

**AMENDED**  
**MINUTES**

**BUSINESS DEVELOPMENT ADVISORY COUNCIL**  
**Wednesday, April 10, 2019, 9:00 A.M.**  
**CLARK COUNTY GOVERNMENT CENTER**  
**500 S. GRAND CENTRAL PKWY 4<sup>TH</sup> FLOOR, GOLD ROOM**  
**LAS VEGAS, NEVADA 89155**

**Members Present:**

Jill Klies, J&M Shooting Solutions  
Monica Coburn, Mutual of Omaha  
Bedford Jackson, Independent Contractor  
Christy Echols, Paragon Development Group  
Laura Jane Spina, RAFI Architecture & Solutions  
Darby Johnson, Spring Valley Chamber of Commerce  
Ariel Davis, Clark County School District

**Individuals Absent**

Amy Matthews, Nevada Association of Employees  
David Eclips, McCarran International Airport

**Clark County Staff:**

Adleen Stidhum, Assistant Director, Clark County Administrative Services  
Trudy Harper, Clark County Purchasing and Contracts  
Gail DeGruy-Rhodes, Clark County Purchasing and Contracts

**Legal Counsel:**

Catherine Jorgenson, Clark County District Attorney's Office

**Guests:**

Julie Brander, SCORE  
Leanna Jenkins, Nevada Business Opportunity Fund  
Ginnie Salazar, Logistical Solutions  
Tina Stace, Small Business Administration  
Kellen Kautzman, Send It Rising

- I. Call to Order, Silent Invocation, Pledge of Allegiance  
Laura Jane Spina called the meeting to order at 9:07 a.m.
  
- II. Public Comments\*  
None
  
- III. Installation of Remaining Appointments  
Completed
  
- IV. Acceptance of Alternate Member Applications  
Upon direction from Catherine Jorgenson, Legal Counsel, because the names of the proposed Alternate Members are not listed on the agenda, we cannot move forward on this action item. Tabled for June 12, 2019 meeting.
  
- V. Approval of Alternate Members  
Moved to next meeting
  
- VI. Approval of February 13, 2019 minutes  
Correction: Jill Klies, J&M Shooting Solutions, will be marked as present via telephone. Darby motioned to approve; Ariel Davis seconded the motion. All were in favor.
  
- VII. Special Assignments
  - a. Legislation – Bedford Jackson  
SB490: State Disparity Study Passed out of Senate Government Affairs Committee, and currently in the Senate Finance Committee. The bill requires the state and local government to conduct a study in regard to awarding contracts to minority vendors. Adleen shared there were two (2) bills in the disparity study, and one was withdrawn. SB490 is specifically for the State of Nevada.  
  
AB306: Disabled Veterans: Adleen clarified Veterans and Disabled Veterans are a recognized business entity as Clark County identifies disadvantage businesses. However, Clark County is not required to verify the certification-businesses are allowed to self-certify. The law does not require local government agencies to certify, but the State of Nevada is required to identify and report Veteran owned businesses. Bedford He will continue to give updates on the progression of this Bill through the remainder of the sixty (60) day timeline.

Adleen stated AB86, sponsored by the Nevada Public Purchasing Study Commission (NPPSC), is also enacted in NRS332. All local government agencies, including Clark County are members of NPPSC. The bill proposes the increase the dollar threshold for bidding from fifty thousand dollars to one hundred thousand dollars (\$50,000 to \$100,000) omitting formal solicitation until it is in excess of one hundred thousand dollars (\$100,000+). Clark County is waiting for another hearing date to be set.

NRS 494 is a proposal to offer five percent (5%) preference to companies certified as Emerging Small Business (ESB). The new Commission on Minority Affairs is now being carried by the Dallas Assembly. The goal of the statute is to provide a percentage of awards to companies who have the Emerging Small Business Certification. It will still require the State of Nevada to maintain, approve, and continue the program, and companies would continue to certify through the state. April 10th at 1:00 p.m., in the Legislation Building in Carson City, and televised at the Grant Sawyer Government Building, 500 E. Washington Ave., Rm. 4412E. If this bill passes, it will be effective July 1, 2019.

Monica Coburn, shared an FYI regarding a hearing on a bill-she was not sure of the bill number-that addresses bringing back the Office of Small Business Advocacy, which would serve as a filter on issues for the small business community. Gennie Salazar, stated several women from NAWBO were present to champion the bill. Information can be found on the NELIS site under legislation, and review some of the bills related to workforce development. The majority of the bills are being heard by the Committee on Government Affairs. The Committee on Taxation is focused on local government affairs-specifically Minority Disadvantaged Small Business as it relates to what programs have been implemented, how we're reaching out to the community to disseminate information, and if there is no plan, what are the future plans of the agency. This effort is being championed by the Regional Development Advisory Council (RBDAC) who are waiting on a firm date to present our plan.

b. Marketing and Public Relations – Christy Echols:

Christy stated she is working on a format where information on upcoming events in the business community can be posted to a central location (SBOP website). The site will have links on upcoming events, i.e., access to capital, marketing and networking, etc. Organizations can access via the SBOP website and add a link. The purpose is to disseminate the information so that the community will not be

overwhelmed. Laura Jane shared the City of Henderson Libraries, have implemented a program called One Stop, where people from various agencies commit their services to assist small business at no cost. This information has been shared with Darby Johnson as a potential Speaker Bureau topic. The Council members and guests from various organizations can forward the information to Christy via email to [christy@theparagongroup.net](mailto:christy@theparagongroup.net). To date she has three pages formatted and a link, and committed to have it completed by the end of the month.

c. Advocacy – Monica Coburn

Monica presented a list of events for the months of April and May: (Copies Provided)

April 2019:

- 10<sup>th</sup>: ISM Opportunity Fair at the Pearson Community Center 10:00 am – 12:00 pm
- 11<sup>th</sup>: Trademarks, Copyright & Patent Workshop (UNLV/NV Legal Services) 6:00 pm- 8:00 pm, NV Co-Op/Online
- 18<sup>th</sup>: Building Your Business Credit, Financial Change, Inc. & Mutual of Omaha Bank 8:30 am -10:30 am; Limited seating.
- 26<sup>th</sup>: Legal Bootcamp for Small Business & Non Profits (UNLV Boyd School of Law) 8:00 am -2:00 pm; RSVP required-no cost.
- 27<sup>th</sup>: All About Money Financial Literacy Conference Registration Fee Waived; register before 4/15 @ Suncoast
- 29<sup>th</sup>: Google Online For Your Business 6:00 pm - 8:00 pm, \$25 pp, co-hosted by Las Vegs Women’s Business Initiative and POWHer of WE.

May 2019:

- 10<sup>th</sup> Annual Small Business Administration (SBA) Awards Event and Lender Matchmaking-Westgate Hotel; co-hosted by SBA and WBEC-West (Cost for Dinner
- 21<sup>st</sup>: How to do Business with the Government and Writing a Winning Proposal - POWHer of WE Breakfast; \$35pp NV Co Op Extension, 8:00 am – 10:00 am
- 23<sup>rd</sup>: Clark County Small Business Expo Westgate Hotel 9:00 am – 12:00 pm

d. Speaker Bureau – Darby Johnson

Darby introduced Kellen Kautzman, of Send It Rising Internet Marketing, whom he feels would be an excellent resource for the SBOP program as part of the continuation of their education and progression in growing their business. Mr. Kautzman is a Board Member of Entrepreneurs Assembly, a non-profit organization, which offers public speaking opportunities the first Saturday of every month from 9:00 am until noon, at the United Way of Southern Nevada, at 5830 W. Flamingo Rd, Sam Boyd Room, Las Vegas, NV, 89103. He is also a member of United Way of Southern Nevada Marketing Committee, and feels the members of the committee would be a great resource for the Council as well.

VIII. Small Business Opportunity Program (SBOP)

The SBOP training program is going into its tenth session with a great group of owners who have expressed their excitement with the level of training and resources available to them. Adleen expressed her appreciation to the Council members who attended the sessions to say hello, mentor, or provided valuable resource information. The Small Business Expo, previously hosted at the Pearson Community Center, is going to be hosted at the Westgate Las Vegas Resort, 3000 Paradise Rd., Las Vegas, NV. 89109, on Thursday, May 23, 2019, from 9:00 a.m. to 12 noon. The vision for the larger venue is to accommodate more Small Business Owners, Clark County Purchasing Agents, Private Purchasing Agents, Local Partners, Resource Agencies, minority owned women businesses and others in our database, and local organizations such as NAWBO, SBA, SCORE, etc. Notifications have been sent out, and follow-up will continue to go out prior to the event. The benefit of having the Westgate as part of our support team is having the venue set up for us. The larger venue enables us to accommodate more people. Our measure of success is not the number of people in the room, but those businesses who sit at the tables and leave with the feeling they may have an opportunity to do business. There will be easy access.

IX. SBOP Alumni & Friends Mixer

Bedford Jackson provided a recap of the 2018 Mixer, and proposed that the Council will host one for 2019 with two tentative dates for the event; Thursday, December 5, 2019, or Thursday, December 12, 2019. The discussion was tabled for the June 12, 2019 meeting to determine availability of the Commission Chambers as well as other events planned for the suggested

dates. At that time, Bedford will give a full report of the 2018 SBOP Business Expo. Bedford's email address to receive suggestions from the Council for the 2019 event is [bedjack@gmail.com](mailto:bedjack@gmail.com). The agenda from the 2018 Mixer was given to Christy Echols.

X. Informational Items

a. Announcements

Darby Johnson shared an SBOP success story: Megan Collins, with Megan Collins of Solar LED Safety Products was on Fox 5 News showcasing a lighted safety vest. Adleen shared they have partnered with a current SBOP trainee, Renaissance Solutions, a construction flagging company. Renaissance Solutions has also been awarded a contract with McCarran Airport.

Nevada Contractors Association Diversity Inclusion on Tuesday, April 16, 2019, will discuss projects on the horizon where NDOT and RTC will share discuss projects in the next 90 to 120 days, and perhaps the year out that they are able to discuss, as well as NDOT Supportive Services Group. The association meets every third Tuesday of every month. The address is 150 N. Durango Dr. Las Vegas, NV. 89145

Christy Echols announced the Grand Opening of the NDOT/DBE Resource Service Center on Monday, April 29, 2019 at 2:30 p.m. It's specifically for Certified NDOT/DBE to utilize education and training geared towards construction related projects. The resource center is housed in the new offices of Paragon Development Group, 3085 E. Russell Rd. Suite G Las Vegas, NV. 89120

b. Business Outreach

Adleen announced the Las Vegas All About Money Series & Expo, sponsored by the Las Vegas Vision Network, Clark County, NAVO, and various organizations at the Sun Coast on Saturday, April 27, 2019, from 10:00 a.m. – 2:00 p.m. The goal is to attempt to educate the business community and individuals on handling their financials. The target demographics are eighteen (18) years and older. Some of the invited speakers are Jerrie Merritt, Manager of the Nevada Opportunity Fund, and Brenda Gayle Bryant, Financial Advisor, The Gayle Group. They are requesting donation of promotional give away items. If Council members would like to donate or knows an organization, email Adleen. Clark County has been in partnership with this venture at their First Tuesday events, and has hosted How To Do Business with Clark County. David Eclips with McCarran Airport, a

representative from Purchasing, and the Business License Division have participated at the Expo. Darby Johnson, shared the Spring Valley Chamber has participated in the event over the years as well as the value to the community and shared a success story in acquiring a discount medical card. He met the CEO of First Care Clinic.

Julie Brander announced Networking Breakfast at the Las Vegas Women's Business Initiative, on Thursday, April 25, 2019, 8:30 a.m. to 10:00 a.m. at the U.N. Co-op. This event occurs every fourth Thursday of the month.

XI. Identify emerging issues to be addressed at a future meeting

Adleen shared that the previous Council had been in discussions in regards to adding one additional designation to the disadvantaged business profile within Clark County based on our policy to determine what the designation would fall under. She requested permission from the Speakers Bureau to invite Russell White, Representative from the LGBT Chamber of Commerce Las Vegas, to address the Council at the June 12, 2019 meeting. The expected launch would be July 1, 2019.

Adleen shared she has been in meetings with the Nevada One-Stop Workforce Development Career Center which could possibly provide additional assistance to our Small Business Development Program who might be seeking employees for their business. In meeting with Irene Bustamante Adams, she learned that every library in Las Vegas has a one-stop shop in many areas such as employment, training, housing, and many other areas to assist the community. There is a list of all of the libraries on the One-Stop website. <http://www.nvcareercenter.org/>. She will provide a list at the next meeting. She would like to invite someone from the Center to speak more extensively at a future meeting.

XII. Public Comments - NONE

XIII. Next meeting date: June 12, 2019

XIV. Adjournment 10:28 a.m.