

Special Note: The following is a summary of the Minutes taken from the Business Development Advisory Council meeting held on December 10, 2014, and does not necessarily provide a detailed verbatim transcription of the Minutes.

## **MINUTES**

### **BUSINESS DEVELOPMENT ADVISORY COUNCIL WEDNESDAY, DECEMBER 10, 2014 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:**

Jane Lee, Jadon Foods, Vice-Chair  
Charles Ware, Innovative Health Solutions  
Ernest Fountain, Black Business Council  
Jill Rowland-Lagan, Boulder City Chamber of Commerce  
Leonard Hamilton, M.B.D.A Business Center (Attended via telephone)  
Marla Turner, The Blue Nevadan  
Miranda Richardson, IA3 (Attended via telephone)

#### **Members Absent:**

Dianne Fontes, Chair

#### **Clark County Staff**

Adleen Stidhum, Clark County Purchasing and Contracts  
Diana Escobar, Clark County Purchasing and Contracts  
Shane Clement, Clark County Water Reclamation District

#### **Legal Counsel:**

Catherine Jorgenson, Clark County District Attorney's Office

#### **Guests:**

Amy Shaw, McCarran International Airport  
Michael Edwards, East West Bank

**I. Call to Order**

**Jane Lee** called the meeting to order on Wednesday, December 10, 2014, at 9:12 a.m.

**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. Introductions**

The members and guest introduced themselves.

**V. Public Comments**

There were no public comments.

**VI. Approval of Minutes**

- a. Approval of the October 8, 2014, minutes

The minutes were unanimously approved.

**VII. Review the previous Purchasing statistics**

**Ernest's** concern is that no specific improvements have been made in the statistics even though there have been programs to enhance the numbers. **Marla** thinks there needs to be a better job done in providing the information to the minority communities and getting their interest in bidding.

**Jill** was interested in reviewing the businesses that were “declined” to measure if the numbers are increasing or decreasing and determine if the Council is doing their job in getting the word out about the business opportunities available. For the record, **Adleen** said not to use the word decline because the businesses are not declined. They just are not the low responsive responsible bidder and/or selected proponent.

**Jane** mentioned that she has attended various events where there have been small businesses and has asked them if they have taken advantage of the Emerging Small Business (ESB) Program certification or getting assistance through the minority outreach program. **Jane** found that the number of businesses applying for the ESB certification is increasing and the businesses have said they are receiving more opportunities through the ESB program than with their other certifications.

**Adleen** stated that Clark County is under legislation and statute does not require Clark County to automatically award a contract to businesses who are ESB certified.

### VIII. Subcommittee Updates

- **Legislature** – **Marla Turner** reported that the elections took place and the Legislators are in orientation and identifying the new committee chairs. She mentioned that Legislators like Assemblywoman Dina Neal, Assemblywoman Irene Bustamante Adams and Senator Kelvin Atkinson are pushing through their Bill Draft Requests (BDRs). **Marla** mentioned that February 2, 2015, is the first day of the session.
- **Marketing and Public Relations** – **Miranda Richardson** sent a sample newsletter for the members to view. **Charles** explained that the committee would like to follow the same format similar to the newsletter that Commissioner Sisolak sends to the citizens in his district. It comes in a very brief email and then you click on the link to see the full page.

**Jane** suggested updating the RBDAC and BDAC member information. **Charles** said he will rewrite a new article.

- **Advocacy** – **Ernest** reported that they are working with Assemblywoman Dina Neal on revising the legislation for the new Markets Job Bill. The new Market Jobs Bill, when it came out of the House, did not state that to be eligible a federal allocation was needed. **Ernest** said that this legislation change will allow local community development entities to the next funding from the state New Market Job program. Also, **Ernest** reported that they have been working with City of Las Vegas on establishing a revolving loan fund for businesses located in the low income communities designated by the Treasurer's Department in order to make loans to businesses.
- **Speaker Bureau** – **Jane** introduced **Michael Edwards** from East West Bank to talk about some of the programs provided by the bank that are designed for small businesses.

**Michael** said that East West Bank opened in Nevada on December 23, 2013, and he's been with the bank since then. **Michael** started with Tom Akers and his group on the Business Opportunity Workforce Development (BOWD) Program where he mentored 4 businesses from the 2014 class. He works with the businesses to help them understand their financials and positions them for cash loans. **Michael** made loans to 10 minority owned businesses in which 6 of those 10 businesses had low credit. He gave an example of an individual who had 2 foreclosures, but because had good cash flow the bank was able to make the loan.

### IX. Informational Items

#### a. Announcements

**Adleen** announced that the Purchasing and Contracts division is hosting the annual Meet Your Customer Day on January 14, 2015, at the Government Center Rotunda from 9:00 a.m. to 12 noon. **Adleen** stated that the goal is for the businesses to network with the Purchasing Analysts and various County Departments that make the procurement decisions. She said resources

agencies will be available. Also, **Adleen** stated that the BOWD Program is scheduled to begin in January and will run for 4 months. She encouraged the members to share the information with the businesses that can benefit. They are looking for small, minority and women-owned businesses that have not done business with Clark County and can provide a good or service the County can use. Also, they invited other Purchasing agencies that can provide other business opportunities to the businesses.

**Jane** congratulated **Adleen** for her time invested in the BOWD class that graduated. **Jane** enjoyed seeing the businesses present themselves professionally at the mini expo. For the new class, **Jane** asked what the class size was. **Adleen** said the maximum size is 15 businesses. **Jane** mentioned that BDAC, RBDAC and Commission on Minority Affairs will have a joint table at the Meet Your Customer Day.

b. BDAC applications (BCC 12/16/2014)

**Adleen** said that they solicited BDAC applications since the current members ended with their two-year term. She handed the agenda and AIDR with the list of the 15 applicants that submitted their applications by the deadline, which was October 31, 2014. She mentioned that 5 of the 15 applicants are the current members that resubmitted their application. **Adleen** said she cannot make recommendations; she only presents to the Board of County Commissioners (BCC) in her briefings with them and they will select 9 members to serve on the Council on the December 16, 2014, BCC meeting.

**X. Identify emerging issues to be addressed at a future meeting**

Jane said that the agenda for the new Council members will include the following items for possible action:

- Election of a the chair and vice-chair
- Discuss the Purchasing statistics and find ways to make improvements
- Discuss the history and goals of BDAC
- Subcommittees appointments

**XI. Next Meeting** – Wednesday, February 11, 2015, 9:00 a.m.  
4<sup>th</sup> Floor, Gold Room, at the Clark County Government Center

**XII. Public Comments**

**Adleen** shared information about the report that the Regional Business Development Advisory Council (RBDAC) is preparing to send to the Nevada Legislature on January 15, 2015. RBDAC was established by the Legislature and are required to send this report every odd year. They are also working on a BDR that's being carried by Assemblywoman Irene Bustamante Adams, in which they're recommending staying within the language of focusing on minority and women-owned businesses.

**Marla** said she enjoyed her time with the Council during the past two years. However, she will not continue moving forward with the BDAC, but would be glad to sit in the meetings as member of the public to provide an introduction to the Legislative Subcommittee new

members. **Ernest** also enjoyed working with the BDAC group and hearing the different viewpoints of each member. His goal is trying to access capital to help minority businesses.

**Jane** thanked everyone in the Council for their time and energy invested in trying to make a difference for the small businesses of Clark County.

**XIII. Adjournment**

The meeting adjourned at 10:26 a.m.

Date Posted: 12/2/2014