

To: GOED Board Members
From: Paul Anderson
Date: May 17, 2018
Subject: Director's Report



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1. GOED's International Trade Division conducted an advanced planning trip to Ghana, Botswana, and South Africa to prepare for a Governor-led trade mission that will take place this summer. The trip was a success as **partnership opportunities were identified in each location in several sectors including trade, water technology, higher education, smart city technology, technology transfer, and good governance.**
 2. At the National Governors Association North America Summit in May 2018, **Governor Brian Sandoval and Premier Rachel Notley of Alberta, Canada will sign an MOU focused on collaboration in the development, testing, and commercialization of drone technology.** This follows a successful trade mission to Nevada of over fifty businesses from Alberta in February 2018.
 3. Through the State Trade Expansion Program Grant (STEP), from the U.S. Small Business Administration, the GOED International Trade Division has **awarded financial assistance grants to fourteen 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.
 4. On April 14-19, 2018 GOED's International Trade Division organized and executed the visit of the Polish Institute of Aviaiont (ILOT) and Jastrzebska Coal Company (JSW), the EU's largest coking coal producer, to **strengthen strategic collaboration between Nevada and Poland on UAV research and commercialization.** This visit also kicked off joint research projects with UNR, NCAR, and cooperation between NIAS, ILOT, and JSW on a joint Center of Excellence focused on drone services and public safety.
 5. Under the umbrella of GOED's global business recruitment platform, three individual companies are working to establish contacts and enter into a program with the platform. Talks were held in Las Vegas about potential projects in Nevada for InfoTec, the 4th largest producer of CNC machines in Europe. 9bits software house from Poland was introduced to the platform partners

in Nevada and is developing plans to land in the State. Netins Company is planning its immersion program with the platform that will take place in May 2018 in Reno, Carson City, and Las Vegas.

6. On April 4, 2018 Pawel Pietrasienski, GOED's Director for Special Programs, participated in the Select USA tour event organized by the US Embassy in Warsaw, Poland to **promote the State of Nevada among potential European investors.**
7. In April 2018 NIAS commenced business plan development for the **Nevada Drone Center of Excellence for Public Safety.** The center build on the core mission of NIAS to provide access to training, community outreach, and industry partnerships to further public safety.
8. In April 2018 NIAS **completed the Nevada Polish MOU requirement to conduct a ILOT and JSW Summit in Las Vegas.** Discussions were held around future collaboration and expansion of the Memorandum of Understanding (MOU) to NASA Technical Capability 4 in 2019.
9. NIAS has now established a **fully functional Command, Control and Communications (C3) center** from the 1,200 square feet of donated Switch space within the Switch Innevation Center.
10. Mr. Randy Walden, GOED's Advanced Manufacturing Industry Specialist and Chair of State Apprenticeship Council; oversaw the **approval of over 600 apprenticeships which include a recently announced 425 Panasonic employees.** The apprentices will be attending classes at TMCC utilizing the flexible delivery manufacturing courses developed for the P3 program last year. This is the first group of apprentices that will be followed in the upcoming months by participants from Tesla as well as other manufacturers in Northern Nevada. Apprenticeships play a vital role in providing a highly qualified workforce for new and existing companies in Nevada.
11. Mr. Walden and Mr. Karsten Heise, GOED's Technology Commercialization Director, visited the Festo Didactic Learning Center Midwest in Mason, OH as well as Kellogg Community College in Battle Creek, MI. The visit to the Festo facility was part of **GOED's effort to build the workforce for the next generation of Advanced Manufacturing (Industry 4.0).** The visit to Kellogg Community College, in which representatives from TMCC also joined, was part of an initiative to bring a tool & die program to Nevada as well as obtaining additional insights to the college's "open entry open exit" approach. The latter is available at TMCC and enables the creation of innovative training programs such as the "Panasonic Preferred Pathway (P3)", **representing an accelerated on-ramp to LEAP Advanced Manufacturing Pathway.**
12. National Science Foundation (NSF) INCLUDES' grant consortium led by UNR and comprising TMCC, Washoe County School District, Charles River Labs, and GOED has started recruiting applicants. Using the Learn and Earn Program Advanced-career Pathway (LEAP) as the

foundation, science, technology, engineering and mathematics (STEM) activities will support and prepare Hispanic students for the northern Nevada workforce. Employer-based student tuition reimbursement (up to \$1,500 / year) is available for up to 30 underrepresented individuals in lucrative STEM based careers. Mr. Heise is a co-PI on the project and further explanation as well as application forms and flyers can be found in the Workforce Development/ LEAP section on the GOED website. This project is also being supported by the Nevada New Skills for Youth initiative.

13. Mr. Heise represented GOED at the Nevada State Council on Libraries and Literacy Council meeting on April 17, 2018. The Council reviewed and evaluated this year's 13 Library Services & Technology Act (LSTA) competitive grant applications.
14. Following the signing of a Sister State agreement between Nevada and Queensland, Australia, Mr. Dan Langford, GOED's Industry Commercialization Manager, facilitated initial discussions between the Nevada Department of Transportation, Regional Transportation Commission of Southern Nevada and the Queensland Department of Transport and Main Roads. **Alignment and collaboration between the states will ideally lead to an exchange of knowledge, experience and technology improving the industry, trade and quality of life for residents.**
15. Mr. Langford enabled collaboration between National Association of Broadcasters, Keolis North America, and LG Electronics **to showcase the convergence of next generation television and autonomous vehicle technology during NAB Show** in April 2018. Nevada's 'can do' attitude that encourages technology demonstration helps grow new industry ecosystems and strengthen Nevada position as a wonderful place to business.
16. Mr. Langford initiated an ongoing series of webinars from primarily European technology companies that have both relocation potential and have products and services of interest to local government agencies. The goal is the **dual outcome of solving difficult challenges in Nevada and potentially attracting new industry from overseas.**
17. On April 20, 2018 GOED submitted a **list of recommended census tracts to the Governor** to be designated as Opportunity Zones. Nevada's identification process has been held up as a "best practice" by Policy Map who was involved in the creation of opportunity zone policy.
18. The Nevada Film Office (NFO) had a tax incentive hearing on March 6, 2018 for **a commercial production for the LVCVA marketing campaign.**
19. With the complete revamping of the online production directory, the NFO is now focusing on revamping the online locations directory. **The new online locations directory will be designed to better connect potential film locations around Nevada with production companies, giving local businesses more control and more opportunity.** The directory is in the final stages and

should launch in May with an associated marketing campaign commercial promoted on Facebook, Twitter and hopefully picked up by local television.

20. The NFO attended the Association of Film Commissioners International week on 2/28-3/4/18 to promote Nevada as a film destination to production executives in film/tv/commercial and video game production. The NFO met with executives from Amazon, Netflix, CBS, and Disney among others.

21. As of May 02, 2018, the status of the NFO 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
Completed Productions													
					\$ -	\$ -						\$ -	
					\$ -	\$ -						\$ -	
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				Filming
LVCVA Commercial	\$ 1,054,077	\$ 310,325	\$ 132,100	\$ 389,996	\$ 522,096	\$ 832,421	4.1	3.4	\$ 162,521				Filming
TOTAL	\$ 17,967,268	\$ 5,397,136	\$ 5,489,736	\$ 3,129,746	\$ 8,619,482	\$13,849,113	76.0	37.9	\$ 2,618,882	\$ -	\$ -		
									Total Incentives Available	\$ 10,000,000			
									Remaining to be Issued	\$ 10,000,000			
									Remaining for Applications	\$ 7,381,118			

22. As the Nevada Procurement Technical Assistance Center (PTAC), Procurement Outreach Program (POP) team works to meet its goals under its existing Cost Sharing Cooperative Agreement with the Defense Logistics Agency (DLA) that ends on July 31, 2018, the DLA has awarded another such agreement to the Nevada PTAC, with a period of performance from August 1, 2018 through July 31, 2019. **The total value of the agreement is \$1,194,829, and Nevada businesses, especially small businesses, will continue to be served as they pursue local, state, and federal government prime contractor and subcontractor business opportunities.**

23. Nevada PTAC client, Miller Electric Company Inc., dba Performance Electric Company, founded in 2010 by Ross Miller is an 8(a) Business Development Program, Disadvantaged Business Enterprise (DBE), and Historically Underutilized Business Zone (HUBZone) certified small business engaged in providing commercial electrical, residential electrical, industrial electrical, and government electrical services to its customers. The company's coverage area includes: Reno, Sparks, Elko, Tonopah, Carson City, and everywhere in between. **This past January, the company was awarded a U.S. General Services Administration (GSA) contract for office cameras and doors in the amount of \$18,520, and a contract for pretrial television mounts in the amount of \$3,250.**

24. Arriola Consulting & Inspection, LLC, founded in 2014, is an 8(a) Business Development Program and Disadvantaged Business Enterprise (DBE) certified small business engaged in providing engineering, general contracting, inspection and subcontracting services to its customers. The company's coverage area includes: Nevada, Arizona, California, Utah, New Mexico, Idaho,

Colorado, Georgia, and Florida. The company won its first federal government contract this past March. **As a result of the contract awarded by the Bureau of Reclamation, in the amount of \$147,800, the company was able to add three full-time employees and nine part-time employees.**

25. Love and Care Health, LLC, founded in 2017 by La Tosha Willis-McNair, is a certified Woman Owned Small Business (WOSB) and certified Nevada Emerging Small Business (ESB) engaged in providing non-medical homemaker health aide services to individuals in independent living conditions. The company's coverage area includes the entire State of Nevada. This past March, the business won its first government contract. The Clark County Purchasing & Contracts Division awarded a contract to the company to provide homemaker health aide services to individuals in independent living conditions. **Based on the contract, the business was able to retain one full-time job.**
26. Dr. Gillian Barclay, GOED's Healthcare Industry Specialist, was an invited speaker at the April 30, 2018 World Health Care Congress in Washington, DC. Her presentation **focused on how to build a medical tourism destination from the ground up.** Conference attendees included health industry and hospitality industry stakeholders from the United States and other countries in Asia, Latin America, and the Caribbean.
27. Dr. Barclay is working with the Touro Center for Disaster Life Support, UNLV, the College of Southern Nevada, health industry corporate employers and other stakeholders to **develop a series of certificates in Technology for Emergency Preparedness and Disaster Response.** These certificates will be offered from high school to graduate level and will contribute to building and strengthening a technology-ready workforce.
28. Dr. Barclay is working with the UNLV School of Medicine to develop its community clinical infrastructure. She has **identified "ready to go" clinic space in partnership with the Asian Community Development Council in Las Vegas,** and a site visit has been conducted by the UNLV medical school. Next steps include determining the medical specialties and clinical staffing for this new clinic.
29. Last month, Mr. Bob Potts, GOED's Research Director, represented GOED in Providence, Rhode Island at the Council of Chief State School Officers' Spring 2018 Career Readiness Network Convening. The main purpose of this meeting was to provide a platform to work within and across teams from the other nine states awarded phase two New Skills for Youth (NSFY) grant funding. **The focus was to build on and refine strategies that expand access to high-quality, high-demand pathways for all students.** Mr. Potts' focus and contribution revolved around employer engagement in developing these pathways.
30. In March 2018, Mr. Potts made a presentation to the Northern Nevada Development Authority (NNDA) members and the regions Mayors and County Commissioners defining economic impact – what it is, what it is not, what are the basic metrics used, and how it applies to the NNDA region.

31. In April 2018, Mr. Potts supported the Nevada Department of Education's Office of Career Readiness, Adult Learning & Education Options as a participant on the Carl Perkins Competitive Reserve grant review committee. The purpose of the Carl Perkins Act funding is to **support career and technical education programs in the state** and Mr. Potts' role was to encourage funding of applications that support economic development priorities.
32. Mr. Potts recently participated as a panelist discussing the economic impact of declining mountain snowpack on Nevada's Tourism and Agriculture sectors. This was part of the "Saving Snow Forum," A Nevada Leadership Program hosted by UNR's University Center for Economic Development.
33. In April 2018, GOED welcomed **Ms. Stacey Bostwick as its Workforce Innovations for a New Nevada (WINN) Coordinator**. Mr. Bostwick comes to GOED from Workforce Connections, the Workforce Development Board for Southern Nevada, where she has been since 2015. Ms. Bostwick has been an integral part of increasing the quality of services provided to funded partners, developing the training capacity of the Board, expanding the reach of WIOA Title 1 services to community partners and integrating required WIOA partners into the One-Stop Career Center. Ms. Bostwick is based in GOED's Las Vegas office.