

MINUTES

BUSINESS DEVELOPMENT ADVISORY COUNCIL

December 11, 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 & Design
Christy Echols, Paragon Development Group, Inc.
David Eclips, McCarran International Airport
Bedford Jackson, Independent Contractor, Bedford Jackson, LLC
Monica Coburn, Nevada Business Advisors
Darby Johnson, Spring Valley Chamber of Commerce
Jill Klies, J & M Shooting Solutions (via teleconference)

Alternates:

Julie Brander, S.C.O.R.E.

Members Absent

Ariel Davis, Clark County School District - Excused
Tiara Flynn, Sumnu Marketing- Excused

Clark County Staff

Adleen Stidhum 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:

Shaundell Newsome, SUMNU Marketing
Brandon Ward Sr., actionCOACH and Dream Safe Project
Sandi Sinicrope, The JoyFULL Group
Collin Towle, Business Group Resources

I. Call to Order, Silent Invocation and Pledge of Allegiance

The meeting was called to order at 9:14 a.m.

II. Introductions

All members introduced themselves.

III. Public Comments*

None.

IV. Approval of Minutes for October 9, 2019

Bedford made a motion to approve the minutes. David seconded the motion. All members were in favor.

V. Special Assignments

- Legislation – Bedford Jackson
Bedford provided an overview of the following bills: [SB45](#); [SB166](#); [SB435](#); [SB497](#); [SB528](#); [AB240](#)
- Marketing and Public Relations – Christy Echols
Christy will provide the 2020 Event Calendars from local agencies and Chambers once she receives. The Resource Center will be having a training course on January 21st. Shannon from the Labor Commissioner's Office will be there to discuss the recent changes to the prevailing wage laws and how it impacts business owners. NDOT has training courses on January 6th & 7th at the Nevada Contractors Association (NCA) on bid compliance. If you are in the NDOT Public Transportation space and looking to become a DBE, the goals on projects are increasing and important to get certified as a DBE. There will be significant changes and impact.
- Advocacy – Monica Coburn
Monica spoke about the recent SBOP Graduation and the SBOP Alumni & Friends Mixer and has received positive feedback from attendees. Saturday, December 14th in the Free Shred Day from 9:00-12:00 at Las Vegas Ink & Toner. SBA is currently taking nominations through January 7th for the upcoming SBA Awards Dinner. The Women's History Event is on March 6th from 1:00-5:00 at the Sahara West Library.

- Speaker Bureau – Darby Johnson
Speaker Shaundell Newsome of SUMNU Marketing provided a presentation with information of his business.
shaundell@sumnumarketing.com
Speaker Brandon Ward Sr. of actionCOACH provided a presentation of his business as a certified business coach. brandonward@actioncoach.com

- VI. Small Business Opportunity Program (SBOP)
Adleen informed members that she is preparing to review approximately 50 applications for the new SBOP Session set to begin in mid-February. She will be scheduling a mentor/coach meeting to get feedback of other training opportunities. The SBOP Newsletter is posted monthly on the County's Purchasing page. [January SBOP Newsletter](#).

- VII. SBOP Alumni & Friends Mixer
Adleen thanked everyone for their continued support at this event. It was well attended and have received positive feedback.

- VIII. Informational Items
CTOBC will be on August 27th from 7:30-1:30 in the South Hall of the Las Vegas Convention & Visitors Authority. David is the Chair of the committee and is looking for volunteers. Their first meeting will be in January.

- IX. Identifying emerging issues to be addressed at a future meeting
Adleen asked members to let her know if there were any other items they would like added to the agenda.

- X. Public Comments -
None.

- XI. Next meeting date: February 12, 2020

- XII. Adjournment – 11:04 a.m.

A recording is available upon request.