

**MINUTES**

**BUSINESS DEVELOPMENT ADVISORY COUNCIL  
AUGUST 12, 2020, 9:00 A.M.  
VIA WEBEX**

**Members Present:**

Laura Jane Spina, RAFI Architecture & Design  
David Eclips, McCarran International Airport  
Ariel Davis, Clark County School District  
Bedford Jackson, Independent Contractor  
Christy Echols, Paragon Development Group, Inc.  
Antonio Calva, Nevada State Bank for Darby Johnson  
Jill Klies, J & M Shooting Solutions  
Monica Coburn, Nevada Business Advisors  
Tiara Flynn, Sumnu Marketing

**Alternates:**

Julie Brander, S.C.O.R.E  
Ginnie Salazar, Logistical Solutions  
Leanna Jenkins, Nevada Business Opportunity Fund

**Clark County Staff**

Adriane Garcia Clark County Purchasing and Contracts  
Trudy Harper, Clark County Purchasing and Contracts

**Guests:**

None

- I. Call to Order, Silent Invocation, Pledge of Allegiance  
The meeting was called to order at 9:07 a.m.
- II. Introductions  
Members via WebEx introduced themselves
- III. Public Comments\*  
None.
- IV. Approval of June 10, 2020 minutes  
Bedford motioned to approve the minutes. Christy seconded the motion.
- V. Special Assignments
  - a. Legislation – Bedford Jackson  
Many items were covered in his report. Below is a document containing all information covered:



Legislative Update  
12 August 20.pdf

- b. Marketing and Public Relations – Christy Echols  
Christy shared the information in this attached document:



Christy-Save the  
Dates.pdf

Other information on virtual events:

Urban Chamber of Commerce – Contract Connections (3-Part Series)

Phase 1 – Aug. 20<sup>th</sup> – Creating a winning capabilities statement

Phase 2 – Submitting your capabilities statement

Phase 3 – One-on-one corporate meetings (NDOT, PTAC, WRSMC, WBEC)

Must participate in Phase 1 to attend all phases.

Partnership with Martin Harris Construction – Turner Workshop Series

Unlocking Opportunities for Small Businesses on Public Works Projects

Begins Thursday, Aug. 20 from 1:00-3:00 p.m.

Partnering with NDOT, WRSMC, WBEC, NAMC, Urban Chamber of

Commerce, McCarran International Airport and representatives from Martin Harris Construction.

- Business Certifications
- Federal Funding
- DBE Goals

Nevada Contractor's Association – Diversity and Inclusion Council  
Any type of business can attend without membership. Targeted businesses: Construction, Professional Services, Engineering, Architecture and businesses that support construction industry, Virtual meetings are the 1<sup>st</sup> Tuesday of each month. Next meeting is Aug. 18<sup>th</sup> at 2:00 p.m. – Reset 2020. Panelists are: Director of NDOT, Christina Swallow and City of North Las Vegas, Economic Director, Tina Gavin.

- c. Advocacy – Monica Coburn  
Funding Information:  
Lowe's Foundation begins round 5 of grant funding applications starting August 31<sup>st</sup> for minority and women owned businesses. AngelNV conference will take place in March of 2021 as a program for business owners to pitch new ideas and products. Legal Aid Center of Southern Nevada is offering free consultations for businesses that have a 25% reduction in profits due to COVID 19.
- d. Speaker Bureau – Darby Johnson

VI. Small Business Opportunity Program (SBOP) Update

SBOP will not be able to have classes for the Fall program. SBOP Newsletter continues to share information about programs and opportunities for businesses. A decision will be discussed in November to see if the program will be able to start up in the Spring. The application process is ongoing, and a wait list has been started for when the program is ready to continue.

VII. SBOP Alumni & Friends Mixer

- Room Reservations  
(Chambers, Pyramid Room, ODC #1 & ODC #3)
- Target date has been set for December 7<sup>th</sup> to have a social distancing event held virtually. Community partners Adriene Lane, Tara Young and Amy Clark with NV Energy and Rachel Anderson from the Boyd Law School will help put the event together.

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Bedford motioned to approve the event to be held virtually on December 7<sup>th</sup>. Christy seconded the motion. Motion was approved.

VIII. Informational Items

None

- IX. Identify emerging issues to be addressed at a future meeting
- Clark County and the City of Henderson have announced that dates for grant opportunities have been extended.
  - Special meeting will be held to approve and discuss SBOP Mixer flyer and agenda.
- X. Announcements  
None
- XI. Public Comments \*  
None
- XII. Next meeting date: October 14, 2020
- XIII. Adjournment  
10:19 a.m.

A recording is available upon request.