

Special Note: The following is a summary of the Minutes taken from the Regional Business Development Advisory Council meeting held on March 24, 2011, and does not necessarily provide a detailed verbatim transcription of the Minutes.

MINUTES

REGIONAL BUSINESS DEVELOPMENT ADVISORY COUNCIL
Thursday, March 24, 2011, 8:00 A.M.
Clark County Government Center
500 S. Grand Central Parkway, 1st Floor, Pueblo Room
Las Vegas, NV 89155

Members Present:

Larry Vierra, Nevada Small Business Development Center – Chair
Kathy Rainey, City of Las Vegas – Co-Chair
Bramby Tollen, Clark County School District (Represented by Carol Pointdexter)
Frederick James, LV-Clark County Library District
Horacio Lopez, Hispanic Business Round Table
Jeanine Pitts-Dilworth, Clark County Regional Flood Control
Kenyatta Lewis, MGM Resorts International
Kim Grantham, Clark County Water Reclamation District
Lydia Bilynsky, RTC
Mark Cahill, C.S.N.
Mark Wood, Clark County District Attorney’s Office
Penny Marchell, Las Vegas Convention and Visitors Authority
Rudy Malfabon, Nevada Department of Transportation
Sharrie Mayden, UNLV
Teresa Collins, Las Vegas Valley Water District
Yolanda Jones, Clark County Purchasing and Contracts

Members Absent:

Chad Skidmore, UMC
Dianne Fontes, NVMSDC
Duy Nguyen, Asian Chamber of Commerce
Hermann Friedman, NV Energy
Joice Bass, N.A.W.B.O.
Mary Huff, Las Vegas Valley Water District
Napoleon McCallum, Urban Chamber of Commerce
Robert Brewer, Southwest Gas Corporation
Veronica Meter, Las Vegas Chamber of Commerce
Viveca Rehman, Henderson District Library
Wanda Beckett, Southern Nevada Regional Housing Authority

Guests:

Bart Patterson, NSHE
Jane Lee, Jadon Foods
Leonard Hamilton, Nevada Minority Business Enterprise Center
SundayLee Cabrera, McCarran Airport
Tom Akers, Akers and Associates, Inc.

I. Call to order

Larry Vierra, Chair, call the RBDAC meeting to order.

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 appropriately posted at the appropriate locations as listed at the bottom of the agenda.

IV. New Business

A. Approval of the January 19, 2011 Meeting Minutes

The minutes were unanimously approved.

B. Election of RBDAC Secretary

Rudy Malfabon was nominated Secretary for RBDAC.

C. RBDAC Annual Report to the Nevada State Legislature

The members received the statistics.

Larry Vierra, Chair, thinks that it is important that RBDAC not only gathers the information of the statistics but to compare previous reports and see if there has been any improvements.

Penny Marchell thinks that the total dollar spent is important. She mentioned that for many government entities the budget has gone down and the percentage of the dollars spent is also affected drastically.

Kenyatta Lewis mentioned that MGM Resorts International had been cleaning their database and have found that a lot of the businesses are not longer in businesses. **Kathy Rainey** stated the problem behind the numbers that the entities have is making it difficult to write the cover letter.

Penny Marchell indicated that the cover letter should include an analysis with a general overview of what the Council has done in the past two years. **Larry** suggested that for the next report to the Legislature, the Council is responsible for supplying a one page narrative explaining their statistics. **Kathy** believes that providing a narrative will be beneficial and she was going to give a summary of the survey to Council did to help business get registered with each government entity.

Yoli Jones suggested adding in the narrative all the activities each government entity has done to out-reach to their suppliers.

Larry Vierra stated that it was the Council's option to submit a narrative. He said that for the next submission of the reports, the Council will be required to provide a narrative explaining the statistics to the Legislative Counsel Bureau.

D. RBDAC Subcommittee Reports:

a. Horacio Lopez and Yolanda Jones– Legislative Update

Horacio Lopez reported the members of the Legislative committee met on March 21, 2011, and discussed AB 144 and the potential BDR assembly woman Neil will introduce for MBE goals. He stated that AB 144 was passed by the Nevada State Legislature and sent to the state Senate. Also he indicated that in the event that AB 144 doesn't include MBE language, assembly woman Neil will issue a new bill to include MBEs. **Horacio** said the Committee reviewed AB 7 that created RBDAC and felt the Council should be more proactive. They also discussed that MBEs need more training in the submittal of proposal and think that the committee should discuss the problem with MBE and provide them with resource centers to educate MBEs in the proper submittals of proposals.

Larry Vierra stated that the Nevada Department of Transportation is training business in understanding bid submittals. **Yoli Jones** added that during the last 3 years, Clark County had a program where they educated minority business on how to submit bids and introducing the firms to the end users and there has been success. The program also includes the prime contracts and mentors. She said the County continues finding ways to better educate the minority business and small businesses.

Horacio encouraged RBDAC to support AB 144 once the bill is finalized with the language to include MBE. **Penny Marchell** think there might be conflict with MBE preference can be from out of state. **Horacio** said the main concern was local preference.

b. Horacio Lopez and Yolanda Jones – Approval of Parameters, measurements, and goals for the LCB report

There was no action taken on the approval of parameters, measurements, and goal for the LCB report.

E. Presentation by Bart Patterson with NSHE – Disparity Study

Bart Patterson spoke about the Nevada System of Higher Education objective to develop increased and more consistent spending with local and MWDBE businesses and listed the primary findings that the consultant at NSHE have done regarding the

decentralize purchasing and not being consistent in tracking and reporting MWDBE spending. He also mentioned the key elements that NSHE is trying to accomplish one of them being the development of a centralized database for the on-line registration of MWDBE and matching the vendor availability/services with spend opportunities and communicate opportunities to the end users, enhance outreach and communication to external stakeholders. Bart stated that part of the initiative is to encourage the Regent to develop a Tier 2 and subcontractors expenditure reports where they have included the bids and report regularly as part of the bid. The final step is to develop a measure of accountability for each institution and purchasing decisions. Bart spoke about the hurdles they have encountered regarding how decentralized purchasing decision are made with knowledge with local and MWDBE vendors, lack of robust e-procurement system and incentives/statutory authority re-certification of MWDBE or local preference.

Larry Vierra thanked Bart for the document and presentation he prepared. He invited Bart to become a member of the Council.

V. Public Comments

Teresa Collins announced the Supplier Opportunity Fair on April 6, 2011, at Brady Industries. She gave out flyers to the Council and encouraged them to participate and invite their members.

Leonard Hamilton acknowledged the Council and said that the Nevada Business Enterprise Center would volunteer to help populate the database.

Jane Lee stated that as a small business owner, she has participated in the workshop and business summits each government entity has offered. She thinks is a good idea to have a central place where business can registered because the systems each government entity has are very different but also thinks the business owners should be making an effort to learn how to do business with the entities.

Rudy Malfabon mentioned that the plan room copies for the Nevada Department of Transportation paper copies used to be free but now there is a one time charge of \$10 dollars per bid. The Legislature gave NDOT the authority not to advertise a project less than the estimated cost of \$250 thousand or less. **Larry** asked if NDOT emails directly to the contractor. **Rudy** stated that they select three contractors above \$50 thousand and they are looking at transportation related improvements. He said he didn't know what the other entities are doing to get that type of purchasing authority or procedure through the Legislature, but it's working well for NDOT.

Kathy Rainey stated the City of Las Vegas has all their bidding on-line. They are trying to get advertising so it can be on-line rather than paying the cost to print.

Sheila Thompson announced the City of North Las Vegas is building a New City Hall and should be moving into the new building in October. She also announced that the City Expo will be held at the City Hall in October. The date for the Expo is pending so she will give more information.

Penny Marchell commented regarding the presentation of Bart Patterson but was concerned that the 32 of the academic program are being cut out. She asked to consider the dollar values when making purchasing decisions because she feels education is very important.

VI. **Adjournment:** The meeting was adjourned.

VII. **Next meeting date:** Thursday, June 23, 2011, 8:00 a.m., 1st Floor, Pueblo Room, Clark County Government Center, 500 S. Grand Central Pkwy, Las Vegas, NV 89155

With twenty-four (24) hours advance request, a sign language interpreter may be available by phoning 455-2426 or TDD 385-7486.

AFFIDAVIT OF POSTING

Notice/Agenda of the above-noted meeting has been posted per Nevada Open Meeting Law requirements at the following locations:

1. Clark County Government Center, 500 S. Grand Central Pkwy., Las Vegas, NV 89155
2. Clark County District Court Administration, 200 S. 3rd Street, Las Vegas, NV 89155
3. Regional Transportation Commission, 600 S. Grand Central Pkwy., Las Vegas, NV 89106
4. Clark County Aviation McCarran International Airport, 5757 Wayne Newton Blvd., Las Vegas, NV 89119