

MINUTES

BUSINESS DEVELOPMENT ADVISORY COUNCIL
500 S. GRAND CENTRAL PARKWAY, 4TH FLOOR
GOLD CONFERENCE ROOM & VIA WEBEX
June 8, 2022, 9:00 A.M.

Members Present:

David Eclips, Chair, McCarran International Airport
Ariel Davis, Vice Chair, Clark County School District
Ginnie Salazar, Logistical Solutions
William Covington, Clark County Community Service Specialist
TaShika Lawson, Business Centz, LLC for TaChelle Lawson
Faisal Suba, Alliance Mental Health Specialists
Laura Jane Spina, RAFI Architecture & Design

Alternates Present:

Jennie Kim, EmpowHer Planning LLC
Bedford Jackson, Independent Contractor
Kri Edholm, Kri Co Productions
Christopher Tyler, Pro Group Management

Clark County Staff

Shani Coleman, Clark County Community & Economic Development
Catherine Jorgenson, Clark County District Attorney's Office
Trudy Harper, Clark County Purchasing and Contracts
Michael Bauwens, Clark County Administrative Services

Guests

Tonita Brown, Regional Transportation Commission of Southern Nevada
Monica Coburn, Nevada Business Advisors
Ken Evans, Urban Chamber of Commerce

- I. Call to Order
David Eclips called the meeting to order at 9:04 a.m.
- II. Silent Invocation, Pledge of Allegiance
- III. Roll Call
Members introduced themselves via WebEx
- IV. Public Comments*
None
- V. Approval of April 13, 2022, Minutes
William Covington motioned to approve the minutes. Jennie Kim seconded the motion. All members were in favor.
- VI. Special Assignments
 - a. Legislation – Darby Johnson - None
 - b. Marketing and Public Relations –William Covington – there is now a shareable link in the SBOP Newsletter inviting people to read and share the newsletter. There is also a link to the BDAC meetings. When speakers are scheduled, information will be provided about the topic they will be speaking on. Clark County’s Facebook page now has a link to the BDAC Meeting. Will would like the local Chambers of Commerce added to the distribution list to the BDAC Meetings. Will wanted to thank everyone that attended Commissioner Kirkpatrick’s event.

Shani informed members that the Community & Economic Development now has a page on Linked In. Type in Clark County Community & Economic Development in search and the page should come up. It talks about Clark County and Small Business. It also announced Commissioner Kirkpatrick’s Small Business Saturday Event.
 - c. Advocacy – TaShika Lawson toured some community events, and we are seeing a helpful is for us to be very intentional in attracting new businesses and not incumbent businesses to the agencies so they will feel like they are being included with the actual messaging. Jennie said if we are targeting new businesses that have just applied for new business licenses for Clark County or the City of Las Vegas, is there a way to follow up to congratulate them on obtaining their business license and provide them with resources to further their development or other resources we can push out by email or put on one of their social media handles. How are we getting the information out that is needed? 13:05

- d. Speaker Bureau – Ginnie Salazar – Tonita Brown gave an information overview of the RISE Program provided by the Regional Transportation Commission of Southern Nevada (RTCSN). The RiSE program is designed to help connect Nevada’s small and diverse businesses to all RTC-funded transportation contracting opportunities. RTC’s goal is to award 8% of construction and 2% of professional services contracts to local small business (LSB) and/or local diverse business (LDB) firms on all RTC-funded projects. For more information, you can email them at RISE@rtcsonv.com.

VII. Small Business Opportunity Program (SBOP) Update

The following will be the Eligibility Requirements:

- Be in business for 1 year
- Have an active Clark County Business License
- Have no more than 30 Full Time employees – only W-2
- Less than \$3 Million in annual revenue
- Must have a laptop/desktop computer
- Must have an email address
- Must have Chrome/Fire Fox
- Must have Microsoft Edge Internet Browser
- Be willing to participate in all the classes

All members concurred.

VIII. SBOP Alumni & Friends Mixer

Ariel said the same agenda outline will be used having the event begin at 9:00 a.m. to Noon. Ariel asked members if they had any suggestions on topics or speakers to present this year. Suggestions can be mailed to Trudy tharper@clarkcountynv.gov. Ginnie said that Kenyatta Lewis of MGM Resorts would like to be a speaker. Ariel will reach out to her. Ariel said that last year’s presenters agreed to present again this year.

Ken Evans said that the Urban Chamber of Commerce is willing to sponsor \$500-\$1,000 for the SBOP Event. Shani deferred to legal counsel, Catherine, Catherine explained that BDAC cannot incur any costs by Clark County Code. Sponsorship would be in that realm and would be problematic. The Council thanked Ken for his generosity. Bedford said that in the past the County handled the food and members brought in drinks. Ariel asked Shani if she could check on any County funds available for the refreshments. Shani will check into that.

Ken recommended Guy from Martin Harris Construction and Glen from PENTA to be speakers. Ken will send their contact information.

IX. Informational Items

a. Announcements

Ariel announced that Hollywood Recreation Center is having a Small Business Resource Fair from 2:00-5:00 on Friday, June 10th.

Monica announced that on July 26th-29th, the Western Regional Supplier Development Council (WRSDC) is hosting a half-day Business Opportunities Connection Day. There will be a Roundtable, Panel Speakers, both corporate and government entities will be on site for matchmaking.

David announced that DOA and RTC is having their stakeholder's meeting discussing their DBE goals for upcoming projects on June 23rd from 10:00-11:00 at DOA in Commissioners meeting room on the 5th floor. David will send out the flier.

b. Business Outreach

Committed to Our Business Community is on Oct. 4th at 8:00 a.m. at the Convention Center. Free event. Vendors will have tables set up.

c. Identify emerging issues to be addressed at a future meeting

Ariel would like to have a social media account to market the event. This will be added to agenda for the next meeting. Will said we are continually improving the current resources like the SBOP Newsletter. Will added that it would be beneficial to have a Business License representative attend the BDAC meetings on a regular basis.

X. Public Comments *

Ken thanked Will for the invite. He congratulated Shani on SBOP. You can count on Urban Chamber of Commerce for support.

Tonita asked where it is posted that RBDAC or BDAC must hold outreach events like CTOBC. Is it something that must be done legally? Catherine recalls that it was a choice made by RBDAC. RBDAC is appointed by Legislature, although no requirement to host an event. David congratulated Tonita for being elected Chair for the new RBDAC term.

XI. Next meeting date: August 10, 2022

XII. Adjournment- 10:36 a.m.