

ASSEMBLY BILL NO. 94—ASSEMBLYWOMAN NEAL

PREFILED FEBRUARY 1, 2017

Referred to Committee on Taxation

SUMMARY—Repeals the prospective expiration of the NV Grow Program. (BDR S-217)

FISCAL NOTE: Effect on Local Government: No.
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; repealing the prospective expiration of the NV Grow Program that provides certain assistance to existing small businesses; recognizing the Small Business Development Center in Clark County and requiring the Centers in Clark and Washoe Counties to cooperatively expand the NV Grow Program; making appropriations to support the NV Grow Program; and providing other matters properly relating thereto.

Legislative Counsel's Digest:

1 Existing law directs the Office of Economic Development within the Office of
2 the Governor to create the NV Grow Program as a pilot program to provide certain
3 informational and technical assistance to existing small businesses in this State that
4 are expanding or ready to expand. (Section 2 of chapter 459, Statutes of Nevada
5 2015, p. 2681) Existing law provided a \$150,000 appropriation for the 2015–2017
6 biennium to the Nevada System of Higher Education for the College of Southern
7 Nevada to hire a geographic information technology specialist, purchase related
8 software and provide other services related to the NV Grow Program. (Section 5 of
9 chapter 459, Statutes of Nevada 2015, p. 2683) Existing law also provides that the
10 NV Grow Program expires by limitation on June 30, 2017. (Section 8 of chapter
11 459, Statutes of Nevada 2015, p. 2683)

12 **Sections 1-7** of this bill make the NV Grow Program ongoing by repealing the
13 prospective expiration of the provisions that created the NV Grow Program and
14 make conforming changes to remove the designation of the program as a pilot
15 program. **Section 1.5** of this bill designates the NV Grow Act as the short title for
16 the act that establishes the NV Grow Program.

17 **Section 3** of this bill recognizes the Small Business Development Center in
18 Clark County as a participant in the program and requires cooperation with the



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19 geographic information system specialist. **Section 3** also requires the Small
20 Business Development Centers in Clark and Washoe Counties to select the lead
21 counselor and manage the NV Grow Program jointly, including: (1) appointing the
22 College of Southern Nevada as administrator of the geographic information system;
23 (2) identifying businesses and business sectors in this State that are ready to
24 expand; (3) determining those businesses and business sectors that will participate
25 in the program; (4) identifying skilled labor in this State and its potential for
26 growth; (5) targeting business sectors and occupations in the State that have
27 demonstrated the ability to grow and stimulate the economy; (6) focusing on
28 utilization of existing resources; (7) harnessing the academic expertise of the
29 College of Southern Nevada; (8) using the geographic information systems to map
30 areas in which retail sales and other commerce are flourishing or have capacity for
31 further growth; and (9) facilitating informational and other assistance of the College
32 of Southern Nevada to businesses and business sectors, including business training,
33 monitoring marketing techniques and business mentoring. Additionally, **section 3**:
34 (1) adds business mentorship within the program as part of the resources and
35 expertise the Centers provide to businesses in this State; (2) expands the goal of the
36 NV Grow Program from serving 10 businesses to serving 15 businesses in this
37 State every year; and (3) reduces the minimum revenue threshold for participation
38 in the NV Grow Program to businesses that generate at least \$50,000 per year.

39 **Section 8** of this bill increases the appropriations to provide grants for program
40 support for business courses and allow the College of Southern Nevada to hire a
41 lead counselor. **Section 8** also requires the money appropriated by this bill to be
42 used for direct program expenditures.

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

1 **Section 1.** Chapter 459, Statutes of Nevada 2015, is hereby
2 amended by adding thereto a new section to be designated as section
3 1.5, immediately following section 1, to read as follows:

4 **Sec. 1.5.** *This act may be cited as the NV Grow Act.*

5 **Sec. 2.** Section 1 of chapter 459, Statutes of Nevada 2015, at
6 page 2681, is hereby amended to read as follows:

7 Section 1. The Legislature hereby finds and declares
8 that:

9 1. It is vital to the overall health and growth of the
10 economy of the State of Nevada to promote favorable
11 conditions which allow the expansion of Nevada businesses
12 that demonstrate the ability to grow;

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

17 3. It is the intent of the Legislature that resources be
18 provided for the operation of the ~~fpilot~~ program described in
19 section 2 of this act; and

20 4. The purpose of the ~~fpilot~~ program described in
21 section 2 of this act is to stimulate investment in Nevada's



1 economy by providing technical assistance for businesses in
2 this State that are expanding or ready to expand.

3 **Sec. 3.** Section 2 of chapter 459, Statutes of Nevada 2015, at
4 page 2681, is hereby amended to read as follows:

5 Sec. 2. 1. The Office, in consultation with the
6 stakeholders group, shall develop, create and oversee the NV
7 Grow Program ~~{as a pilot program}~~ to stimulate Nevada's
8 economy with a view toward providing assistance to
9 businesses that are already located and operating in this State
10 rather than recruiting businesses from other states to relocate
11 in Nevada.

12 2. Under the auspices of the ~~{pilot}~~ program:

13 (a) Institutions of the Nevada System of Higher Education
14 located in Clark County and the Nevada Small Business
15 Development Center in Clark County shall, in cooperation
16 with the geographic information system specialist employed
17 at the College of Southern Nevada, mentor and track
18 businesses participating in the ~~{pilot}~~ program in Clark
19 County. The Clark County Department of Business License
20 will coordinate with the College to provide such data as may
21 be necessary for the operation of the ~~{pilot}~~ program in Clark
22 County.

23 (b) The Nevada Small Business Development ~~{Center}~~
24 *Centers* located in *Clark County and* Washoe County shall
25 *each* cooperate with the geographic information system
26 specialist employed to assist businesses in Clark County that
27 are participating in the ~~{pilot}~~ program with marketing and
28 other efforts.

29 3. The ~~{pilot program}~~ *Centers, jointly, shall select the*
30 *lead counselor and manage the NV Grow Program, which*
31 must include, without limitation:

32 (a) The employment of a geographic information
33 specialist at the College of Southern Nevada who provides
34 data to clients of the stakeholders group;

35 (b) The appointment of the ~~{Nevada Small Business~~
36 ~~Development Center in Washoe County}~~ *College of Southern*
37 *Nevada* as administrator of the geographic information
38 system;

39 (c) An analysis *and identification by the Centers* of
40 businesses *and business sectors* in this State that are ready to
41 expand ~~{}~~ *and a determination of which of these businesses*
42 *and business sectors will participate in the program;*

43 (d) ~~{The identification}~~ *Identification by the Centers* of
44 the skilled labor that exists in this State and its potential for
45 growth;



1 (e) ~~{The targeting}~~ **Targeting by the Centers** of business
2 sectors and occupations in this State that have demonstrated
3 the ability to grow and stimulate the economy of the State;

4 (f) A focus **by the Centers** on the utilization of existing
5 resources;

6 (g) The harnessing of the academic expertise of the
7 **College of Southern Nevada and the Centers** to provide
8 economic and market data to contribute to the diversification
9 and growth of the economy of this State;

10 (h) The use of geographic information systems **by the**
11 **College of Southern Nevada and the Centers** to map areas of
12 this State to determine locations in which retail sales and
13 other commerce are flourishing and locations in which retail
14 sales and commerce demonstrate the capacity for further
15 growth;

16 (i) ~~{The selection of businesses and business sectors in~~
17 ~~this State to participate in the pilot program;~~

18 ~~{j}~~ The elements described in subsection 2;

19 ~~{k}~~ (j) The provision of informational and other
20 assistance **by the College of Southern Nevada** to businesses
21 and business sectors in this State ~~{}~~, **including, without**
22 **limitation, business training, nontraditional marketing**
23 **techniques and business mentoring;** and

24 ~~{l}~~ (k) Such other components as the Office, in
25 consultation with the stakeholders group, determines are
26 likely to be necessary, advisable or advantageous for the
27 growth and development of businesses located in this State.

28 4. The ~~{pilot}~~ program shall, insofar as is possible, use
29 the resources and expertise of the Centers and make available
30 those resources and that expertise to businesses in this State
31 for the purposes of:

32 (a) Developing business connections ~~{}~~ **and business**
33 **mentorships within the program;**

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

36 (c) Creating and facilitating peer-to-peer mentoring
37 sessions ~~{}~~ **for participants in the NV Grow Program;** and

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

41 5. To the extent possible, the ~~{pilot}~~ program must be
42 conducted with the goal of selecting ~~{10}~~ **15** businesses in
43 Clark County to participate in the ~~{pilot}~~ program ~~{}~~ **every**
44 **year.**



1 6. To qualify to participate in the ~~fpilot~~ program, a
2 business must:

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

6 (b) Generate at least ~~100,000~~ \$50,000 but not more
7 than \$700,000 in revenue; and

8 (c) Have a business plan.

9 7. As used in this section:

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

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

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

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

23 (e) "Stakeholders group" means a group of persons
24 interested in economic development in this State selected by
25 the Office, including, without limitation, a representative of
26 the College of Southern Nevada, the University of Nevada,
27 Las Vegas, the Urban Chamber of Commerce of Las Vegas,
28 the Las Vegas Latin Chamber of Commerce, the Valley
29 Center Opportunity Zone, the University of Nevada
30 Cooperative Extension in Clark County, Clark County and
31 incorporated cities in Clark County.

32 **Sec. 4.** Section 3 of chapter 459, Statutes of Nevada 2015, at
33 page 2683, is hereby amended to read as follows:

34 Sec. 3. In assisting and carrying out the ~~fpilot~~ program
35 described in section 2 of this act, the Centers, as defined in
36 section 2 of this act, shall, without limitation, perform the
37 following services:

38 1. Analyze data;

39 2. Ensure that businesses participating in the ~~fpilot~~
40 program understand the manner in which the data so analyzed
41 will be applied to those businesses so that the businesses may
42 make better business decisions and understand the current
43 business market in which they exist;



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

4 4. With respect to the businesses participating in the
5 ~~fpilot~~ program:

6 (a) Track the business decisions and growth of each
7 business over the entire period of the ~~fpilot~~ program; and

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

11 **Sec. 5.** Section 4.5 of chapter 459, Statutes of Nevada 2015, at
12 page 2683, is hereby amended to read as follows:

13 Sec. 4.5. The Office of Economic Development within
14 the Office of the Governor may apply for any available
15 grants, accept any gifts, grants or donations and use any such
16 gifts, grants or donations to aid the Office in carrying out the
17 ~~fpilot~~ program described in section 2 of this act.

18 **Sec. 6.** Section 7 of chapter 459, Statutes of Nevada 2015, at
19 page 2683, is hereby amended to read as follows:

20 Sec. 7. The ~~fpilot~~ program described in section 2 of
21 this act must begin operating not later than January 1, 2016.

22 **Sec. 7.** Section 8 of chapter 459, Statutes of Nevada 2015, at
23 page 2683, is hereby amended to read as follows:

24 Sec. 8. ~~H-~~ This act becomes effective upon passage
25 and approval for the purpose of performing any preparatory
26 administrative tasks necessary to carry out the provisions of
27 this act, and on July 1, 2015, for all other purposes.

28 ~~[2.—This act expires by limitation on June 30, 2017.]~~

29 **Sec. 8.** 1. There is hereby appropriated from the State
30 General Fund to the Nevada System of Higher Education:

31 (a) The sum of \$250,000 to allow the Nevada Small Business
32 Development Centers to provide such services as may be necessary
33 to assist and carry out the NV Grow Program established pursuant to
34 the NV Grow Act and to provide grants of \$25,000 each to the
35 Urban Chamber of Commerce and the Las Vegas Latin Chamber of
36 Commerce for program support for business courses.

37 (b) The sum of \$175,000 to allow the College of Southern
38 Nevada to hire a geographic information specialist to assist small
39 businesses who participate in the NV Grow Program established
40 pursuant to the NV Grow Act. Any portion of the money not used to
41 hire the geographic information specialist may be used by the
42 College to hire a lead counselor. Any money not used for these
43 purposes must be used for direct program expenditures by the
44 College, such as, without limitation, marketing tools, stipends and
45 field trips.



1 2. All money appropriated by the provisions of this section
2 must be distributed to the entities specified in paragraphs (a) and (b)
3 of subsection 1 and must be used only for the purposes specified in
4 those paragraphs and no portion of the money may be set aside,
5 distributed or otherwise committed or used for any other purpose,
6 including University indirect costs.

7 **Sec. 9.** Any remaining balance of the appropriation made by
8 section 8 of this act must not be committed for expenditure after
9 June 30, 2019, by the entity to which the appropriation is made or
10 any entity to which money from the appropriation is granted or
11 otherwise transferred in any manner, and any portion of the
12 appropriated money remaining must not be spent for any purpose
13 after September 20, 2019, by either the entity to which the money
14 was appropriated or the entity to which the money was subsequently
15 granted or transferred, and must be reverted to the State General
16 Fund on or before September 20, 2019.

17 **Sec. 10.** 1. This section and sections 1 to 7, inclusive, of this
18 act become effective upon passage and approval.

19 2. Sections 8 and 9 of this act become effective on July 1,
20 2017.

