

Special Note: The following is a summary of the Minutes taken from the Business Development Advisory Council meeting held on October 9, 2013, and does not necessarily provide a detailed verbatim transcription of the Minutes.

## **MINUTES**

### **BUSINESS DEVELOPMENT ADVISORY COUNCIL WEDNESDAY, OCTOBER 9, 2013 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, Nevada Minority Supplier Development Council- Chair  
Jane Lee, Jadon Foods- Vice Chair  
Ernest Fountain, Black Business Council  
Jill Rowland-Lagan, Boulder City Chamber of Commerce  
Marla Turner, The Blue Nevadan

#### **Members Absent:**

Charles Ware, Professional Business Institute (excused)  
Leonard Hamilton, M.B.D.A. Business Center  
Miranda Richardson, Link Consulting (excused)

#### **Clark County Staff**

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

#### **Legal Counsel:**

Mark Wood, Clark County District Attorney's Office (Represented by Mary Ann Peterson)

#### **Guests:**

Amy Shaw, McCarran International Airport  
Don Anderson, Colorado River Coffee Roasters

**I. CALL TO ORDER**

**Dianne Fontes**, called the meeting to order on Wednesday, October 9, 2013, at 9:06 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. PUBLIC COMMENTS:**

There were no public comments.

**V. INTRODUCTION:**

The members and guest introduced themselves.

**VI. NEW BUSINESS:**

**A. Approval of the August 7, 2013 Minutes**

The Minutes were unanimously approved.

**B. Receive a Presentation from Jessica Rosman (Caesars Entertainment Group)**

Jessica Rosman's presentation to the Council was postponed until the next meeting in December.

**VII. OLD BUSINESS:**

**A. Receive a report from the following Subcommittees:**

- **Legislature- Marla Turner** reported that the Legislative Commission met and put together all of their Interim Committees. She gave handouts to the members listing the different Interim Committees and the names of the members. Marla also reported that she attended the Black and White Elected Officials Economic Forum held at the Clark County Commission and she did not expect there to be anything about BDAC. She went in support of the forum and to hear some of the challenges that are happening in the Black community. Marla said there was a lot of discussion on BDAC and RBDAC. Marla mentioned they wanted to know about certification programs, how to start up their businesses and where can they go for capital. She asked what they would like to see from BDAC. Marla stated that Commissioner Weekly said that the best thing BDAC could do is have Council members present at the Commission meetings on a regular basis and testify on bid awards and be able to give some historical background.

**Dianne** asked Adleen how the Council can get the information in advanced to participate and support the Commission. Adleen mentioned that the Wednesday before the Board of County Commission (BCC) meetings is when the posting is done. She said the first portion of the agenda is always for Purchasing, which starts with agenda item No. 3 or No. 4 and however many contracts they have whether it's awards, amendments

or bids. **Adleen** told the Council that Purchasing submits a quarterly report to the County Manager and the County Commissioners.

**Marla** asked if anyone asked about how many people bid on certain projects and how many awards has this person received in the past. **Adleen** said that prior to every BCC meeting, there is a set of briefings that run from 10:00 a.m. to 4:00 p.m. **Adleen** is at every briefing and talks about every contract that goes before the County Commissioner to comment on.

**Dianne** recommended that the Advocacy committee work with Adleen on those briefings. She said the Council will improve their communication by their newsletter or other media to say here we are and here is what we do.

- **Marketing and Public Relations** - **Marla** reported that the marketing and public relations subcommittee met on September 24, 2013, but did not take any action due to lack of a quorum. The purpose of the subcommittee meeting was to watch a presentation by the Clark County Information Technology staff regarding their capabilities in helping the Council with the newsletter. Tanya Flanagan explained how the system operates. Marla mentioned the newsletter can be customized in any way they want. For example it can say “Welcome: This is your quarterly newsletter from BDAC.” The council does not have to worry about a third-party vendor. **Marla** requested scheduling another subcommittee meeting. She would like **Miranda** to Co-Chair and then in January she can take over as Chair of the subcommittee.
- **Advocacy**– **Jill Rowland-Lagan** stated that as a new member to the advocacy committee, she was tasked with access to capital. **Jill** thinks the council can act like a clearing house to forge relationships with those receiving contracts. **Jill** said she read an article in the Business Press called She Power: Women-Owned Business a Growing Force changing the Local and National Economy where one of the business owners lists some of the microenterprise initiatives that she worked with in order to further her business. **Jill** thinks there is so much information for businesses that the Council could create a spreadsheet. **Marla** said the Council set up a google drive for the subcommittees where they share documents.

**Ernest Fountain** reported a couple of things taking place since the Legislature closed. **Ernest** mentioned that New Ventures submitted an application for 10 million dollars under the new market job field program that Assemblywoman Neal passed. **Ernest** explained the program is specific for businesses located in the low income communities, minority businesses and businesses located in rural areas. He said there are other Community Development Agencies (CDAs) that have been approved by the Treasurer’s department to participate in the program that’s Federal and they can apply also for the State. Also, **Ernest** mentioned Assemblywoman Neal approved a bill that allows the City of Las Vegas to use redevelopment agency money to create a revolving loan fund. He said New Ventures is allowed to administer about 5 million dollars of the

money to make loans in the City of Las Vegas only. They are going to be focusing on minority and women-owned businesses.

**Dianne** recommended the advocacy committee to meet and they can do the data sharing to enhance the ability for businesses have access to capital and have a section on advocacy in the BDAC newsletter.

- **Speaker Bureau- Jane** invited Don Anderson from Colorado River Coffee Roaster to talk about his business.

**Don Anderson** owns a small roasting coffee company based in Boulder City, Nevada. **Don** mentioned that he started the business with his own money because banks would not provide him financial help. **Don** said that their biggest challenge is that they are a small business. He said his son is a highly talented coffee roaster. Their goal is to satisfy the needs of their clients and that's why they work hard to produce the highest quality product. **Don** said he has been pleased in serving some of the finest restaurants that have chosen Colorado River Coffee Roasters.

#### **B. Review the Clark County Purchasing Statistics**

The members received and reviewed the purchasing stats. **Dianne** asked the Council members to go through the stats and submit their comments to see if they all come up with the same one for discussion and possible action for the next meeting.

### **VIII. PUBLIC COMMENTS**

Marla said that Tom Akers was at the Black and White Economic Forum and brought in between 25 to 30 of his graduates. She mentioned that the participants were thankful for the funding and the opportunity. The graduates even mentioned the success they had since their participation in the program. **Marla** said this brings a tremendous impact because you see how it's affecting business to grow.

**Amy Shaw** announced that on Friday, October 4, 2013, McCarran had an outreach session. They were pleased with the number of businesses that went to the session except for the construction portion, because only 40 showed up out of the 120 that signed up. She also mentioned that they are planning a Vendor Fair because there are local businesses that are not big enough to have a concession and can provide their products.

**IX. NEXT MEETING: Wednesday, December 11, 2013, 9:00 a.m., 4<sup>th</sup> Floor, Gold Room, Clark County Government Center, 500 S. Grand Central Parkway., Las Vegas, NV 89155.**

### **X. ADJOURNMENT**

The meeting was adjourned.