

Committee in session at 9:00 a.m. Senator Floyd R. Lamb was in the Chair.

PRESENT: Senator Floyd R. Lamb, Chairman
Senator James I. Gibson, Vice Chairman
Senator Eugene V. Echols
Senator Norman D. Glaser
Senator Thomas R.C. Wilson
Senator Lawrence E. Jacobsen
Senator Clifford E. McCorkle

ABSENT:

OTHERS: Ronald W. Sparks, Chief Fiscal Analyst
PRESENT: Eugene Pieretti, Deputy Fiscal Analyst
Steve Robinson, Budget Analyst, Budget Division
Tom Collier, Business Manager, Carson Tahoe Hospital
Ruth Gotelli, Board of Trustees, Carson Tahoe Hospital
Bill Wright, Chairman, Board of Trustees, Nevada State Museum
Otis Harris, Southern Nevada Economic Development Council
Jacquelyne Brady, Sou. Nev. Economic Development Council
Catherine Joseph, Sou. Nev. Economic Development Council
Jack Porter, Director, Nevada State Museum
John Townley, Director, Nevada Historical Society
Carol Hawks, Governor's Alternate, Four Corners Regional Commission
Gil Flores, Coordinator, Four Corners Regional Commission
Cy Ryan, United Press
John Rice, Associated Press
Guy Shipler, Channel 2
Lee Adler, Reno Newspapers
Ed Vogel, Las Vegas Review Journal

S.B. 304 - Appropriation to Carson Tahoe Hospital to help finance construction of rooms for prisoners.

Tom Collier, Business Manager, and Ruth Gotelli, Board of Trustees, testified for Carson Tahoe Hospital.

Their figures indicate that, over a forty-year period, assuming a 70 percent occupancy, \$6,432 a year, or \$17.60 per day, is required to amortize the cost of the two prison rooms.

Senator Wilson asked what the cost would be per room for both projected costs of services as well as the \$17.60 necessary to amortize the debt. Mr. Collier replied their charge is \$135 a day for a private room, which a prisoner normally uses.

Senator Gibson asked if there was any other hospital in either Douglas or Storey counties. Mrs. Gotelli replied that there was not; Carson Tahoe serves people from Storey, Lyon, and Douglas counties.

S.B. 306 - Creates department of museums and history, and places Nevada state museum and Nevada historical society within department.

Bill Wright, Chairman, Board of Trustees, Nevada State Museum, spoke on behalf of the bill and amendments. He stated that for the past years they have been trying to find a plan to consolidate the Nevada Historical Society, Nevada State Museum, and the Lost City Museum. They have been going through a series of deals between the Board of Trustees of the Historical Society and the Nevada State Museum.

Senator McCorkle asked how many positions at the museum. Jack Porter, Director, Nevada State Museum, stated there are 22. John Townley, Director, Nevada Historical Society, stated they have 7 full-time state employees. The Lost City Museum has 3 employees and would become part of the State Museum.

Senator Gibson asked for a table of organization on this bill.

Mr. Wright commented that there is room in the State for both boards.

But Mr. Wright does not feel this is the time to consolidate them. Both institutions have private money that is earmarked for specific purposes and this causes some of the difficulties. They get a great deal of work out of the boards in both institutions, and actually they are low-cost boards. Mr. Wright continued that they have expertise in many fields, from archeology to publicity, etc. that serves on the museum and historical society boards. They have 95 percent attendance at board meetings and meet six times a year (the Museum Board); the Historical Society Board meets four times a year. Mr. Wright explained that they plan that this new board would meet at the same time they have the other board meetings. He also mentioned they would have to have one person heading both agencies.

FOUR CORNERS REGIONAL COMMISSION - Page 114 (Exhibit A)

Carol Hawks, Governor's Alternate, Four Corners Regional Commission, presented her budget. Her request from the legislature was \$50,000 in general funds to be divided in two sections; \$30,000 to pay their dues, the other \$20,000 for tourism. The operating budget is paid directly by the Four Corners Regional Commission and other contractors in Nevada.

In-State Travel - Page 115

Senator Lamb asked about the increase from \$5,600 to \$7,000 for In-State Travel. Ms. Hawks replied that the 78-79 work program was just approved by the Commission, so there will be a change in figures. Ms. Hawks said the total In-State Travel is \$6,000 in the current work program.

Out-of-State Travel - Page 115

Out-of-State Travel is \$8,800 for 1978-79. Senator Lamb asked if she anticipates more travel than in 1977-78. Ms. Hawks said yes, to some extent. She said they are trying to establish an evaluation phase for the Commission programs so they could go back to each of the applicants that have received money from the Four Corners and evaluate the actual economic impact of each particular project. They hope to be doing it this year and next, so there will be an increase in the next biennium to \$12,000.

Dues and Registration - Page 115

Senator Lamb asked about this and Ms. Hawks explained the Four Corners Commission is a true partnership between the federal government and state government in five states. As a part of that, Congress has recognized that the individual states have to have some monetary involvement and to encourage them to be as responsive to the needs of their own states as possible. As a result the federal government pays one-half of the administration costs of an office in Albuquerque, New Mexico, which coordinates for all five states on a regional basis. The states are required to pay a percentage share of the other half of those administrative costs. Nevada's share will be approximately \$30,000.

Senator Wilson asked to amplify on the foreign trade zones feasibility study. Ms. Hawks said the first phase of the study was on January 15, 1978. It is a two-phase project. First phase was to decide to see if it was in fact economically feasible for them to establish such a zone within the State. There are approximately 30 zones in the entire United States. Senator Wilson asked what a zone is. Ms. Hawks answered that a foreign trade zone enables an area to be able to be a customs bonded area; to bring in goods from other countries; to be able to assemble and distribute them; to be able to establish a place whereby people can visit to see different products from other countries without having to pay any sort of duty tax.

Senator Gibson asked if she was an employee of the State of Nevada. Ms. Hawks replied that she is an employee of the State Department of Economic Development; her title within that organization is Deputy Director for Tourism, making \$19,998. The Regional Representative is held by Gilbert Flores. He is the full-time coordinator,

and is paid by the Commission, but is responsible to the State. Mr. Flores' function is to serve as a full-time employee who works with local governments in giving them assistance in preparing their applications. Ms. Hawks explained that she reviews the projects; works with them, and discusses each project that is proposed.

Projects and Funding - Office of the Governor
Regional Planning Coordination

Since July 1, 1976, the Commission has been involved and in order to be eligible for commission program monies, each commission must send Congress a regional development plan.

Senator McCorkle stated that Bob Hill, Planning Coordinator for the State of Nevada, assured him that this planning process is not a continuing process; that they use it for such things as planning money to set up computer models which measure things like Kennecott closing down, etc. They do intend to reduce this planning money substantially after the next biennium.

Senator McCorkle asked how she "prioritizes" projects. He said the question isn't justifying each project to the Committee. The question is who should do it, local government or federal government. She stated what they plan to do on every project proposed for Four Corners funding is sit down with that applicant and also every involved state or local agency to find out if in fact this is the correct source of money; if it answers the needs of that community, or if it can afford it elsewhere with other monies.

Senator Echols asked about the total grants since the agency was funded at \$1,365,000. The total of transition quarter for Fiscal Year 1977, is \$154,000; and Fiscal Year 1978, \$876,000. He asked if that was the total. Ms. Hawks explained that up until September 30, 1978, it was \$1,566,000. She said the federal government operates on a different fiscal year, which is October 1 through September 30, and the State fiscal year is from July to June.


Southern Nevada Economic Development Council

Otis Harris, Executive Director, Southern Nevada Economic Council, said they had \$82,000 which they used for various federal projects. Jacqueline Brady, Programs Director for the Council, read the list of projects to the committee. They had five projects they had to complete: To develop an organizational structure to implement development efforts; to produce a document for an easy reference manual by identifying all of the tangible federal financing for economic development efforts; (See Attachment B) to re-establish a point of contact in the community to determine where the development opportunities are; to advise and update the overall economic development plan; to develop a system for the delivery of technical information for economic development. They completed those tasks and in addition they got approximately \$1/2 million in loans for approximately 45 new jobs in that special impact area.

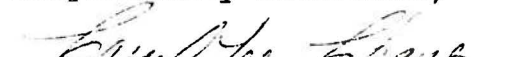
Working with the Small Business Administration and private loan institutions, they were able to obtain \$75,000 in equipment and facilities loan for a doll program; \$325,000 in building and equipment loans for "West Side Story", which is a restaurant, presently under construction, due for completion the end of this year which will result in 35 new jobs. G and W Transmission obtained a \$25,000 private investment loan for operating capital. Southwest Maintenance received a \$20,000 working capital loan. Presently they have four other applications. They have also developed a plan of action for implementation of a commercial area zone on D and Jackson Streets. They have maintained a public education program on a regular basis to inform the community on economic development and the projects underway. They also work very closely with local elected officials to determine what roles they would play logically in this development program.

Meeting adjourned at 11:00 a.m.

APPROVED:


Floyd R. Lamb, Chairman

Respectfully submitted,


Carol Lee Chavez, Secretary

A G E N D A

Senate Committee on Finance

Date Wednesday, April 4, 1979

Time 9:00 a.m. Room 231

<u>Bills or Resolutions to be considered</u>	<u>Subject</u>	<u>Counsel Requested*</u>
S.B. 304 /	Appropriation to Carson-Tahoe Hospital to help finance construction of rooms for prisoners.	
S.B. 306 /	Creates department of museums and history and places Nevada state museum and Nevada historical society within department.	
S:B. 340	Authorizes state public defender to collect certain amounts from counties for use of his services.	
	Four Corners Budget	

*Please do not ask for Counsel unless necessary.

GUEST LIST

DATE: _____

NAME	AGENCY OR ORGANIZATION
Tom Collier	Carson Tahoe Hospital
Gene
...
...
... ..	S. NED ...

FOUR CORNERS REGIONAL COMMISSION

September 1, 1978

EXHIBIT A

TECHNICAL ASSISTANCE GRANT EXPENDITURES
BY STATE AND FISCAL YEAR

NEVADA

<u>Project Name</u>	<u>Contractor</u>	<u>FCRC Grant</u>
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TRANSITION QUARTER

Regional Planning Coordination	Office of the Governor	\$170,071
Westside Development Plan	Nevada Department of Development	115,000
Westside Action Plan	Control Data Corporation	5,000
State Investment Planning	Office of the Governor	<u>45,000</u>
	Sub-Total, Transition Quarter	\$335,071

September 30, 1978

TECHNICAL ASSISTANCE GRANT EXPENDITURES
BY STATE AND FISCAL YEAR

EXHIBIT A

NEVADA

<u>Project Name</u>	<u>Contractor</u>	<u>FCRC Grant</u>
<u>FY 1977</u>		
Carson Valley Aerial Mapping	Carson Valley Cons. Dist.	\$ 79,000
Tech & Admin Support	Office of the Governor	12,000
Alamo Water Study	Alamo Sewer & Water Dist.	9,000
Ely Arts & Crafts Demo.	White Pine Council of Arts	4,150
Tech & Admin Support	Office of the Governor	<u>50,000</u>
	Sub-Total FY 1977	\$154,150

September 30, 1978

TECHNICAL ASSISTANCE GRANT EXPENDITURES
BY STATE AND FISCAL YEAR

EXHIBIT A

NEVADA

<u>Project Name</u>	<u>Contractor</u>	<u>FCRC Grant</u>
<u>FY 1978</u>		
✓ Nevada Foreign Trade Zone Feas Sty		\$ 48,424
Reg Planning Coordination		94,633
Pioche Water System Study		10,000
So Nevada Econ Dev Council		82,000
Washoe County Water Study		15,144
Nevada Tech & Admin Support		15,862
Caliente Utility Master Plan Sty		28,050
Carson City Fire Fighter Trn Fac		170,360
Econ Dev of Indian Elderly on Reserv		104,898
Seismic Hazard Mitigation Prog & Plan		29,554
Pinon-Juniper Prod Market Feas Sty		19,054
Nev Cont Comp Econ Dev Plan Prog		66,243
Gabbs Water System		18,000
Gerlach Water Rehabilitation		36,665
White Pine County Econ Develop		100,000
Mineral County Public Works Imp		<u>38,047</u>
	Sub-Total FY 1978	\$ 876,934

September 30, 1978

SUPPLEMENTAL GRANT EXPENDITURES
BY STATE AND FISCAL YEAR

EXHIBIT A

NEVADA

<u>Fiscal Year</u>	<u>Project Name</u>	<u>Basic Agency</u>	<u>FCRC Grant</u>
<u>1977</u>	Tuscarora Water Impr.	FHA	\$ <u>5,500</u>
<u>1978</u>	Alamo Sewer & Water Improvement	FHA	\$ 138,200
	Tuscarora Water Improvement	FHA	<u>34,600</u>
	Sub-Total, FY 1978		\$ <u>172,800</u>

RECAPITULATION

1977	\$ 5,500
1978	<u>172,800</u>
Grand Total	<u>\$ 178,300</u>

Office of the Governor
Regional Planning Coordination

T/A

\$170,071

Contract with Governor's Office of Planning Coordinator to develop the mechanisms needed to give Nevada an efficiently operating economic development planning process and to implement other mechanisms to resolve some of the State's key development issues.

Nevada Department of Economic Development
Westside Development Plan

T/A

\$115,000

Contract with Westside Comprehensive Community Economic Development for the development and implementation of an Overall Economic Development Plan for the West Las Vegas black area. This plan and its implementation will increase the employment, increased employment variety, better housing, increased industry and more accessibility to federal funding.

Nevada Department of Economic Development
Westside Development Plan
(Control Data Corporation)

T/A

\$ 5,000

Contract with the Westside Comprehensive Community Economic Development to be incorporated into the present contract. Purpose, to interview persons in the Las Vegas area regarding joint action committee of different racial and ethnic backgrounds to plan and lead implementation to correct problems in the West Las Vegas area.

Office of the Governor
State Investment Planning

T/A

\$45,000

This contract with the Department of Economic Development was to provide the necessary personnel, materials, travel and facilities to establish and maintain continuing and effective liaison between the Commission and the State of Nevada.

Carson Valley Conservation District
Carson Valley Aerial Mapping

T/A

\$79,000

Contract with Carson Valley Conservation District to do photographic mapping on a scale of 1" = 400' of irrigated lands within the Carson Valley to supply local, county, state and federal officials with sufficient detail to formulate needed alternatives for planning of the Carson Valley River System.

Office of the Governor
Technical and Administrative Support

T/A

\$12,000

Contract with Department of Economic Development. Increased funding for fiscal year to continue to provide necessary personnel, materials, travel and facilities to establish and maintain continuing and effective liaison between the Commission and the State of Nevada.

Alamo Sewer and Water District
Alamo Water Study

T/A

\$9,000

Contract with Alamo Sewer and Water District to do preliminary engineering report to evaluate water facilities in
... and construction

could be implemented in the future.

EXHIBIT A

White Pine Council of Arts
Ely Arts and Crafts Demonstration

T/A

\$4,150

Contract with White Pine Council of Arts and Humanities to demonstrate the use of indigenous clays and glazes in the craftsmanship program. To acquire equipment to test and develop the natural resources of the area.

Office of the Governor
Technical and Administration Support

T/A

\$50,000

Contract with Department of Economic Development for FY-77-78. To provide the necessary personnel, materials, travel and facilities to establish and maintain continuing and effective liaison between the Commission and the State of Nevada.

Latin Chamber of Commerce
Foreign Trade Zone Feasibility Study

T/A

\$48,424

Contract with the Latin Chamber of Commerce. A U.S. Foreign Trade Zone is an enclosed area physically located in the United States, but is considered outside U.S. Custom's Territory, however under Custom's Supervision. The study is designed to show that by developing a Foreign Trade Zone in Nevada there will be an increase in jobs, commerce and products in the State. That imports from foreign countries, such as Latin America, Japan, Phillipines and Spain can be increased and that new warehousing and light industry can be brought into Nevada.

Office of the Governor
Regional Planning Coordination

T/A

\$ 94,633

Contract with Governor's Office of Planning Coordinator.

A continuation of previous contract for the identification and analysis of problems within the State and the Resources available to solve the problems. To establish comprehensive economic development to plan the future growth of the State.

Lincoln County Commission
Pioche Water System Study

T/A

\$10,000

Contract with Lincoln County Commission to assess the existing problems in Pioche and Caselton regarding a deteriorating water system. Study will provide data, documents and research necessary for long range planning in connection with the development of water supplies and systems for the community.

Southern Nevada Economic Development Council
Westside Comprehensive Community Economic Development Plan
(Continuation of Project)

T/A

\$82,000

Contract with Southern Nevada Economic Development Council Inc. A continuation of the work completed under contract with Westside Comprehensive Community Economic Development Plan, and to implement the Overall Economic Development Plan. The process will leverage city, state, county and federal resources with private capital and resources for the creation of jobs for the resident population thereby improving the economic base of the "Westside Community".

Nevada Division of Water Planning
Washoe County Water Study

T/A

\$15,144

Contract with Nevada Division of Water Planning.

FCRC	\$15,144
Water Resource Council	7,500
Nev. Div. of Water Planning	7,500
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EXHIBIT A

Total project cost \$30,144

The project will assess the future water requirements of Washoe County and will investigate ways of easing the water shortage in the area. Supplemental water supply sources will be investigated and also water conservation procedures will be studied by land use and economic projection.

State Department of Economic Development
Technical and Administrative Support

T/A

\$15,862

This contract with the Department of Economic Development was to provide the necessary personnel, materials, travel and facilities to establish and maintain continuing and effective liaison between the Commission and the State of Nevada.

City of Caliente
Caliente Utility Master Plan

T/A

\$28,050

Master Plan for the City of Caliente to evaluate and assess the city's present and future growth patterns. Evaluate the water, sewer and flood systems and suggest ways to rectify areas of need.

Nevada State Fire Marshal
Carson City Fire Department and
Multi-County Training Facility

T/A

\$170,360

E X H I B I T A

Submitted by the Nevada State Fire Marshal. A training facility to simulate and evaluate fire protection and preventive action measures related to life, safety and property protection. Facility will be made available to all counties.

Nevada Inter-Tribal Council
Cultural Enrichment and Development
for Indian Elderly on Reservations
in Nevada

T/A

\$104,898

Submitted by the Inter-Tribal Council. Will give the Indian elderly the opportunity to become substantially more financially independent by marketing their unique arts and crafts.

Governors Office of Planning Coordination
Seismic Hazard Mitigation Program

T/A

\$29,554

Submitted by Governor's Office of Planning Coordination. This program is to survey, review and make recommendations regarding earthquake hazard mitigation procedures and earthquake damage contingency planning within Nevada.

Nevada Division of Forestry
Pinyon-Juniper Products Market
Feasibility Study

T/A

\$19,054

E X H I B I T A

Submitted by the Division of Forestry. Determine the economic feasibility of producing and marketing structural board products from Pinyon-Juniper in White Pine County, Nevada.

Governor's Office of Planning Coordination
Economic Development Planning Process Project

T/A

\$66,243

Submitted by the Governor's Office of Planning Coordination. Institutionalize an economic development planning process to the Executive Branch of the State's key economic issues and coordinate the allocation of its resources.

City of Gabbs
Gabbs Preliminary Water System

T/A

\$18,000

Submitted by the City of Gabbs. Collect data on water rights, inventory of existing water systems and evaluate alternatives for a storage and distribution system.

Washoe County
Gerlach Water Rehabilitation Project

E X H I B I T A

T/A

\$36,665

Submitted by Washoe County. Additional water service to adequately handle an expanding tourism industry as well as improving the distribution to the retirement community.

White Pine County Development Corporation
White Pine County (Ely) Economic Development

T/A

\$100,000

Submitted by White Pine County Development Corporation. Feasibility study and implementation for industrial development and diversification.

Mineral County
Mineral County Public Works
Investigation and Pre-Design Engineering

T/A

\$38,047

Submitted by Mineral County. Prepare a pre-design report detailing the design criteria, design and construction recommendation, mechanics of system or facility operation, preliminary drawings for Mina, Luning and Hawthorne Industrial Park water supply.

Elko County
Tuscarora Water District

E X H I B I T A

S/G

\$40,100

Contract with County of Elko, Tuscarora Water District.

FCRC	\$ 40,100
FmHA Grant	34,000
FmHA Loan	34,000
Local	13,500

Total project cost \$121,600

Construction and repair of the existing water system in Tuscarora. Construction of spring water collection system, storage tank, new mains, valves and 4 new fire hydrants.

City of Alamo
Alamo Sewer and Water Improvement District

S/G

\$138,200

Contract with Alamo Sewer and Water District

FCRC	\$138,200
FmHA Grant	194,800
FmHA Loan	400,000

Total project cost \$733,000

Project is the result of a previous Pre-Design Study funded by Four Corners Regional Commission. The Supplemental Grant is an implementation of that study. Grant will construct diversion box at Ash Springs, construct hypochlorinator, booster station, new mains, 49 new meters, head tank and 200,000 gallon storage tank.

Latin Chamber of Commerce
Foreign Trade Zone Application Phase II \$59,522

T/A

Contract with Latin Chamber of Commerce.

FCRC	\$59,522
Latin Chamber	20,067
In-Kind	2,650

Total project cost \$82,239

This phase will direct the Latin Chamber of Commerce in its application for a Foreign Trade Zone and its implementation. Minor changes in the scope of work in Phase II are: to seek financial commitments for the zone and coordinate with the county with the Federal Foreign Trade Zone board.

City of Wells
Water Analysis and Study \$ 14,400

T/A

Contract with the City of Wells

FCRC	\$14,400
Division of Water Planning	2,000

Total project cost \$16,400

Analyze and define Wells' need to its water supply and distribution system. Help anticipated growth, fire protection and lower Wells' operation and maintenance costs. Wells will seek funding to finance improvements with local share by either assessments or revenue bonds.

County of Esmeralda
City of Goldfield Water Study \$18,200

T/A

Contract with Esmeralda County

FCRC	\$18,200
Esmeralda County	800

Total project cost \$19,000

Engineering study of the City of Goldfield of existing water system, inventory of existing facilities and recommendations to correct deficiencies. Esmeralda will seek funding to finance improvements with FmHA Loan and Grant, HUD, FCRC and local revenue or general obligation bonds.

SOUTHERN NEVADA ECONOMIC DEVELOPMENT COUNCIL

900 W. BONANZA ROAD/SUITE A • LAS VEGAS, NEVADA 89106 • (702) 647-3110

The following is an overview of the Southern Nevada Economic Development Council activities to date relative to two Four Corners Regional Commission funded grants SNEDC has participated in.

The first was a sub-contract with the State of Nevada for a grant received by the State from the Four Corners Regional Commission in the amount of \$115,000. SNEDC was subcontracted TO DEVELOP A PLAN OF ACTION FOR THE WESTSIDE COMMUNITY OF METROPOLITAN LAS VEGAS.

A plan of action for the community was developed. Furthermore, a 200 page Overall Economic Development Plan (OEDP) document was prepared for submission to the U. S. Dept. of Commerce, Economic Development Administration. As a result, the area was designated a "Special Impact Area" in December, 1977. Generally it takes three years of effort to receive that designation. The Special Impact Area designation was achieved in six months, and was the only such designation made by the federal government in 1977.

The group did not stop there. In addition, with these sub-contracted monies the following was accomplished.

1. A Land Use Plan for the redevelopment and complete revitalization of the "D" and Jackson Street Area was completed, and later approved by the Clark County Regional Planning Council.

2. All documentation and necessary action was taken to establish, through the Small Business Administration, a 502 Loan program generally known as a "Local Development Company" program. Additionally, three loans were packaged by the Business Development Department staff of the organization:

.. Cheyenne Auto Parts - \$225,000 loan for building.

.. Love's Cocktail Lounge - \$100,000 remodeling loan. As a result business improved by 500 percent. Surrounding businesses realized a business increase of from 75 to 100 percent as a result of this remodeling.

.. California Fashions, a \$15,000 inventory loan.

3. A skills bank study to determine available work force potential in the area was completed.

ATTACHMENT I

E X H I B I T B -

4. An Investment workshop was held to acquaint both potential business entrepreneurs and banking institutions with the potentials of the area.

5. Incorporated the organization under the name of Southern Nevada Economic Development Council to continue efforts for economic development in the area.

6. Instituted the "City Spirits" program to involve the cultural aspect of the community in the growth process. This program is now administered by the City of Las Vegas, funded by the National Endowment for the Arts, and directed by a former staff member.

7. Held community participation meetings to acquaint the residents of the area with the potentials for growth and development. As a direct result of these meetings the community developed a positive attitude toward improving the plight the community had been in for the past fifteen years.

In February, 1978 SNEDC was directly funded for the first time, by a grant from the Four Corners Regional Commission in the amount of \$82,000 to accomplish the following.

1. Develop an organizational structure to implement development efforts.
2. Produce a document that would be an easy reference manual for identifying all potential federal financing for economic development efforts.
3. Establish a point of contact in the community to determine land and development opportunities.
4. Revise and update the entire Overall Economic Development Plan, a yearly requirement of the federal government. This included identifying and reviewing more than thirty proposed projects and setting priorities for implementation.
5. Develop system for the delivery of technical information for economic development, and implement that system on a small scale.

The above five tasks were completed, and, in addition, the following activities were undertaken with the grant monies.

1. Received the designation and was designated the responsible organization for the implementation of a Comprehensive Economic Development Strategy for the area. This was one of thirty-eight such designations in the nation, the only Special Impact Area, and SNEDC was the only private non-profit organization given the responsibility for developing the strategy.

This important designation, as well as responsibility, was given to SNEDC only five months after its incorporation by the federal government because of the track record for accomplishment during its short history.

This designation has opened the way for millions of dollars to be earmarked for economic development projects within Southern Nevada. These programs are designed to create long term jobs with large scale tax benefits to the community.

2. The Business Development staff of SNEDC packaged four loans through both the SBA 502 program and private financing totalling nearly one half million dollars and many new jobs.

1. Candy Cuties, a \$75,000 equipment and facilities loan.

2. Westside Story, a \$325,000 building and equipment loan presently under construction, which will result in approximately thirty-five jobs upon completion in approximately June, 1979.

3. G & W Transmission, obtained a \$20,000 private investment loan for operating capital.

4. Southwest Maintenance, a \$20,000 working capital loan.

3. Developed a plan of action for the implementation of the revitalization of "D" and Jackson Street that is presently awaiting funding through the U. S. Department of Housing and Urban Development.

4. Maintained a continuing public education program including a radio program, periodic newsletters, a speakers bureau and the inclusion of regular items for the Westside newspaper on economic development.

5. Briefed local community groups, as well as public officials, on economic development activities and opportunities.

6. Assisted City Spirits program in both an advisory capacity and staff support activities.

7. Assisted rural communities with economic development strategies and assistance.

1. Traveled on several occasions to Ely, Nevada to meet and consult with community leaders and organizations to determine possible solutions at no cost; and,

2. Assisted a Four Corners Regional Commission funded project (Grubstake Pottery) with technical information, marketing assistance, and administrative advice. This assistance is on-going to the present time at no cost to the program.

3. Met with Yerington, Nevada community representative, Mr. Bob Menister to develop economic development strategies and identify potential funding sources. This assistance was stopped at the request of the State Department of Economic Development.

4. Assisted the State Department of Economic Development in areas of contact with potential industrial investors into all portions of Southern Nevada, obtaining technical information regarding funding sources, preparing narrative reports for presentation to both State governmental agencies and Four Corners as well as preparing reports for industry being solicited by the State Department of Economic Development.

SNEDC has a total professional staff of nine, with a clerical and bookkeeping support staff of four. At no time has this professional staff exceeded this number. Each staff member has at least two areas of expertise in various fields relative to the economic development efforts. Included are urban, demographic and general planning, business development, governmental programs and affairs, architecture, project implementation, community development, and program management.

SNEDC staff are also involved with developing the following brick and mortar activities in the Special Impact Area. Included are: land banking for further industrial development; land development for use by industries locating in the area; international trade development; incubator space development; development of financial institutions for the area.

In addition, the Business Development staff is presently processing four loan packages totalling nearly one-half million dollars for businesses to be located within the SIA.

TRADE MART AS AN ECONOMIC DEVELOPMENT TOOL
FOR LAS VEGAS

CONCEPT: This is to propose the development of a trade mart within the greater Las Vegas metropolitan area. The trade mart will stimulate additional visitors to Las Vegas and thus enhance the local business community. As an export trade mart, the facility will concentrate on foreign buyers.

**ECONOMIC
BENEFIT TO
LAS VEGAS:**

- * brings additional \$48,000,000 to Las Vegas annually (based on the assumption of 200,000 visitors per year with an average stay of four days and an estimated expenditure of \$60.00 per day per person)
- * provides additional incentives for people to visit Las Vegas
- * creates a demand for mid-week hotel/motel rooms
- * brings businessmen on expense accounts to the area
- * Trade marts are self-sufficient operations. Major trade marts in various cities usually are privately owned and operated for profit.

E X H I B I T B

- * Spin-offs from the trade mart could include:
 - * the expansion and relocation of manufactures and distributors
 - * the demand for hotel/motel accomodations
 - * the expansion of local businesses
 - * the expansion of supporting facilities (i.e. banks, restaurants, tourist services, etc.)
 - * an increased tax base

- LAS VEGAS IS:
- * a prime destination for foreign visitors and business executives
 - * an international city. On a 24 hour basis, it offers the finest entertainment, conventions, trade shows, world marketing facilities and all types of recreation
 - * an international port of entry. In 1978, 124,579 passengers went through the custom services office at McCarran International Airport. However, the numbers of foreign visitors far exceed this figure. The Convention Authority estimated over 11 million visitors with 6% as foreign visitors. A conservative estimate indicates Las Vegas was visited by over 660,000 foreign visitors in 1978.

- * McCarran International Airport, in 1978, handled 346 scheduled flights plus an unlimited number of charter flights. Currently, 13 airlines come to Las Vegas. By the end of 1979, McCarran International Airport will expand to 20 airlines.
- * 1973 - Las Vegas was recognized as a World Trade Center area by the World Trade Centers Association.
- * 1976 - Las Vegas had 36,245 first class hotel rooms. Projections show that in 1980 it will have 49,000 rooms and by 1985, an estimated 55,000 rooms.
- * 1977 - 417,090 people attended conventions in Las Vegas, contributing an estimated value of \$108,388,380 in convention business.
- * Las Vegas Convention/Visitors Authority regularly holds large trade shows. For example, the 1978-1979 bookings include:

Electronic Industries Trade Show

National Automobile Dealers Trade Show

**FINANCING
ALTERNATIVES:**

Southern Nevada Economic Development Council has the mechanism for receiving federal dollars for the creation of the trade mart.

E X H I B I T B

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Through SNEDC, Inc., federal grants could be applied for:

- a) the feasibility study for the trade mart,
- b) off-site improvements,
- c) parking facilities, and/or
- d) planning, designing and constructing costs.

SNEDC, Inc. will participate in a joint venture with land owners.

Current management with extensive experience in setting up exhibition shows would manage the facility. This management process would be in co-operation with the Downtown Progress Association and their projected activities.

LAS VEGAS CONVENTION CENTER

- * Size: 785,000 sq. ft.
- * Estimated construction cost: \$41 million
- * Tax: \$729,000
- * Estimated number of employees: 130
- * Estimated average employee salary: \$15,000 annually
- * Total employee salary: \$1,950,000 (\$15,000 x 130)
- * Employee related economic impact: \$4,875,000
((\$1,950,000 x 2.5))
- * 1977 - Conventions held: 352
- * 1977 - Delegates: 417,090
- * 1977 - Revenue: \$108,388,380

FOR EXAMPLE: Las Vegas Trade Mart will

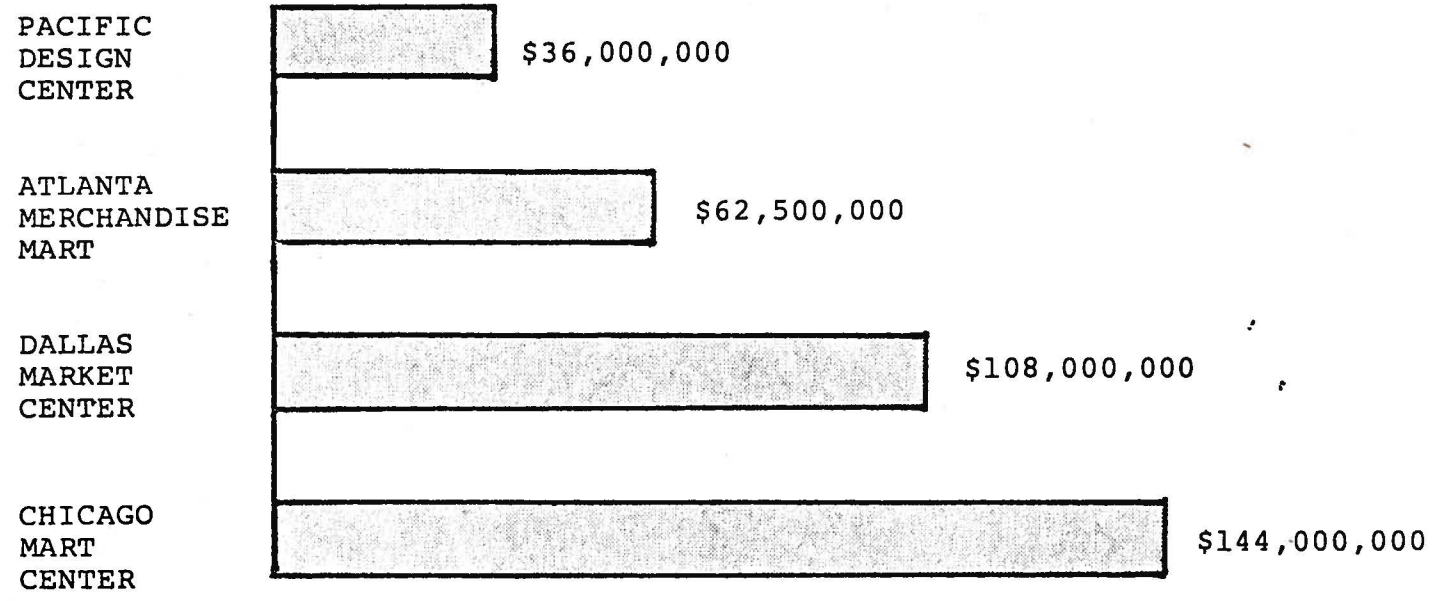
- * Size: 750,000 sq. ft.
- * Construction cost: \$29.3 million (1980)
- * Building cost: \$64.4 million (1980)
- * Total leasable space: 550,000 sq. ft.
- * Rent/lease: \$18.00 per sq. ft. annually
- * Lease income: \$9,900,000 annually (\$18 x 550,000)
- * Number of jobs created: 600
- * Average employee salary: \$18,000 annually
- * Total employee salary: \$10.8 million (\$18,000 x 600)
- * Employee related economic impact: 27 million
(10.8 x 2.5)
- * Estimated number of professional buyers: 200,000
- * Estimated buyers impact: \$48,000,000
- * Estimated sales volume: 100 million
- * Trade marts are supportive of conventions and corporation meetings.

(Data based on statistics of Pacific Design Center,
Los Angeles, CA)

REGIONAL TRADE MARTS



1978 EXPENDITURE BY TRADE MART VISITORS



* \$60.00 x 4 days x number of visitors

EXPANSION & GROWTH OF TRADE MARTS

		OPEN	EXPANSION/ ADDITION
CHICAGO	MERCHANDISE MART	1930	
	APPAREL CENTER/ EXPOSITION CENTER		1977
DALLAS	DECORATIVE CENTER	1955	1958
	HOME FURNISHING MART	1957	1958
	TRADE MART	1959	1978
	MARKET HALL	1960	1963
	APPAREL MART	1964	1979
	WORLD TRADE CENTER	1974	1979
ATLANTA	MERCHANDISE MART	1961	1968
	APPAREL MART		1979

E X H I B I T B

PACIFIC DESIGN CENTER
LOS ANGELES, CALIFORNIA

Home and Contract Furnishings

Furniture, Carpeting, Floor coverings, Lighting,
Gifts and Accessories

Developer: Sequoia Pacific

Architects: Gruen Associates
Cesar Pelli, Chief in Design

Size: 16 acres

Total Floor Space: 750,000 sq. ft.

Number of Buildings: one

Number of Showrooms: 175

Parking: 9 acres of surface parking

Number of parking spaces: 1150 cars

Building Size: 530 ft long by 245 ft wide by 130 ft tall
6 stories

Number of visitors per day: 2000

Number of jobs generated by the facility: 600

Estimated sales volume in 1978: 100 million

Supporting facilities: bank, restaurant, etc.

E X H I B I T B

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ATLANTA MERCHANDISE MART
ATLANTA, GEORGIA

Merchandise Mart, Apparel Mart

Home furnishings, floor coverings, apparel, gifts,
decorative accessories

Developer: John C. Portman, Jr.

Size: Merchandise Mart:

Total floor space: 2 million sq. ft.

22 stories

40 wholesale markets and trade
shows annually

Number of professional buyers visiting in 1978: 250,000

Mart visitor's economic impact: \$62,500,000

(\$60 x 4 days x 250,000 persons)

Total economic impact: \$140,625,000 (\$62,500,000 ÷ 20%)

Apparel Mart:

Under construction

Cost: \$41 million

Number of Showrooms: 1000

Building Size: 7 stories

Supporting Facilities: restaurant, etc.

The Atlanta Trade Mart is responsible for twenty percent of the
city's convention business.

THE CHICAGO MART CENTER
CHICAGO, ILLINOIS

Merchandise Mart, Apparel Center & Exposition Center

Home furnishings, women's apparel, children's apparel,
men's apparel, boy's apparel, gifts, floor coverings,
contract furnishings, drapery, etc.

Developer: Merchandise Mart owners

Size: Total floor space: 6.5 million sq. ft.

Number of Buildings: Two

a. Merchandise Mart

b. Apparel Center/Expo Center

Number of Showrooms: 1800

Building Size: 2 entire city blocks

18 full floors and a tower of 25 stories

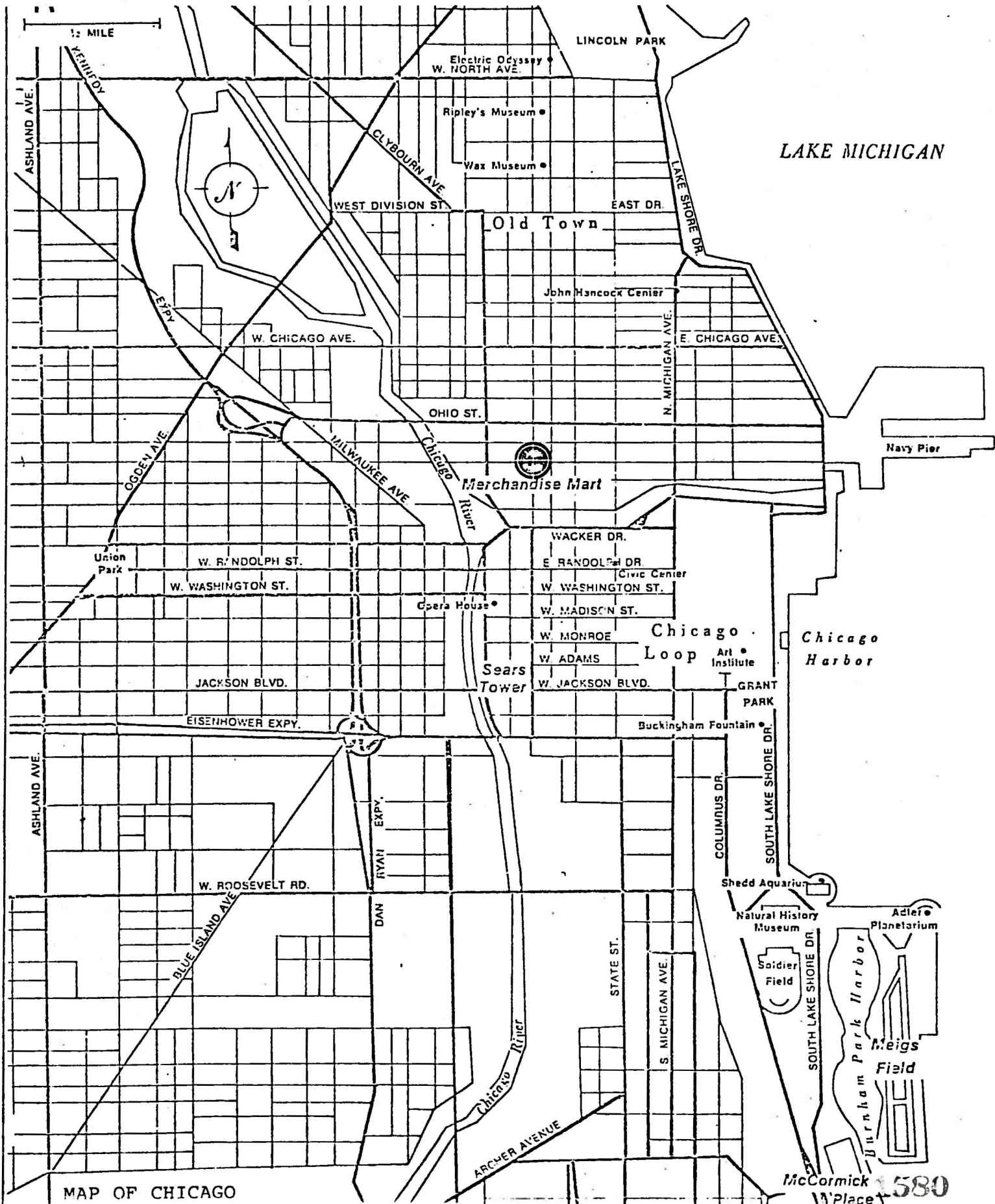
Number of Professional Buyers visiting in 1978: over 600,000

Number of Jobs generated by the facility: 20,000+

Number of persons working for

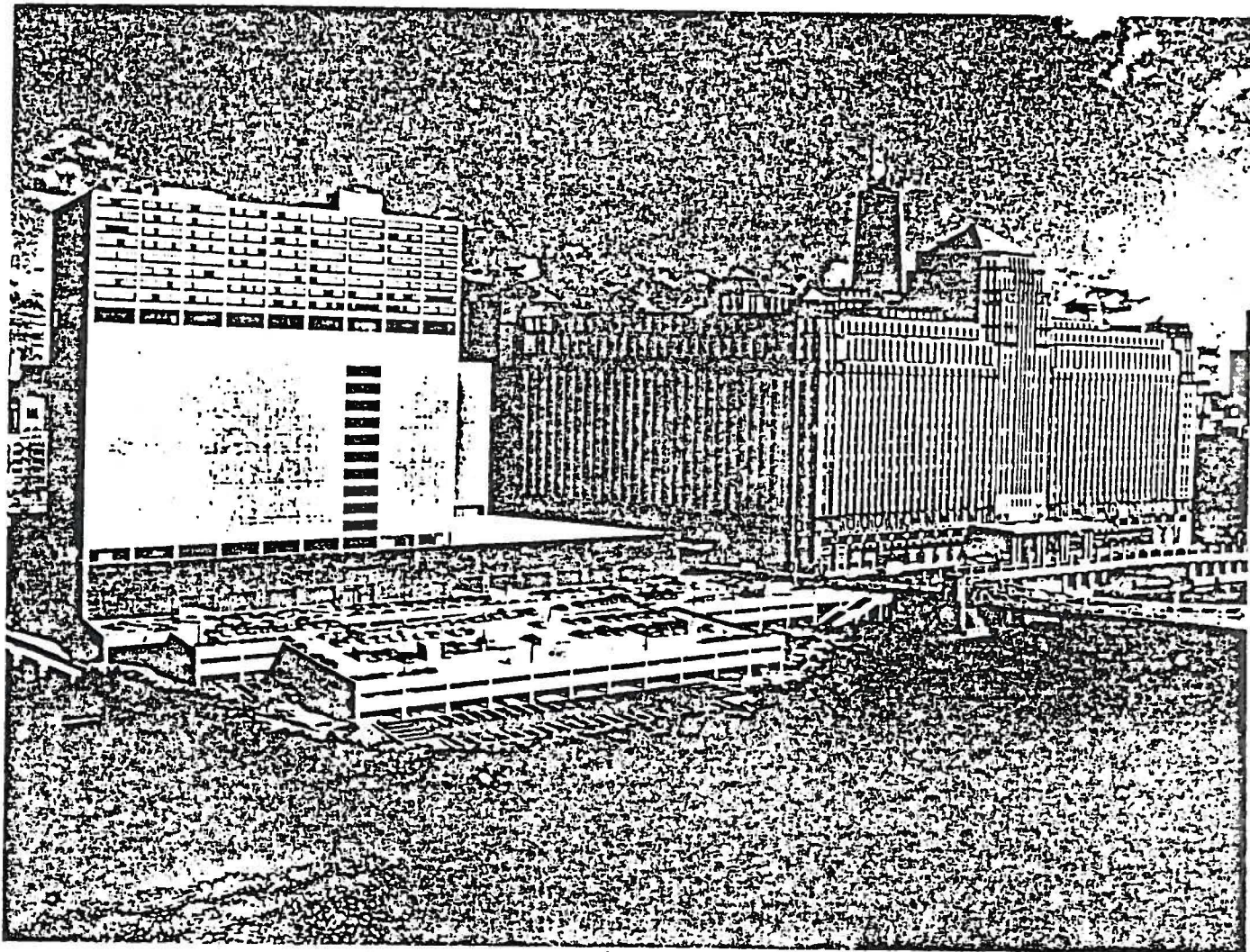
special temporary shows: 60,000+

Supporting Facilities: dental care, podiatrists, medical center,
restaurants, florists, tailors, health food,
candy stores, news stands, clothing stores,
hair stylists and barbers, full-service
printers, jewelry stores, insurance agency,
U.S. Postal Service Branch, travel agencies,
car rental services, etc.



MAP OF CHICAGO

McCormick Place 580



CHICAGO MERCHANDISE MART/APPAREL CENTER

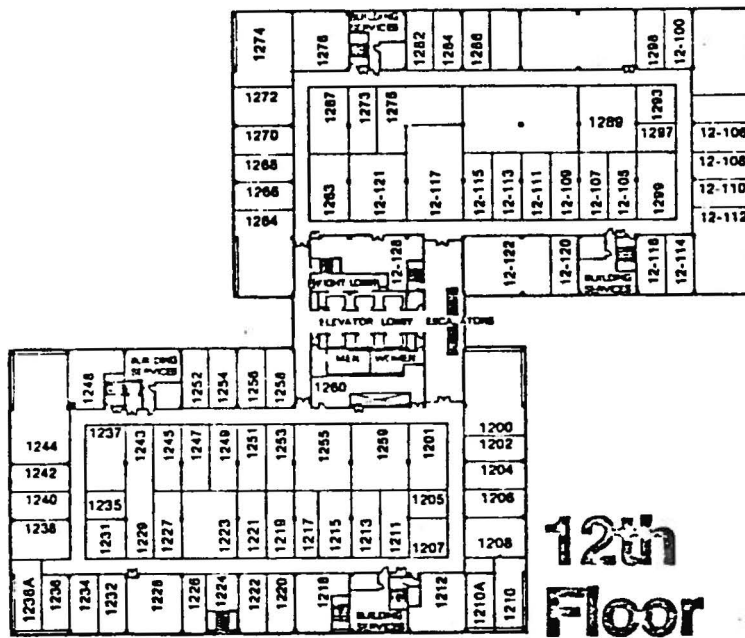
THE WORLD'S BIGGEST BUYING CENTER

The Merchandise Mart showrooms are open MONDAY through FRIDAY, fifty two weeks a year, with personnel in attendance. Here buyers select merchandise gathered from all corners of the earth, and are able to shop leisurely with never a thought of outside weather conditions.

FLOOR	
18	FLOOR COVERINGS • BEDDING • FURNITURE
17	FURNITURE • BEDDING • CONTRACT FURNITURE
16	FURNITURE • CONTRACT FURNITURE
15	GIFTWARES • GLASSWARE • CHINA • SILVER • WALL DECOR • LAMPS • ACCESSORIES • ANTIQUES
14	GIFTWARES • GLASSWARE • CHINA • SILVER • WALL DECOR • LAMPS • ACCESSORIES • HOUSEWARES
13	CURTAINS • DRAPERIES • FLOOR COVERINGS • FABRICS • CONTRACT FURNISHINGS
12	LAMPS • FURNITURE • ACCESSORIES • CONTRACT FURNITURE • FURNISHINGS
11	CONTRACT FURNITURE • FURNISHINGS • FURNISHERS • FABRICS • WALL COVERINGS
10	FLOOR COVERINGS • TEXTILES • CONTRACT FURNITURE
9	CONTRACT FURNITURE • FURNISHINGS • FURNISHERS • FABRICS • WALL COVERINGS
8	MEN'S AND BOYS APPAREL • OFFICE OF THE MERCHANDISE MART • BUYER SERVICE DEPT
7	OFFICES
6	RESIDENTIAL AND CONTRACT FURNITURE • FABRICS • LAMPS • WALL AND FLOOR COVERINGS
4	APPAREL • TOYS • HOUSEWARES • OFFICES
2	RETAIL STORES • RESTAURANTS • M & M CLUB • CONTRACT FURNISHERS • ELEVATED STATION
LOBBY	1 RETAIL STORES • BANK • POST OFFICE • RESTAURANTS • DRUG STORE
LOBBY EAST	1 GIFTWARES

a sectional view of the World's Biggest Buying Center with general headings of the various lines of merchandise available on each floor

CHICAGO MERCHANDISE CENTER DIRECTORY



12th Floor

APPAREL CENTER/CHICAGO
TYPICAL FLOOR PLAN

DALLAS MARKET CENTER
DALLAS, TEXAS

Trade Mart, Homefurnishings Mart, Market Hall, Decorative Center
and World Trade Center

7,000 lines of furniture, gifts, decorative
accessories, 8,200 lines of wearing apparel and
accessories

Developer: Trammell Crow

Size: 135 acres

Number of buildings: 6

Total floor space: 4,895,000 sq. ft.

Total floor space
(to be expanded to
by Oct. 1979): 7.2 million sq. ft.

Parking space: 10,000 spaces

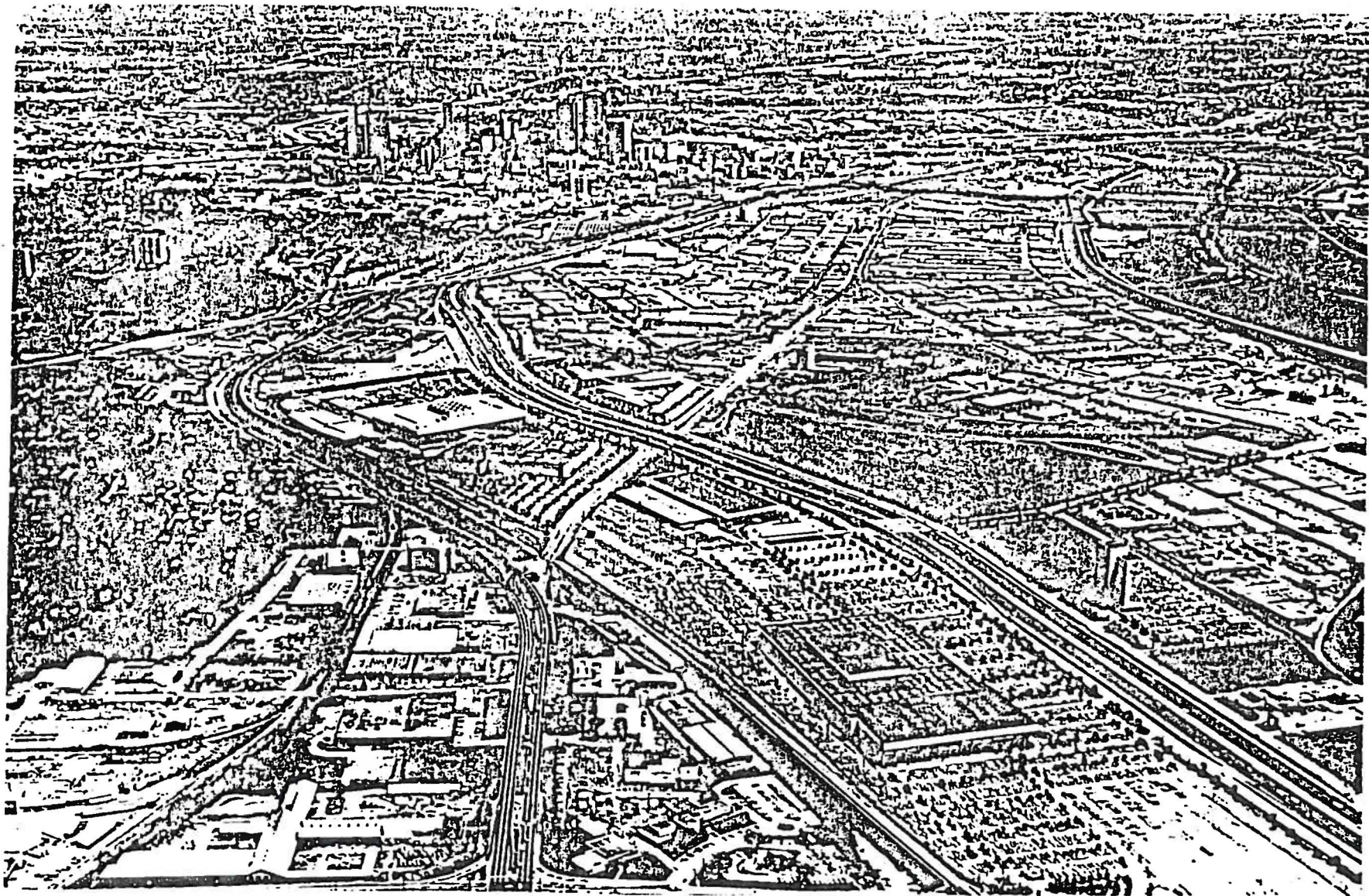
Parking acreage: 83 acres

Number of professional buyers visited in 1978: 450,000+

Number of trade shows held annually: 27

Estimated merchandise sales in 1978: \$5 billion

Supporting Facilities: restaurant



DALLAS MARKET CENTER

E X H I B I T , 8

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Dallas: Why buyers attend markets.

Hotel/Motel Assistance

For hotel reservations prior to market, call toll free on our hotel WATS line: 1-800-492-6618 (in Texas) or 1-800-527-2730 (outside Texas). During market a representative of the Dallas Hotel/Motel Association will be located in the Homefurnishings Mart lobby.

Opening January 2, 1979, Loews Anstole Dallas Hotel, across the street from the Dallas Market Center, at Industrial and Stemmons, is now accepting reservations beginning January 16, 1979. (Note: Homefurnishings Market II sold out!) Contact: Karen Misner, at 214/748-1200

Transportation

SURTRAN bus service is available to and from D/FW Airport. During market cabs are available at Market Center buildings.

Courtesy Buses

The DMC provides free bus service between the Market Center buildings and downtown Dallas as well as motels immediately adjacent to the Center. Many other hotels and motels offer their own shuttle service to accommodate buyers during the market.

Parking

7600 free parking spaces on 83 acres plus two 500-car parking garages on site. More parking space than any other market center in the world.

Buyer Information Booth

Informed market ladies staff the Buyer Information Booth on the first floor of the Trade Mart to assist the new or seasoned buyer in locating merchandise.

Entertainment

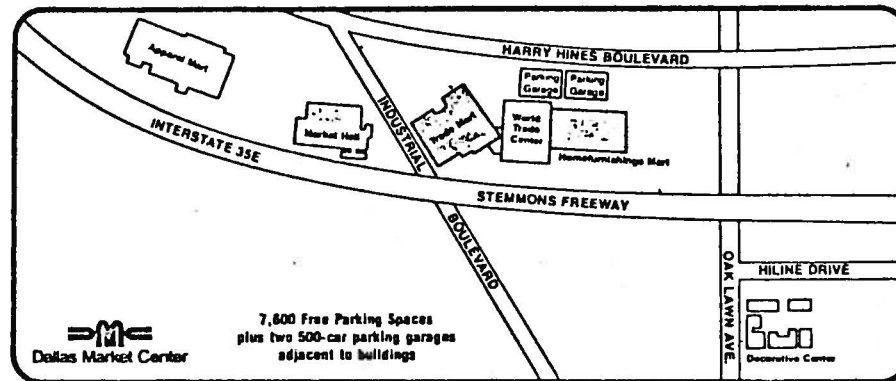
Nightlife, sports, music or museums. For information about the current attractions, check the Buyer Information Booth in the Trade Mart lobby.

Dallas Dining

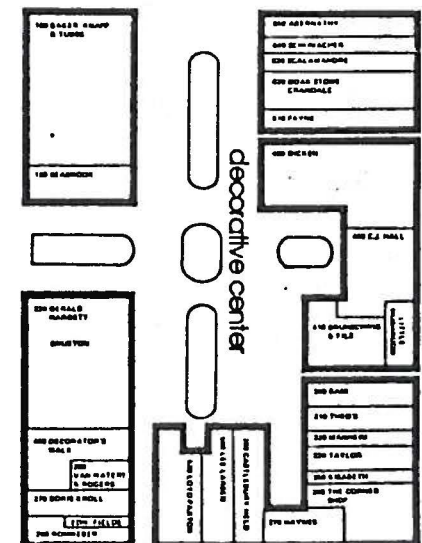
Stop by the Dallas Restaurant Association booth on the first floor of the Trade Mart to look at menus, make reservations, or pick up a Dallas Restaurant Guide.



MARKET HALL



DMC
Dallas Market Center
7,600 Free Parking Spaces plus two 500-car parking garages adjacent to buildings



DECORATIVE CENTER

	<p>Toys, Hobbies, Crafts, Gourmet Foods, Housewares Holiday Decorations, Sporting Goods, Consumer Electronics, Transient Exhibits, Hardware, Juvenile Products</p>	
	<p>Contract/Design Center Homefurnishings</p>	
	<p>Homefurnishings</p>	
	<p>Homefurnishings</p>	
	<p>Gifts & Decorative Accessories Floorcoverings, Jewelry</p>	
	<p>Gifts & Decorative Accessories Lighting</p>	<p>Homefurnishings, Lighting</p>
	<p>Homefurnishings Service Offices, Foreign Agencies Restaurant, Hall of Nations</p>	<p>Homefurnishings, Lighting, Restaurant</p>

TRADE MART

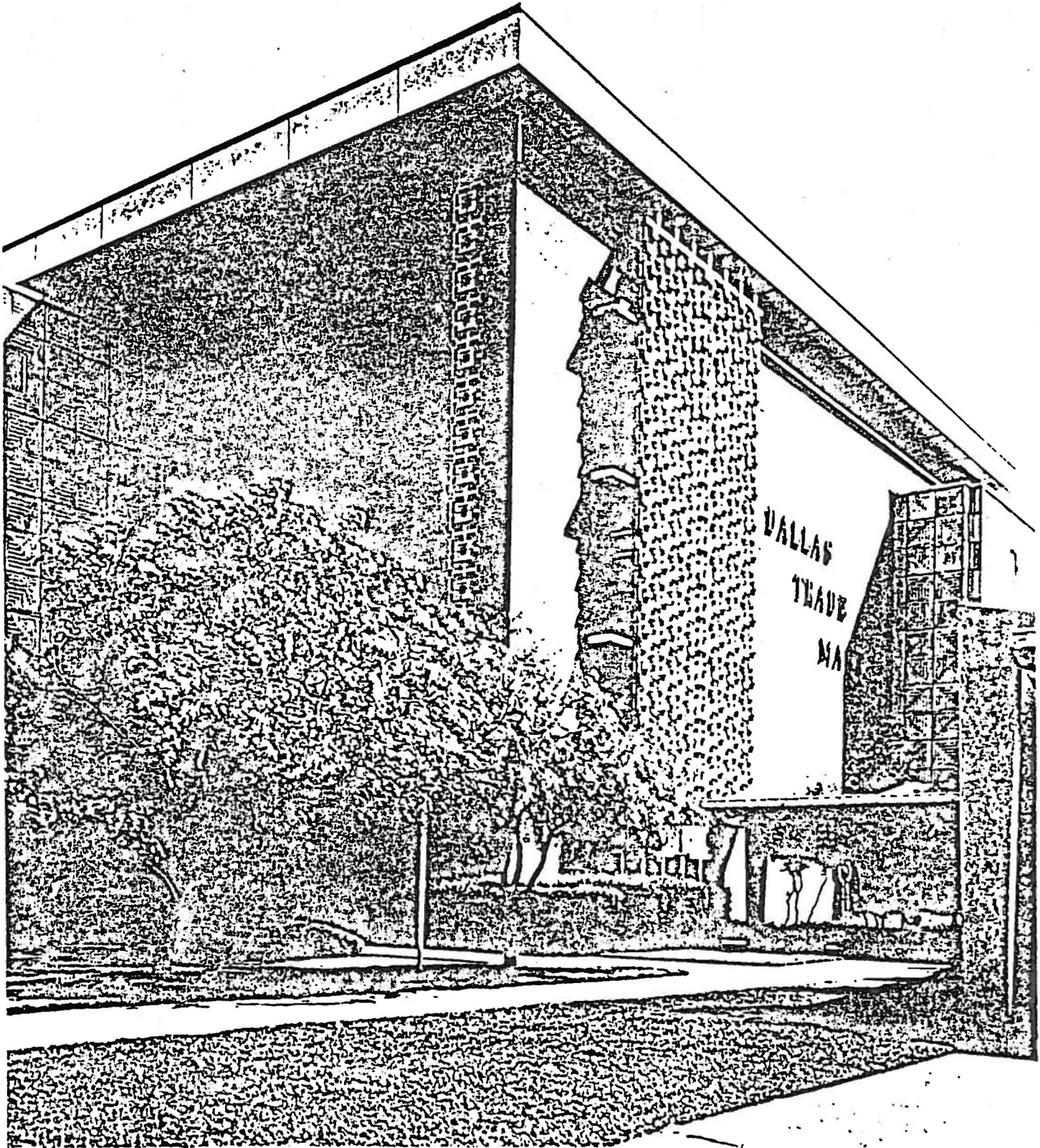
WORLD TRADE CENTER

HOMEFURNISHINGS MART

EXHIBIT B

1985

SNEDEC



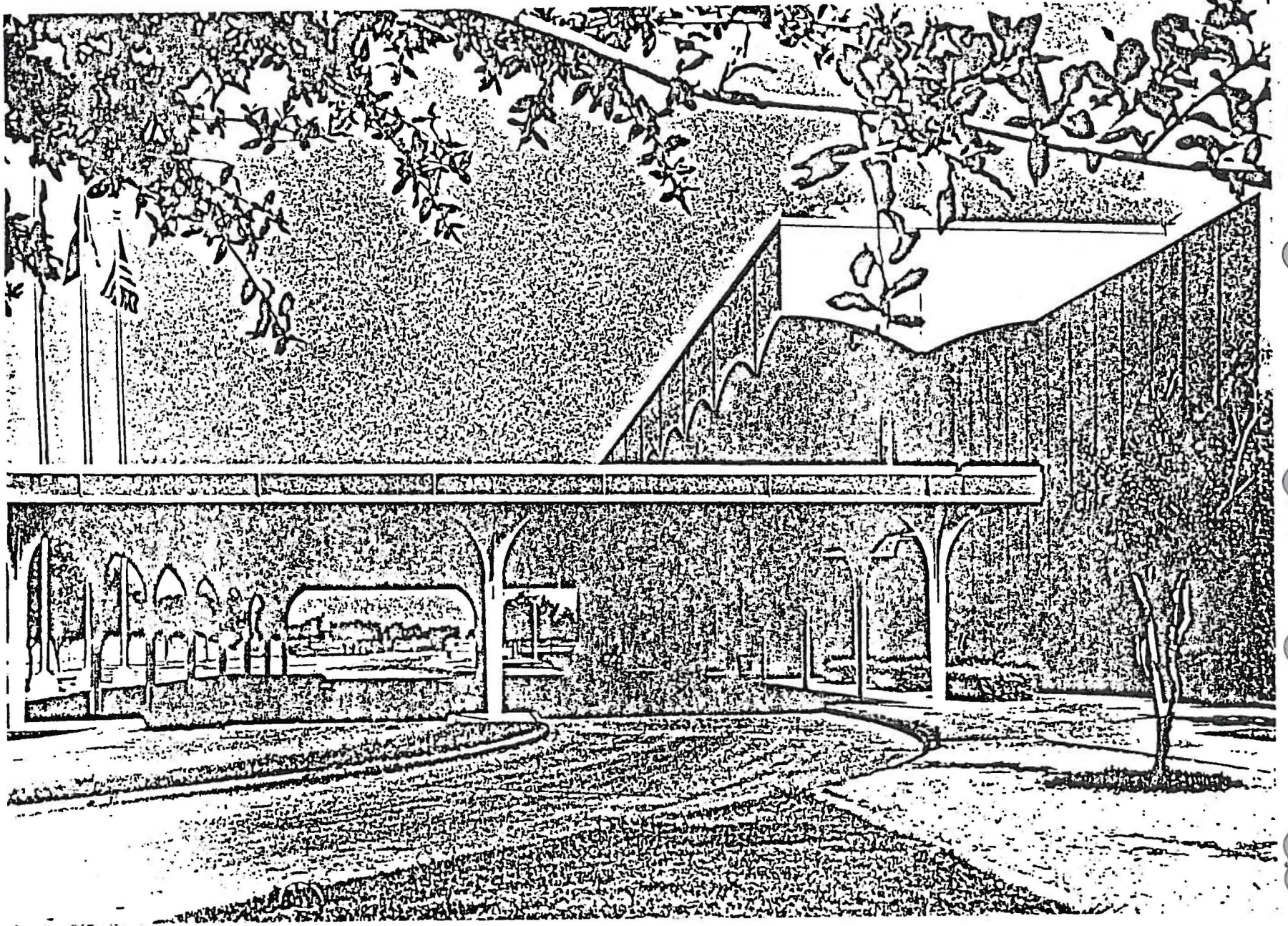
DALLAS TRADE MART



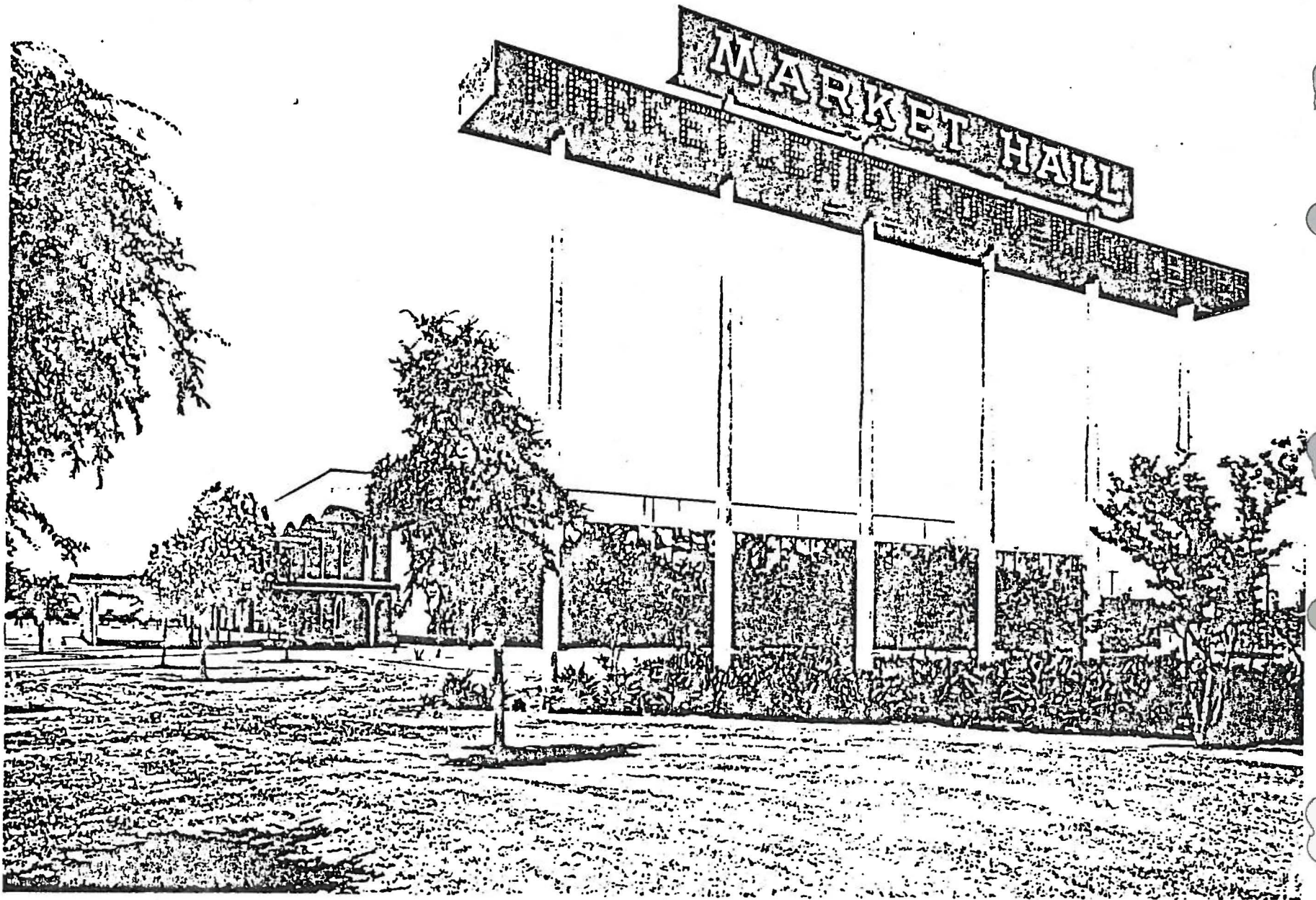
EXHIBIT B

1587

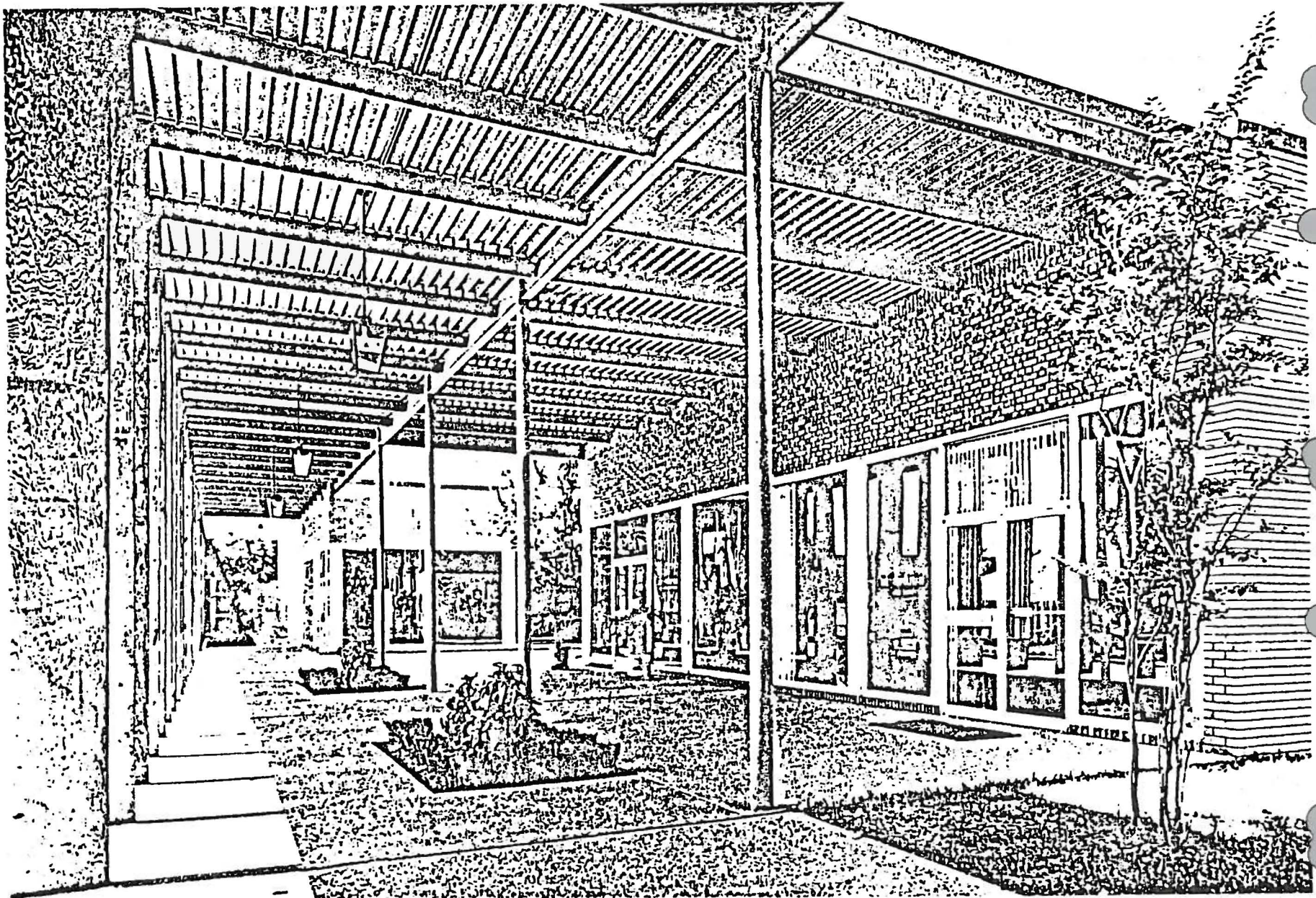
WORLD TRADE CENTER (DALLAS MARKET CENTER)



MARKET HALL (DALLAS MARKET CENTER)



MARKET HALL (DALLAS MARKET CENTER)



DECORATIVE CENTER (DALLAS MARKET CENTER)

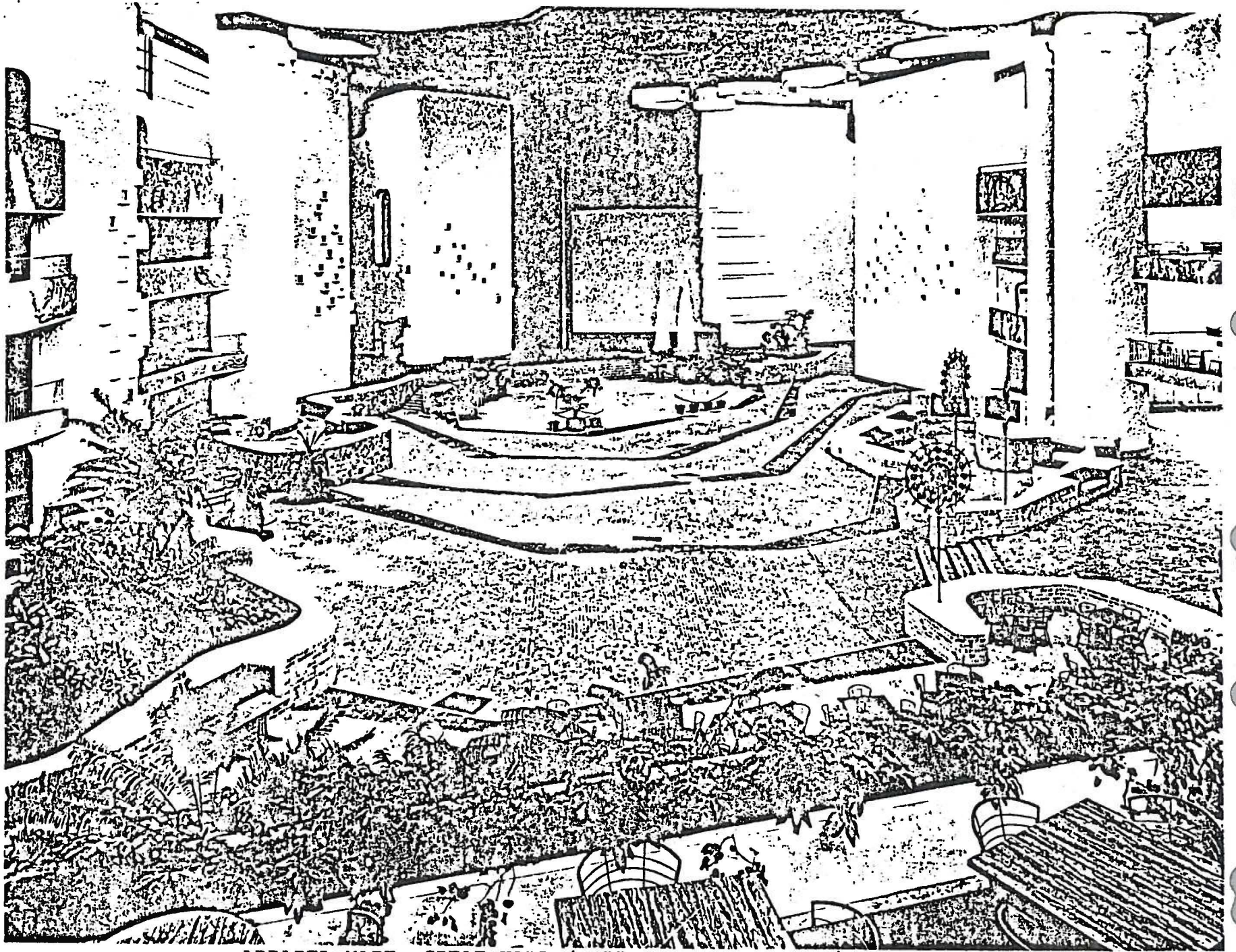
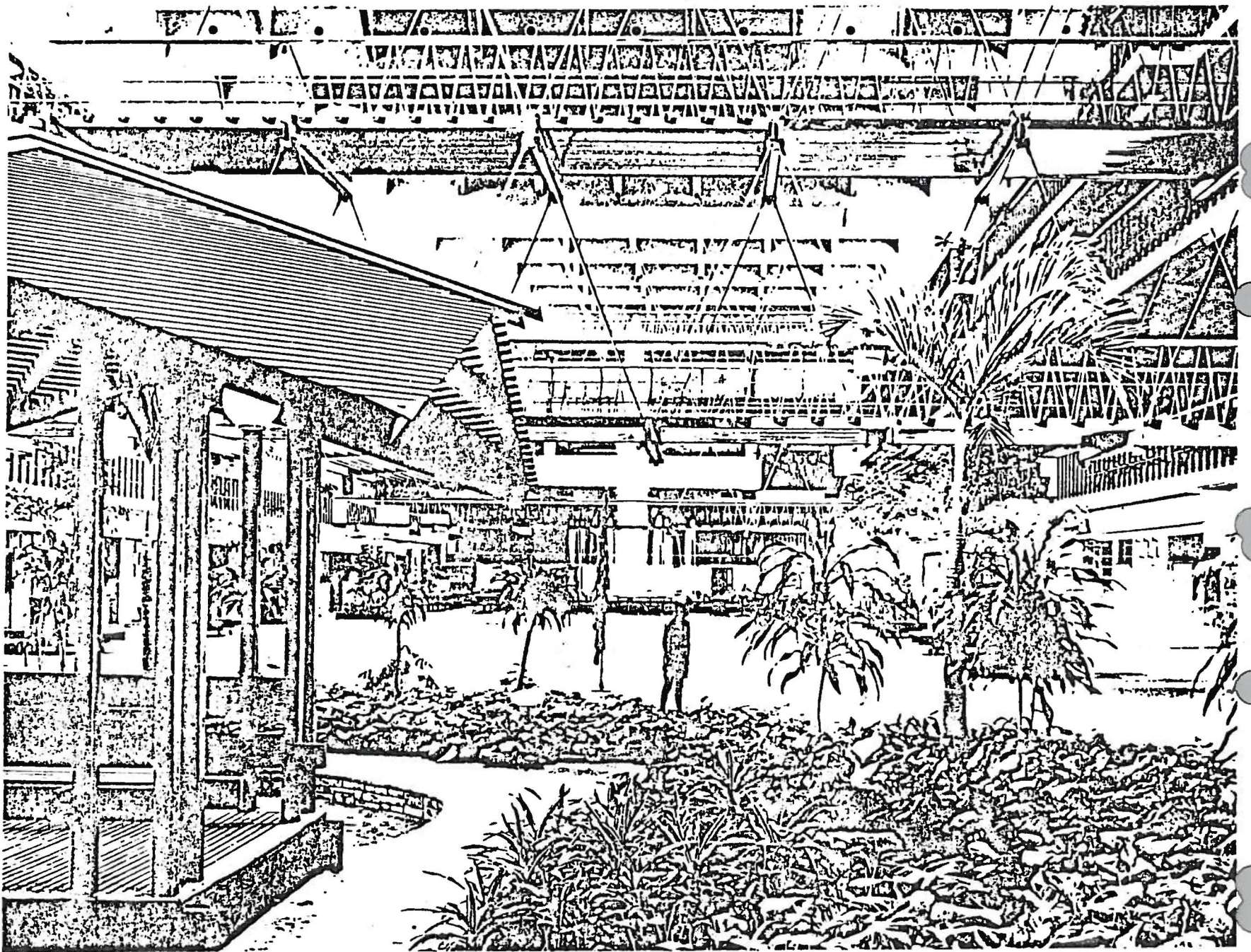


EXHIBIT 9

1591

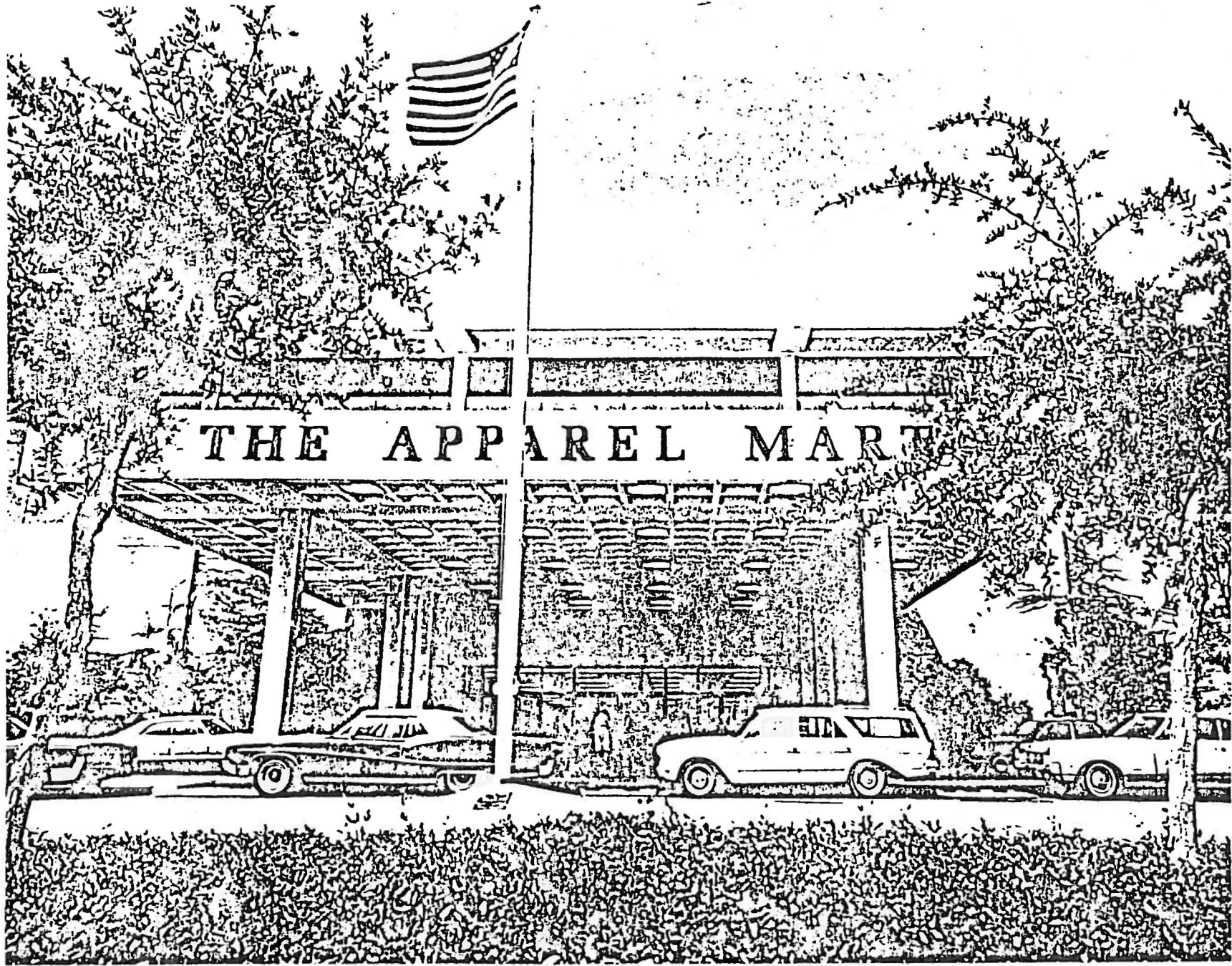
APPAREL MART, GREAT HALL (DALLAS MARKET CENTER)



E X H I B I T B

1592

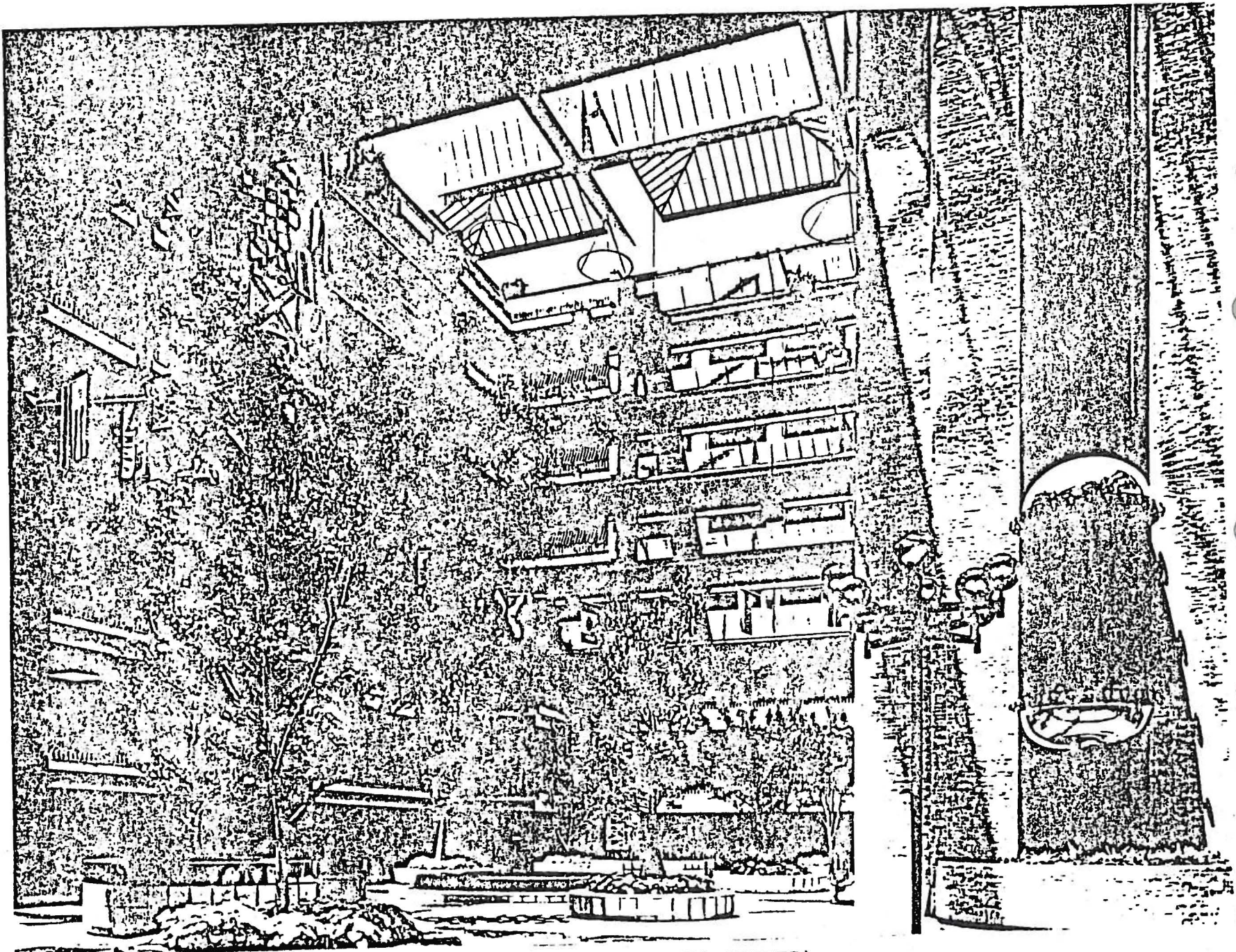
TRADE MART GRAND COURTYARD (DALLAS MARKET CENTER)



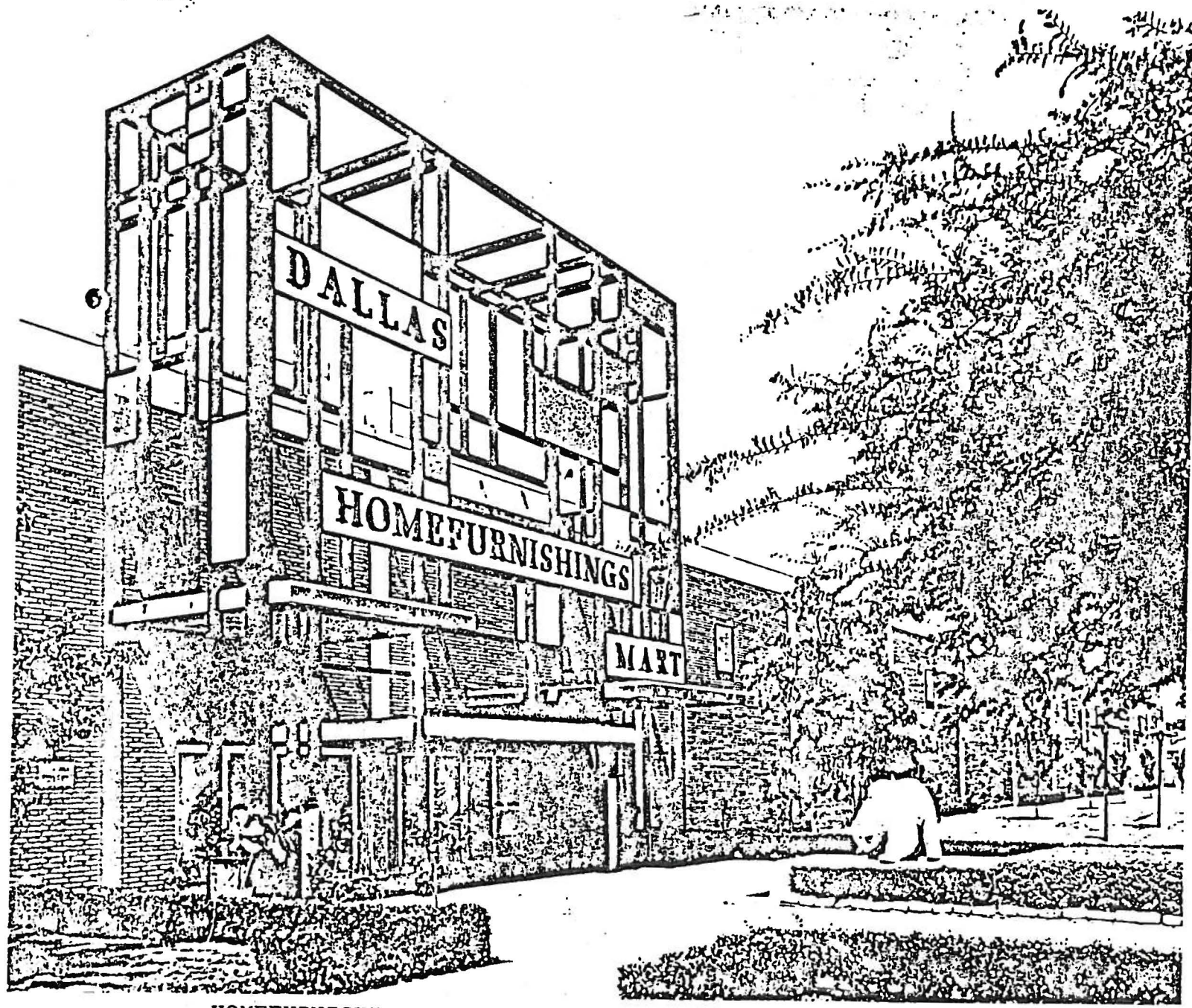
APPAREL MART (DALLAS MARKET CENTER)

E X H I B I T 5

1593

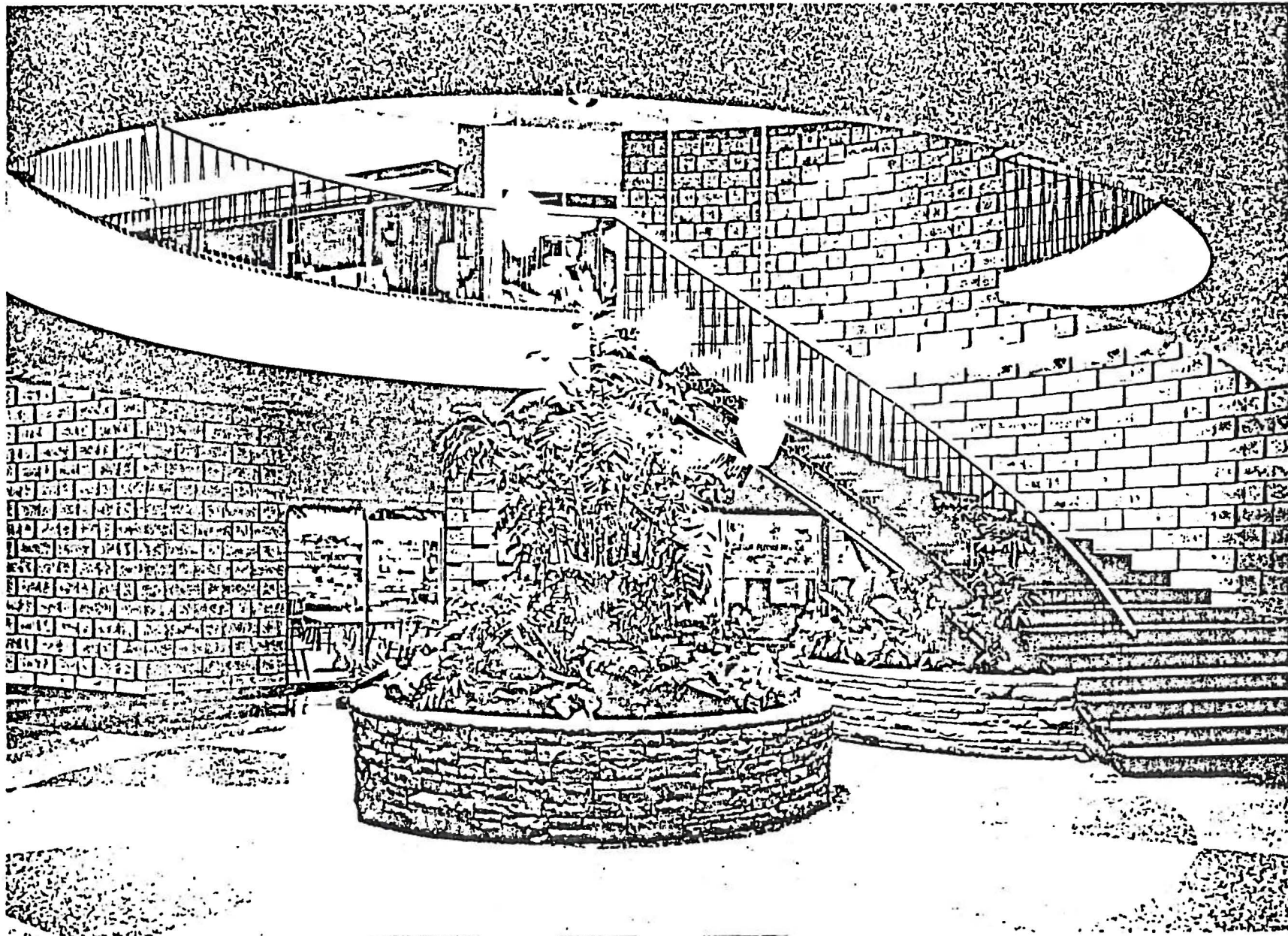


WORLD TRADE CENTER (DALLAS MARKET CENTER)



HOMEFURNISHINGS MART (DALLAS MARKET CENTER)

EXHIBIT B - 1595



HOMEFURNISHINGS MART FOYER (DALLAS MARKET CENTER)

E X H I B I T B

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DECORATIVE CENTER ENTRANCE (DALLAS MARKET CENTER)