

MINUTES

**BUSINESS DEVELOPMENT ADVISORY COUNCIL
February 12, 2020, 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
Ariel Davis, Clark County School District
Bedford Jackson, Independent Contractor
Christy Echols, Paragon Development Group, Inc.
Darby Johnson
David Eclips, McCarran International Airport
Jill Klies, J & M Shooting Solutions
Monica Coburn, Nevada Business Advisors
Tiara Flynn, Sumnu Marketing

Alternates:

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

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:

None

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

The meeting was called to order at 9:10 am

II. Introductions

All members

III. Public Comments*

None

IV. Approval of Minutes for December 11, 2019

Minutes approved with revision to attendance: Ariel Davis, and Tiara Flynn-
Excused absence.

V. Special Assignments

Legislation – Adleen Stidhum

Adleen gave an update on two bills that passed legislation effective January 1, 2020. (1) SB 207 – Effective January 1, 2020:

- SB338: All Nevada agencies are required to ensure apprenticeships are sought out for public projects on both vertical and horizontal in Clark County which includes all contractors and sub-contractors. All statutes have been updated to ensure compliance such as Pre-Bids and open forums. These statutes are noted and quantified in 338.101165.
- SB399: Nevada Helping Small Business Grow was spearheaded by Representative Dina Neal in 2015, piloted through the College of Southern Nevada and came to fruition with full approval in 2019. CSN will continue to oversee the program and its funding. RBDAC, which consist of nineteen government agencies, will co-share the requirements of the bill. Business owners will engage CSN who will introduce them to programs available, and reporting will be via data generation. Mr. Kevin Rayford is the manager of this program. Adleen will charge the Speakers Bureau Chair, Darby Johnson, to invite Mr. Rayford as guest speaker at the BDAC meeting. The guidelines for the bill are in the front-end of the documents for construction, but is not required for architects or engineers to report.

Marketing and Public Relations – Christy Echols

- March 6th - <https://www.eventbrite.com/e/womens-herstory-month-event-women-building-multi-million-dollar-empires-tickets-81616797037>

- March 7 - Councilman Weekly Business Expo- <http://www.clarkcountynv.gov/county-commissioners/districtd/announcements/Pages/Commissioner-Weekly-to-Host-Business-Expo--Mixer.aspx>
- March 11 - ISM (attached flyer)
- March 13th - NDOT DBE|SBE Transportation Connect **Reno** - <http://bit.ly/ConnectNorth2020>
- This event is great for Las Vegas DBE or SBE's that are looking to expand to Reno or Northern Nevada
- March 18th, https://nevadasbdc.org/event/sbdc-day-las-vegas/?utm_source=NSBDC+newsletter+contacts&utm_campaign=0ade1db7ae-EMAIL_CAMPAIGN_2019_01_16_07_57_COPY_01&utm_medium=email&utm_term=0_56399ec0d9-0ade1db7ae-416315057
- **Calendar of Events: Hosted by the Nevada Department of Business & Industry** http://business.nv.gov/Resource_Center/Calendar_of_Events/Calendar_of_Events/

Ongoing:

- 3rd Tuesday Monthly Nevada Contractors Association Diversity & Inclusion at 2pm at NCA office | NCA Calendar Attached.
- Upcoming (Save the Date):
- May 7th, Nevada Business & Industry is hosting a Small Business Resource Fair
- May 8th, NDOT DBE Transportation Connect Business Conference, Expo & Awards Luncheon.
- May 21st, Clark County Small Business Expo @ Westgate
- August 27th, CTOBC
- Adleen presented the February SBOP Newsletter which featured Monica Coburn. She shared the Newsletter is our platform for the BDAC team to utilize as well. She advised them to email their upcoming events and she will keep them abreast of when it will be coming out. The EXPO is posted in the newsletter, as well as Show Me The Money, hosted by Commissioner Lawrence Weekly was also a part of the newsletter. This event was to invite businesses in the community to showcase their businesses at no cost-on a limited basis. Clark County will also participate in this event on Saturday, March 7th, from 10a -2:00p. In addition, the SBA has published their 2020 Resource Guide, which will be handed out to our SBOP participants. Adleen encouraged Council members who receives flyers and information of upcoming events, to be sure to email them to her to be handed out to the SBOP participants over the next twelve classes ending on May 7th, which

give us time to prepare for our May 21st Business Expo at the Westgate where we bring all of our SBOP graduates back together to feature the business

Advocacy – Monica Coburn

- February 13: State of Economic Development Breakfast Hosted by: LVGEA
Four Seasons Hotel – 7am to 9am - \$110 pp
- February 21: Taxes & Bookkeeping for Your Business Hosted by: UNR Extension
9am to 11am – No Cost - Registration Required
- February 22: Small Business Tax Planning Hosted by SCORE
9am to 11:30am - \$30
Registration Required
Urban Chamber of Commerce Offices
- March 6th: Annual Women’s HERStory Month Event
Hosted by the Nevada Women’s Business Center and POWHer of WE 1pm to 5pm
Cost: \$29 until month end (Leap Year Special); \$39 after Feb.29th Theme: Women
Building Multi-Million Dollar Empires
Sahara West Library – Multi Purpose Room
Sponsorships (\$500) and Vendor Tables (\$100) still available
- March 14: Capital Connections Event-Business Pitch Competition Hosted by the
Urban Chamber and UNR Extension 10am to Noon-No Cost Registration Required
- March 19: Protecting Your Business (Ask a Lawyer Series)-Contracts and Leases
5pm to 7pm – No Cost; Registration Required Hosted by: SCORE - West Charleston
Library
- May 7th: Small Business Resource Fair Hosted by: Dept of Business & Industry
Sahara West Library
Details are still being planned
- August 22: Committed to our Community Event @LVCC Sponsorships Available

Speaker Bureau – Darby Johnson

None.

VI. Small Business Opportunity Program (SBOP) – Adleen Stidhum

SBOP training begins Thursday, February 20, 2020 and will consist of thirty (30) confirmed participants out of fifty-one (51) respondents. Notification along with the class schedule will be sent to BDAC members. Adleen encouraged Council

Members to attend as many sessions as their schedule permits. The first two classes are basically introduction and discussing laws, NGEM, etc., and continue with bringing in our departments and outside partners to discuss their responsibility and available resources.

- VII. Identifying emerging issues to be addressed at a future meeting
SBOP Alumni & Friends Mixer – add to next agenda (for possible action)
- VIII. Public Comments -
- IX. Next meeting April 8, 2020
- X. Adjournment – 10:12 a.m.

A recording is available upon request.