

Special Note: The following is a summary of the Minutes taken from the Business Development Advisory Council meeting held on August 10, 2011, and does not necessarily provide a detailed verbatim transcription of the Minutes.

## **MINUTES**

**BUSINESS DEVELOPMENT ADVISORY COUNCIL  
WEDNESDAY, AUGUST 10, 2011  
9:00 A.M.**

**CLARK COUNTY GOVERNMENT CENTER  
500 S. GRAND CENTRAL PKWY  
4<sup>TH</sup> FLOOR, GOLD ROOM  
LAS VEGAS, NEVADA 89155**

### **Members Present:**

Dianne Fontes, Chair, Nevada Minority Supplier Development Council  
Carlos Gomez, Co-Chair, Latin Chamber of Commerce  
Leonard Hamilton, Black Business Council (Alternate)  
Jackie Ingram, Urban Chamber of Commerce

### **Members Absent:**

Duy Nyguen, Asian Chamber of Commerce  
Bill Wilson, Las Vegas Chamber of Commerce

### **Guests:**

Mark Wood, Clark County District Attorney's Office  
Yolanda Jones, Clark County Purchasing and Contracts  
Sandra Mendoza-Avila, Clark County Purchasing and Contracts  
Amy Shaw, Clark County Department of Aviation  
Tom Akers, Akers and Associates, Inc.  
Melyssa Salas, Akers and Associates, Inc.  
Diana Escobar, Clark County Purchasing & Contracts/Business Development  
Jane Lee, Jadon Foods

**I. CALL TO ORDER**

**Dianne Fontes, BDAC Chair**, called the meeting to order at 9:21 a.m. on Wednesday, August 10, 2011.

**II. OPENING CEREMONIES**

Silent invocation was conducted followed by the Pledge of Allegiance.

**III. CERTIFICATION OF COMPLIANCE WITH THE NEVADA OPEN MEETING LAW**

It was announced that the meeting was being held in compliance with the Nevada Open Meeting Law. The meeting was properly posted at the appropriate locations as listed at the bottom of the agenda.

**IV. PUBLIC COMMENTS:**

**Carlos Gomez** announced the Latin Chamber Luncheon on Friday, August 12, 2011, at the Texas Station where they will have a seminar with Verizon explaining what technology is good for businesses. He said they will also have Myra Alvarez, director of Human Health, explaining the Government Health Act under the Obama Administration. **Carlos** also announced their Oportunidad Expo on August 13, 2011, from 10:00 to 3:00 p.m. where they will have 20 doctors with immunization assistance for kids going back to school. He said Wal-Mart and Sam's Club will be providing 2,000 backpacks and lunch boxes.

**Tom Akers**, Akers and Associates, gave an update on the Clark County Business Development Education Program (CCBDEP) and reported that 59 firms were pending approval by the County to enroll. **Tom** said his team has received good participation from BDAC, but they lack some more and suggested he will engage better with BDAC as well as with the private sector. The first class will start on September 9, 2011, after the list of students is approved by the County.

**Melyssa Salas**, Akers and Associates, reported that NAWBO submitted 3 firms, 4 from the Urban Chamber and 1 from the Nevada Minority Supplier Development Council. She gave recognition to Jane Lee for providing referral of businesses to participate in the program. **Dianne** stated she recommended 6 firms and Leonard recommended 5.

**Tom** stated his team will contact the firms. He also said they will track firms by Commission district and the businesses that get an awarded a contract to let the Commissioners know where the contract comes from.

**V. NEW BUSINESS:**

**A. Approval of the June 8, 2011 minutes**

The minutes were unanimously approved.

**VI. OLD BUSINESS:**

**A. Clark County Purchasing Stats**

**Yoli Jones** stated that after the Council's input, they re-ran the stats from July 2010 to June 2011. She said that 33 percent of the County's business has been done with Nevada businesses; 5 percent minorities, 8 percent women-owned, none for PBE and 21 percent for small businesses. **Yoli** said the report was separated by the non-discretionary dollars, which 63 percent of the projects and contracts are issued in-state, where 3 percent were for NBE and WBE and 7 percent for SBEs. For the discretionary dollars, the out of state percentage was 24.38 and 75.62 percent for the in-state. She said that after updating the system the report included the ethnicities.

**Dianne** stated that the in-state business improved to 10 percent. **Yoli** said that it was the County's goal to improve the figures and the ERP team is looking at software that can capture more information.

**Jackie** asked what items fall under the non-discretionary. **Yoli** said that it was awards to the low bidders and professional businesses like consultants and they reach out to local firms but typically those contracts go to national firms. They may have an office here, but because of the technology they bring people in from the various states to complete the contracts for the County.

**Carlos** asked if a column be added to show the spending on the Nevada Businesses that are Caucasians.

**Yoli** stated that she will compare the reports from the previous three years and thinks Nevada businesses have a higher percentage than out of state businesses. She also mentioned most of the businesses have gone out of business, which is why the numbers might be lower than past years.

**B. Discussion on the report to the Board of County Commissioners and take action as appropriate**

**Dianne** asked the Council to give their recommendations for the report. **Jackie** recommended hosting a joint educational meeting to educate each organization's membership to understand the registration process of the County. **Dianne** suggested having these meetings twice a year.

**Leonard Hamilton** requested the MBE utilization reports from all Clark County entities. **Mark** said that information come from RBDAC. **Yoli** stated the entities that report to the Commissioners are Clark County, Clark County Department of Aviation, Regional Flood Control, Clark County Water Reclamation and Las Vegas Valley Water District.

**Leonard** also recommended providing a quarterly report to the Commissioners on the Council's activity and stats. **Carlos** asked if Clark County can adopt a voluntary program to set goals to improve the minority participation. **Mark** said the Council would have to make it clear to the Commissioners that they are not using the discretionary dollars. **Dianne** said they will not have that recommendation until the legal counsel brings back information.

**Dianne Fontes** summarized the Council's recommendations to report to the County Commissioners as follows:

- To meet semiannually with one or two Commissioners that come to a BDAC meeting which will help the Council get some feedback and direction.
- Meet quarterly with Clark County Purchasing Analysts to support them getting businesses registered.
- To provide a quarterly newsletter and calendar of events that lists all of BDAC's events that includes bid opportunities, upcoming events, and 'how to' tips, etc.
- Create joint events for students and educate them on the purpose of BDAC and how they can access resources.
- A recommendation for next year's CCBDEP is to reduce the length of the program.

**Dianne** will email the final language with the recommendations made.

**VII. PUBLIC COMMENTS:**

There were no public comments.

**VIII. NEXT MEETING DATE: Wednesday, October 12, 2011, 9:00 a.m., Clark County Government Center, 500 S. Grand Central Pkwy, 4<sup>th</sup> floor, Gold Room, Las Vegas, NV 89155.**

**IX. ADJOURNMENT: Meeting was adjourned.**