


To: GOED Board Members

From: Paul Anderson 

Date: September 20, 2018

Subject: Director's Report

1. Governor Brian Sandoval attended the National Governor's Association summer meeting in New Mexico July 19 – 21. In the Closing Plenary Session, Governor Sandoval officially passed the gavel to Montana Governor Steve Bullock after the governors vote for the 2018-2019 NGA Chair.
2. The Nevada Governor's Office of Economic Development's (GOED) international division conducted a Governor-led trade mission to Africa July 25 – August 4th. The trade mission consisted of 30 delegates, with stops in Ghana and South Africa. Delegate included representatives from higher education, mining, and water sectors, as well as six Nevada companies, five of which were State Trade Expansion Program Grant (STEP) grant recipients. **The trade mission laid the foundation for growing collaboration and commerce between Nevada, Ghana, and South Africa.** The Governor met with Ghanaian President Nana Akufo-Addo during the mission, and Nevada delegates met with business leaders, educators, researchers and government officials, as well as local businesses interested in trade with Nevada.
3. The international division also coordinated a Governor-led trade mission to Japan and Australia from August 25th – September 1st. In Japan, Governor Sandoval attended NGA meetings, intended to strengthen U.S.-Japanese partnership and create and expand economic opportunities. Governor Sandoval had the opportunity to meet with Prime Minister Shinzo Abe, various Japanese Governors, and Mr. William F. Hagerty IV, U.S. Ambassador to Japan. **Meetings focused upon innovation, foreign direct investment promotion, and best practices in workforce development.** The City of Las Vegas joined GOED in Tokyo to meet with NTT, a Japanese telecommunications company with projects in Las Vegas. Governor Sandoval and GOED then stopped in Brisbane, Australia where they were joined by WaterStart and the Southern Nevada Water Authority. The stop highlighted Nevada's partnership with Queensland. The partnership brings urban water supply experts and technology company representatives from Queensland and Nevada together to share best practices and is a direct result of Nevada's trade mission to Australia in 2016.
4. Through the State Trade Expansion Program Grant from the U.S. Small Business Administration, GOED's International Trade Division has awarded **financial assistance grants to twenty-three Nevada Eligible Small Business Concerns** since the beginning of the current federal fiscal year.

The Nevada companies are able to utilize the financial assistance awards to offset costs of export sales activities to include foreign market sales trips, trade show attendance, and participation in trade missions.

5. Two Poland based software companies, Netins Software, a current entrepreneur resident at IGI UNLV, and CMS4MEDIA, a member of Reno Sparks Chamber of Commerce, have started activities with **Nevada Global partners in northern and southern Nevada.**
6. The International Trade Division hosted an inbound trade mission from Lubelskie region in Poland July 6th - July 13th and included the first cohort of companies managed by the **Nevada Global** platform. Lubelskie Voivodship Marshal Slawomir Sosnowski met with Governor Sandoval, their talks concentrated on expanding joint acceleration programs in the following months, including holding technology boot camps **focused on selecting competitive, high-growth companies to successfully land in Nevada.**
7. At the request of NSHE's Vice Chancellor for Community Colleges, Mr. Bob Potts, GOED's Research Director was asked to make a presentation identifying and outlining the underlying skills intrinsic to the top eleven in-demand occupations they are focused on. This initiated a thoughtful conversation around **innovative ways in developing curriculum that would serve students across occupations** and prepare them for emerging industry trends.
8. In August 2018, Mr. Potts made a presentation to the Churchill Economic Development Authority's Business Council discussing the area's workforce and what's being done to **match prospective employees with the right jobs.** Much of his conversation revolved around the dynamic growth in the region especially in manufacturing and logistics, and the coordinated efforts of education and workforce development providers in fast-tracking qualified workers for those industries.
9. Mr. Matt Moore, Deputy Director, GOED and Mr. Potts recently met with Dr. Roland Stephan and Ms. Ashley Begley with the Center for Innovation Strategy and Policy, SRI International to begin work on updating the 2011 report "Unify, Regionalize, Diversify: An Economic Development Agenda for Nevada." An update to this economic development agenda **will ensure that Nevada is properly positioned to both continue growing, and to take advantage of opportunities in new industries.** The study will include a review of progress made to date and a forward-looking analysis to outline a new economic development agenda. Throughout the study both quantitative and qualitative approaches will be used, and Mr. Moore and Mr. Potts set the groundwork not only on data and performance, but also stakeholder contacts for numerous focus group interviews. Final report is scheduled for December 21, 2018.
10. As part of the State Apprenticeship Council, Mr. Potts worked with the rest of the Council at the August 9th meeting to take steps to reach out and review registered apprenticeship programs for

compliance. This action came out of the discovery that 41 apprenticeship programs have never been reviewed, 10 programs never received compliance review follow-ups, and 11 programs have lacked apprentices either for several years or have no record of having ever registered an apprentice. At the meeting the Council also approved one new program training two in-demand occupations and expanded a program at TMCC for another. **In total, there are now 80 state Registered Apprenticeship Programs with 155 occupations.**

11. In July, NIAS completed and submitted the Smart Silver State CONOP proposal for the FAA/NASA Unmanned Traffic Management Pilot Program (UPP). The **NIAS proposal team officially partnered with 16 UAS technology leaders and 6 USS developers** for participation on the 12-month project.
12. NIAS' partnership with Harris Corporation to greatly decrease the timeline and increase approval for operational FAA Part 107 BVLOS waivers sparked an increase for information from the UAS industry; in discussions and/or planning with several companies in which this capability is critical to advancing their organizational goals.
13. In August, NIAS led Poland MOU mission/trip to Poland concluded with the President of the Management Board, Daniel Ozon, and NIAS Senior Director, Dr. Chris Walach, **signing a Letter of Intent to enter into a Joint Venture and collaborate on mining and space mining autonomous vehicles.** JSW SA President Ozon is meeting with Polish Prime Minister Mateusz Morawiecki to formally notify the Polish government of the developments with NIAS. Mr. Ozon previously expressed interest for JV signing in October-November 2018 and may invite the Polish Prime Minister and the American Ambassador to witness a November Poland signing for a future Joint Venture with NIAS.
14. GOED and Bank of Nevada approved four more Nevada Opportunity Fund Loans totaling \$175,000. Two of these loans were for businesses in the Reno/Sparks area. The Opportunity Loan program has now **approved 8 of 11 applicants for a total of \$400K of the \$1M allocated.** Senate Bill 126 created the Nevada Opportunity Fund. One million dollars of state funds were set aside and are available through GOED to assist businesses unable to meet conventional small business loan qualifications. This includes small business owners with low credit scores, a past bankruptcy or other related issues. Many organizations, including the Urban, Latin, Asian and Women's chambers supported SB 126 to help small business owners in need of capital.
15. **Cities and counties submitting/sponsoring applications for the 2019 Community Development Block Grant (CDBG) cycle are submitting projects for initial economic assessment this month.** Pending this assessment, Eligibility Applications are due October 16th. HUD has provided guidance to use the 2018 allocation amount (\$2,621,876) for developing the 2019 grant programs. This does not include reverted funds from previous grant cycles.

16. Nevada Main Street Letters of Agreement, Grant Program, and Guidebook are in final review. The state governing regulations are being reviewed by the DAG. The Nevada Main Street Program is **designed to organize communities around a proven set of principles to revitalize historic down town commercial districts.**
17. A Main Street presentation was given to a joint meeting of the White Pine County Commission and Ely City Council by GOED's Mr. Moore and Ms. Patty Herzog, GOED's Director of Rural Economic and Community Development on August 22nd. The meeting was attended by approximately 50 people with **overwhelming support for the program.** The City of Ely will place the Nevada Main Street program on a future agenda to formally enter the program. There is additional community interest from Reno, Winnemucca, Tonopah, Elko, and Eureka.
18. GOED's National Main Street consultant, Ms. Kathy LaPlante, will be holding workshops in Lovelock and Wells the first week in October to **assist the communities in developing the Main Street program.** Ms. LaPlante and the team will also conduct Informational outreach meetings with the Reno Business Improvement District and Winnemucca.
19. Mr. Joel Lenz, GOED's Mining Industry Specialist, co-authored a report to be published by the Nevada Bureau of Mines and Geology entitled **Precious Metals Toll Milling & Copper Concentrate Processing Opportunities in Nevada** was completed in August. The report will be used to facilitate the development of precious metal deposits in Nevada and potentially attract a significant investment in the copper market.
20. Project status discussions were held with Lithium Nevada for their Thacker Pass Project in Humboldt County, Gold Standard Ventures for their South Railroad Project in Elko County, General Moly for their Mt. Hope Project in Eureka County, and Global Geosciences for their Rhyolite Ridge Project in Esmeralda County. **Three mining companies are in construction building new mines in Nevada and one company is investing in an expansion.** Nevada Copper has begun construction of their \$197 million Pumpkin Hollow Underground Mine and Mill in Lyon County. McEwen Mining is building their \$81 million Gold Bar Mine in Eureka County, and Gold Resource Corporation is constructing their \$30 million Isabella Pearl Mine in Mineral County. SSR Mining is investing over \$80 million to expand their Marigold Mine in Humboldt County this year.
21. Mr. Karsten Heise, GOED'S Director Technology Commercialization, participated for GOED in the **annual ex-officio members meeting of the State Council for Libraries and Literacy.** Workforce development projects featured prominently during the event.
22. Dr. Grace Chou, GOED's Director of Advanced Manufacturing, and Mr. Heise assisted Reno Technology Academy and Nevada Industry Excellence (NVIE) with **two WINN applications for**

Internet of Things (IoT) and Cybersecurity respectively. The applications will be presented at the September GOED Board meeting.

23. Mr. Christopher Kappes of Fraunhofer IVI, Dresden, Germany has arrived in Nevada and will be the first 'exchange engineer/ post doc' on the Fraunhofer IVI – UNLV project for autonomous vehicles, which is receiving support from the Knowledge Fund. Mr. Kappes is now being 'onboarded' and his work will be closely coordinated between UNLV and IVI in Dresden. He will initially spend 11 months at UNLV, but an extension to his visa taking his UNLV duration to 15 months is planned. Fraunhofer IVI is working on an industry project involving automated trucks operating within a logistics operation site and Mr. Kappes will be conducting research on existing solutions available at UNLV, and in addition design a showcase usable for supporting **UNLV's interest to represent the research environment, the educational ecosystem as well as making the university attractive for potential industry partners in the field of automated vehicles and self-driving cars.**

24. As of September 04, 2018, the status of the Nevada Film Tax Incentive is summarized below:

Nevada Film Office										
Transferable Tax Credit for Film and Other Productions										
FY 2018 Funding										
Completed Hearings on Tax Applications										
Production Title	Total Budget	NV Direct Expenses	Out of State Payroll in NV	NV Resident Payroll	Total Payroll	Total Nevada	Total FTES	NV FTES	Approved Incentive	Status
In Progress Productions										
Smiley Face Killers	\$ 1,690,390	\$ 563,247	\$ 444,927	\$ 481,625	\$ 926,552	\$ 1,489,799	9.0	7.1	\$ 257,323	Audit in Process
Who Wants to be a Millionaire - Season 16	\$ 9,485,389	\$ 2,818,547	\$ 3,321,723	\$ 950,473	\$ 4,272,196	\$ 7,090,743	38.0	12.7	\$ 1,183,067	Audit in Process
Mustang	\$ 4,562,668	\$ 1,319,077	\$ 1,279,911	\$ 829,923	\$ 2,109,834	\$ 3,428,911	16.8	8.6	\$ 818,830	Audit in Process
Vegas Cakes, Season 2	\$ 1,174,744	\$ 385,940	\$ 311,075	\$ 477,729	\$ 788,804	\$ 1,007,239	8.1	6.1	\$ 197,141	Audit in Process
LVCVA Commercial	\$ 1,054,077	\$ 310,325	\$ 132,100	\$ 389,996	\$ 522,096	\$ 832,421	4.1	3.4	\$ 162,521	Audit in Process
Who Wants to be a Millionaire - Season 17	\$ 9,727,053	\$ 2,701,127	\$ 4,348,747	\$ 869,208	\$ 5,217,955	\$ 6,162,648	38.0	12.6	\$ 1,154,760	Preproduction
7 Days Alive Eps 1-6	\$ 2,280,000	\$ 1,259,666	\$ 390,653	\$ 501,217	\$ 891,870	\$ 1,783,151	22.9	12.9	\$ 355,962	Filming
7 Days Alive Eps 7-12	\$ 2,280,000	\$ 1,259,666	\$ 390,653	\$ 501,217	\$ 891,870	\$ 1,783,151	22.9	12.9	\$ 355,962	Filming
7 Days Alive Eps 13-18	\$ 2,280,000	\$ 1,259,666	\$ 390,653	\$ 501,217	\$ 891,870	\$ 1,783,151	22.9	12.9	\$ 355,962	Filming
7 Days Alive Eps 19-24	\$ 2,280,000	\$ 1,259,666	\$ 390,653	\$ 501,217	\$ 891,870	\$ 1,783,151	22.9	12.9	\$ 355,962	Filming
TOTAL	\$ 36,814,321	\$ 13,136,927	\$ 11,401,095	\$ 6,003,822	\$ 17,404,917	\$ 27,144,365	205.6	102.1	\$ 5,197,490	
									Total Incentives Available	\$ 10,000,000
									Remaining to be Issued	\$ 4,802,510
									New Allocation 7/1/18	\$ 10,000,000
									Grand Total Available as of 9/4/18	\$ 14,802,510

25. The Nevada Film Office (NFO) continues working with its associate members of the **Nevada Esports Alliance to bring additional opportunities to Nevada** and has had several meetings with new businesses and the Las Vegas Global Economic Alliance (LVGEA) to capitalize on this growth industry.

26. The new online locations directory is completed and online, designed to better connect potential film locations around Nevada with production companies, giving local businesses more

control and more opportunity. See our new advertisement at www.nevadafilm.com. **There are currently 613 locations listing online.**

27. September 20-22, 2018 the NFO will be in Los Angeles meeting with industry executives from Amazon, **Netflix and others to discuss creating new content in Nevada and will be attending Cineposium, a conference of Film Commissioners worldwide to discuss industry issues and opportunities.**
28. November 4-7, 2018, the NFO will be attending the Locations Expo at the American Film Market in Santa Monica, CA to **promote Nevada and meet with industry executives.**
29. Year to date over the same period last year, **traffic at the NFO's website at www.nevadafilm.com has gone up 86%** (119k to 221k pageviews) and does an average of approximately 28k pageviews a month with the Directory and Filming Locations being the most visited pages of the site other than the homepage.
30. The Nevada Procurement Technical Assistance Center (PTAC), Procurement Outreach Program sponsored the **How To Do Business With Mission Support and Test Services (MSTS), LLC workshop in Las Vegas on July 13, 2018.** The event was held at the Clark County Government Center. There were 37 business representatives who attended the function to learn about the variety of contracting opportunities available with MSTS, which is the new federal government management and operating contractor of the Nevada National Security Site. The MSTS contract is valued at \$5 billion over ten years, if all contract options are exercised.
31. The National Defense Industrial Association's (NDIA's) Southern Nevada Chapter invited the Nevada PTAC to provide an outreach presentation about its free services to NDIA members on August 23, 2018. The meeting, that was held in Las Vegas at the AFWERX office, was attended by NDIA members that included small businesses that want to **(1) scale their companies for growth to help build local and national capabilities in technology and innovation, and (2) connect with local and national defense organizations.**
32. The Nevada PTAC and the State of Nevada Department of Business and Industry (B&I) collaborated on ways to **help Nevada businesses grow through public sector contracts and subcontracts.** The organizations accomplished revising B&I's current business e-road map guide on the B&I website, which is widely used by resource partners when counseling Nevada small businesses, to include links to the PTAC's web page within GOED's website that contains PTAC background and contact information. The business e-road map guide will be discussed and promoted at the Governor's Conference on Business on October 18, 2018.
33. The Nevada PTAC is working with other government agencies on **the annual Committed To Our Business Community event to be held on September 20, 2018.** The free function will be at the

Las Vegas Convention Center, in order for businesses to meet with procurement professionals from government agencies as well as from the private sector. The event will also include breakout sessions on a variety of relevant business topics and provide access to business resource organizations who help companies in many ways.

34. The Nevada PTAC has already advertised its annual **Small Business Matchmaker in Fallon to be held on October 24, 2018**. The free event will be at the Fallon Convention Center. Small business representatives will have the opportunity to meet one-on-one with procurement professionals from local, state, and federal government agencies, and market their companies' product and/or service capabilities. They can even meet with business resource organizations, many of which provide free services like the Nevada PTAC.
35. Nevada PTAC client, J & L, dba J & L Janitorial Services, a certified Disadvantaged Business Enterprise small business located in Reno that has both woman and minority owners, provides janitorial and custodial services. Recently, both the Transportation Security Administration and the U.S. Department of Agriculture, Forest Service, exercised contract options to extend their respective contracts with the small business. **The company is able to retain seven full-time jobs and three part-time employees.**
36. My Next Career Path Staffing, LLC (MNCP Staffing), based in Las Vegas, is a certified Disadvantaged Business Enterprise, Minority Business Enterprise, Small Business Enterprise, 8(a), and Nevada Local Emerging Small Business. The company's core competencies include consulting in talent management, information technology services, financial, legal, healthcare, and hospitality staffing. Recently, MNCP Staffing was awarded several multi-year option contracts by the U.S. Bureau of Land Management to provide wilderness and financial support services. **The company will add or retain one full-time position and add or retain one part-time position.** Additionally, MNCP Staffing has won other government contracts.
37. Dr. Gillian Barclay, Health Care Industry Specialist, GOED, is working with the UNLV School of Nursing to **increase the numbers of nursing educators and researchers in southern Nevada**. A pilot strategy has been developed to include certified nursing instruction as a normative requirement of the graduate-level nursing education. This will ensure a steady cohort of available and skilled nursing instructors to meet capacity needs for the state. New Certified Nursing Assistant (CNA) faculty will have additional teaching skills in telehealth within the context of the state's population health priorities. These priorities include supporting strategies to promote quality transitional care and to reduce the cost of care.
38. Additional certificates and new practice experiences are being developed by the UNLV School of Nursing and School of Community Health Sciences, in partnership with Southern Nevada healthcare employers in research and development (R&D) and clinical care. **The goals are to diversify the state's health workforce by producing more health professionals with skills and competencies in health R&D, as well as to strengthen health R&D infrastructure in southern**

Nevada. This will produce health professionals with new and enhanced skills in clinical research and development, data analytics and population health, health cybersecurity, mHealth and telehealth. Training in clinical research and development, data analytics and population health will be aligned to the new graduate medical education (GME) expansion sites in southern Nevada.

39. Ms. Stacey Bostwick, GOED's Workforce Development Program Coordinator, met with NSHE and the new President of CSN to discuss industry **engagement strategies for workforce development models at the community college.**
40. Ms. Bostwick, TESLA and Western Nevada College **developed plans for new STEM and technology pipelines** in Carson City area high schools and will utilize existing WINN investments to move them.
41. In recent months, Ms. Bostwick has fostered Workforce Development integration opportunities and WINN systems information sharing with: **USDA Community and Economic Development, Nevada System of Higher Education, Nevada Division of Welfare and Support Services, Nevada Mining Association and JOIN.**
42. Ms. Bostwick, Dr. Chou, Mr. Heise and Mr. Potts of GOED met with workforce development leaders at NSHE, OWINN and DETR to **explore programs developing talent pipelines and those addressing current workforce skill sets.**
43. **Workforce development discussions potentially leading to WINN applications** have been held with Barrick, Lithium Nevada, Nevada Copper, and Global Geosciences for potential program establishment in Elko, Winnemucca, Tonopah, and Yerrington. Currently, Great Basin College is preparing a WINN application supported by a consortium of companies, led by Barrick, to establish a Commercial Driver License (CDL) Program in Elko to address a critical workforce shortage in ore haulage and reagent delivery
44. GOED is currently conducting an incentive comparison study to evaluate the competitions of Nevada's current incentive package in advanced manufacturing and headquarters/shared service sectors. This report will be finalized in September. GOED has also initiated a comprehensive **study to evaluate the effectiveness of the 2012 Nevada State Economic Development Plan.** This study kicked off on 27 August and will involve data analysis and interview feedback from nearly 100 state wide stakeholders. This study is on track to be finalized by the end of December.
45. In August 2018, GOED welcomed Ms. Herzog as its new **Director of Rural Economic and Community Development.** Ms. Herzog has experience as a small business owner and served as an elected official in rural Nevada for 13 years. Ms. Herzog is based in GOED's Carson City office.

46. In August 2018, GOED welcomed Ms. Brittany Brussell as its new **Business Development Administrative Assistant**. Ms. Brussell has prior professional experience in administrative and communications-oriented roles with local public agencies. She holds a B.A. in Journalism and Media Studies from the University of Nevada, Las Vegas. Ms. Brussell is based in GOED's Las Vegas office.