

**MINUTES**

**BUSINESS DEVELOPMENT ADVISORY COUNCIL  
SEPTEMBER 17, 2020, 3:00 P.M.  
VIA WEBEX**

**Members Present:**

Laura Jane Spina, RAFI Architecture & Design  
Ariel Davis, Clark County School District  
Bedford Jackson, Independent Contractor  
Christy Echols, Paragon Development Group, Inc.  
David Eclips, McCarran International Airport

**Alternates:**

Julie Brander, S.C.O.R.E  
Leanna Jenkins, Nevada Business Opportunity Fund  
Monica Coburn, Nevada Business Advisors  
Antonio Calva, Nevada State Bank

**Clark County Staff**

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

**Legal Counsel:**

Catherine Jorgenson, Clark County District Attorney's Office

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

The meeting was call to order at 3:06 p.m.

II. Introductions

Members via WebEx introduced themselves

III. Public Comments\*

None.

IV. SBOP Alumni & Friends Mixer

Bedford and Adriane had a phone discussion regarding the County not having the technology for a virtual platform to hold this event. Airing a pre-recorded event may be an option. Bedford made a motion to approve having this event moved from a virtual event to a pre-recorded event. Ariel seconded the motion. All members were in favor.

The next discussion is the Flyer, Agenda and Speakers. In the past, Tara Young of NV Energy, Rachel Anderson & Adrien Patterson of UNLV Boyd School of Law. This year we will have Amy Clark that will provide a 45-minute presentation.

Christy suggested that the length of the event should be 2 hours and suggested the content should be less repetitive and more upbeat by having a dynamic speaker and not stray from this being a 'mixer' event. Having a pre-recorded event takes it away from being a mixer and changes the dynamic. Laura Jane concurred, David & Christy attended an event this morning on a virtual platform that was very successful and included a 20-minute network session. Christy added that if we want to keep this event as a mixer with a networking component, we should make this a virtual event. Or postpone the event until it can be 'in person'. David concurred. Bedford explained that he & Adriane discussed a pre-recorded event because the County does not have the resources for a virtual event. Bedford asked the members if they have suggestions or a platform that could be used for the event. Leanna offered their virtual platform for the event. Laura Jane asked Adriane if she could see any issues. Adriane has no objections and stated that the County wants to continue to support the small businesses and the SBOP program. It is unfortunate that we have all of these competing priorities. In her conversation with Bedford and the different possible opportunities, what would be the 'work-around' if this event could not be live. There is something to be said about all being able to be in a room together. Alumni is about supporting each other and staying in contact. If there is an opportunity to have this a virtual event, she has to make sure the platform and what is put out does not sacrifice the reputation or integrity of the County or the SBOP Program. If the members want to move forward with this platform and we can support some type of pseudo-live, that is actually the best possible way to move forward with this. The pre-recorded event was suggest to recognize these businesses out there and the struggles they are experiencing and finding information is relevant in the current environment that would help keep them informed. Adriane would like a game plan to keep County's Management informed. Laura Jane deferred to legal

counsel to ensure all was in compliance. Catherine said we would need to know the plan and what the representation will be what the County's role will be. She could not see the actual platform be an issue.

Christy thanked Leanna for offering their platform. Christy has attended their events and they are very successful. The joint structure of their events would not compromise the County in any way.

Leanna said that they have partnered with the County and the City on various events with their platform.

Bedford motioned to move the SBOP Alumni & Friends Mixer to the Nevada Business Opportunity Fund's virtual platform on December 7, 2020. Christy seconded the motion. All members were in favor.

Christy motioned to have the event from 9:00-11:00 a.m. Ariel Davis seconded the motion. All members were in favor. The members discussed the following agenda. Bedford nominated.

9:00 Welcome to Clark County / SBOP Introduction (Adriane Garcia)

9:10 Clark County Commissioner / Introduction and Welcome

9:20 Introduction of BDAC (Business Development Advisory Council)  
*Christy & Ariel will be the moderators and introduce the Council Members.*

Speaker Section: Topics will be Human Resources, Risk Management, Labor Issues, Furloughs, CARES Act, Legislation and HIPAA

*Adriane suggested these topics be based on the current situation and how the way we now do business has changed. Feel free to elaborate or change topics to benefit small businesses. Christy suggested discussing new upcoming opportunities. Laura Jane suggested having a follow-up session where people could write in share experiences that helped them get through COVID-19. (For example; the overwhelming amount of Zoom meetings and issues with managing work) Compile a list of helpful hints prior to the event to go over and provide to the attendees that participate.*

9:30 Presentations from NV Energy Procurement Amy Clark

9:55 Q & A

*Adriane asked if Q & A would be interactive. Leanne confirmed that the chat feature would be used to ask questions. The moderators would assist by reading the questions to the Speaker that could provide answer. Legal Counsel suggested that chat conversations not be saved or recorded.*

10:00 Small Business Success Story – Logistical Solutions – Ginnie Salazar

10:05 Introduction of Tara Young NV Energy / Rachel Anderson (UNLV)  
And Adrien Lane (UNLV) Legal Update (Attorneys)

10:30 Q & A

10:35 Small Business Success Story – JunkMan – Christopher Cherney

10:40 Speaker?? SBA?

V. Public Comments \*

None

VI. Next meeting date: October 14, 2020

VII. Adjournment

The meeting was adjourned at 4:19 p.m.

A recording is available upon request.