

SENATE BILL NO. 182—SENATORS SPEARMAN,
WOODHOUSE, KIHUEN, PARKS AND DENIS

FEBRUARY 23, 2015

Referred to Committee on Revenue and
Economic Development

SUMMARY—Directs the Office of Economic Development to create a pilot program to encourage the growth of existing businesses in this State. (BDR S-867)

FISCAL NOTE: Effect on Local Government: May have Fiscal Impact.
Effect on the State: Contains Appropriation not included in Executive Budget.

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EXPLANATION – Matter in ***bolded italics*** is new; matter between brackets ~~omitted material~~ is material to be omitted.

AN ACT relating to economic development; directing the Office of Economic Development within the Office of the Governor to create a pilot program to encourage the growth and expansion of existing businesses that are located in this State; setting forth the goals and functions of the pilot program; making an appropriation; and providing other matters properly relating thereto.

Legislative Counsel's Digest:

1 This bill provides for the development, creation and operation of a pilot
2 program that will operate in this State from January 1, 2016, through June 30, 2019,
3 and focus its efforts on the growth of businesses already located in this State by
4 emphasizing the use of information and technology.

THE PEOPLE OF THE STATE OF NEVADA, REPRESENTED IN
SENATE AND ASSEMBLY, DO ENACT AS FOLLOWS:

1 **Section 1.** The Legislature hereby finds and declares that:
2 1. It is vital to the overall health and growth of the economy of
3 the State of Nevada to promote favorable conditions which allow
4 the expansion of Nevada businesses that demonstrate the ability to
5 grow;



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2. As a result of the extraordinary economic challenges which have been, and are, confronting the State, the public has an interest in expanding the resources of this State to stimulate investment in Nevada's economy;

3. It is the intent of the Legislature that resources be provided for the operation of the pilot program described in section 2 of this act; and

4. The purpose of the pilot program described in section 2 of this act is to stimulate investment in Nevada's economy by providing technical assistance for businesses in this State that are expanding or ready to expand.

Sec. 2. 1. The Office, in consultation with the Centers and other interested parties, shall develop, create and oversee a pilot program to stimulate Nevada's economy with a view toward providing assistance to businesses that are already located and operating in this State rather than recruiting businesses from other states to relocate in Nevada.

2. Under the auspices of the pilot program:

(a) The College of Southern Nevada, in Clark County, shall, in cooperation with the geographic information system specialist employed at the College, mentor and track businesses participating in the pilot program in Clark County. The Clark County Department of Business License will coordinate with the College to provide such data as may be necessary for the operation of the pilot program in Clark County.

(b) The Nevada Small Business Development Center, in Washoe County, shall mentor and track businesses participating in the pilot program in Washoe County. The Bureau of Business and Economic Research of the University of Nevada, Reno, will coordinate with the Development Center to provide such data as may be necessary for the operation of the pilot program in Washoe County.

(c) The College of Southern Nevada and the Nevada Small Business Development Center shall, in Clark County and Washoe County, respectively, assist businesses that are participating in the pilot program with marketing and other efforts.

3. The pilot program must include, without limitation:

(a) An analysis of businesses in this State that are ready to expand;

(b) The identification of the skilled labor that exists in this State and its potential for growth;

(c) The targeting of business sectors and occupations in this State that have demonstrated the ability to grow and stimulate the economy of the State;

(d) A focus on the utilization of existing resources;



(e) The harnessing of the academic expertise of the Centers to provide economic and market data to contribute to the diversification and growth of the economy of this State;

(f) The use of systems to map areas of this State to determine locations in which retail sales and other commerce are flourishing and locations in which retail sales and commerce demonstrate the capacity for further growth;

(g) The selection of businesses and business sectors in this State to participate in the pilot program;

(h) The elements described in subsection 2;

(i) The provision of informational and other assistance to businesses and business sectors in this State; and

(j) Such other components as the Office, in consultation with the Centers and other interested parties, determines are likely to be necessary, advisable or advantageous for the growth and development of businesses located in this State.

4. The pilot program shall, insofar as is possible, use the resources and expertise of the Centers and make available those resources and that expertise to businesses in this State for the purpose of:

(a) Developing business connections;

(b) Exchanging data and other information with and between businesses and trade associations;

(c) Creating and facilitating peer-to-peer mentoring sessions; and

(d) Providing to businesses and business sectors data and other information that is calculated or otherwise generated through the use of systems.

5. To the extent possible, the pilot program must be conducted with the goal of selecting 10 businesses, 5 each representing Clark County and Washoe County, to participate in the pilot program.

6. To qualify to participate in the pilot program, a business must:

(a) Have its principal place of business within the State of Nevada and have had its principal place of business in this State for at least 2 years;

(b) Generate at least \$100,000 but not more than \$700,000 in revenue; and

(c) Have a business plan.

7. As used in this section:

(a) "Business plan" means a written statement of a set of business goals, the reasons those goals are believed to be attainable and the plan for reaching those goals.



(b) "Centers" means all institutions of the Nevada System of Higher Education, including, without limitation, the College of Southern Nevada and the University of Nevada, Reno.

(c) "Geographic information system" means a computerized database management system for the capture, storage, retrieval, analysis and display of spatial or locationally defined data.

(d) "Office" means the Office of Economic Development within the Office of the Governor.

(e) "System" means a geographic information system.

Sec. 3. In assisting and carrying out the pilot program described in section 2 of this act, the Centers shall, without limitation, perform the following services:

1. Analyze data;

2. Ensure that businesses participating in the pilot program understand the manner in which the data so analyzed will be applied to those businesses so that the businesses may make better business decisions and understand the current business market in which they exist;

3. Mentor the businesses as to the optimum use of data received under the pilot program relative to the making of business decisions; and

4. With respect to the businesses participating in the pilot program:

(a) Track the business decisions and growth of each business over the entire period of the pilot program; and

(b) Report the data tracked pursuant to paragraph (a), at least once each 6 months, to the Office of Economic Development within the Office of the Governor.

Sec. 4. The Office of Economic Development within the Office of the Governor shall serve as a consultant to the Centers described in subsection 2 of section 2 of this act, including, without limitation, collecting and analyzing data to ensure that the data used by those Centers is uniform.

Sec. 5. There is hereby appropriated from the State General Fund to the Nevada System of Higher Education the sum of \$300,000 to allow the Centers that are participating in the pilot program described in section 2 of this act to:

1. Purchase software for a geographic information system;

2. Hire a person who is a specialist in geographic information systems to operate the geographic information system; and

3. Provide such other services as may be necessary to assist and carry out the pilot program described in section 2 of this act.

Sec. 6. Any remaining balance of the appropriation made by section 5 of this act must not be committed for expenditure after June 30, 2019, by the entity to which the appropriation is made or



1 any entity to which money from the appropriation is granted or
2 otherwise transferred in any manner, and any portion of the
3 appropriated money remaining must not be spent for any purpose
4 after September 20, 2019, by either the entity to which the money
5 was appropriated or the entity to which the money was subsequently
6 granted or transferred, and must be reverted to the State General
7 Fund on or before September 20, 2019.

8 **Sec. 7.** The pilot program described in section 2 of this act
9 must begin operating not later than January 1, 2016.

10 **Sec. 8.** 1. This act becomes effective upon passage and
11 approval for the purpose of performing any preparatory
12 administrative tasks necessary to carry out the provisions of this act,
13 and on October 1, 2015, for all other purposes.

14 2. This act expires by limitation on June 30, 2019.

