
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;



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

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

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

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

18 2. Under the auspices of the pilot program:

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

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

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

37 3. The pilot program must include, without limitation:

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

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

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

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



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

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

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

10 (h) The elements described in subsection 2;

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

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

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

21 (a) Developing business connections;

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

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

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

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

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

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

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

39 (c) Have a business plan.

40 7. As used in this section:

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



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

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

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

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

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

13 1. Analyze data;

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

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

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

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

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

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

34 **Sec. 5.** There is hereby appropriated from the State General
35 Fund to the Nevada System of Higher Education the sum of
36 \$300,000 to allow the Centers that are participating in the pilot
37 program described in section 2 of this act to:

38 1. Purchase software for a geographic information system;

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

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

43 **Sec. 6.** Any remaining balance of the appropriation made by
44 section 5 of this act must not be committed for expenditure after
45 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.



