

## **Workforce Innovations for a New Nevada - NSHE Capacity Program Application**

The Workforce Innovations for a New Nevada (WINN) Fund was established to provide programs of workforce recruitment, assessment or training to the benefit of new or expanding companies in Nevada.

This application is to be completed by a representative of an Authorized Provider per NRS 231.1415 who wishes to provide a workforce training program with WINN funding. A separate application is necessary for each training program. Applications requesting funding in excess of \$100,000 must be reviewed and approved by the Board.

On December 2, 2021, GOED's Board approved minimum wage thresholds for WINN Fund investments. Jobs supported by the training program in this proposal must pay at least \$17 per hour; additional requirements apply and supplemental information may be requested to complete the application process.

### **Authorized Provider Information**

**Institution Name**

Western Nevada College

**Address**

2201 W. College Parkway, Carson City, Nevada 89703

### **Workforce Development Program Experience**

WNC has a demonstrated history of executing successfully workforce development projects such as:

- WINN award for implementing a Commercial Driver's License (CDL) program that allows participants to earn a Class A Driver's License in 5 weeks and connect with employers who often hire immediately upon completion
- OSIT STEM Workforce Challenge Grant that allowed for the modernization of the welding certificate and degree program to better align with the region's advanced manufacturers by adding an accelerated track to a Skills Certificate and adding curriculum for programming robotic welders.
- TAACCCT grant that supported the development and expansion of skilled labor training programs in advanced manufacturing, computer networking and medical services. The grant served more than 800 students and boasted more than a 90% completion rate with students earning one or more certifications or credentials.
- Carl D. Perkins grants, over multiple years, that have supported the development, implementation and expansion of programs in construction, advanced manufacturing, computer information technology, welding, machining and automotive. Hundreds of students have completed these programs, earning certifications and finding meaningful

employment.

These programs provide a range of credentials that pave the way to entry level and advanced skills employment. These include institution-awarded Skills Certificates, industry-recognized third-party certifications, and Certificates of Achievement (1-year) and Associates of Applied Science degrees. WNC's workforce programs rely on employer input to develop training opportunities that align directly with in-demand jobs and include opportunities for advanced skill acquisition through stackable credentials such that participants can rapidly gain employment and/or continue toward a higher credential.

Primary applicants must be able to effectively track and document expenses related to this grant, procure equipment in a timely fashion, maintain procedures and internal controls for accounting, and have infrastructure for maintaining data and completing reports.

### **Organizational Capacity**

WNC's FY 23 annual budget is in excess of \$20 million dollars and includes management of federal, private and state grants. Over the past 50 years, WNC has successfully managed grants from the U.S. Department of Education, Labor, Health & Human Services; state of Nevada Departments of Education, Employer, Training & Rehabilitation, Governor's Office of Workforce Innovation, and Governor's Office of Science, Innovation and Technology; as well as national and locally based corporate and non-profit donor funding. WNC adheres to all federal grant management policies.

WNC is governed by the Nevada System of Higher Education (NSHE) and its Board of Regents. WNC adheres to all NSHE student information and human resources policies and procedures, as well as those uniform policies and procedures related to accounting and procurement. NSHE utilizes the WorkDay system for budgeting and financial accounting which allows for efficient financial data collection and effective project management across all NSHE institutions.

The Vice President's and Advancement Offices are responsible for grant compliance in collaboration with the WNC Business and Finance Office, which establishes sponsored accounts, conducts financial reporting and ensure fiscal compliance.

## **Project Information**

### **Project Name**

Expanding Training Pathways: Advanced Manufacturing & Battery Recycling

### **Primary Economic Sector**

Advanced & General Manufacturing

### **Project Point of Contact**

Dana Ryan

### **Title**

Vice President, Academic & Student Affairs

### **Phone**

(775) 445-4454

### **Email**

dana.ryan@wnc.edu

## **Employer Partner(s)**

### **Company 1**

#### **Company Name**

Aqua Metals

#### **Company Point of Contact**

#### **E-mail**

Dave McMurtry

dave.mcmurtry@aquametals.com

**Job Titles to Be Filled**

Electro-Chemical Technicians, Maintenance Technicians

**Number of Job Openings to be Assisted**

100

**Average Hourly Wage for Job Hires**

\$30-\$32/hour

**Employer Commitment & Support Letter**

Aqua Metals Letter of Support - WINN -5.25.23 - signed.pdf

**Workforce Disruption - Prior 12 Months**

No

## Company 2

**Company Name**

Redwood Materials

**Company Point of Contact**

Don Tatro

**E-mail**

don.tatro@redwoodmaterials.com

**Job Titles to Be Filled**

Process Specialist, Chemical Operator

**Number of Job Openings to be Assisted**

40

**Average Hourly Wage for Job Hires**

\$30-\$32/hour

**Employer Commitment & Support Letter**

Redwood - WNC Grant Support Letter WINN 2023-05-26.pdf

**Workforce Disruption - Prior 12 Months**

No

## Statement of Need

### Needs Assessment

Advanced Manufacturing jobs are continuing to grow across the nation, in Nevada and, specifically, in the Northern Nevada region that Western Nevada College serves. According to the Economic Development Authority of Western Nevada, nine (9) new manufacturing companies have either relocated to or expanded in the region over the last 6 months. This includes the announcement of Tesla's intent to build two new production facilities – a battery cell factory and a semi-truck factory. Together, these companies are predicted to add over 1,000 new jobs in advanced manufacturing career fields where the pipeline of skilled talent is already narrow.

In addition, Northern Nevada is rapidly become the hub of battery recycling activity, led by industry innovators such as Redwood Materials, Aqua Metals, and American Battery. With the demand for lithium-ion batteries increasing daily even as the domestic supply chain remains nearly non-existent, there is a federal push to significantly reduce reliance on foreign sourcing – which is costly, causes production delays, and has a significant environmental impact - and move material access on-shore. These Northern Nevada companies are employing new technology and new methods to extract metals from used batteries in an effort to close the gap between domestic and foreign supply needs. As these companies scale up production to meet and match the increased battery manufacturing demand, additional jobs will be added in the thousands. Redwood Materials, alone, is expected to employ 1,600 full time employees by 2030 when facilities are fully constructed and operational.

While there are some significant differences in the skill, competency and training needs of these two different but related industries, there is significant overlap that complements both, albeit in different ways depending on the company. In order to meet the employment needs of both of these industries, as well as position Nevada's citizenry to participate in the high-skill, high-wage opportunities available, the training pipeline must be developed now in anticipation and preparation for rapid scaling in the next two to five years.

Western Nevada College, along with its sister institution Truckee Meadows Community College, have an established reputation for working with the manufacturing industry to provide aligned training. WNC has the ability to add capacity and expand opportunity to meet the growing demand associated with Industry 4.0 manufacturing. As well, WNC has the resources and nimbleness to develop the unique training needed for battery recycling, which integrates electrical/electronics and mechanical technical skill with chemistry, such that institutions across the state can adopt, advance and scale as the industry demand increases.

## **Program Objectives and Outcomes**

### **Program Overview**

WNC is seeking funding to develop and deliver training pathways related to the emerging battery recycling industry as well as expand the workforce pipeline for Advanced Manufacturing.

WNC is actively working with leaders in the emerging battery recycling industry to identify necessary skills and competencies needed to create a pipeline of employees to meet the expected growth in the next 5-10 years. This training will differ from what is already available, requiring the combination of electrical and mechanical skills with applied chemistry concepts and skills. New jobs will include such things as Chemical, Electro-chemical, and Electro-Mechanical Operators/Technicians, as well as maintenance technicians who are skilled in hazardous waste and chemical handling. To begin meeting the workforce needs, WNC, in collaboration with Redwood Materials, has developed initial curriculum that focuses on the concepts and processes for safely disassembling lithium batteries. The course, intended for trained technicians, has been piloted successfully and will provide the end-point for the development of entry-level training that can be taught in conjunction with electrical and mechanical skills to result in a skilled talent pool.

To lead program development and delivery in this growing field, WNC proposes to hire a Battery Recycling Coordinator. The Coordinator will manage the continued identification of skills and competencies; development of individual courses to meet immediate needs; integration of courses into a cohesive training pathway that leads to certifications, certificates and degrees; manage the delivery of curriculum through non-credit and credit-based avenues; and respond to other needs identified by employers or industry representatives. Whenever possible, WNC will utilize the Mobile Manufacturing Lab to deliver training at the employer site. The funding request includes stipends for curriculum development, instructor training in hazardous materials and other state/federal safety requirements associated with the industry, equipment and supply purchases, and the costs associated with the Mobile Manufacturing Lab.

To continue expanding the pipeline of skilled talent for Advanced Manufacturing, WNC is working to add new curriculum and redesign existing curriculum to more closely align to its sister institution, Truckee Meadows Community College, as well as with the high school CTE programs, such that students entering the field at any level have a seamless pathway to educational advancement that includes access to TMCC's Bachelor of Applied Science degree (which was developed for industry, by industry experts). As well, WNC is working collaboratively with TMCC to evaluate and align curriculum, equipment and outcomes so that employers can be confident that potential and current employees, regardless of geographic location, have access to high quality training aligned with existing jobs. Additionally, the two institutions are working to create a diverse menu of entry points that allow students and employers to

access training that aligns with job skills needed in the short term while providing the opportunity to stack and combine courses and/or skills certificates in pursuit of a degree.

To facilitate this transition and reach more employers, WNC proposes to hire a full-time Workforce Outreach and Training Specialist to conduct ongoing outreach to manufacturers and technical employers to help identify their training needs; support the development of employer advancement pathways based on training and increasing technical competency; coordinate the collaboration between industry and education experts to develop new employee and incumbent worker training; and recruit participants. The funding request also includes instructor training to offer relevant industry certifications (such as SACA and NC3), stipends to participate in ongoing curriculum review and adoption, and equipment purchases to align with new curriculum.

### **Employer Engagement**

WNC has established relationships with Tesla, Redwood Materials and Aqua Metals. Each has been instrumental in identifying skills and competencies needed for their company, as well as the industry. Each has or is in the process of lending their expertise to curriculum development and supporting program implementation. WNC will continue to engage additional employers such as American Highway, Panasonic, American Battery, Jiffy Air Tool, New Millennium and others to understand their training needs, seek their input on the applicability of existing curriculum, and develop new training opportunities that will support recruitment and retention of qualified employees.

### **Capacity-Building Program Design**

WNC will use these funds to employ a full-time position charged with connecting with more Advanced Manufacturing employers, identifying opportunities to provide meaningful training to both incumbents, and gaining a better understanding of the types of skills they are seeking in new employees. This will be done collaboratively with Truckee Meadows Community College to ensure an aligned regional approach that provides incumbents or new job seekers with a wide range of employment and advancement opportunities. This work will include developing more targeted curriculum, training additional faculty, as well as purchasing equipment that better aligns with curriculum.

For Battery Recycling, WNC will hire a project coordinator to continue developing a picture of the industry and determining where commonalities between employers can be found. Those commonalities will drive curriculum development that will apply to a broad pipeline of job seekers. More specific workforce training (non-credit or credit-based) will be developed with employers to meet their immediate or ongoing needs. WNC will also focus on training instructors, identifying and purchasing training equipment, determining an effective delivery mode (utilizing the Mobile Manufacturing Lab where possible), conducting pilots to ensure effectiveness of curriculum, and developing a marketing plan to engage job seekers in trainings.

**Will this program include funding for staff?**

Yes

**Will this program include funding for existing staff?**

No

### **Recruitment**

The target audience is a combination of incumbents, new job seekers (youth and adults), unemployed, underemployed, dislocated and those seeking a career change. Targeted participants will include those belonging to traditionally underserved populations (i.e. women, low-income, underrepresented, racial/ethnic minorities, and individuals with disabilities), as well as adult learners who may have low literacy or English language skills.

To recruit students, WNC will work with employers to identify internal candidates who need training to meet job expectations and those who are well positioned for advancement with increased skill attainment. As well, WNC will work with government agencies to share the training opportunities and reach job seekers to include eNevada Works and WIOA providers located in the Reno One Stop; Department of Employment,

Training and Rehabilitation; Governor’s Office of Workforce Innovation; and others. The college will leverage established relationships with adult education programs through the State of Nevada, as well as partner school districts, to engage those adults with low literacy and/or limited English by using an Integrated Education & Training model to support class success.

**Outcomes**

Measurable Goals for Advanced Manufacturing:

- Outreach and Training Specialist will work with at least 6 new manufacturers annually to identify and/or develop training opportunities

Each semester, beginning Spring semester 2024

- Enroll at least 24 students.
- A minimum of 6 students will complete a skills certificate and, within 3 months of completion, achieve a job placement at \$20/hr or more OR earn a promotion with increased pay OR earn a raise of \$1/hour or more.

Measurable Goals for Battery Recycling:

- Identify initial equipment needs by December, 2024
- Develop Chemical Operator/Technician curriculum by December, 2024
- Pilot Chemical Operator/Technician curriculum in Spring, 2025

Each semester, beginning Spring semester 2024:

- Enroll at least 12 students in training (incumbents or job seekers)
- Upon completing training, achieve a job placement of \$25 or more (through new hire, promotion or raise)

Timeline Benchmarks:

- Specialist and Coordinator positions will be hired by October, 2023.
- All equipment will be purchased by June 30, 2024.
- Advanced Manufacturing curriculum updates will be implemented in fall, 2023; revised, as necessary for Spring 2024, and finalized by Fall, 2024.
- Battery Recycling curriculum will be developed in Fall 2023, piloted in Spring 2024

**Sustainability Plan**

Additional capacity will be sustained through student registration fees and weighted student credit hours.

**Is the program offered consistent with the Unified State Plan (WIOA)?**

Yes

**Supporting Documents**

**Workforce Diversity Action Plan**

WINN requires that projects consider how to ensure equitable access to high-skill and high-wage opportunities for all Nevadans.

This application must include an explanation of the actions that will be taken and strategies that will be implemented to promote workforce diversity and the goals and performance measures which will be used to measure the success of the plan in achieving those goals.

A strong plan will show an understanding of the interventions and supports diverse participants will need to prepare them for success and include methods for monitoring at the training and employment levels of the project.

GOED seeks to read plans including efforts to address the needs of Veterans, Gender inclusion and

penetration in non-traditional employment, recipients of public assistance, justice-involved citizens, racial and ethnically diverse students, and persons with disabilities.

**Diversity Action Plan**

This program seeks to engage people in varying stages of their career journey with a focus on new job seekers (youth and adults); unemployed, underemployed and dislocated workers; those seeking to change fields to enter the Advanced Manufacturing; and those seeking to upskill into more skilled roles. Targeted participants will include those belonging to traditionally underserved populations (i.e. women, low-income, underrepresented, racial/ethnic minorities, and individuals with disabilities) in an effort to create a culturally and racially diverse workforce.

**Workforce Diversity Commitment Statement**

WNC is committed to workforce diversity. WNC believes that embracing differences and diversity in identify, experience, and thought creates a positive work experience that encourages mutual respect and lifelong learning.

**Statement to Comply with Federal & State Law**

WNC agrees to comply with all Federal & State Laws.

**Request for Funding**

**Has any part of this program received prior capacity funding?**

No

**Total Project Cost**

\$735,700.00

**WINN Funding Request**

\$735,700.00

**WINN is primarily a reimbursement-based grant. Can your institution cover the costs included in your budget without advanced funding?**

Yes

**Reimbursement invoices must be submitted quarterly, but may submitted as often as monthly.**

**What are your invoicing plans?**

Quarterly

**Cost Estimates**

WNC WINN Application Budget - Expanding Training Pathways - 05-26-2023 FINAL.xlsx

**Budget Narrative**

WNC WINN Application - Expanding Training Pathways - Budget Narrative 2023-05-26.pdf

**APPLICATION FOR WINN FUNDS - BUDGET BREAKDOWN**

**APPLICANT NAME: Western Nevada College**

**PROJECT NAME: Expanding Training Pathways: Battery Recycling & Advanced Manufacturing**

**PROJECT PERIOD: 7/1/2023-6/30/2025**

**PRIORITY PROGRAM COSTS**

| Enter the total cost for each line in the far right column      | Total WINN Request  |
|---|---------------------|
| Candidate Assessment Fees                                       |                     |
| Instructional and/or Curriculum Development Services            | \$83,000.00         |
| Direct Program Personnel (e.g. Navigator, Liaison, Coordinator) | \$283,700.00        |
| Equipment or Technology for Training                            | \$260,000.00        |
| <b>Priority Costs Subtotal:</b>                                 | <b>\$626,700.00</b> |

**ALLOWABLE PROGRAM COSTS**

| Enter the total cost for each line in the far right column                        | Total WINN Request  |
|---|---------------------|
| Training Fees   |                     |
| Analysis of On-Site Training  |                     |
| Administrative or General Support Personnel (May not exceed 10% of total funding) | \$68,000.00         |
| Instructional Facility Rental Costs   |                     |
| Program Promotion Costs   | \$10,000.00         |
| Other Necessary Costs   | \$31,000.00         |
| <b>Non-Priority Costs Subtotal:</b>   | <b>\$109,000.00</b> |

**TOTAL WINN REQUEST: \$735,700.00**

Please contact Stacey Bostwick at 702-486-0609 with any questions regarding the budget breakdown template.



Western Nevada College  
**Expanding Training Pathways: Battery Recycling & Advanced Manufacturing**  
 WINN Budget Narrative  
 May 26, 2023

**Instructional and/or Curriculum Development Services**

| Item  | Year 1 Expense | Year 2 Expense | Total    |
|---|----------------|----------------|----------|
| Instructor Training (SACA, HAZWOPER, RCRA, EPA) | \$7,000        | \$7,000        | \$14,000 |
| Curriculum Development                          | \$10,000       |                | \$10,000 |
| Training Delivery                               | \$22,000       | \$37,000       | \$59,000 |
|   |                |                |          |
|   | \$39,000       | \$44,000       | \$83,000 |

***Instructor Training***

Instructors will be required to take training and achieve certification in alignment with safety requirements, such as the OSHA hazardous materials training (HAZWOPER), Resource Conservation Recovery Act (RCRA) training, Environmental Protection Agency (EPA) training, and Department of Transportation hazardous materials technical training, levels 1-3. Advanced Manufacturing instructors will complete training to offer student certifications in Smart Automation Certification Alliance (SACA) Certified Industry 4.0.

***Curriculum Development***

Curriculum will be developed for both Advanced Manufacturing and Battery Recycling courses. This may include both non-credit and credit-based coursework. The cost of curriculum development includes developing lessons, assignments, and assessments; identifying necessary third-party curriculum and supplemental materials; and, in some cases, creating the digital delivery system in the WNC learning management system (Canvas).

***Training Delivery***

At least three types of training will be delivered through this project: Battery Basics, Chemical Operator and Electro-chemical Technician. As the curriculum development processes continues to progress, other types of training may be identified. Training delivery costs include instructor salary or tuition, as well as any identified supplies. The following allocation to each type of training is estimated:

- Battery Basics training (approximately 6 trainings) - \$12,000 annually
- Chemical Operator (approximately 2 trainings) - \$10,000 annually
- Electro-Chemical Training (approximately 2 trainings – year 2) - \$15,000

**Direct Program Personnel**

| Item                                  | Year 1 Expense | Year 2 Expense | Total     |
|---------------------------------------|----------------|----------------|-----------|
| Outreach & Training Specialist Salary | \$67,000       | \$80,000       | \$147,000 |
| Battery Basics Coordinator Salary     | \$45,000       | \$45,000       | \$90,000  |
| Fringe Benefits                       | \$21,200       | \$25,500       | \$46,700  |
|                                       |                |                |           |
|                                       | \$133,200      | \$150,500      | \$283,700 |

***Outreach & Training Specialist Salary***

This represents a full-time position-that will be responsible for conducting ongoing outreach with employers utilizing technical skills related to advanced manufacturing such as fabrication, production line processes, machining, mechatronics, robotics, welding, and other emerging skills and practices. The Specialist will be charged with identifying the skills and competencies associated with various job functions, identifying appropriate training(s) to develop those skills and competencies and support the employer’s development of an advancement pathway based on increased skill attainment and mastery. The Specialist will serve as the liaison between the employer and appropriate college

administration and faculty, managing timelines, providing support and removing barriers to meet identified outcomes such as development of appropriate curriculum, designing/implementing customized training, coordinating registration processes, etc. Identified salary is consistent with other positions of this type.

***Battery Basics Coordinator Salary***

This represents a contract position or .5 FTE position that will be responsible for managing and overseeing employer relations, curriculum development and training implementation for this rapidly emerging field. This will include continued identification of necessary skills and competencies, as well as job types and titles; development and implementation of customized training to meet immediate needs; integration of customized training with existing curriculum to develop a cohesive training pathway that leads to industry certifications and academic certificates and degrees; determining the most efficient and effective training delivery model, to include non-credit and credit-based, timelines, facilities and equipment; and gathering data and assessing outcomes to drive future improvement. Identified salary is consistent with other positions of this type.

***Fringe Benefits***

WNC’s fringe rate is approximately 31.9% for full-time positions. Contract positions do not include fringe.

**Equipment or Technology for Training**

| <b>Item</b>                              | <b>Year 1 Expense</b> | <b>Year 2 Expense</b> | <b>Total</b> |
|--|-----------------------|-----------------------|--------------|
| Advanced Manufacturing Equipment         | \$20,000              | \$20,000              | \$40,000     |
| Battery Recycling Supplies and Equipment | \$40,000              | \$120,000             | \$160,000    |
| Third-Party Curriculum                   | \$30,000              | \$30,000              | \$60,000     |
|  |                       |                       |              |
|  | \$90,000              | \$170,000             | \$260,000    |

***Advanced Manufacturing Equipment***

This funding will cover the cost of additional equipment needed to align with high school curriculum, new curriculum developed in collaboration with Truckee Meadows Community College, and equipment needed for industry certification (SACA, NC3). This includes trainers for such things as electrical/electronics, pneumatics, programmable logic controllers, motor controls, pick-and-place, quality testing, robotic function, etc. As curriculum is defined and specific equipment is identified, costs will be itemized.

***Battery Recycling Equipment***

This funding will cover the cost of equipment needed to safely train participants in skills associated with various battery recycling processes. This will include trainers for electricity/electrical, electrolysis and chemical titration, various valve function, heat exchange, lock-out/tag-out, temperature control, centrifugal pumps, etc. This will also include supplies needed for curriculum delivery such as personal protective equipment, tools, and consumable items for skill practice. As curriculum is defined and specific equipment is identified, costs will be itemized.

***Third-Party Curriculum***

This funding will be used to purchase an annual Amatrol site license for advanced manufacturing and battery recycling coursework. Amatrol lessons have been developed by industry; include digital assets and simulations; provide digital access to allow students to revisit concepts until mastery is achieved; provide labs and associated competence assessments; and demonstrate connections to on-the-job function to ensure understanding of relevancy.

**Administrative or General Support Personnel**

| <b>Item</b>                      | <b>Year 1 Expense</b> | <b>Year 2 Expense</b> | <b>Total</b> |
|----------------------------------|-----------------------|-----------------------|--------------|
| Administrative Assistant, .5 FTE | \$22,000              | \$22,000              | \$44,000     |
| Fringe Benefits                  | \$7,000               | \$7,000               | \$14,000     |
| Grant Manager                    | \$5,000               | \$5,000               | \$10,000     |
|                                  | \$34,000              | \$34,000              | \$68,000     |

**Administrative Assistant Salary and Fringe Benefits**

This will fund a .5 FTE classified administrative assistant to support the Outreach and Training Specialist, as well as the Battery Recycling Coordinator, with scheduling, purchasing, communication, coordination, event planning, and documentation associated with assigned duties. This position will also manage the budget, collate collected data, assist with reporting and support grant outcomes to ensure timely and compliant delivery of identified objectives. Identified salary is consistent with other positions of this type and scope.

WNC’s fringe rate is approximately 31.9% for full-time positions. Contract positions do not include fringe.

**Grant Manager**

This funding will contribute to the salary of the grant manager who will provide oversight for grant implementation, fiscal management, and reporting.

**Program Promotion Costs**

| Item                | Year 1 Expense | Year 2 Expense | Total    |
|---------------------|----------------|----------------|----------|
| Marketing Materials | \$5,000        | \$5,000        | \$10,000 |
|                     |                |                |          |
|                     | \$5,000        | \$5,000        | \$10,000 |

**Marketing Materials**

WNC will develop marketing and outreach materials specific to Advanced Manufacturing programs, as well as Battery Recycling, to be used for outreach and recruiting. Materials will be developed in both English and Spanish. Whenever possible, materials will have both printable and digital access. These materials are needed to support employer conversations, raise community and stakeholder awareness, and meet the identified enrollment goals.

**Other Necessary Costs**

| Item  | Year 1 Expense | Year 2 Expense | Total    |
|---|----------------|----------------|----------|
| Travel/Mileage – Specialist and Coordinator Position                | \$7,500        | \$7,500        | \$15,000 |
| Computer (laptop/desktop) and Office Set Up for Specialist Position | \$10,000       |                | \$10,000 |
| Mobile Lab Costs (driver, gas)                                      | \$3000         | \$3,000        | \$6,000  |
|   |                |                |          |
|   | \$20,500       | \$10,500       | \$31,000 |

**Travel/Mileage – Specialist and Coordinator positions**

These positions are intended to be out in the community, meeting employers where they are. Mileage will be tracked and compensated at the approved state rate.

**Computer and Office Set Up – Specialist position**

The Outreach and Training Specialist position will be new to WNC and thus, require a standard office set up which includes a laptop and desktop computer, as well as modest office furnishings. Funding is based on recent costs for similar set up of new employees.

**Mobile Lab Costs**

This will cover the costs of the hiring a driver with a CDL license, as well as fuel costs. The cost per round trip delivery trip is approximately \$300. This funding will account for 10 trips annually.



5370 Kietzke Ln #201  
Reno, NV 89511

(775) 446-5632

May 24, 2023

Stacey Bostwick, Program Coordinator  
Governor's Office of Economic Development  
555 E. Washington Ave, Suite 5400  
Las Vegas, NV 89101

Subject: Workforce Innovations for a New Nevada (WINN) Application

Dear Ms. Bostwick:

Aqua Metals is a pioneer in sustainable recycling solutions and operates the first sustainable lithium battery recycling facility in the Tahoe-Reno Industrial Center outside of Reno, Nevada. Using patented technology, Aqua Metals is able to recover valuable metals and materials strategic to the energy storage and electric vehicle manufacturing supply chains using a low-emissions, closed loop process that replaces polluting furnaces and hazardous chemicals with electricity powered electroplating. The Aqua Metals recycling process is commercially proven and produces the world's purest metals, creating a safe sustainable future that is better for the environment, economically competitive and safe for workers.

Aqua Metals is currently scaling up its production facility to begin production in Q1 of 2024. By this letter, we wish to express our support for the Western Nevada College's "Expanding Training Pathways: Advanced Manufacturing and Battery Recycling," which will help us train the advanced manufacturing and battery recycling workforce we need to achieve full scale production. This program will offer training aligned with high-wage opportunities for workers, positioning them for success in advanced manufacturing careers and in newly emerging jobs related to sustainable battery recycling.

At Aqua Metals, we anticipate filling approximately 100 job openings in the next 2-3 years. We are confident that WNC's Expanding Training Pathways program will help develop the highly skilled workforce we need.

Aqua Metals is partnering with Western Nevada College to identify the skills and competencies needed for success in the battery recycling industry. We are working with WNCs educators to identify necessary skills and competencies, develop and deliver curriculum, and create a progressive pathway that will facilitate continued career advancement and academic achievement for our employees. The application for WINN funds was developed as part of this



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collaborative partnership based on a recognized need for high-quality industry-aligned training program in this field.

We look forward to continuing to work in partnership with Western Nevada College and other stakeholders to move this important program forward.

Sincerely,

A handwritten signature in blue ink, appearing to read "Steve Cotton", written in a cursive style.

Steve Cotton  
CEO

# REDWOOD MATERIALS

May 26, 2023

Stacey Bostwick, Program Coordinator  
Governor's Office of Economic Development  
555 E. Washington Ave, Suite 5400  
Las Vegas, NV 89101

Subject: Workforce Innovations for a New Nevada (WINN) Application

Dear Ms. Bostwick:

Redwood Materials, headquartered in Northern Nevada, was founded to develop a closed-loop domestic supply chain that collects, and recycles lithium-ion batteries and then refines the metals and remanufactures battery components, anode foils and cathode active material, that can go directly back to US battery cell manufacturers. This first ever domestic battery supply chain in the United States increases US manufacturing as well as reduces our dependence on foreign sources of critical battery materials.

We wish to express our support for the Western Nevada College's "Expanding Training Pathways: Advanced Manufacturing and Battery Recycling," which will serve the needs of advanced manufacturing and battery industry employers seeking high-skilled workers in Nevada. This program offers high-wage opportunities to workers, positioning them for success in this rapidly developing industry. At Redwood Materials, we anticipate this program will train approximately 40 incumbent employees annually, preparing them for career advancement opportunities as Redwood continues to expand. As well, this program will provide a robust pipeline to help Redwood fill crucial roles in the next several years. We are confident that WNC's Expanding Training Pathways program will provide the highly-skilled workforce we need.

Redwood is partnering with Western Nevada College to develop and deliver curriculum, identify industry certifications, and create a stackable program that will help Redwood's success while also providing a meaningful educational pathway for our current and potential employees. This application for WINN funds was developed as part of this collaborative partnership and the recognized need for a high-quality industry-based training program in this field.

We look forward to continuing to work in partnership with Western Nevada College and other stakeholders to move this important work forward.

Sincerely,



Don Tatro  
Director of State and Local Policy

