

MINUTES

**BUSINESS DEVELOPMENT ADVISORY COUNCIL
JUNE 12, 2019
CLARK COUNTY GOVERNMENT CENTER
500 S. GRAND CENTRAL PKWY 4TH FLOOR, GOLD ROOM
LAS VEGAS, NEVADA 89155**

Members Present:

Darby Johnson, Spring Valley Chamber of Commerce
Kellen Kautzman, Send It Rising
Stefany Lee Rodriguez, Independent Contractor
Antonio Calva, Bank of Nevada
Monica Coburn, Mutual of Omaha
Christy Echols, Paragon Development
Bedford Jackson, Independent Contractor
David Eclips, McCarran International Airport
Jill Klies, J & M Shooting Solutions - Phone
Ginnie Salazar, Logistical Solutions, LLC
Laura Jane Spina, RAFI Architecture & Desgin

Members Absent

Ariel Davis, Clark County School District

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:

Jenna Nye, Off The Strip
Sandi Sinicrope, The JoyFULL Kitchen
Tina Stace, Small Business Administration

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

Laura Jane Spina called the meeting to order at 9:03 a.m.

II. Introductions

The members and guests introduced themselves

III. Public Comments*

None

IV. Approval of Minutes for April 20, 2019

Catherine Jorgenson clarified the minutes will be corrected and sent with amended deleted. Darby Johnson, motioned to approve minutes as read;

V. Appoint Alternate Members as follows:

Julie Brander for Laura Jane Spina

David Eclips (Needs Alternate)

Stefany Rodriguez for Bedford Jackson

Kellen Kautzman for Ariel Davis

Corey Profit for Jill Klies

Leana Jenkins for Monica Coburn

Ginnie Salazar for Christy Echols

Antonio Calva for Darby Johnson

David Eclips motioned to approve Alternates as stated. Darby Johnson seconded the motion to approve Alternates as stated. All members were in favor.

VI. Special Assignments

a. Legislation – Bedford Jackson

AB456 - Committee on Commerce and Labor has been approved effective July 1, 2019 with Minimum Wage increase between \$9.00 -\$12.00 with bump increases. Bill to remain open until the next session.

AB306 – Veteran Owned Business which gives veterans additional opportunity for source funding – Effective July 1, 2019.

AB308 – Taxation – Relates to giving tax credit to employers who pay all or part of employee academic or vocational instruction. Effective upon approval January, 2020.

SB406 – Act elated to employment practices for contracted labor. Effective January, 2020.

SB490 – Sponsored by The Nevada Commission on Minority Affairs; did not pass because of fiscal funding.

AB86 – Sponsored by NPPSC; refresh of NRS 338- Raised the dollar threshold from \$50K to \$100K effective July 1, 2019.

AB 136, relates to NRS 338 - Construction projects lowered the prevailing wage from \$250K back to \$100K, which means all projects in excess of \$100 will be charged to Prevailing Wage effective July 1, 2019. This allows more opportunity to obtain work for our small business contractors with smaller dollar license. More information and clarity will be provided at the August 14, 2019 meeting.

b. Marketing and Public Relations – Christy Echols

Her website began as a calendar of events and is now an integrated website funded by NDOT and RTC Special Resource Center for Certified Construction, Highway and Transportation. The website for the calendar is being incorporated to include a host of community partners. Access to the website is, www.nvresource.center. The organizations that BDAC will be working with are all inclusive with a host of community partners such as DBE/SBE, MBE, and many others. The site will go live June 13, 2019. A host of organizations will be added to the site. The Grand Opening for the Resource Center is June 13, 2019, 3085 E. Russell Rd, Ste. G, Las Vegas, NV. 89120, from 12:00 pm to 2:00 pm.

c. Advocacy - Monica Coburn

Monica presented a list of events for the months of July and August (Copies Provided)

July 2019

- July 17th: Business Opportunity Connections Gold Coast 11:00 a.m. – 4:30 pm (Program/Marketplace/Roundtable Connections) 4:30 pm – 6:00 pm (Networking Reception) Register by 6/13. More Details to follow. No Cost

August 2019

- August 9th: McCarran International Airport How To Do Business With McCarren International Airport Workshop 9:00 am – Noon. Register Via Email: contracts@mccarran.com/business. No Cost.
- August 22nd: Committed To Our Community Las Vegas Convention Center Registration 7:30 a.m. to 8:30 am. Event: 8:30 am -1:30 pm. Sponsored by RBDAC. No Cost

d. Speaker Bureau – Darby Johnson

Darby Johnson introduced Jenna Nye: Ms. Nye is Director of Community at Off the Strip, a local event and business directory focused on connecting local business through online advertising. The mission is to target exposure to businesses in communities located off Strip. Her email address: jenna@offthestrip.com

VII. Small Business Opportunity Program (SBOP) – Adleen Stidham

- Adleen provided an update on the Small Business Expo held at the Westgate Resort. The team is gathering data and feedback to be shared as soon as it is compiled; however, based on the exhibitors and attendees, the event was successful. There were 94 Business Exhibitors, 12 Agency Resources, 15 Department decision makers conducted mini-roundtables sessions for businesses by appointment and on the spot; 200 Attendees from the public, and Channel 4 covered the event. A Video was presented featuring highlights of the event. Success stories were shared by many attendees as well as great collaboration between businesses as a result of the Expo.
- Committed To Our Business Community Expo on Thursday, August 22, 2019, at the Las Vegas Convention Center: Registration 7:30 am to 8:30 am. Event: 8:30 am to 1:30 pm. RBDAC, which includes 19 government agencies throughout Clark County along with BDAC will be in attendance.
- The Fall SBOP Training Session begins Thursday, August 15, 2019, through Thursday, November 7, 2019.

VIII. Small Business Alumni & Friends Mixer – Bedford Jackson

NV Energy partners, Adrien Lane and Tara Young, would like to participate again in this year's event, as well as Attorney Darren Welch, and Rachel Anderson, Professor, UNLV/William S. Boyd School of Law. Bedford invited the Council to suggest any expert speakers/presenters from the community they feel would add value to the event. Bedford motioned that Thursday, December 5, 2019, as the date for the event based on availability of Council Chambers. Darby Johnson, seconded the motion. All members were in favor. Bedford requested that Council members donate light refreshments, water and soft drinks. Adleen suggested that the Council have the date finalized and secure speakers by the August 14th meeting, to allow time for marketing the event.

IX. Informational Items

- Darby Johnson: Spring Valley Chamber Family Fun Day at Wet 'N' Wild is the, first weekend in August and will need vendors for the event. He will email the confirmed dates.
- Kellen Kautzman: August 3, 2019, Entrepreneur's Assembly from 9:00 am - Noon.
- Tina Stace, Small Business Administration (SBA): June 27, 2019, Las Vegas, Women's Initiative, 8:30 am -10:00 am.

X. Identifying emerging issues to be addressed at a future meeting

- Russell White, Representative for the LGBT Chamber of Commerce, will be a guest speaker at the August 14, 2019 BDAC meeting presenting their certification process as it relates to Clark County.
- All changes made during Legislation must be updated by July 1, 2019
- Amy Matthews, Nevada Association of Employers, was selected to become a member of the Council, but currently is not an official member. There is conversation between the County and her organization to ensure there is no conflict of interest. Correspondence has been forwarded to her organization. Ms. Matthews represents the business community on employment issues. She is excited about becoming a member of the Council.
- BDAC binders have been made available to the Alternates. If they have not received one, the member may provide them with one. Although the Alternate may be present in the room, if the Council member is present, that person takes precedence and has a vote at the meeting. The Alternate will if the Council member is not in attendance. Adleen gave an overview of the information available on the BDAC Website.
- One Stop Career Center is located in most libraries. Adleen's goal is to have a representative from the Center attend a BDAC meeting to give an overview of all that is available to the community.

XI. Public Comments

Antonio Calva shared information about his client who resides out of the country with a business in Nevada, who wants to make a monetary contribution to a non-profit organization, preferably women-focused-to let him know. There is no commitment on the part of the organization. He's produced a film highlighting the achievements of women.

XII. Next meeting August 14, 2019

XIII. Adjournment – 10:29 am

A recording is available upon request.