

To: GOED Board Members

From: Director Michael Brown

Date: June 17th, 2021

Subject: Director's Report



ECONOMIC DEVELOPMENT

Regional Development Authority Video Conference Calls

- GOED Deputy Director Mr. Bob Potts organizes GOED's bi-weekly calls with our Regional Development Authority (RDA) partners. Although these calls took place before the COVID-19 pandemic on a monthly basis, they were made a priority with weekly updates early in the pandemic and are now being held every other week by video conference. One of Director Michael Brown's priorities coming into the position was better communication and coordination among our RDA's. These calls have been an important messaging tool for GOED in coordinating the state's economic development ecosystem in addressing both the health and economic fallout associated with the pandemic. More recently they have focused on increasing economic development activity as Nevada emerges from grip of the pandemic. Operationally, each meeting begins with an update from GOED leadership followed by a guest speaker appropriate to current conditions, and then a report out from each of the RDA Executive Directors. Recently we have been honored to have the Governor, the Lieutenant Governor, and the State Treasurer as guest speakers on the call.

Economic Advisory Council Calls

- Mr. Potts also continues to lead bi-weekly calls with the Governor's Economic Advisory Council. The Advisory Council serves to support the Governor's Office and other state agencies in providing economic research and analysis, and regular updates on current and projected economic conditions. After each call a summary one-page with updated forecasts is provided to the Governor's Office. A recent example of this one-page summary is included at the end of this report. Both GOED and other key stakeholders have found this regular conference calls mutually beneficial.

RDA RFP Response

- On April 26th, GOED released a Request for Proposal (RFP) for entities seeking a designation as a Regional Development Authority (RDAs) under NRS 231. The final proposals were due to GOED on May 28th. In response to the RFP, GOED received a total of eight responses from the following entities:
 - Churchill Fallon Economic Development (CFED)
 - Economic Development Authority Western Nevada (EDAWN)
 - Las Vegas Global Economic Alliance (LVGEA)
 - Lincoln County Regional Development Authority (LCRDA)

- Nevada I-80 RDA (pending name change, serving the Counties of Humboldt and Pershing together with the Cities of Winnemucca and Lovelock)
- Northeastern Nevada Regional Development Authority (NNRDA)
- Northern Nevada Development Authority (NNDA)
- Southwest Central Regional Economic Development Authority (SWCREDA)

Budget for the 2021-23 Biennium

- The 2021 Legislature appropriated \$20.9 million in General Funds and authorized \$20.8 million for use over the 2021-23 biennium.

Public Outreach

- Mr. Kristopher Sanchez, Deputy Director of Southern Nevada, GOED, continues to lead the Southern Nevada Strategic Infrastructure Development Working Group comprised of leaders from the region's city and county governments, utility providers, NSHE, and state agency stakeholders. The working group is seeking to identify catalytic infrastructure projects that will spur job generation and enhance diversification efforts. Further, the working group will identify gaps in regional infrastructure that limit growth potential and negatively impact competitiveness.
- Mr. Sanchez participated in the National Wildlife Federation Environmental Justice second national panel discussion in May.
- Mr. Sanchez is working with On Track North America (OTNA) to operationalize Nevada's State Rail Plan published in January of 2021. In partnership with OTNA, GOED will be working with leaders in California and Utah to further define opportunities for Nevada in the Southwest's supply chain ecosystem.

WORKFORCE DEVELOPMENT

WINN Fund Activities

- Senate Bill 24 passed the 81st session on May 31, 2021, revising provisions governing the distribution and use of money provided to GOED for the WINN Fund. Key issues addressed by the passed legislation include:
 - Collecting sufficient detail in an application for the purposes of evaluation and due diligence
 - Contributes to skills-based economy with credential baseline expectations
 - Adds accountability measures in private sector partnerships
 - Focus funding on infrastructure and priority expenses
- GOED is partnering with the Nevada System of Higher Education on an upcoming workforce inventory of campuses. This will identify known programs and capacity and serve as a key data element to the Governor's Task Force. GOED will utilize the data for WINN strategy, along with a complimentary Request for Information/Interest (RFI) in areas with known gaps in programming.
- GOED participated with representatives of CTE at CCSD in a symposium hosted by the National Center for Supply Chain Automation to learn about integration opportunities in postsecondary curriculum and how autonomous mobile robots (AMR) are revolutionizing supply chain management and warehouse operations.
- Supported the effective launch of the new College of Southern Nevada Advanced Manufacturing training programs funded through WINN with a Governor-led ribbon cutting. Demand has been strong following this April event resulting in a waiting list and the addition of lab training spaces this summer.

- Supporting the outreach and launch of Western Nevada College's WINN-funded Mobile Mech-Tech Lab serving rural Nevada. The lab has been deployed and is gaining momentum for Fall enrollment.
- Supporting the launch of a newly approved technology micro-credential effort in partnership with Truckee Meadows Community College. TMCC has had an overwhelming response in part due to GOED's support.
- Engaged in several emerging or evolving workforce training need discussions including clean energy, advanced manufacturing, mining, aviation and technology

Workforce Development Leadership

- GOED's Director of Workforce Development initiated a partnership with the Governor's Office of Workforce Innovation and Nevada Industry Excellence to host a southern Nevada Manufacturing Forum to engage local employers to share their needs related to developing, training, attracting and retaining talent. Dozens of education and workforce stakeholders will be invited to listen to understand what adjustments may be needed to meet current and future needs. This upcoming event is critical to foster engagement with a growing industry base in southern Nevada.
- GOED has continued to partner with the Governor's Office of Workforce Innovation to share the SkillsMatch platform with individuals needing resources in Nevada. Access to the site is continuously growing, helping increase the visibility of training programs and identifying rapid reemployment opportunities:
 - Nearly 3000 Nevadans have accessed the site
 - Over 400 Nevadans have researched courses or programs recommended to address skill gaps
 - Over 1600 Nevadans have actively utilized the job listings
 - GOED and OWINN have worked with the vendor to develop additional resources for Nevada's workforce frontlines and will soon be hosting additional information webinars and demonstrations of the site.
- Ms. Stacey Bostwick, Director of Workforce Development, GOED represents GOED and participates on the awarded NGA WIN grant State team along with representatives from the Governor's Office of Workforce Innovation, the Governor's Office of Science, Innovation and Technology, the Division of Welfare and Support Services, the Department of Employment, Training and Rehabilitation and the Nevada System of Higher Education. The peer network learning and planning opportunity has included resources in the following areas:
 - Advancing Career Pathways
 - Data Governance, Evaluation and Assessment
 - Increasing Engagement via Branding and Marketing
 - Defining Job Quality
 - Human-centered Design
- GOED participated in LVGEA's Workforce and Education Strategy subcommittee in support of their effort to update Southern Nevada's Comprehensive Economic Development Strategy (CEDS).
- GOED was requested to review draft federal legislation in support of career pathways
- GOED interfaced with the DETR PIO to support their efforts to develop an Employer Resource Guide

KNOWLEDGE FUND / BATTLE BORN GROWTH ESCALATOR

- In March, Mr. Karsten Heise, Director of Strategic Programs, presented as part of a panel at the "2021ComputersinLibrariesConnect 2021 Annual Conference" (virtual). It is the world's leading library technology and innovation conference. The panel introduced under the title "*Bringing STEM & Bionics*

Learning to Community Schools" the STEM Bionics Bootcamp concept, which was developed by the Carson City Library at the initiative and guidance of GOED. Two camps were held in February and March with a third forthcoming in the summer. The three-day camp is raising middle school youth's interest in STEM fields and issuing FESTO bionics kits and curriculum for an interactive and hands-on learning experience.

- In May Mr. Heise presented as part of a panel at the "2021 National Association of Workforce Professionals Annual Conference" (virtual). The panel within the *Educating and Training Our Future Workforce* trend presented on the Dialysis Technician Virtual Reality based certification that has been piloted in Nevada through a collaboration between the College of Southern Nevada (CSN) and Nevada's library system. The program is an integral part of Nevada's SANDI grant project.
- Project SANDI (Supporting and Advancing Nevada's Dislocated Individuals) is progressing with GOED providing substantial support. Karsten Heise, Director of Strategic Programs, has been working with SANDI Project Coordinator Tammy Westergard to continue to build out the technology platform at the core of SANDI. Mr. Jerry Azevedo has been hired as SANDI Instructional Designer and hit the ground running with a successful Virtual Reality and content demonstration to CSN President Dr. Federico Zaragoza and the entire CSN-team. Similar demonstrations are currently being scheduled for the other community colleges. In addition to the demonstration, 56 public and academic librarians were trained throughout the Las Vegas Valley. Interviews for the position of SANDI Career Navigator were completed and the hire is expected to commence work at the end of June.
- United States Treasury has released preliminary state allocations for the State Small Business Credit Initiative (SSBCI). The Program originated as The State Small Business Credit Incentive (SSBCI) Act of 2010 and has been amended by Subtitle C of Title III of the American Rescue Plan Act of 2021 (ARP). GOED has been running two programs under the original contract, Collateral Support and Battle Born Growth Escalator (Venture Capital) and will in collaboration with the State Treasurer and the Department of Business and Industry be leading Nevada's application effort for SSBCI 2.0. Mr. Heise and Ms. Patricia Herzog, Director Rural Economic and Community Development, who are the SSBCI program managers for Venture Capital and Collateral Support respectively are currently devising the proposed structure and will be the leads for GOED.

INTERNATIONAL TRADE

- GOED International Division (ID) will represent Nevada for the first time ever managing a booth space at the 2021 SelectUSA Investment Summit, the highest-profile event dedicated to promoting foreign direct investment in the US. This will be a 3rd large project GOED ID has hosted with the US Department of Commerce in multiple sectors such as: medtech, manufacturing, UAV, hospitality, and smart cities. The event, which will be organized June 7-11, 2021, will feature 100+ virtual sessions, a virtual exhibition hall with economic development organizations and service providers, and a robust networking platform where participants are able to make connections and push their investments forward. The SelectUSA Investment Summit draws more than 3,000 attendees. Historically, the Investment Summit organized in Washington D.C. attracts more than 1,200 business investors from approximately 80 international markets. In 2019, nearly \$100 million in new investment projects were announced at the event. President Biden has been confirmed to deliver keynote remarks and Secretary of U.S. Department of Commerce, Gina Raimondo will host the five-day Summit, joined by United States Cabinet Secretaries Buttigieg, Blinken, Yellen, Vilsack, Walsh, Granholm and Administrator Guzman.

- Following on two successful Select USA investment missions in UAV/UAS held in January and Smart City/ Manufacturing/ Hospitality in February, ID has hosted 135 new leads and collaborated with 19 prospective foreign companies facilitating B2B meetings between in-state Nevada Global partners, local and international companies leading to executed contracts and contract discussions.
- GOED ID participated in quarterly organized Nevada District Export Council meeting on June 3, 2021 and exchanged global trade agenda plans with the Nevada exporters and federal government partners, including Regional Director for Pacific South Network with the International Trade Administration. Nevada companies shared their challenges when it comes to global supply chain. The meeting was held in a hybrid format.
- GOED ID successfully closed out SBA State Trade Expansion Program (STEP) 8 grant with 100% utilization rate in April 2021, eighteen months ahead of the official due date. STEP exporting companies generated over \$13 million in export sales and yielded a 50.4-to-1 return on investment. The grant has assisted 39 Nevada companies (out of which 17 are new-to-export and 18 are socially or economically disadvantaged businesses), almost doubling the number of supported small businesses compared to the previous grant year. Companies clustered around manufacturing, information technology, professional, scientific, and technical services, agriculture, and wholesale trade have been mainly focused on the global markets in Canada, Europe, Asia, South America, and Australia.
- GOED submitted to SBA a new application package for STEP 9 Year 2 grant in May and requested \$250,000 to directly support global expansion of Nevada's small businesses including the disadvantaged groups. In June GOED ID requested to increase current STEP 9 Year 1 award of \$150,000 by \$50,000 since all available resources have been exhausted 16 months ahead of the official closing date.
- GOED ID participated in Japan External Trade Organization (JETRO) Digital Investment Initiative for U.S. State Governments to sustain a relationship between Nevada and Japan and attract Japanese investors to our state. A brand new "JETRO Home Page" aims to give information about the business environments and investment opportunities in each state. JETRO platform is highly influential and has over 3 million people accessing the site monthly. Nevada agreed to participate in this growing information platform that is utilized by a wide breadth of Japanese companies. The collaboration called for two main assignments: recorded state presentation and a video leadership message. Following our agreement and collaboration, GOED International Division created a 20-minute state presentation customized for Japanese investors on investment opportunities. The presentation was recorded on Zoom and featured Ms. Melanie Sheldon, Director of Business Development – South, GOED, Mr. Pawel Pietrasienski, Director of International Trade, GOED, and Mr. Dijana Mitrovic, International Business Coordinator, GOED as presenters. The leadership message was delivered by GOED Executive Director, Michael Brown. With this collaboration, GOED hopes to continue to build a strong alliance with Japan and create more investment opportunities.
- Through STEP grant GOED International Division managed to secure subscription to two market intelligence platforms (Wiser Trade and Kompas International) and will be able to provide new services for Nevada exporters through data analytics and access to close to 54 million companies in 71 countries.
- In April, GOED ID, in collaboration with Mine Connect from Northern Ontario, Canada and the Northeastern Nevada Regional Development Authority, assisted in scoring applications and selecting the first 10 companies to fill Mine Connect's shared facility in Elko. The companies were announced in early May and have been promoted in the media in both the US and Canada. These efforts aim to bring new technologies and jobs to Nevada in the mining sector. Over a three-year period, MineConnect, which secured \$500K CAD (approximately \$380K USD) intends to cycle in 20 to 30 top tier companies through their new office established in Elko, with an end goal of having at least 10 of them establishing a permanent presence in northern Nevada.

- GOED Executive Director, Michael Brown delivered a keynote speech at the 3rd UNR College of Business–SGH Warsaw School of Economics Joint Virtual Symposium “COVID-19 and the Economy: Impact on Business, Academia, Government & People”, held on April 22-23, 2021. UNR President, Brian Sandoval delivered opening remarks and International Trade Director, Pawel Pietrasienski co-organized the Symposium and moderated the session on “COVID-19 and Policy Response”. Warsaw School of Economics, with the assistance of GOED and professors from The College of Business, UNR, in partnership with Warsaw Stock Exchange and The Office of the Marshal of the Mazowieckie Voivodeship, won the Polish National Center for Research Development grant, which is aimed to transform regional entrepreneurial ecosystems into accelerators of global companies.
- Seoul National University (SNU) College of Engineering held a US - Korea Strategic Infrastructure Summit for US-Korea Partnership, in Seoul, on May 19-20: organized by SNU GRC (GOED Partner, Director Prof. Junseok Hwang) at SNU's Siheung Campus Education & Collaboration Center in Seoul. The Director of International Trade served on a panel during this Summit and presented the smart city projects of Nevada in addition to new tech and the state's infrastructural advancements.
- GOED International Division hosted the first in-person delegation in Nevada after 15 months. GOED discussed academic exchange opportunities and MoU preparation together with the UNLV William F. Harrah College of Hospitality, Dean Stowe Shoemaker and Peruvian University Norbert Wiener CEO and COO. Nevada delegation first met with the Peruvian university during the trade mission to South America in 2017.
- Ministry of Economy and Industry of Israel submitted the draft of the Israel-Nevada MoU on establishment of a strategic partnership for innovation and cooperation in main targeted areas: water-tech, agriculture, smart mobility, smart city, clean technologies including energy storage, hospitality, med-tech, cybersecurity. GOED International Director participated in the global trade and innovation panel discussion Nevada – Israel Connection: Making the Desert Bloom, organized on the occasion of Israeli Independence Day on April 28, 2021.
- Government of Silesia, Poland and GOED ID exchanged a draft MoU and action plan to create cooperation projects in mining sector, energy industry, machinery, water management, aviation. E-mobility, ICT, e-sport and establish Internationalization Academy to train entrepreneurs on entering US market. GOED has been collaborating with Silesia since 2016 when the Agreement on Cooperation and Development of Friendly Relations between the Silesian Voivodeship and the State of Nevada was signed. Silesian Province has available budget close to \$7 million dollars under the European Regional Development Fund for investments and exports to support its small and medium enterprises.
- World Trade Week was celebrated in Nevada on May 3-7, 2021. GOED ID actively participated presenting the export promotion grant and various ways to utilize STEP grant and joining the events with the Department of Commerce, Nevada District Export Council, Export-Import Bank, US Embassy in Mexico, Peru, Nigeria, Nevada Industry Excellence, and STEP companies, Catherine Trifiletti Designs and Quality Corrections & Inspections which shared their success stories.

RURAL / MINING

Rural, Economic and Community Development

CDBG-CV:

- CDBG-CV Allocation #3 was announced on November 5th. Allocation #3 applications closed April 27. Advisory Committee will meet June 16. Available funding: \$ 2,744,499.00

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Nye County	DEM Emergency Generator Project	\$270,459	\$ 270,459.00
Churchill County	C3 HVAC Emergency Shelter & Medical Facility	\$ 672,335.00	
City of Wells	Audacity Fund Project		\$ 500,000.00
Elko County	Northern Nevada Head Start		\$ 315,000.00
Esmeralda County	Teleconference System		\$ 120,000.00
White Pine County	Public Health Officer's Wage		\$ 58,800.00
White Pine County	Public Health Vehicle		\$ 10,609.00
	Remaining balance		\$ 797,296.00

- Remaining funds will be available for an additional funding round, CDBG-CV 3b, in August.

CDBG

- The CDBG Advisory Committee met March 24 and recommended \$3,938,477 in Community Development Block Grants (CDBG) for Program Year 2021 to 17 projects in Carson City and rural Nevada. Projects awarded include:

CITY/COUNTY	PROJECT	AMOUNT	BENEFICIARIES
Carson City	Colorado Street ADA Compliance Improvement Project Phase II	\$131,637	1,280
Carson City	FISH Revitalization Project	\$254,544	75
Carson City	Long Ranch Pedestrian Ramps Project Phase II	\$94,019	1570
Carson City	Ron Woods Youth Absentee Reduction Project	\$30,000	300
Carson City	RSVP Nevada Rural Counties Veterans' Project	\$10,000	175
Carson City	Grant Management Project	\$50,146	0
City Caliente	Caliente Depot Restoration Project Phase III	\$513,000	1,000
City of Ely	Murry St. Sewer & Water Improvements Project Phase III	\$261,787	1455
City of Fallon	Street & Sidewalk ADA Improvements	\$885,463	1955
Esmeralda County	Emergency Generator Project Phase II	\$350,000	1135
Lyon County	SSMWC Water System Renovation Isolation Valves Project	\$95,036	6553
Nye County	Pahrump Fairgrounds Sewer and Wastewater System Project	\$147,225	34,735
Nye County	Union Plaza and Convention Center Project	\$350,000	34,735
White Pine County	McGill Sewer Pond Lining Project, Phase II	\$765,620	1,480
	Total	\$3,938,477	89,448

- GOED is administering 50 open grants (32 CDBG, 18 CDBG-CV).

- CDBG staff presented and moderated a webinar hosted by Northern Nevada Development Authority (NNDA) on grant leveraging. The webinar was a collaboration with GOED, NNDA, USDA, and NDEP.
- CDBG Program Administrator presented to the Rural Nevada Water Association.
- Nevada will host the 2021 Council of State Community Development Agencies (COSCDA), a national association advocating and enhancing the leadership role of states in community development.

Nevada Main Street:

- Nevada Main Street awarded \$126,034 in Placemaking grants on May 17. Six applications were received from six communities requesting \$135,634 in funding for placemaking projects. Funded projects include:

Gardnerville: \$9,750 to establish a Memorial Wall to commemorate the dedication of Main Street volunteers.

Mesquite: \$18,884 to install a public art feature and provide artistic wraps for utility boxes in partnership with the Mesquite Public Arts Commission.

Reno: Up to \$30,000 for illumination of the ReTrac Plaza Mural.

Tonopah: \$30,000 to install 3-D custom-made metal artwork on handrails along Main Street, and to paint an interactive 3-D-mural on the outside of the Tonopah Convention Center.

Wells: \$17,000 for a "Paint the Town" project to restore historical paint colors to commercial buildings in the Main Street district.

Ely: Up to \$20,400 for expansion of the Ely Mural Project that tells the story of "Where the World Met and Became One" highlighting the Ely Shoshone Tribe, a wildlife scene, and a depiction of a 1919 military convey.
- Bi-weekly Nevada Main Street calls continue. On May 27, Director Brown joined the call to express support for the work of communities and partner agencies.
- National Main Street Now conference was held in April. Nevada Main Street program sponsored 20 attendees from Main Street communities in Nevada.
- Nevada Main Street communities participated in Diversity Training on May 13.
- There are 12 communities in the Nevada Main Street program. Additional community interest from: Fernley, Yerington, Hawthorne, Las Vegas – Historic Westside.

Nevada Opportunity Fund:

No new loans

SSBCI - Collateral Support Program:

No new loans

Mining:

Nevada Gold Mines (NGM) I-80 Fund Loan Committee

- The Loan committee meets monthly to review applications. NGM has established a \$5 million loan fund to support small businesses along I-80 from Humboldt County to Elko County.
- RNDC administers the loan program.

NGM Broadband Project –

- Partnership with Anthem Broadband to bring fiber-based, affordable, and scalable broadband internet services to Elko, Spring Creek, and Lamoille.
- Funding (\$36M):
 - \$10M – I-80 Fund small business loan program
 - \$20M – Heritage Fund Endowment – benefits communities after we cease operations
 - \$6M – Anthem to source

- Anthem's bank has sent confirmation that they will fund the completed assets for \$36M, enabling Anthem to pay NGM loans back within 24 months
- 1G – 10G for customers
- Local contractor will install fiber
- Every household is eligible for the service
- Schedule leverages 22 primary sectors defined in the project
- Homes will be connected as fiber is laid, no connection fee

Miscellaneous outreach:

Department of Emergency Management – Recovery Support Function (RSF) 2

- Complete biweekly report on objectives related to RSF 2 (ICS 204)

Nevada Tourism Commission – Recovery Committee

Nevada Resiliency Advisory Council – nonvoting member

Transportation Planning Advisory Committee

Western Nevada Development District (WNDD) Economic Recovery and Resiliency Council

- Participated on the Comprehensive Economic Development Strategy (CEDS) project review team to score proposed CEDS projects submitted by WNDD members and affiliates.

Northeastern Nevada Regional Development Authority (NNRDA)

- A Comprehensive Economic Development Strategy (CEDS) was completed for the region by UNR. The region has applied for designation as an Economic Development District (EDD). The application has been awaiting approval for over a year. UNR and NNRDA have conducted community workshops in May for the annual update. Approval of the EDD designation will create the second district in Nevada.

PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

Nevada PTAC:

- Since before and after the start of the COVID-19 pandemic, the Nevada Procurement Technical Assistance Center (PTAC) continues to be a regular participant of the State of Nevada Department of Business & Industry (B&I)-led Small Business Roundtable Discussion meetings.
- Around since the 1980s, the PTAC continues to offer and provide government contracting opportunity-related virtual training such as webinars or webinar participation to resource partners' small business clients, 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. Government contracts and subcontracts help Nevada businesses scale and create jobs, keep jobs, and diversify the economy, and businesses work to fulfill their respective missions, while helping government agencies and their prime contractors meet their organizational missions.
 - On March 16, 2021, the PTAC Director conducted a virtual outreach presentation about the PTAC program during a City of Las Vegas Business Resource Fair, which was a hybrid in-person and virtual event. The fair was held at the Sahara West Library to help Nevada company owners be aware of business resources in the community.

- On April 14, 2021, the PTAC Director provided a virtual outreach presentation about the PTAC to small business owners who are currently participating in the U.S. Small Business Administration Nevada District Office's prestigious Emerging Leaders Program.
 - On April 29, 2021, the PTAC Deputy Director taught a virtual Capability Statement training course to members of the Urban Chamber of Commerce, who were interested in government contracting and learning about how such a document is important in public sector contracting.
- The PTAC continues to teach as well as counsel its clients about local, state, and federal government contracting and subcontracting on a one-on-one basis through remote means such as using the phone, email, and both videoconferencing and webinar capabilities.
- Since March 17, 2021, the PTAC has issued email campaigns 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):
 - PTAC-Nevada Small Business Development Center (SBDC) co-sponsored monthly virtual training on government contracting and subcontracting topics
 - the March 17, 2021, PTAC-led webinar: resources for veteran-owned businesses
 - the March 18, 2021, PTAC-led webinar: how to do business with the Bureau of Reclamation, U.S. Department of the Interior
 - the March 23, 2021, PTAC-led webinar: panel discussion on government contracting and subcontracting featuring all Nevada PTAC team members
 - the April 7, 2021, PTAC-led webinar: federal government level construction contracting
 - the April 14, 2021, PTAC-led webinar: small business certifications and their advantages
 - the April 21, 2021, PTAC-led webinar: how to do business with the 99th Contracting Squadron for Nellis Air Force Base and Creech Air Force Base
 - the May 12, 2021, and May 13, 2021, PTAC-led webinars: how to do business with the Regional Transportation Commission of Southern Nevada (RTC) and information about the RTC's RiSE program certification
 - The May 5, 2021, PTAC-sponsored networking e-meeting for science-, technology-, engineering-, mathematics-, and data analytic-oriented Nevada businesses, as the company's network to potentially team up and pursue government-related business opportunities
 - MKD Construction, Inc. (MKD), a government contractor, looking for Disadvantaged Business Enterprises (DBEs) that sell specific goods and/or services to be either a subcontractor and/or a supplier to MKD
- The PTAC has been continuing to disseminate its monthly e-newsletter, which has included information regarding, but not limited to, the following:
 - COVID-19 Nevada Business Recovery Resources-related information via B&I's website
 - PTAC client success stories about contract and/or subcontract award wins
 - PTAC client, SCA Design, LLC, is a certified Nevada Local Emerging Small Business. The company specializes in architectural and design services, including but not limited to, concept design, remodel, re-design, renderings, master planning, special projects, tenant improvements, commercial projects, project management, and residential/multi-family.

- The business was awarded a prime contract by Boulder City, NV, and two prime contracts by Clark County NV; based on these contract awards, the company was able to retain 11 full-time jobs.
 - PTAC client, Callex Enterprises, Inc., is a certified woman-owned small business, economically disadvantaged woman-owned small business, and certified Nevada Local Emerging Small Business. The company's competencies include transportation, travel, non-scheduled air charter flights and other business-related services.
 - The company was awarded its first federal government prime contract by the U.S. Department of the Interior; based on the award, the company 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 COVID-19 and non-COVID-19 related solicitations (e.g., Request for Proposal, Invitation for Bid, etc.) for companies to review, narrow down and target, and compete to win contract and/or subcontract awards
- Upcoming PTAC-led, no-charge webinars and links to recordings of past PTAC webinars
- Per its current cooperative agreement with the U.S. Department of Defense/Defense Logistics Agency (DLA), the PTAC reported on performance metrics, on a cumulative basis, that include but are not limited to, the aggregate total of a subset of active clients' government-related contracts and subcontracts and the overall total of procurement outreach-related events. The following metrics were provided to federal and state personnel for the interim period August 1, 2020 – March 31, 2021: (a) \$240,507,003 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 17 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 \$240,507,003 amount is the equivalent of about (c) 4,833 jobs.
- For the period from August 1, 2020 – March 31, 2021, a total of about 270 business representatives attended statewide PTAC webinars that were conducted in real-time. These government contracting-related webinars led by the PTAC are part of an educational series co-sponsored by the PTAC in collaboration with the Nevada Small Business Development Center. These webinars are separate from the ones that the PTAC conducts, or participates in, for other small business resource partners.
- Jeremiah Mesquita joined GOED's Nevada Procurement Technical Assistance Center (PTAC) on June 1, 2021. As a Government Contracts Advisor in the PTAC's Las Vegas office, Jeremiah will be helping his PTAC teammates to counsel business clients pursuing and competing for government-related contracts and subcontracts. Jeremiah is a former active duty Contracting Officer with the U.S. Air Force. The current military veteran had served all over the world helping to procure goods and services that were required to help meet the U.S. military's mission. His civilian experience, includes but is not limited to, being a purchasing agent for a large federal government contractor. Jeremiah holds an A.S. degree in Contracts Management from the Community College of the Air Force.

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- As of June 1, 2021, 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	Status
In Progress Productions										
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 Completed
Untitled Bleacher Report	\$ 4,849,456	\$ 928,735	\$ -	\$ 2,777,227	\$ 2,777,227	\$ 3,575,429	18.0	18.0	\$ 715,212	Audit in Process
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	Audit in Process
Divorzio a Las Vegas	\$ 2,087,507	\$ 458,461	\$ 432,739	\$ 546,627	\$ 979,366	\$ 1,437,827	6.6	5.2	\$ 274,583	Audit in Process
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	Audit in Process
Once Upon A Main Street	\$ 278,135	\$ 370,856	\$ 389,347	\$ 399,058	\$ 788,405	\$ 1,159,260	4.7	3.5	\$ 278,135	Audit in Process
Blowback	\$ 634,313	\$ 203,958	\$ 116,254	\$ 262,601	\$ 378,855	\$ 545,094	7.3	4.8	\$ 105,531	Filming Completed
TOTAL	\$ 39,745,428	\$ 14,162,203	\$ 10,014,833	\$ 8,850,838	\$ 18,865,671	\$ 26,818,564	165.6	99.8	\$ 5,302,589	

- The NFO has since March of 2020 been responding to COVID by providing information and resources to the production community during this time. Facilitating and providing guidance to productions on safe set protocols and additional resources to maintain limited production during this time in accordance with state mandated compliance protocols. We are actively working with the community to keep the industry producing content.
- The NFO is currently working with several independent film productions in Las Vegas. Uncertainty in other jurisdictions has created opportunities for several films to be produced in Nevada that otherwise may have filmed in other states. Maintaining safe sets is a priority for productions, and Nevada offers an attract alternative to other locations.
- Gaining attention to Nevada through content created here is the mission of the NFO. On May 21 the Netflix film Army of the Dead, directed by Zach Snyder premiered and has received significant attention in theatres, at home, and on social media. Filmed in New Mexico and New Jersey, with minimal production in Nevada.
- The most watched drama series of the 21st century CSI, recently filmed in Las Vegas and has begun promoting on social media. This series opens a new chapter in Las Vegas, the city where it all began. Facing an existential threat that could bring down the Crime Lab, a brilliant team of forensic investigators must welcome back old friends and deploy new techniques to preserve and serve justice in Sin City.
- The series HACKS on HBO Max recently premiered in May. This series follows a Las Vegas Entertainer and filmed partially in Las Vegas, highlighting the destination, and creating production employment and local spending.
- Our lack of adequate infrastructure in stages/studios continues to prevent us from capturing the full impact of these productions to hire and training local crew members and support local small businesses and vendors. This challenge continues to be our focus moving forward to realize the full economic benefit of the media/content industry.

HEALTHCARE INDUSTRY

- GOED Healthcare Industry Specialist, Mr. Vance Farrow, supported two BDRs with direct impact on strengthening the healthcare workforce development pipeline.
- **BDR 38-449/AB191:** Serves to require the State Plan for Medicaid to include coverage for the services of a Community Health Worker (CHW) under certain circumstances.
- As the co-author of the NSHE CHW curriculum, Mr. Farrow was instrumental in Nevada's adoption of CHWs as an entry level step for individuals interested in a career in health care. With the State Plan for Medicaid allowing for reimbursements of CHW service delivery, many more CHW's will be trained and hired in addition to individuals looking to transition from other careers into the field of health care.
- **BDR 40-457/SB379:** Provides for the collection of certain data concerning providers of health care.
- The DETR Healthcare Sector Council prioritized a minimum data set collection of questions to be used as a guide for the state's investment into low location quotient healthcare positions. As a result of this legislation, employers, higher education institutions and other organizations invested in the development of the healthcare workforce pipeline will be better equipped to expand resources for positions in greater demand based on real-time data collected at licensure.
- Mr. Farrow toured the Cure 4 the Kids Foundation with the CEO, Annette Logan-Parker. Together, and with additional pediatric oncology stakeholders, we will work to draft a Strategic Cancer Plan to address additional infrastructure greatly needed to support Nevada children suffering from cancer. This Plan will also address potential issues dealing with the recruitment of highly specialized healthcare professionals needed to expand services, thereby reducing the need for families to be burdened with seeking pediatric oncology services outside of Nevada.
- Mr. Farrow chairs the Nevada Partners 'Promise Neighborhood Healthy Children, Families & Communities Pillar' addressing underserved Nevada residents of Las Vegas and North Las Vegas. Combining this role with his membership on the Immunize Nevada Flu and Covid-19 Task Force, events have been taking place to distribute Covid-19 vaccinations. So far in 2021, and in coordination with community stakeholders and employers, over 800 Covid vaccinations have been administered during weekly clinics hosted at Nevada Partners. Radio shows, townhalls, and webinars have also been implemented throughout the season to educate the public and are being administered by key stakeholder groups free to providers and interested Nevadans.

MINORITY AND BUSINESS SUPPORT

MINORITY AND BUSINESS SUPPORT, June 2021

- The Governor's Office of Economic Development, Office of Minority and Business Support established in February 2020 by Director Michael Brown works to engage, support and provide assistance to minority businesses and the minority communities helping to ease access and provide efficiency throughout the state agencies to non-English and English as a second language speakers.

VCOZ (Valley Center Opportunity Zones)

- GOED has a seat on the VCOZ board. The May Board meeting for VCOZ with Urban Chamber and Latin Chamber of Commerce met to approve grant funding to small minority businesses. Four minority

businesses in the City of Las Vegas and North Las Vegas were granted funds up to \$10,000 each to further assist in their operations. GOED participates in these quarterly meetings as part of their effort to help small minority businesses in NLV and LV Opportunity Zones.

Opportunity Zones

- The Culinary Academy of Las Vegas reached out to GOED for assistance with Opportunity Zone project. We partnered with the Los Angeles Regional HUD Opportunity Zone representative to assist and are in the process of assisting The Culinary Academy with their efforts in obtaining approval as one of the largest OZ projects in Nevada.
- SBA, Deputy Dir., Saul Ramos and GOED will be combining efforts to host an Op Zone fair in the Fall of 2021 to share Op Zone resources to potential business investors and Diverse Minority Chambers.
- Responded to Opportunity Zone inquiries and worked with Deputy Director Sanchez to create a process to address the needs of Opportunity Zones throughout the entire state. The newly created process will offer immediate web access to census tract maps and questions for businesses seeking to invest in opportunity zones. With the Legislative session now ending, anticipate that the map access will be launch ready sometime in July 2021.

Minority Outreach Efforts

- Served as a panelist on the First Minority Small Businesses Resources Fair hosted by U.S. Senator Jacky Rosen with Small Business Administration, Joe Amato as co-host. Asian, Urban and Latin Chambers all participated as panelists and moderators. Over 100 constituents in attendance.
- Attended multiple Asian Pacific Islander events in support of Asian Community and businesses, including the first in person Las Vegas Asian Chamber of Commerce Student Scholarships Luncheon in May since March of 2020.
- Assisted Mexican Consulate office of Economic Affairs in responding to Spanish speaking small businesses seeking PPP and PETS grant assistance.

The Constituent Service Team

- All inquiries to the Governor's site requesting assistance are responded to directly or forwarded to the appropriate state agency contact. Queries include economic development, county, and city information. Nevada questions regarding other matters have been directed to the appropriate resources to be of assistance. Spanish speaking inquiries are responded to in Spanish with follow-up calls to ensure completion of assistance.

PETS Grant.

- Assisted minority owned businesses with language and application assistance to complete application process that allowed them to receive PETS Grant funding in this final push to identify and approve diverse businesses in need. The Nevada Treasurers Office and the Nevada Department of Business and Industry (B&I) continued to work together to consolidate efforts to deploy the Pandemic Emergency Technical Support (PETS) Grant Program. Minority and Business support responded to all Spanish language applicants in Spanish through conversation or emails in their first language. Applicant approval rates were over 80 percent of those applicants reached in Spanish.

STAFF ANNOUNCEMENTS

- Mr. Jeremiah Mesquita joined GOED as the Government Contracts Advisor with the PTAC team in Las Vegas. Jeremiah was raised in southern California and joined the Air Force directly after high school. While in the Air Force, he learned purchasing and contract administration and separated as a SSgt and contracting officer.