

To: GOED Board Members

From: Director Thomas J. Burns

Date: November 20, 2023

Subject: Director's Report

- Governor Joe Lombardo's first trade mission to Canada was a complete success. The mission allowed Nevada to showcase GOED's economic development strategy of realizing an Electric, Innovative, and Connected Future. More than 40 Nevada delegates met with stakeholders in Quebec and Ontario.
- I signed a Declaration of Intent with Martine Biron, Minister of International Relations, and La Francophonie of Quebec to deepen the cooperation between Quebec and Nevada.
- Governor Lombardo and Ontario Premier Doug Ford signed an Economic Cooperation Memorandum of Understanding related to critical minerals and green energy projects.
- I would like to thank Deputy Director Kris Sanchez and his international team for organizing the trade mission and wish Kris continued success in his new role as the Director of Business and Industry.
- We have also lost Hayley Owens, our research manager, who has left for the Legislative Counsel Bureau.
- Elaine Silverstone has been named as the Director of Workforce Development and Alex Bacchus has been hired as a Director of Business Development.
- Kim Spurgeon has been promoted to Director of the Nevada Film Office. She has administered the film tax incentive program at GOED since 2014.
- The Nevada Film Office created both an on-line and magazine location guide to help film makers find places to shoot their films.
- Deputy Director Bob Potts was one of the featured panelists at the Northern Nevada Development Authority luncheon in Reno. Bob is a highly sought-after speaker for his expertise on Nevada's economy. He was a panelist on the Northeastern Nevada Regional Development Authority's Economic Development Authority in Elko. Bob and Melanie Sheldon, our Director of Business Development, gave a presentation on economic development to the Nevada Association of Counties. Bob addressed the Nevada Mineral Exploration Coalition Annual Summit in Reno. Bob also spoke at the Lithium-Rare Earth-Critical Element Business Conference at UNR. Bob was a panelist at the Nevada Housing Conference that was moderated by Jon Ralston in Las Vegas. Bob worked with the

Nevada Department of Education on their Perkins V State Plan Revision. Bob also spoke to the Nevada State Bank Northern Nevada Advisory Board.

- Melanie Sheldon was a panelist at the USDA Rural Development's forum in Pahrump.
- Joan Rueben, Director of the Nevada APEX Accelerator, was appointed as the chair of a national committee of the Association of Procurement Technical Assistance Centers.
- Rosa Moreno joined GOED as the Government Contracts Advisor and Emerging Small Business (ESB) Program Manager. As an advisor within the Nevada APEX Accelerator Division, she will assist Nevada businesses on their government contracting journeys, and, as a manager, she will help to preside over GOED's separate ESB program.
- During the Las Vegas Chamber's DC Fly-in, Jimmy Humm and I joined NDOT's Tracy Larkin Thomason and Sondra Rosenberg for a meeting with Nevada Senator Jacky Rosen to discuss a range of topics, from securing high-speed rail for Nevada, to increasing federal funding for projects throughout the state.
- GOED's Community Development Block Grant program played a key role in developing the City of Tonopah's Union Plaza Events Parking Lot Project. GOED's Jessica Sanders did a great job getting Tonopah \$350,000 for this project. The city leveraged \$55,424 to make this happen.
- GOED will host next year's Council of State Community Development Agencies meeting in Reno next year. This is testament to the work that Shari Davis and Jessica Sanders in our Rural and Community Development Division do.
- When UNR was designated as one of 31 competitive EDA Tech Hubs it was a ringing endorsement for the work that Karsten Heise, GOED's Senior Director Strategic Programs & Innovation does. After being selected for the NSF Engines Development Award for advancing the circular economy for lithium batteries a few months ago, this EDA Tech Hub Designation is a true testament to Nevada's current momentum in these critical technology areas. The EDA Tech Hub and NSF Engine reinforce each other and represent the greatest opportunities in a decade for Nevada to build genuine regional innovation ecosystems.
- Kyeema Peart has been appointed as the Director of the Office of Entrepreneurship, which reinforces Governor Lombardo's commitment to empowering individuals and growing young companies. It is also a first nationally, with Nevada being the inaugural state to endorse such "Right to Start" legislation, which underwrites the economic and vocational force that entrepreneurs represent for our communities in diversifying jobs and enhancing the resilience of key business sectors.
- Governor Lombardo recognized Valley Bank of Nevada with the SSBCI Legacy Lender Award. Valley Bank CEO James York embraced the GOED program and saw early on how to leverage SSBCI funding. Over the past decade, Valley Bank extended 22 loans totaling nearly \$39 million by leveraging \$9 million in SSBCI funds.
- Karsten Heise and the Communications Team, Greg Bortolin and Carli Smith, assisted Northeastern Nevada Regional Economic Development Director Sheldon Mudd host a

successful Launch Rural Nevada business pitch competition at Great Basin College. Out of the seven competitors vying for a portion of the \$15,000 in prize money, four were 17 years old or younger.