

## **MINUTES**

### **BUSINESS DEVELOPMENT ADVISORY COUNCIL OCTOBER 22, 2020, 10:00 A.M. VIA WEBEX**

#### **Members Present:**

Laura Jane Spina, RAFI Architecture & Design  
David Eclips, McCarran International Airport  
Ariel Davis, Clark County School District  
Bedford Jackson, Independent Contractor  
Christy Echols, Paragon Development Group, Inc.  
Jill Klies, J & M Shooting Solutions  
Tiara Flynn, Sumnu Marketing

#### **Alternates:**

Julie Brander, S.C.O.R.E  
Ginnie Salazar, Logistical Solutions  
Leanna Jenkins, Nevada Business Opportunity Fund for Monica Coburn  
Antonio Calva, Nevada State Bank for Darby Johnson

#### **Clark County Staff**

Adriane Garcia Clark County Purchasing and Contracts  
Trudy Harper, Clark County Purchasing and Contracts  
Katie Hewitt, Clark County Purchasing and Contracts

#### **Clark County District Attorney's Office**

Catherine Jorgenson, Deputy District Attorney

#### **Guests:**

Lori Enrico, Training Solutions, LLC

- I. Call to Order, Silent Invocation, Pledge of Allegiance  
The meeting was called to order at 10:00 a.m.
- II. Introductions  
Members introduced themselves via WebEx
- III. Public Comments\*  
Lori Enrico with Training Solutions LLC introduced the program for building productive relationships in the workplace through color coding.
- IV. Approval of the August 12, 2020 minutes  
Two changes were identified in the minutes. Bedford Jackson motioned to approve the minutes as revised. Christy Echols seconded the motion. All members were in favor.
- V. Approval of the September 17, 2020 Special Meeting Minutes  
Bedford Jackson Motioned to approve the minutes. Ariel Davis seconded. All members were in favor.
- VI. Special Assignments
  - Legislation – Bedford Jackson  
In partnership with the John Hopkins University and Medicine Corona Virus Resource Center, the COVID-19 Dashboard, The Center for Systems Science and Engineering (CSSE) at John Hopkins University.  
Global Cases 41,046,579 41,372,930  
Global Deaths 1,128,090 1,133,356  
U.S. Cases 8,312,109 8,347,982  
U.S. Deaths 221,694 222,324  
Nevada Recovered Cases 2,336 2,329  
Nevada Deaths 1,7281,732
  - As of October 15, 2020, – Today, Nevada’s Department of Health and Human Services Office of Analytics released a number of enhancements to the COVID-19 dashboard. The dashboard will be enhanced in the following areas: Increased emphasis on moving averages and recent trends; Including county criteria and related trends as well as Statewide comparative numbers for county criteria measures; Attributing testing numbers and cases to specimen collection date, removing bias introduced by reporting delay issues; Transitioning to a “testing encounters” methodology to account for people who receive both a rapid and PCR test on the same day, and; Providing relevant technical notes directly on the data pages. Testing and the outcomes of testing are a huge focus contain the virus along with CDC guidelines.

- Governor's Directive 033 and 034 / 032 had phase II opening procedures for Nevada Economy
- SECTION 5: Effective 12:01 am on October 1, 2020, capacity limitations at venues and events shall not include staff, workers, performers, broadcast personnel, or other personnel necessary to conduct business, perform services, Of host events.
- SECTION 6: All restrictions imposed by this and any other Directive still in effect shall be deemed statewide baseline mitigation standards. The COVID-19 Mitigation and Management Task Force ("Mitigation Task Force") established by Directive 030 may continue to impose additional restrictions on counties with elevated COVID-19 risks pursuant to Directive 030.
- SECTION 7 Section 11 of Directive 021 is hereby terminated. Effective 12:01 am on October 1, 2020, houses of worship, including without limitation, churches, synagogues, mosques, and temples, may conduct indoor in "person services in a manner so that occupancy shall not exceed the lesser of 50% of the listed fire code capacity or 250 persons, and all social distancing requirements are satisfied. This limitation shall not apply to houses of worship offering drive-up services pursuant to Section 10 of Directive 016 which imposes no limitations on number of participants.
- Houses of worship offering indoor, in-person services are encouraged to follow the guidelines promulgated by the Nevada Department of Business and Industry to its constituent agencies, as well as the following provisions that are consistent with other Directives on public gatherings:
  1. Seating must be arranged to ensure a minimum of six feet of separation between congregants who do not reside in the same household.
  2. Participants, including leaders and staff, must wear face coverings as required by Directive 024.
  3. Houses of worship are encouraged to stagger services so that the entrance and egress of congregants for different services do not result in a gathering exceeding the lesser of 250 persons or 50% of the listed fire code capacity, and to provide proper sanitation between services.
  4. Houses of worship are strongly encouraged to offer online and drive-up services to the greatest extent possible.
  5. Houses of worship with a listed fire code capacity of fewer than 100 persons may conduct indoor services for up to 50 persons if they are able to do so in a manner consistent with social distancing guidelines promulgated by the Nevada Department of Business and Industry, but in no instance may houses of worship exceed their listed fire code capacity.
- SECTION 8: Effective 12:01 a.m. on October 5, 2020, all businesses and venues subject to capacity limitations shall post signs at public entrances identifying their COVID-19-adjusted capacity based on the occupancy limitations imposed by this and other Directives, These signs shall conform to guidelines which shall be promulgated by the Nevada Department of Business and Industry Of its constituent agencies.
- SECTION 9: Section 1 of Directive 007, Section 7 of Directive 018, and Section 10 of Directive 021 are hereby terminated. Effective 12:01 a.m. on October 1,

2020, unless otherwise provided by other Sections of this Directive, public gatherings are limited to the lesser of 250 persons, or 50% of the listed fire code capacity of the area in which such gathering shall occur. This restriction shall not apply to any area with a listed fire code capacity of less than 100 persons, which may allow up to 50 persons to gather, provided that this may occur without violating social distancing requirements.

- This provision shall apply to any area, whether publicly owned or privately owned where the public has access by light or invitation, express or implied, whether by payment of money or not, including without limitation, parks, basketball courts, volleyball courts, baseball fields, football fields, fivers, lakes, beaches, streets, convention centers, libraries, parking lots, and private clubs. This provision shall not be construed to apply to the gathering of persons working at or patronizing businesses operating pursuant to this Directive or providing emergency or medical services to the public.
- SECTION 10: Section 20 and Section 21 of Directive 021 are hereby terminated. Effective 12:01 a.m. on October 1, 2020, non-retail indoor and outdoor venues, including without limitation, bowling alleys, arcades, miniature golf facilities, amusement parks, and theme parks may allow access to the public so that occupancy shall not exceed 50% of the listed fire code capacity, and all social distancing requirements are satisfied. Businesses operating pursuant to this Section shall limit food and beverage sales to prepackaged products only.
- Businesses operating pursuant to this Section with a listed fire code capacity of fewer than 100 persons may allow access to up to 50 persons if they are able to do so in a manner consistent with social distancing guidelines promulgated by the Nevada Department of Business and Industry or its constituent agencies, but in no instance may they exceed their listed fire code capacity.
- SECTION 11: Section 22 of Directive 021 is hereby terminated. Effective 12:01 a.m. on October 1, 2020, musical performances, live entertainment, concerts, competitions, sporting events, and any events with live performances may permit public attendance subject to the provisions of this Directive
- For the purposes of this Directive, fixed seating capacity shall be defined as seats which are not portable or stackable, but which are secured to the floor in some fashion, such as by bolts. Facilities with fixed seating without dividing arms shall calculate seating capacity based on occupant load, but in no instance shall such calculation be based on less than one person for each 18 inches (457 mm) of seating length.
- Venues with fixed seating capacity of 2,500 or greater may promote public attendance at live events subject to the following provisions:
  1. Attendance by the public may not exceed 10% of fixed seating capacity.
  2. All attendees must be assigned seats pursuant to the other provisions of this section. "Standing room only" and "general admission" attendance is prohibited.
  3. Venues must clearly delineate discrete sections and assign seating so that the number of attendees in that section do not exceed the lesser of 250 attendees, or 50% of that section's total seating capacity.

4. Event staff may not provide services to more than one section delineated pursuant to subsection 3, above.
  5. Each section must be separated from adjacent sections by a minimum of 25 feet.
  6. All social distancing requirements shall be maintained. This provision shall not apply to attendees within a single party. No more than six persons may be seated together in a single party.
  7. To the greatest extent practicable, attendees in each section should be isolated from attendees in other sections by utilizing separate entrances, exits, and facilities, Of staggering entrance and egress by section.
  8. Plans for events at facilities regulated by the Gaming Control Board (GCB) must be submitted to and approved by the GCB prior to the event, pursuant to guidelines that shall be promulgated by the GCB. Prior to submission, plans must be reviewed by the local health authority for confirmation that it complies with all applicable health and safety standards and will not place an unacceptable burden on the local health infrastructure.
  9. Plans for events regulated by the Nevada State Athletic Commission (NSAC) must be submitted to and approved by the NSAC prior to the event, pursuant to guidelines that shall be promulgated by the NSAC. Prior to submission, plans must be reviewed by the applicable local health authority for confirmation that it complies with all applicable health and safety standards and will not place an unacceptable burden on the local health infrastructure.
  10. All other events at venues with fixed seating capacity of 2,500 or greater must be submitted to and approved by the Nevada Division of Business and Industry (B&I) Prior to the event, pursuant to that shall be promulgated by the Division. Prior to submission to the Division, plans must be reviewed by the applicable local health authority for confirmation that it complies with all applicable health and safety standards and will not place an unacceptable burden on the local health infrastructure.
- Venues with a listed fire code capacity of fewer than 2,500 may permit public attendance at live events subject to the following provisions:
    1. Attendance by the public may not exceed the lesser of 250 attendees or 50% of that gathering space's listed fire code capacity.
    2. Attendance by the public at live entertainment performances shall require all attendees to be seated. "Standing room only" attendance is prohibited. Venues hosting live entertainment performances shall maintain a minimum separation of at least 25 feet between the artists and the audience. This provision is applicable to performances subject to live entertainment taxes pursuant to NRS 368A and shall not extend to ambient music to create or enhance a mood or atmosphere that is incidental of ancillary to the activity of location.
    3. For all other events other than live entertainment performances, seating is not required, but social distancing requirements must be maintained at all times.

- SECTION 12: Section 10 and Section of Directive 30 ate hereby terminated. Effective 12:01 a.m. on October 1, 2020, restaurants, food establishments, breweries, distilleries, and wineries may utilize tables and serve patrons within the bat area Establishments operating under this provision shall abide by the following provisions:
  1. The maximum occupancy of these establishments shall not exceed 50% of the listed fire code capacity at any given time
  2. Tables, booths, of seats must be spaced, 01 customers seated a minimum of six feet apart from other customers not in the same patty. Parties larger than six persons may not be seated together for onsite dining
  3. All standing and open congregation areas that are not necessalY for the preparation and service of food of beverages shall be closed, including but not limited to billiards, card playing, pinball games, arcade games, dates, dancing, and standing.
  4. Customers sitting at a table or booth must only be served via table service and may not order from the bar top area.
  5. Customers may sit at and be served at bar tops only if bat top seating is limited such that bar stools ate spaced a minimum of six feet apa.tt from other barstools of other customers not in the same patty. Establishments are encouraged to limit bat top patties to no more than two persons per party.
  6. Customers waiting to dine onsite must wait outside the establishment until they can be seated and must practice social distancing by maintaining a minimum of six feet of separation between customers not residing in the same household or in the same party.
  7. Establishments shall require employees to wear face coverings and abide by all other face covering provisions of Directive 024. Patrons must wear face coverings when not seated at tables, booths, or bar tops.
  8. Buffets, cafeterias, and self-serve dining facilities shall remain closed until further notice.
- SECTION 13: Effective 12:01 a.m. on October 1, 2020 conventions, trade shows, conferences, professional or educational seminars, large business meetings or corporate retreats, and other similar event activities may resume, subject to the limitations of this Section. Events pursuant to this Section are limited to no more than 1,000 attendees per venue of site. Events with greater than 250 attendees are subject to the following additional provisions:
  1. Events hosting greater than 250 attendees must provide distinct gathering spaces whereby the occupancy per gathering space shall not exceed the lesser of 250 attendees or 50% of that gathering space's listed fire code capacity.
  2. Event planners hosting events at facilities regulated by the Gaming Control Board (CGCB) must submit Preparedness and Safety plans to the GCB for approval prior to the event, pursuant to guidelines and criteria that shall be promulgated by the GCB. Plå0f to submission to the GCB, plans must be reviewed by the applicable local health auth0fity for confirmation

that it complies with all applicable health and safety standards and will not place an unacceptable burden on the local health infrastructure.

3. Event planners hosting events at facilities not regulated by the GCB must submit Preparedness and Safety plans to the Nevada Department of Business and Industry ("B&I") for approval prior to the event, pursuant to guidelines and criteria that shall be promulgated by B&I. Prior to submission to B&I, plans must be reviewed by the applicable local health authority for confirmation that it complies with all applicable health and safety standards and will not place an unacceptable burden on the local health infrastructure.
  4. The guidelines promulgated by the GCB and B&I shall include, at minimum, protocols for approval procedures, floor plan restrictions, food and beverage limitations, staffing procedures, sanitation procedures, face covering requirements, and signage requirements.
- SECTION 14: Section 32 of Directive 021 is hereby terminated Effective 12:01 a.m. on October 1, 2020, occupancy in classrooms and instructional areas at trade schools, and technical schools operating pursuant to this Section shall be limited to the lesser of 250 persons or 50% of maximum occupancy of based on listed fire code capacity and must abide by all guidelines promulgated by the Nevada Division of Business and Industry or its constituent agencies. These provisions shall not be construed to limit the operation plans of Nevada System of Higher Education institutions, schools under county school districts charter schools, and the University School for Profoundly Gifted Students.
  - SECTION 15: Section 32 of Directive 021 is hereby terminated. Effective 12:01 a.m. on October 1, 2020, museums, art galleries, zoos, and aquariums operating pursuant to Section shall be subject to the limitations provided in Section 10 of this Directive. Interactive exhibits which encourage touching must remain closed and inaccessible to the public.
  - SECTION 16: Section 33 of Directive 021 is hereby terminated.
  - SECTION 17: Section 7 of Directive 30 is hereby amended to strike the provision that the Mitigation Task Force meet on a weekly basis. Effective 12:01 a.m. on October 1, 2020, the Mitigation Task Force shall meet at the call of the Chair. All other duties charged to the Mitigation Task Force shall remain in effect as provided by this Directive and by Directive 030.
  - SECTION 18: Section 3 of Directive 007 is hereby terminated. Effective 12:01 a.m. on October 1, 2020, local governments may allow public access to playground equipment if, in consultation with their local health authority, they determine it is safe to do so.
  - SECTION 19: Section 6 of Directive 013 is hereby terminated. Effective 12:01 a.m. on October 1, 2020, in person showings and open houses of single family and multi-family residences currently occupied and on the market for sale, may resume, subject to the limitations set forth in this Section:
    1. Showings and open houses of properties may not take place with the occupant present.
    2. Showings of properties are limited to one prospective buyer and one real estate professional for both the seller and prospective buyer at a time. For

the purposes of this provision, "a prospective buyer" includes the buyer and the buyer's spouse, domestic partner, business partner, or family members.

3. Sellers conducting an open house are responsible for ensuring that there will not be more than one prospective buyer viewing a property at any given time. This may require having an individual present to properly meter prospective buyers entering an open house.
- SECTION 20: This Directive shall remain in effect until terminated by a subsequent Directive promulgated pursuant to the March 12, 2020 Declaration of Emergency to facilitate the State's response to the COVID-19 pandemic or upon lifting of the Declaration of Emergency.
  - PHASE 3:  
On the Road to Home Means Nevada • Goals: Continue easing restrictions further in preparation for return to normalcy • Summary: Ease measures on some public and mass gatherings and non-essential travel with highly modified operations. Vulnerable populations should remain home until the outbreak has subsided. • Potential Duration: According to "National Coronavirus Response: A Road Map to Reopening" by the American Enterprise Institute (AEI), states can transition into the final phase ("Phase 4: Home Means Nevada- Our New Normal") once "a robust surveillance sentinel system is in place, coupled with widespread point-of-care testing and a robust ability to implement tracing, isolation, and quarantines—and this is supported by the availability of therapeutics that can help mitigate the risk of spread or reduce serious outcomes in those with infections—or alternatively a vaccine has been developed and tested for safety and efficacy." Phase 3 will continue the progress from Phase 2 with some easements on restrictions and time to evaluate whether Nevada's response to COVID-19 has stabilized businesses, public life, and the public healthcare system such that the state is ready to progress to the "new normal."
  - PHASE 4:  
Home Means Nevada – Our New Normal • Goals: Return to normalcy in daily lives, including education, work, and social and public life • Summary: Most/all businesses operating, with enhanced hygiene and vigilance. Potential Duration: Perpetual unless second spike in disease occurs After a successful Phase 3, the goal is to enter a "new normal" that will allow Nevadans to ease away from social and physical distancing measures. According to experts and publications from across the country, this final phase will not be able to be successfully entered into until all previous public health expansion efforts are "supported by the availability of therapeutics that can help mitigate the risk of spread or reduce serious outcomes in those with infections—or alternatively a vaccine has been developed and tested for safety and efficacy, we can enter Phase III" - AEI-National coronavirus response: A road map to reopening Currently, there is no realistic timeline yet from any of the scientific experts for achieving this level.

- PHASE V:  
Fortifying the Nevada Economy for the New Normal Nevadans are yearning for a return to normalcy; however, there must be a balance between the desire to open the Nevada economy with the need to keep Nevadans safe and healthy. Any response by state and business leadership must be predicated upon effective public health responses within Nevada as well as among the general U.S. population.
- Marketing and Public Relations – Christy Echols  
PETS Grant was extended and increased to an additional \$22 million, which brings the total in the fund to \$39 million. The deadline to register is at 5:00pm on October 22<sup>nd</sup>.
- Advocacy – Monica Coburn
  1. The State of Nevada's PETS (Pandemic Emergency Technical Support) Grant Program application deadline is today at 5pm (moved up from November 2, 2020) per attached press release issued yesterday.
  2. EIDL (Economic Injury Disaster Loan) Program is still taking applications for any business, sole proprietor, independent contractor that has yet to apply. Visit [sba.gov](http://sba.gov) for the application link.
- 3) Resorts World Las Vegas is soliciting portfolio submissions from local artists for murals that will be included as part of their project. Great for our art community and small businesses in the industry. Visit the property website for more information.
- 4) The Women's Business Enterprise National Council Cummins Grant for Black Student Female Founders is a new funding initiative to invest in the next generation of the fastest growing segment of women-owned businesses – Black female founders.  
The grant program will provide up to \$6,000 funding awards to Black female entrepreneurs in STEM currently enrolled in college or university, or recent college or university graduates. The application period ends tomorrow -- Friday, October 23 -- at 8:59 PM PST.
- 5) Nevada PTAC is hosting a webinar on Nov. 18 @ 2pm on the benefits and advantages of small business certifications. To register, visit Nevada PTAC's website.

There are some new national grant opportunities specifically for women owned businesses that I became aware of this morning. I will be including these as part of Nevada Business Advisors monthly e-newsletter, The Business Brief next month. If any BDAC member or attendee wants a copy sent, please have them email me directly and I'll add to our list. I'm not sharing these at this stage, as I still need to go through the details and eligibility requirements.

Speaker Bureau – Darby Johnson  
None

VII. Discussion and Approval of the Schedule and Organization of the SBOP Alumni & Friends Mixer

- Flyer – Bedford moved to approve the flyer. Ariel seconded the motion. All members were in favor. The flyer will go out in the November SBOP newsletter.
- Agenda – Bedford will be working on finalizing the Agenda and will provide to members.
- Virtual Event Platform – Leanna Jenkins provided an overview of their virtual platform that will be used to hold the event.
- Small Business Success Stories – Mr. Janitorial and Logistical Solutions will be highlighted during the event. Their prerecorded interviews are due by November 23<sup>rd</sup>.
- Speakers – Speakers for the event will be as follows:  
Amy Clark and Adrien Lane, UNLV  
Joan Rueben, Director of the Procurement Technical Assistance Center (PTAC)  
Tiara Flynn, Sumnu Marketing  
Tara Young, NV Energy  
Rachael Anderson, UNLV  
Gail Swift, Certified KOLBE Professional Speaker

Moderators: Christy Echols and Ariel Davis

VIII. Informational Items

None

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

None

X. Announcements

Adriane Garcia announced that BDAC applications are being accepted for the 2021-2022 term. Deadline is November 19, 2020.

XI. Public Comments \*

None

XII. Next meeting date: December 9, 2020

XIII. Adjournment at 11:30 a.m.

A recording is available upon request.