

MINUTES

BUSINESS DEVELOPMENT ADVISORY COUNCIL

August 14, 2019, 9:00 A.M.

CLARK COUNTY GOVERNMENT CENTER

500 S. GRAND CENTRAL PKWY 4TH FLOOR, GOLD ROOM

LAS VEGAS, NEVADA 89155

Members Present:

Laura Jane Spina, RAFI Architecture
David Eclips, McCarran International Airport
Monica Coburn, Mutual of Omaha
Bedford Jackson, Independent Contractor
Darby Johnson, Spring Valley Chamber of Commerce
Jill Klies, J&M Shooting Solutions (attended via teleconference)

Alternates:

Kellen Kautzman, Send It Rising – Alternate for Ariel Davis
Ginnie Salazar, Logistical Solutions, LLC - Alternate for Christy Echols

Clark County Staff

Royal Alexander, Clark County Purchasing and Contracts
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:

Marina DeWit, SBA Office of Advocacy
Antonio Calva, Bank of Nevada
Russ White, Lambda Business Association
Sandi Sinicrope, The JoyFULL Kitchen Group

- I. Call to Order
- II. Silent Invocation and Pledge of Allegiance
Laura Jane Spina called the meeting to order at 9:10 a.m.
- III. Introductions
All members and guests introduced themselves.
- IV. Public Comments*
None.
- V. Approval of Minutes for June 12, 2019
Darby Johnson motioned to approve; David Eclips seconded the motion. All members were in favor.
- VI. Guest Speaker: Russ White – Executive Director of Lambda Business Association
Mr. White gave an overview of Lambda Business Association, and is the oldest LGBT Chamber of Commerce in the country-over twenty (28) years, and founded the Gay Lesbian Chamber of Commerce (GLCC), the National Organization that provides LGBT owned certification to Las Vegas. He emphasized the LGBT consumer, workforce, and business ownership is equal to the National Debt. Mr. White gave an overview of the qualifications required for a business to become certified through the NGLCC. He has been working with Adleen Stidhum on getting the organization added to the Clark County Supplier Network in order for LGBT Certification to be officially accepted into the County’s Supplier Diversity Program. The City and County of Los Angeles, and New York are a few Municipalities who have adopted this program. He credited organizations like BDAC and others for their support of supplier diversity. For questions regarding certification, Mr. White suggested going through the local organizations, nglcc.org, or as an advocate he can be reached via email at russ@lambdalv.com. Mr. White shared that any business can join any LGBT Chamber and over 50% of his members are not LGBT owned, but are LGBT allies. There is no delineation in order to be a member. Mr. White concluded Lambda is part of the Western Business Alliance, which is a consortium of approximately twenty two (22) West Coast Chamber of Commerce that meet for an annual conference. Bedford Jackson asked about the criteria required to declare certification. Mr. White shared the person be self-identified, supported by documentation, either through Federal documentation-same sex marriage, domestic partnership, three letters of reference from the community, and business references. Mr. White concluded Lambda will be hosting the NGLCC in Las Vegas in 2021, and they will need support with speaker panels, people interested in supplier diversity, and regional economic prosperity, not only locally, but regionally as well. Lambda meetings are the second Wednesday of every

month at the LGBT Community Center, 401 S. Maryland Pkwy, Las Vegas, Nevada, 89101. Lunch is \$15.00; Royal Alexander will be the guest speaker.

VII. Special Assignments

- Legislation – Bedford Jackson
Bedford announced that SB 465 was amended, Amendment 257, and it addresses taxable property. He provided Trudy with a copy to be forwarded to Council Members to be discussed at a later date. He briefly explained the Revolving Loan Account and concluded that this is a way for business owners to borrow money from the State in areas declared for redevelopment.
- Marketing and Public Relations – Ginnie Salazar for Christy Echols
 - a. Current events are posted on www.nvresource.center.com and www.business.nv.gov websites that include the calendar of events for August and September.
 - b. Priority Item: Urgent request for local Clark County businesses to be considered for The Best of the Best of Las Vegas to submit their point of contact information to be added to the NFL Business Connect Directory. They are only accepting 125-150 businesses who are certified as WBE, MBE, DBE or LGBTQ. The point of contact information is to be submitted to Christy no later than end of business Thursday, August 22, 2019 at: Christy@theparagongroup.net. Christy read off a host of commodities requested and will email to everyone.

- Advocacy – Monica Coburn
Monica presented an overview of past and future events coming up:

Business opportunity Connections Event at the Gold Coast. Adleen and David represented the County and McCarran as table leaders, and Council members were also in attendance. Several connections were made. One attendee has a speaking engagements and another had two solid leads for potential bidding opportunities.

McCarran Training Event hosted by David Eclips specifically for contractors on how to do business with McCarran Airport. The event was specifically for DBE, ACDBE, SBE, and others wanting to learning the bidding process.

August 26-28, 2019: Nevada Economic Development Conference at the Green Valley Ranch

August 22, 2019: Committed To Our Business Communities (CTOBC) at the Las Vegas Convention. This event is sponsored by the Regional Business Development Advisory Council (RBDAC) to introduce and educate businesses in the community to procurement, government entities, and resource partners. BDAC members, NDOT, McCarran, Clark County, and others will be in attendance. There will be a host of speakers, as well as breakout sessions. Monica stressed the Council to reach out to other organizations to increase participation. Laura Jane stressed that Council members are registered for the event. There will be approximately seventy (74) exhibitors, and approximately three hundred sixty five (365) attendees.

September 18, 2019 - David Eclips announced McCarran International Airport is hosting a vendor fair for retailers in the community can set up a table to introduce their products to concessionaires such as Host, Hudson, Marshall Retail Group, and others, will be there to determine if they can use their products in retail or food and beverages at the airport as well as their stores in outlying areas. He stressed submitting the application as soon as possible and bring their A game as well as their product.

September 19, 2019 - Ask A Lawyer Series at the West Charleston Library from 5:00 p.m. – 7:00 p.m. The event is free and is great for businesses in the community. The subject matter will be HR and Employees.

September 20, 2019 - Non-profit Summit at the Nevada Co-op Extension. This event is open to all Non-Profit organizations. There will be a host of speakers addressing relevant topics from event planning to fundraising.

Monica Coburn announced her newest venture-Nevada Business Advisors. The concept is to be a one-stop shop for small to mid-sized companies that need assistance with everything from setting up a business plan, funding sources, certification packages, vendor registration, etc. The business was created from her experience in corporate banking and clients inquiring on how to do business with various agencies within Clark County. She can be contacted at www.nevadabusinessadvisors.com.

- Speaker Bureau – Darby Johnson
Darby introduced Ms. Marina DeWit, Regional Office of Advocacy, U.S. Small Business Administration (SBA) Region 9. Ms. Dewitt shared the department was established in 1976, and covers California, Nevada, Arizona, and Hawaii.

She presented an in-depth overview of the Federal definition of what constitutes a small business and responsibilities of the Office of Advocacy in the ten (10) regions throughout the U.S. She urged the Council that if they want to be heard, she is their point of contact. Marina.DeWit@sba.gov or (602) 745-7231.

VIII. Small Business Opportunity Program (SBOP) Update

Royal Alexander announced Fall SBOP training starts, Thursday, August 15, 2019 at 9:00 a.m. at the Clark County Government Center in the Pueblo Conference Room. He thanked the Council members for their support in attending the sessions and looking forward to their continued participation. He suggested going on the website and register to receive emails or he will take business cards and add them to his email list which is sent out monthly with updates on relevant issues. He requested to be added to chamber lists where he would be happy to be a speaker.

IX. Committed To Our Business Community (CTOBC) Event

Laura Jane asked all Members to make sure their Agency is registered. She also asked for volunteers to fill the open time slots for the BDAC table. Free registration at www.CTOBC.org.

X. SBOP Alumni & Friends Mixer

The Second Annual SBOP Alumni & Friends Mixer is confirmed for Monday, December 9, 2019, from 7:30 a.m. to 2:00 p.m. The event will be held in the Chamber, and the Pyramid Café is confirmed for the networking session which allows for having additional vendors to have a table. The actual event will begin at 8:00 a.m., and the mixer at approximately 11:00 a.m. The Speaker Panel will consist of Rachael Anderson, Instructor at UNLV Boyd Law School, Adrien Lane and Terra Young from NV Energy are on board to conduct a breakout session of individuals to speak for approximately one hour. Darren Welsh, Real Estate Attorney will also attend. He is open to suggestions on the format. He gave a tentative format for events and times. Bedford motioned the Board to approve and accept the date and times for the SBOP Alumni & Friends Mixer to be held on Monday, December 9, 2019 to be held in the County Chambers and the Pyramid Café. Darby Johnson second the motion. All members were in favor.

Bedford made a motion to schedule a special meeting date to discuss the 2nd Annual BDAC Alumni & Friends Mixer. Darby seconded the motion. All members were in favor.

- xI. Informational Items
 - a. Announcements

Darby announced that the Spring Valley Summer Splash will be on August 17, 2019 at Wet 'N Wild from 10:30-7:00.

Ginnie Salazar announced NAWBO's luncheon on August 27, 2019 at Cili's Restaurant from 11:30-1:00. The topic is 'How to Raise a Ton of Money'. The speaker is Linda Smith who handles philanthropy grants.
 - b. Business Outreach

None.
 - c. Identify emerging issues to be addressed at a future meeting

None.

- xII. Public Comments -

None.

- xIII. Next meeting October 9, 2019

- xIV. Adjournment – 10:30 a.m.

A recording is available upon request.