada policy makers. Southern Nevada is at a critical point of potential growth or non-growth, with both opportunities and challenges in economic diversification, environmental and climate policy, and land-use needs. If Southern Nevada is to meet the demands of the 21st century and beyond, a coordinated regional plan is necessary if the region will prosper. Fortunately, recognition of these needs has begun with the Southern Nevada Infrastructure Working Group in 2021, a federal Bipartisan Infrastructure Investments and Jobs Act (IIJA), and the possibility of the Inflation Reduction Act has dedicated funding and legislation to infrastructure and climate mitigation. This is a start, and while the region must come together as a micro-region, challenges and opportunities also demand Southern Nevada have a plan and strategy for the opportunities and challenges it faces as part of the macro-region in the Southwest. The project will be based on a regional study of the Southwest Triangle Megapolitan Cluster (Southern Nevada, Southern California, and Arizona) and Utah to document the current setting in SNV related to economic development, infrastructure, supply chain, climate policies, policies of states in the Megapolitan Cluster, and diversification opportunities, and to identify strategies or plans to enhance the region's cohesive planning for navigating regional challenges (e.g., drought, limited land availability) and a plan for how to navigate in the Southwest region. At the conclusion, leaders in Southern Nevada will have resources for a new decision-making paradigm to make regional decision considering climate policy and land-use planning, economic development, and infrastructure development.
- Deputy Director Sanchez has established a partnership with the Utah Inland Port and is in the process of planning a series of industry specific meetings focused on supply chain opportunities in the greater southwest.

## WORKFORCE DEVELOPMENT

### Workforce Innovation of New Nevada (WINN) Fund Activities

- In June, GOED's Board approved a new WINN Fund project supporting Truckee Meadows Community College (TMCC's) partnership with Panasonic Energy of North America (PENA) to stand up an additional advanced manufacturing training site on Plumb Lane in Reno, NV. The project agreement is in place and the project timeline has commenced. GOED also received both Board of Examiners (BOE) and Interim Finance Committee (IFC) approval in August for the Nevada Department of Employment, Training, and

Rehabilitation (DETR) Interlocal Agreement to support a portion of funding for the TMCC AMT Center. TMCC is receiving weekly launch assistance from GOED and will be focusing its initial efforts on hiring, curriculum development with PENA and equipment procurement. It is anticipated that the project will be able to enroll its first cohort of trainees this Fall.

- GOED provided a no-cost extension to both College of Southern Nevada's (CSN's) Advanced Manufacturing Expansion and Western Nevada College's (WNC's) Mobile Mech-tech Lab to provide ongoing support and achieve grant outcomes.
- WNC hosted a Ribbon-cutting in June to celebrate the launch of the Commercial Driver's License (CDL) expansion site that was attended by GOED's Deputy Director Potts and Digital Media Manager Ms. Carli Smith.
- Engaged in several emerging or evolving workforce training need discussions including healthcare, logistics and advanced manufacturing and technology.

### **Workforce Development Leadership**

- Ms. Stacey Bostwick, GOED's Director of Workforce Development completed her service on behalf of GOED on the Community College Workforce Training and Programs Committee developed pursuant to AB450. The work of the committee concluded July 31, 2022, with a report submitted to the legislature August 1, 2022. Nevada System of Higher Education (NSHE) also received approval at the August IFC meeting to enact the Workforce Innovation Grant as recommended by the Committee.
- Ms. Bostwick was invited to join a team of grant reviewers in June for a second round of OSIT's STEM Workforce Challenge Grant and STEM Workforce Talent Pipeline Grants.
- Ms. Bostwick attended the National Governor's Association (NGA's) Broadband, Workforce Innovation and Digital Equity Summit in June with several state teams participating in NGA's Workforce Innovation Network.
- GOED has continued to partner with GOWINN to share the SkillsMatch platform with individuals needing resources in Nevada. Since its inception, we have realized the following outcomes:
  - Over 7600 Nevadans have accessed the site
  - Nearly 1000 Nevadans have researched courses or programs recommended to address skill gaps
  - Over 2700 Nevadans have actively utilized the job listings
  - GOED renewed the contract with Lightcast, FKA EMSI Burning Glass, the website portal developer, upon approval of our funding partnership with DETR at the June IFC meeting. The Director of Workforce Development and Deputy Director Bob Potts met with the Virginia Economic Development Partnership to discuss how Nevada utilizes this tool. GOED is also working with Lightcast to expand efforts to share the SkillsMatch tool with Nevadans.

### **KNOWLEDGE FUND / BATTLE BORN GROWTH ESCALATOR**

- Following the [announcement of nationally ranked gener8tor](#) opening up two startup accelerators in Las Vegas and Reno earlier this year, Nevada State Treasurer, Mr. Zach Conine announced at the International Innovation Center @Vegas in downtown Las Vegas, that through the partnership between GOED and StartUpNV the Nevada's State Venture Capital Program, operating under the auspices of the federal State Small Business Credit Initiative (SSBCI), will co-invest into startups which will have completed its accelerator program. GOED's State Venture Capital Program will also support with \$1M the operations of StartUpNV's

accelerator program for three years. Both accelerators will collaboratively work in order to generate deal flow opportunities for GOED's State Small Business Credit Initiative (SSBCI) Program. The SSBCI Program is managed by Mr. Karsten Heise, Senior Director Strategic Programs & Innovation, GOED.

- GOED's State Venture Program participated in its portfolio company Semi Exact's \$600,000 follow-up funding round. This follows its [initial investment](#) in 2021. Based in Minden, NV Semi Exact is a custom furniture manufacturer. Akin to the initial round, the investment was led by local investors, this time StartUpNV.
  - In addition, the Venture Program invested in UNLV's spinout company [Quantum Copper, Inc.](#)
  - Quantum Copper is a new emerging supplier of high-performing copper connector with superior fire-retardant capability. The spinout from UNLV was facilitated by the GOED administered Nevada Knowledge Fund. The Knowledge Fund is managed by Mr. Heise.
  - Quantum Copper's focus is the development of innovative solutions encompassing new technologies in copper connector film that is using halogen free, environmentally friendly, fire-retardant polymers. The company's innovative solutions address market needs in EV battery packs, Electronics, Wearables Industrial applications.
  - Both investments were made by utilizing recycled funds from the previous SSBCI Venture Capital Program.

## INTERNATIONAL TRADE

### International Division (ID) Grants

- GOED has been a champion nationwide with the extraordinary results achieved over the last three years with the competitive SBA State Trade Expansion Program (STEP) to support NV small businesses reach their global potential. The program directly benefits Nevada small business exporters / eligible small business concerns and the grant objective is to increase the number of Nevada exporters, increase export sales, and support disadvantaged business communities. With the new federal fiscal year from October 1, NV is expected to receive additional \$800,000 on the top of already awarded \$350,000, which is bringing the STEP 9 Continuation Year grant to \$1,150,000. Again, from October 1, Nevada will be also managing STEP 10 grant in the awarded amount of \$500,000. If we compare the previous NV awards, we see a tremendous increase. STEP 7 allocation in 2018 was at \$150,000, STEP 8 in 2019 was at \$257,914. Since 2018 till today utilization has increased from 25% to 100%, numbers of assisted businesses, number of supported underserved business communities in Nevada, export sales of our new-to-export and established exporters and return on investment have rapidly increased:
  - With the most recent Quarter Reporting for the STEP grant, Nevada STEP program has led to an immense amount of success for Nevada Small- and Medium-sized companies (SMEs). The results of this reporting were based on client results from two GOED-led export promotion missions within the last six months as well as a few clients who did individual activities utilizing the grant. Some key statistics include:
    - New to export SMEs, following trade activities, have jointly earned over \$123,900 in export sales
    - Market expansion SMEs (i.e., those with some export history), have jointly earned over \$17.5 million in export sales
    - Together, the ROI on the award for 9C currently sits at \$655 per \$1 of federal spending. This is the highest return on investment ever for the Nevada STEP program.

### **ID Community Outreach**

- Aug. 3, 2022, Mr. Pawel Pietrasienski, GOED's Director of International Trade presented opportunities for Nevada's exporters and GOED tools supporting export at the Urban Chamber of Commerce Global Roundtable along with Senior Vice President of Communications from Las Vegas Convention & Visitors Authority. The presentation was a part of GOED outreach to business community in Nevada promoting export opportunities among our small companies which consider selling their products and/or services on foreign markets
- In August GOED ID joined Ms. Shari Davis, GOED's Director of Rural Economic and Community Development and the Nevada Main Street partners to discuss the international trade resources and Small Business Association (SBA) STEP grant opportunities for business from underserved areas. Nevada Main Street community has been updated on the ID global business strategy, priority areas of intervention and upcoming trade opportunities for NV small businesses
- GOED-ID is currently working on promoting a leg of the STEP Program to help Nevada companies attend international trade shows in Nevada and the US. For new-to-export companies, this is a great initiative to help promote international sales and partnership and is less daunting than a trade mission or sales trip abroad. GOED hopes the focus on domestic international trade shows will inspire small companies in Nevada to think globally and increase external revenue in the state of Nevada.

### **GOED collaboration with SelectUSA on FDI attraction**

- During SelectUSA Summit (June 26-29) GOED Executive Director Michael Brown met with his Japanese counterpart, Executive Vice President of JETRO Mr. Ichiro Sone to discuss bilateral investment and trade relations between Nevada and Japan and planned state's trade mission to Japan in 2023-2024 biennium
- GOED Director of International Trade participated in the roundtable meeting with SelectUSA Executive Director Jasjit Singh and discussed collaboration projects between GOED and the major federal organization responsible on attracting foreign direct investments to the U.S.
- Mr. Pietrasienski was invited – along with Oklahoma, Maryland, and Rhode Island – to a panel discussion on Soft Landing Programs offered by U.S. States and presented GOED Nevada Global platform and its focus on recruiting high growth companies to Nevada
- Mr. Pietrasienski moderated the SelectUSA Tech Panel on Africa and Middle East and Deputy Assistant Secretary of Commerce Camille Richardson kicked-off the session; the competition included the most innovative technology start-ups from Jordan, South Africa, Nigeria, Tunisia, Qatar, and Israel
- SelectUSA Summit was an incredible opportunity to meet with companies interested in foreign direct investment opportunities. With several small to medium sized companies looking to move and expand their business to the US, Nevada has become a top option for many companies. Since activity, we have sent follow-up emails to over 70 interested parties, including 12 government agencies or organizations interested in working with us in the future. Some current leads include companies from Brazil, Singapore, and Japan, some in which have already connected with local RDAs, start-up hubs, and other Nevada's organizations.

### **ID Collaboration with Federal Government and State EDOs**

- In August, 2022, Ms. Dijana Mitrovic, GOED's Nevada Director, U.S. Small Business Administration State Trade Expansion Program & GOED International Business Development Coordinator, participated in the State International Development Organization (SIDO) Best Practices Conference in Seattle, Washington on the Diplomacy and Global Protocol panel session and shared insights around the global protocols, preparation for foreign events, interaction with international delegations, and spoke about changes due to the pandemic. SIDO Forum was a great platform to engage with the federal partners, state trade offices, and global partners
- In August 2022, GOED ID held a quarterly planning meeting with U.S. Department of Commerce in Nevada to discuss upcoming export promotion and FDI attraction projects. For the first time GOED & U.S. Export

Assistance Centers in Las Vegas and Reno agreed to cooperate on joint international trade shows' initiative with special emphasis on those organized in Nevada, like CES, with a substantial presence of foreign buyers\customers.

#### **Working with foreign governments and upcoming projects**

- A video of Director Brown's speech about Nevada-Taipei relations was emailed to the organizers of the virtual Annual Taipei Business Forum to show Nevada's support on the sister state agreement and our bilateral economic relations
- During Mr. Pietrasienski's visit to Poland, GOED entered into a partnership with the leading Mazovian Region in Central and Eastern Europe to bring to Nevada the most innovative companies with a goal of enhancing our own entrepreneurial ecosystem and helping those companies to land in Nevada. GOED ID will organize this year a virtual program for "Start from Mazovia" companies with Nevada Global mentors
- GOED actively participated in the biggest Economic Forum in Central and Eastern Europe, organized in Karpacz (Poland) with a small delegation including representatives of City of Ely, UNR College of Business (both intensively collaborating with European partners) and Polish Consulate in Vegas. Nevada was one of 2 US states invited to the Forum (along Illinois), because of numerous bilateral programs with Poland. Mr. Pietrasienski – who led the mission – met with governors of Nevada's partner regions: Lubelskie, Mazovia and Silesia, several foreign delegations, and had talks with the biggest Polish investor in Nevada and major producer of cooper in our state: KGHM Polish Copper, the owner of Robinson Mine in Ely
- As GOED is a partner of the major grant institution for innovation in Central and Eastern Europe (NCBR), ID continues to expand its Nevada Global platform and plans next cohorts of European companies coming to Nevada – under NCBR-Nevada Acceleration Program – in the following years. GOED has been invited to promote this unique partnership during the major NCBR International Conference planned Oct. 27-28 in Warsaw
- GOED ID is also partnering with the federal government and promoting the recruitment of the Information & Communications Technology, Energy, or Environmental Technology Nevada based companies to attend the U.S. Department of Commerce Executive led trade mission to Serbia & Montenegro, on October 31 - November 4, 2022. Mission participants will partake in high-level market briefings; meetings with public and private key decision makers; Government and Business Roundtable; Chambers of Commerce, AmCham business matchmaking events and will have the opportunity to solidify business strategies and advance specific projects. U.S. delegation will also have a chance to meet representatives from the other Western Balkans six countries (Albania, Bosnia & Herzegovina, Kosovo, North Macedonia).
- GOED ID is supporting the U.S. Department of Commerce Executive-Led Advanced Manufacturing Trade Mission to Indonesia, Singapore, and Japan, on October 17-21, 2022, to access key decision-makers and growing business opportunities. GOED ID partnered with the Nevada Industry Excellence, chambers, regional development authorities, U.S. commercial service offices in Las Vegas and Reno, Small Business Development Center (SBDC), Nevada Center for Applied Research (NCAR), and other Nevada community stakeholders to recruit and select Nevada small businesses.
- GOED ID is partnering with the federal government and promoting the recruitment of the Information & Communications Technology, Energy, or Environmental Technology Nevada based companies and community partners to attend the U.S. Department of Commerce Executive led trade mission to Serbia & Montenegro, on October 31 - November 4, 2022. For the first time ever on the U.S. federal government led trade mission meetings are secured with the President of a country, Prime Minister, Minister of Finance, Ministers of Mining and Energy and Trade, Tourism and Telecommunications; and CEOs of key public companies; followed by receptions hosted by the U.S. Ambassadors and high-level delegations in respective markets. Mission participants will partake in high-level market briefings; meetings with public and private key decision makers; Government and Business Roundtables; Chambers of Commerce, AmCham business matchmaking events and will have the opportunity to solidify business strategies and advance specific projects. U.S. delegation will also have a chance to meet representatives from the other Western Balkans Six countries (Albania, Bosnia & Herzegovina, Kosovo, North Macedonia). Deputy



Assistant Secretary for Europe team - Western Balkan desk in D.C. & the U.S. Embassy in Belgrade offered their full support for Nevada thanks to already established government and business relations between Nevada and Serbia and existing discussions on the Memorandum of Understanding between GOED and its counterpart in Serbia.

## 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 \$14,213,666.00.
- CDBG staff has expended \$ 3,361,232.00.
- 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 staff continues to work with grantees to expend funds in a timely manner.

#### CDBG Summary:

- Administering 69 open grants (37 CDBG, 32 CDBG-CV).
- The 2023 CDBG application cycle and the 2022 grant cycle began on July 1, 2022.
- CDBG staff has been working with applicants on eligibility, which is due October 14<sup>th</sup>, 2022.
- The CAPER (Consolidated Annual Performance and Evaluation Report) is due to HUD September 28, 2022. It has been completed and will be in the public comment period from September 5<sup>th</sup> – 19<sup>th</sup>, 2022.
- All CDBG staff will be attending the COSCDA conference in New Orleans from September 10- September 15<sup>th</sup>, 2022.
- CDBG staff has participated in various HUD trainings.
- CDBG staff presented full-day, in-person grant application and administration trainings to various rural communities. The trainings took place in Carson City and Elko.
- CDBG staff monitored grants in Elko, Wells, and West Wendover.

#### 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.
- RHP was approved through IFC on August 16<sup>th</sup>, 2022.
- CDBG staff is solidifying program implementation and the application process.
- CDBG staff has participated in the COSCDA – RHP meetings.

**Nevada Main Street:**

- Biweekly Nevada Main Street zoom calls continue with State/Federal partners: 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; and the Nevada Arts Council. State Parks, the Nevada Film Office, and the Rural Nevada Development Center have now been added to the calls as well.
- Presentations on the Nevada Main Street biweekly call included: Ms. Kristen Brown from the Nevada State Historic Preservation Office speaking on the Secretary of the Interior's Standards; GOED's International Team speaking on STEP grants and what their team does; and Mr. Tony Manfredi, Executive Director of the Nevada Arts Council, speaking on the NAC's various programs and grants, and how they can partner with Main Street organizations.
- Attended the virtual quarterly State Coordinators Meeting through National Main Street.
- Presented the Main Street Program to stakeholders in Henderson.
- Presented the Main Street Program to stakeholders in Yerington.
- Presented the Main Street Program to stakeholders in Virginia City.
- Presented the Main Street Program to the City of Las Vegas, Jackson Street Project.
- Presented the Main Street Program to Clark County.
- Presented at the Rural Nevada Planning Conference in Elko on August 18<sup>th</sup>. The session was titled "Economic and Community Development Utilizing the Main Street Program".
- Attended the Strategic Planning and Executive Director Transition Meeting for the National Main Street America organization.
- Met with new Main Street America representative Lisa Thompson.
- Currently there are 18 communities in the Nevada Main Street Program at varying levels (pre-Exploring, Exploring, Affiliate, and Designated).

**Rural Outreach:**

- Met with Mr. Fred Steinmann of UCED; Mr. Tom Harris of UCED; Mr. Dick Bartholet of UCED; Ms. Christine Brandon of WNDD; Mr. Dave Shaddrick of Nevada Mineral Exploration Coalition; Ms. Mary Kerner of RNDC; Ms. Cortney Bloomer of Travel Nevada; and Mr. Tony Manfredi of the Nevada Arts Council.
- Met with EDA representatives Ms. Carleen Herring and Mr. John Edmond.
- Attended various virtual meetings including RDA calls; NNRDA Board meetings; Nevada Agriculture Outlook; Economists Calls; and Sync calls (WNDD and UCED).
- Attended the Tourism Roundtable with Senator Jacky Rosen in Battle Mountain on July 5<sup>th</sup>.
- Attended the CEDS (Comprehensive Economic Development Strategy) workshop put on by UCED Director Fred Steinmann in Caliente on July 10<sup>th</sup>.
- Attended the LCRDA Board Meeting in Caliente on July 10<sup>th</sup>.
- Participated in Travel Nevada's Destination Development Program as a member of their working group.
- Attended the CEDS workshop put on by UCED Director Fred Steinmann in Fernley on July 19<sup>th</sup>.
- Participated in the I-80 Loan Committee meeting.
- Participated in Secretary of Agriculture Tom Vilsack's Roundtable Discussion regarding Rural Broadband in Reno on July 28<sup>th</sup>.
- Attended a NV 95-80 RDA business brunch with a speaker from West Coast Salmon in Lovelock on July 29<sup>th</sup>.
- Attended the Nevada Rural Planning Conference in Elko August 18<sup>th</sup> and 19<sup>th</sup>.

- Attended the USDA Rural Partners Network Informational Webinar.
- Interviewed for an article on Rural Economic Development in Nevada Business Magazine.

#### NEVADA PROCUREMENT TECHNICAL ASSISTANCE CENTER

- 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. On July 13, 2022, Nevada PTAC Director Joan C. Rueben provided a presentation on government contracting and subcontracting during the Small Business Roundtable Discussion meeting. Some of her presentation themes included, but were not limited to, (1) the U.S. Presidential Executive Order regarding advancing equity in federal government procurement and the associated increase in the number of federal level set-aside and sole-source procurements by agencies translating into opportunities for small businesses, and (2) the federal level U.S. Bipartisan Infrastructure Law and the increase in the number of federal, state, and local government infrastructure opportunities for Nevada businesses.
- On August 11, 2022, the Nevada PTAC's Las Vegas office moved to its temporary office suite inside the Nevada State Business Center (NSBC), which also houses B&I. The PTAC will move to its permanent office suite at the NSBC in the future.
- 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 in-person 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 August 18, 2022, Nevada PTAC Director Joan C. Rueben delivered a government contracting- and subcontracting-related presentation at the Society of American Military Engineers (SAME)-Southern Nevada Post's meeting in Las Vegas. Meeting attendees included active-duty military personnel, veterans, and small business owners and representatives.
  - On August 23, 2022, Nevada PTAC Deputy Director Mr. Nate Jackson, Government Contracts Advisor Bruce Coney, and Government Contracts Advisor Mr. Ken DuBos interacted with small business owners and representatives and provided government contracting outreach at the Nevada Office of the Lieutenant Governor-led Small Business Resource Fair in Reno.
- 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 May 21, 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 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, sharing the company's successful government contracting and subcontracting journey
- the July 7, 2022, PTAC-led webinar: how to prepare federal government proposals
- the July 8, 2022, PTAC-led webinars (two total): local government and other public sector contracting opportunities in Nevada on the Nevada Government eMarketplace (NGEM)
- the July 19, 2022, PTAC-led webinars (two total): state government contracting opportunities in Nevada on Nevada EPro
- the July 21, 2022, PTAC-led webinars (two total): federal government contracting opportunities in the U.S. in the "Contract Opportunities" part of SAM.gov
- the August 17, 2022, PTAC-led webinar: how to do business with Mission Support and Test Services LLC (MSTS) presented by MSTS representatives [MSTS is the management and operating government prime contractor for the Nevada National Security Site (NNS)]
- Future PTAC-SBDC co-sponsored monthly virtual training
  - the September 21, 2022, PTAC-led virtual panel discussion/webinar: "Celebrating National PTAC Day! – A Panel Discussion with the Nevada PTAC Team"
- The Nevada PTAC Team's August 2022 e-newsletter included this description in the Director's article: "As a minimum, hear about the federal government's goal of increasing the share of contracts awarded to small disadvantaged businesses to 15% by 2025; how every federal government agency is currently assessing available tools to increase opportunities for small businesses and traditionally underserved entrepreneurs, so that they can compete for contracts; and why these are dynamic times for small businesses, including but are not limited to small disadvantaged businesses, women-owned small businesses, service-disabled-veteran-owned small businesses, and historically underutilized business zone small businesses, currently in or wanting to be a part of the government marketplace. Please be sure to bring your general government contracting questions for the PTAC team!"
- The National Center for American Indian Enterprise Development's free, in-person, business matchmaking event in Stateline on August 4, 2022, for small minority-owned businesses.
- The subcontracting and supplier opportunities with DCR Services and Construction (DCR), a federal government prime contractor at Nellis Air Force Base. DCR has procurement requirements for 21 different categories (including, but not limited to, engineering services, Internet services, and heavy equipment) and wants to hear from Nevada businesses by September 13, 2022.
- The Regional Business Development Advisory Council's free, in-person Committed to Our Business Community (CTOBC) event on October 4, 2022, for business representatives to meet with public and private sector procurement professionals, resource organizations, etc. The event will be held in Las Vegas at the Las Vegas Convention Center's West Hall.
- 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 BRAZEN Architecture, Inc., is an Economically Disadvantaged Woman-Owned Small Business (EDWOSB), certified by the U.S. Small Business Administration (SBA), certified Nevada Local Emerging Small Business (ESB), and a Disadvantaged Business Enterprise (DBE) small business, certified by Clark County Department of Aviation pursuant to the Nevada Unified Certification Program (UCP). The company specializes in architectural design, planning, and interior design services, and feasibility and neighborhood studies. The business won two task orders awarded by the Clark County Department of Aviation to provide design services, bidding assistance, cost estimating, and construction administration services. The company also won one purchase order awarded by the Nevada System of Higher Education to provide roof access ladder assessments of College of Southern Nevada (CSN) buildings. Based on these awards, the business was able to keep two full-time jobs.
  - Nevada PTAC client Calex Enterprises, Inc., is a certified Woman-Owned Small Business, Economically Disadvantaged Woman-Owned Small Business (EDWOSB), and Nevada Local Emerging Small Business (ESB) firm. 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 Employer Lynx Inc. provides premium background screening and investigation services. The company won the Nevada State Background Screening contract to provide services that are accessible by multiple Nevada agencies. As a result of the contract award, the business was able to retain eight full-time jobs.
  - Nevada PTAC client Sierra Scales is a provider for commercial and industrial scales and equipment testing, sales, calibration, repair and maintenance services, and the installation of large- and small-scale systems. The company won a purchase order from the U.S. Department of Defense, Department of the Army, Sierra Army Depot, to provide scale calibration maintenance and repair services and parts. Based on the purchase order award, the business was able to keep three 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 the 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 – June 30, 2022: (a) \$215,299,168, 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 (all inside and outside of Nevada), and (b) participation in 29 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 \$215,299,168 amount is the equivalent of (c) about 4,326 jobs.

- The Nevada PTAC will be sharing its final performance report, for the entire period of performance of August 1, 2021 – July 31, 2022, in November 2022 per cooperative agreement terms and conditions.
- On July 20, 2022, the Nevada PTAC's federal funder awarded another annual cooperative agreement to GOED for the program year from August 1, 2022 – July 31, 2023.
- In the future, the federal government will be transitioning the nationwide system of PTACs from under the DoD/DLA to the DoD/Office of the Secretary of Defense (OSD), in order to elevate the importance of the PTACs' role in sustaining the nation's as well as the respective states' business-industrial base.
- The Nevada PTAC is pleased to announce that Bruce Coney joined the team on July 25, 2022, as a Government Contracts Advisor in Carson City. Bruce has government contracting experience selling a company's goods and/or services to a variety of government agencies and government prime contractors. His other professional experience includes, but is not limited to, working as a procurement specialist, then a manager for a PTAC in Iowa, as well as leading a company that helped minority- and women-owned firms pursue government contracts. Bruce earned a bachelor's degree in communications from the University of Wisconsin.

NEVADA FILM OFFICE

- The Nevada Film Office (NFO) attended the Nevada Women's Film Festival in Las Vegas-June 24-26-550 Attendees
- Danette Tull and Kim Spurgeon met with Ms. Mary Ellen Kawchack, Ms. Mikalee Byerman, and Las Vegas Industry Relations Specialist from Travel Nevada to discuss ways we could work together
- NFO attended the Cordillera International Film Festival in Reno 7/28-8/1 – Approx 3,500 in attendance
- NFO is working closely with Sympathy for the Devil (permits, locations, troubleshooting)
- The office has recently processed film tax incentive applications for 4 productions (1 feature film & 3 television series)
- Also, recently processed audits & tax certificates for 7 productions (4 television series & 3 feature films)
- Ms. Kim Spurgeon, NFO Incentives Program Manager, has been working with the Legislative Counsel Bureau on getting the NAC updated
- The Film Office continues to monitor developments in film tax incentives and infrastructure investments across the country and is analyzing the best approach for Nevada to be competitive in the industry.
- As of August 9, 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	Amount Redeemed	Approved vs. Actual Difference	Status	Tax Type
<b>Completed Productions</b>														
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	\$ 2,215,083		\$ (1,007,754)	Certificate Issued	Insurance
The Real Magic Mike	\$ 14,447,102	\$ 6,325,444	\$ 957,563	\$ 3,334,796	\$ 4,292,359	\$ 10,617,803	36.5	25.5	\$ 2,094,834	\$ 2,058,244		\$ (36,590)	Certificate Issued	MBT
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	Gaming
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	\$ 150,023		\$ (200,306)	Certificate Issued	Gaming
My Magic Johnson	\$ 5,598,441	\$ 1,449,462	\$ 1,187,848	\$ 2,242,894	\$ 3,430,742	\$ 4,880,204	30.4	27.3	\$ 940,405	\$ 796,564		\$ (143,841)	Certificate Issued	Insurance
BattleBots, Season 6	\$ 10,431,906	\$ 4,321,474	\$ 1,746,477	\$ 1,474,277	\$ 3,220,754	\$ 7,542,228	22.0	8.8	\$ 1,456,051	\$ 1,456,051		\$ -	Certificate Issued	Gaming
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	\$ 594,014		\$ (125,382)	Certificate Issued	Gaming
Dragon's Egg	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	\$ -	\$ -			Application Withdrawn	
<b>In Progress Productions</b>														
Sympathy for the Devil	\$ 6,784,803	\$ 1,562,463	\$ 1,408,147	\$ 3,323,426	\$ 4,731,573	\$ 4,909,922	23.2	20.5	\$ 943,763				Application Approved	
Street Outlaws: Fastest in America S4	\$ 3,248,637	\$ 634,725	\$ 1,247,193	\$ 164,779	\$ 1,411,971	\$ 2,021,621	18.0	2.2	\$ 266,580				Application Approved	
Doubling Down with the Derricos S4	\$ 1,691,017	\$ 490,294	\$ 165,607	\$ 569,525	\$ 735,132	\$ 1,124,483	6.5	4.8	\$ 222,957				Application Submitted	
Flip the Strip S1	\$ 1,658,560	\$ 493,665	\$ 270,330	\$ 397,044	\$ 667,374	\$ 1,054,571	4.4	3.4	\$ 205,998				Application Submitted	
<b>TOTAL</b>	<b>\$ 79,118,800</b>	<b>\$ 27,860,162</b>	<b>\$ 16,910,311</b>	<b>\$ 17,337,087</b>	<b>\$ 34,247,397</b>	<b>\$ 54,781,866</b>	<b>277.9</b>	<b>168.6</b>	<b>\$ 10,530,253</b>	<b>\$ 7,377,082</b>	<b>\$ -</b>	<b>\$ (1,513,873)</b>		

## HEALTHCARE INDUSTRY

- GOED Healthcare Industry Specialist, Mr. Vance Farrow, is working with the Nevada League of Cities, UNR School of Medicine, Office of Rural Health, and Nevada Health Centers to expand quality healthcare services in West Wendover, NV. Expanded services will include Cardiology, Obstetrics, and Dialysis. Appointments will be stacked on a phased-in timeline to support rotating physicians and additional providers.
- Mr. Farrow is also working with the Primary Care Office, University of Reno, and the City of Wells, NV, and other community partners to recruit and expand operations for a rural health care access center. Leveraging the J-1 Visa program in addition to other state and federal incentives are being considered to expedite the timeline of re-opening the center for daily operations.
- Mr. Farrow is working with several planning groups to plan and develop the Las Vegas Medical District. Adding wet-lab space, a potential bio-incubator and other best practices will establish the District as a fertile location for expansion of medical treatment, research, and development. The foundation for BDRs that will support continued infrastructure growth are also being developed for consideration during this coming Legislative Session.
- Mr. Farrow is working with the NeoNatal Rescue team on their relocation to Nevada. NeoNatal Rescue manufactures respirators and other critical intensive care unit devices at fractions of the market cost, making them a disruptive force in medical device manufacturing. They are also working with the GOED International Team, as they currently export to several international markets.

## STAFF ANNOUCEMENTS

- Ms. Michele Lynn has joined GOED as the Director of Administration in the Carson City office. Ms. Lynn looks forward to years ahead with GOED and her role within our organization. She brings eight years of experience within the state to go with over 30 years in various managerial settings. Ms. Lynn's goal at GOED is to bring an easy understanding of our budgets and how they flow, so that everyone involved will have ease to navigate. She is passionate about cooking, the ocean and laughing. Her friends describe her as warm, kindhearted, and empathetic. Ms. Lynn has raised five children, who are the best of her life, and she looks forward to many more years ahead with them and their families.
- Ms. Hayley Owens has joined GOED as the new Research Manager. She has worked for the State of Nevada for almost seven years, beginning her career as an Economist in the Research & Analysis Bureau of DETR. After that she spent several years as the sole Economist at the Department of Taxation, where her duties included forecasting revenues for three-quarters of the State's General Fund and calculating the fair market value of cannabis at wholesale. In early 2022 she moved over to the Office of Analytics within the Department of Health and Human Services, leading a team that works with the State's Child Welfare data. In her free time, Ms. Owens enjoys unwinding with her husband and young daughter, possibly trying to grow something outside and keep it alive long enough to flower, or embroidering, or watching whatever cartoon her toddler loves this month. Ms. Owens can't wait to apply her passion for data, analysis, and economic development to the important work that GOED does for the State.
- Ms. Chelsea Walburg has moved from GOED's Research Manager to GOED's Director of Business Development – North. As Research Manager, Chelsea has been a remarkable asset to the agency and her familiarity with GOED's business development efforts made her the obvious choice to move up in the agency into this recently vacated position. We are very pleased to have Ms. Walburg fill this critically important role.