

**STATE OF NEVADA  
GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT  
BOARD MEETING MINUTES  
Thursday, July 25, 2024**

**The meeting of the Board of Economic Development was called to order by Governor Joe Lombardo at the Nevada State Building, 1 State of Nevada Way, Fourth Floor, Las Vegas, Nevada, 89119 and the Capitol Building, Guinn Meeting Room, 101 N. Carson Street, Carson City, Nevada, 89701.**

**VOTING BOARD MEMBERS PRESENT**

Governor Joe Lombardo, State of Nevada  
Ms. Sasha Stephenson, President, SSS Public Affairs  
Ms. Yolanda King, President, Chief Executive Officer, Chief Financial Officer, Y. King Strategies  
Dr. Weldon Havins, Director, Medical Jurisprudence and Ophthalmology, Touro University Nevada  
Mr. James A. Barrett, Jr., President & Founder, The JABarrett Company

**VOTING BOARD MEMBERS ABSENT**

Secretary of State Francisco Aguilar, State of Nevada  
Mr. Raymond Specht, Founder & CEO, Specht Leadership Consulting  
Lieutenant Governor Stavros Anthony, State of Nevada

**NON-VOTING BOARD MEMBERS PRESENT**

Mr. Chris Sewell, Director Department of Employment, Training and Rehabilitation  
Dr. Kris Sanchez, Director, Department of Business and Industry  
Mr. Thomas J. Burns, Executive Director, GOED

**NON-VOTING BOARD MEMBERS ABSENT**

Ms. Patricia Charlton, Officer in Charge, Nevada System of Higher Education  
Ms. Jhone Ebert, Superintendent of Public Instruction

**STAFF MEMBERS PRESENT**

Alex Bacchus, Director of Business Development, GOED  
Amanda Flocchini, International Business Development Director, GOED  
Bob Potts, Northern Deputy Director, GOED  
Carli Smith, Digital Media Manager, North, GOED  
Danny B. Miller, ISO & Technical Support Specialist, GOED  
Dorian Stonebarger, Director of Special Projects, GOED  
Elaine Silverstone, Director of Workforce Development, GOED  
Jeremiah Mesquita, Government Contracts Advisor, Nevada APEX Accelerator, GOED

Jessica Murillo, Accounting and Administrative Assistant, GOED  
Joan Rueben, Director, Nevada APEX Accelerator, GOED  
John Rice, Government Contracts Advisor, Nevada APEX Accelerator, GOED  
Kim Spurgeon, Director, Nevada Film Office, GOED  
Kristen Spencer, Business Development Coordinator, GOED  
Kyeema L. Peart, Director, Office of Entrepreneurship, GOED  
Leannra Diossa, Director of Administration, GOED  
Mason Weber, Administrative Assistant, GOED  
Melanie Sheldon, Senior Director of Business Development, GOED  
Michelle Sibley, Director of Human Resources, Diversity, and Inclusion, GOED  
Nathan Jackson, Deputy Director, Nevada APEX Accelerator, GOED  
Shari Davis, Director, Rural Economic & Community Development, GOED  
Sherry Lloyd, Program Compliance Officer, GOED  
Steve Scheetz, Research Manager, GOED  
Steven Wood, Director, Strategy & Public Policy, GOED  
Susan Skaggs, Executive Assistant and Office Manager, GOED  
Henna Rasul, Office of Attorney General, State of Nevada, GOED Open Meeting Law Attorney  
David Newton, Special Counsel to the Colorado River Commission and GOED

#### **GUESTS PRESENT**

Amber Donnelly, Great Basin College  
Alex Tanchety, Alliance North America, Inc. dba, ANA, Inc.  
Amanda Berry, EDAWN  
Armen Ekmekji, Weber Metals, Inc.  
Barbara Smith Campbell, The Ferraro Group  
Bryan Klein, Apple Inc.  
Clarissa Cota, CSN  
Dan Flick, CSN  
Frank Woodbeck, CSN  
George Gault, City of Mesquite  
Heather Wessling Grosz, EDAWN  
James McCoy, CSN  
Jared Smith, City of Henderson  
Jerry Bullard, Weber Metals, Inc.  
John Lincoln, Mako Advanced Materials, LLC  
Madeline Burak, Office of the Governor, State of Nevada  
Michael Brown, Brookings Mountain West  
Michael Walsh, LVGEA  
Mitch Keenan, LVGEA  
Morgan Biaselli, Silver State Government Relations  
Nancy McCormick, EDAWN  
Natalie Brown, NSHE  
Nick Clasen, City of Henderson

Nicole Maher, Great Basin College  
Paul Dennis, Weber Metals, Inc  
Perry Ursem, LVGEA  
R.J. Haffke, Alliance North America, Inc. dba, ANA, Inc.  
Rod Diridon, Apple Inc.  
Shelli Long, NV Department of Taxation  
Sonny Vinuya, Office of the Governor, State of Nevada  
Terry Ryan, Apple Inc.  
Tina Quigley, LVGEA  
Will Adler, Silver State Government Relations

**1. CALL TO ORDER, ROLL CALL, AND ESTABLISH QUORUM**

Governor Joe Lombardo, State of Nevada, called the meeting to order. Ms. Melanie Sheldon, Senior Director of Business Development, GOED, called roll, and quorum was established.

**2. PUBLIC COMMENT**

Mr. Jared Smith, Executive Director, Economic Development, City of Henderson, voiced his support of two Henderson based companies coming before the Board today and advised the City of Henderson consistently researching and studying target industries that are a good fit for Henderson. Additionally, the city is reviewing skills gaps and solutions to bridge these gaps. Mr. Smith thank the GOED Team and Board for their support.

**3. APPROVAL OF THE MAY 23, 2024, BOARD MEETING MINUTES**

Governor Lombardo called for a motion to approve the May 23, 2024, Board Meeting Minutes.

**A MOTION WAS MADE BY DR. WELDON HAVINS TO APPROVE THE MAY 23, 2024, BOARD MEETING MINUTES AS IS. MR. JAY BARRETT SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**4. EXECUTIVE DIRECTOR UPDATE AND DIRECTOR'S REPORT**

Mr. Tom Burns, Executive Director, GOED, informed the board that in June, the Governor's office, along with GOED, hosted an Economic Summit in Las Vegas, where economic development agencies and leaders were invited to assess and address economic strengths and weaknesses in the state, aiming to enhance strategic initiatives moving forward.

Director Burns explained that Nevada had won a coveted 2024 Silver Shovel Award from Area Development Magazine. This is an accolade recognizing state economic development agencies

that have achieved significant success in attracting new business investment and jobs creation. The award was for the Redwood Materials, Inc. The company's battery materials facility in Storey County will contribute \$1.1 billion capital investments in Nevada's economy, was cited by Area Development as an important element in winning this award.

Director Burns noted GOED continues to build out the elements of the five-year comprehensive state plan most recently, in the area specifically related to the water sector, a collaborative effort between SRI, Water Start, and Nevada Water to develop water policy for economic development. Director Burns stated this work will place Nevada in the forefront of having economic development policy that strategically and intentionally manages this critical resource. Director Burns noted GOED is working with DETR and OWINN on building out the State's in-demand occupations and the critical alignment between economic and workforce development. These collaborative efforts include updating existing reports to be more user-friendly and building out a dynamic portal that will appear on both the OWINN and GOED future websites.

Earlier this month, Nevada secured \$21 million from the US Economic Development Administration (EDA) for the next phase of the Lithium Loop Tech Hub led by UNR in partnership with numerous agencies and stakeholders, and that funding received will help Nevada domestic production and manufacturing of crucial technologies. Director Burns recognized Mr. Karsten Heise, Senior Director, Strategic Programs and Innovation, GOED, and his team, stating they were a significant part of these ongoing collaborations with the EDA and the developing local comprehensive economic development strategy plans and development districts, noting these assets enhance the eligibility for EDA grants and opportunities in the future.

Governor Lombardo referenced the EDA award and his understanding the award was going to be approximately \$70-80 Million.

Director Burns confirmed the request was \$71 Million. However, it was speculated that in the election year they were trying to pass around money throughout several states and full award requests were not granted. However, feedback advised there may be future awards based on the execution of rewards granted recently.

Following the approval by the Nevada Board of Examiners, GOED launched a program based on an individual career mapping and training delivery model developed under the leadership of Ms. Tammy Westergard, Project Coordinator, SANDI Grant, GOED. This initiative focuses on minority and women population, leveraging Nevada's public library networks to enhance access to career exposures, skill assessments, training programs, and employer connections, funded with approximately \$1.5 million from a 2019 attorney general settlement with T-Mobile, and aims to close career navigations and training gaps for underrepresented groups. The National Science Foundation (NSF) Engine's timeline being released in the NSF Regional Innovation Engines Program Solicitation and the Development Award Team, advancing the circular economy for lithium batteries submitted in its letter of intent on June 18<sup>th</sup> and will submit its associated preliminary proposal by August 6, 2024, and, if invited, the full proposal

would be due on February 11, 2025. Director Burns recognized Mr. Heise as the co-PI on the project and said that currently the team is conducting intensive working strategy sessions to prepare for the proposal narrative writing stage.

The GOED Office of Entrepreneurship continues to work with the regional development authorities to review the identified community issues and small business education and financing, and that working groups have been established with the Nevada Systems of a Higher Education, Secretary of State, and Lieutenant Governor's Office of Small Business Advocacy. At the end of fiscal year, June 30, 2024, there were 12 Workforce Innovations for a New Nevada (WINN) grants awarded across four NSHE partner institutions, including the College of Southern Nevada, Great Basin College, Truckee Meadows Community College and Western Nevada College that will be able to deliver over 1,500 people training by the end of fiscal year 25. Director Burns recognized Great Basin College in Elko, stating they had signed a workforce development partnership with NORCAT, an Ontario based innovation center, to address workforce shortages and advanced mining trending programs, a direct result of a trip to Canada in September of 2023. A little under \$3 million remain in the WINN Fund for awards to continue through fiscal year 25.

Director Burns stated that \$10.5 million film tax incentives were approved for several productions that will grow the local economy and hire hundreds of Nevadans for cast and crew, including TV series actors, Seth Rogen and Bryan Cranston, and the first season of a new game show hosted by Shaquille O'Neal.

Governor Lombardo asked the name of the aforementioned TV series. Ms. Kim Spurgeon, Director, Nevada Film Office (NFO) advised the name was 'The Studio', and it is set to air on Apple TV plus next year, 2025. It is about a film studio.

Governor Lombardo asked if they are filming throughout the city or on a stage. Ms. Spurgeon confirmed they are primarily filming at the Venetian Casino, where their headquarters are, where they will spend approximately two weeks.

The Community Development Block Grant (CDBG) Office that has awarded \$2.9 million to community development projects in Ely, Lincoln, Nye, and Washoe, in which Governor Lombardo sent out award letters to each community for their projects and grants that started July 1st. GOED co-sponsored a southern Nevada delegation to the Biotech Innovation Organization International Convention in San Diego, hosting over 120 meetings with bioscience companies from all over the world, in which multiple leads continue to be pursued along with several sites to the region, which are a strong indicator of our future investment.

GOED's Healthcare Industry Specialist Mr. Vance Farrow, and Director Burns, traveled to Los Angeles to tour and meet with the principles of the transplant center at Keck Medical Center of USC last week, discussing their transplant center coming to Las Vegas that will initially focus on heart and liver transplant procedures, but will also include lung, kidney, and pancreas transplant procedures as the need arises. Discussion also comprised how best the GOED can

support Keck Medical Center's expansion through logistical partnerships and associated workforce development needs that will be critical to their success.

Governor Lombardo asked if, the transplant medical facility, mentioned in the Director's report, (Keck Medical Center Transplant Center of USC in Los Angeles) would be in competition to Renown Medical Group-Kidney Care as far as transplant efforts. Director Burns advised a need had been established for a diagnosis center in Las Vegas and pre and post treatment could potentially occur at the new Las Vegas center.

During the 10th annual Select USA Investment Summit, Governor Lombardo announced five international companies' investment and expansion plans in Nevada, showcasing the incredible work of GOED's Regional Development Authorities and economic development organizations in the attraction of new business and growing existing business throughout the state, acquiring up to a half dozen leads that will continue to have conversations about their future plans in Nevada.

Director Burns referenced a Canadian company that had recently made Winnemucca their US headquarters, giving thanks to Michelle Hammond Allen, Executive Director, Humboldt Development Authority/ Nevada 95-80 Regional Development Authority, for facilitating the project.

National Apex Accelerator Day will be celebrated this fall, and gave some examples of success stories in government, including Live Electric, a woman-owned small business, Las Vegas SCA Design, a small business specializing in special architectural design that was awarded a number of contracts through Las Vegas, Lyra Electric, which provides for electrical installation and many other services as a minority owned business in Southern Nevada. The Nevada APEX Accelerator is proud to be hosting an event with NASA in the upcoming months to talk about possibilities of local businesses doing business with NASA.

## **5. METRICS REPORT**

Mr. Steve Scheetz, Research Manager, GOED, indicated that due to the timing of this board meeting in relation to June 30th, when the quarter ended, a full metrics report would not be provided, but that he would go over the Business Development pipeline summary and noted GOED's Regional Development Authorities (RDA) partner efforts to also assist companies in meaningful ways, whether it be working through the permitting process or acquiring land or through workforce issues helping them either establish or expand operations in Nevada.

Mr. Scheetz noted, in the first half of this year 27 companies have been assisted, their estimate for the first two years jobs hiring 1,530 employees. The current weighted average hourly wage being \$32.85, exceeding the statewide average hourly wage as determined, by the Department of Employment Training and Rehabilitation's (DETR's) on July 1 of each financial year.

Company investments on capital projects currently showing \$722 million for the first half of the year. Quarter 2 had 53 leads and 55 prospects, ultimately landing on 16 wins.

## **6. UNEMPLOYMENT RATE UPDATE**

Mr. Bob Potts, Deputy Director, The Governor's Office of Economic Development, reported that right now every county in the state is below 7%, which has been the case for 34 months. Deputy Director Potts also noted that statewide, the seasonally adjusted number that came out on Tuesday is 5.2%, the same since January of 2021, indicating what economists would call structural employment or full employment.

Governor Lombardo suggested placing an identifier in rural counties for changes in unemployment percentage due to mining claims and breaking it down from quarter to quarter.

## **7. ABATEMENT APPLICATIONS FOR BOARD APPROVAL**

### **A. ALLIANCE NORTH AMERICA, INC. DBA ANA, INC.**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Michael Walsh, Vice President Economic Development, Las Vegas Global Economic Alliance (LVGEA) introduced Alliance North America, Inc. dba ANA, Inc (ANA).

Alliance North America, Inc. dba ANA, Inc. (ANA) will be expanding its existing 149,000 sq. ft. headquarters, assembly, and manufacturing facility, in Henderson, by another 200,000 sq. ft. in the coming months. This expansion will facilitate the growing demand of its products. ANA is a leading provider of mobile power and compression solutions and has developed a next generation, proprietary, proven, hybrid power technology ('Energy Boss™') to help existing customers lower energy and O&M costs, and reduce emissions 65+ %. Product performance and quality has been validated with extensive testing by turnkey national rental company customers, and end users such as Meta, SpaceX, Google and Amazon. As one of the leading innovators in the Energy sector, ANA announced its position on the prestigious Inc. 5000 list for the second consecutive year and achieved an impressive rank of 960, an increase from 1,737 ranking in 2022.

In the first two years of operation, the company projects a total capital equipment investment of approximately \$8.3m and generate 25 full-time jobs with an average hourly wage of \$29.63. Mr. Walsh was joined by Ms. Alicia Waineo, Chief Financial Officer, and Mr. R.J. Haffke, Vice President of Finance, ANA.

Ms. Waineo discussed the move into Henderson, two years ago, from southern California, opening the headquarters, and flourishing in Nevada. Not only is the company expanding now

but are looking at future growth plans and significant job creation over the term of the abatements.

**A MOTION WAS MADE BY MS. YOLANDA KING TO APPROVE ALLIANCE NORTH AMERICA, INC. DBA ANA, INC (ANA). FOR A SALES TAX ABATEMENT, A MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT, FOR ALLIANCE NORTH AMERICA, INC. DBA ANA, INC. MS. SASHA STEPHENSON SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**B. APPLE INC.**

- **DATA CENTER SALES AND USE TAX ABATEMENT**

Ms. Heather Wessling Grosz, Senior Vice President and Business Development, Economic Development Authority of Western Nevada (EDAWN), introduced Apple Inc. (Apple). Apple plans to expand its existing Washoe County Data Center operations. Apple is an American multinational corporation and technology company headquartered in Cupertino, California. The company designs, develops, and sells consumer electronics, computer software, and online services. Apple opened its data center located just outside of Reno, in December 2012 and is the first company to have built a data center at the Reno Technology Park.

Within the first five years of operation, the company projects a total capital investment of approximately \$742.1m and the creation of 10 full time jobs with an average hourly wage of \$32.51. Ms. Wessling Grosz was joined by Mr. Terry Ryan, Senior Tax Director, Mr. Bryan Klein, Site Manager - Northern Nevada campus, Mr. Rod Diridon, Senior Manager of State and Local Government Affairs, Apple, and Ms. Barbara Smith Campbell, Principal, Ferraro Group.

Mr. Diridon advised Apple was seeking to invest another \$1 billion into the Reno Data Center and facility in the decade ahead. Apple's commitment to making a positive impact in the Reno Sparks region, not only for the more than 200 team members who support the Data Center facility, but to help the broader community continue to thrive, a philosophy deeply embedded in the work and the partnerships built in the state. Since day one, the facility was run on 100% renewable energy and is powered today by four solar projects that Apple created thanks to its partnership with NV Energy. Mr. Diridon also indicated that the data center has earned certifications in water stewardship and zero waste, contributed to programs and organizations that support families and neighborhoods here, including Envirolution, the Children's Cabinets, and the Food Bank of Northern Nevada and others. Mr. Diridon indicated that Apple's hope is to continue the strong track record of exceeding their investment commitments, to date investing more than \$3 billion in the Data Center operations, far exceeding the prior commitments made to the state.

Ms. Stephenson noted, in the company's application, Oregon and Arizona had also been considered as possible locations for the expansion project and asked, if the company had made a final determination regarding a Nevada location.



Mr. Diridon advised Apple is very eager to grow in Nevada. The partnerships formed and the caliber of current and future workforce, and the partnerships that we've had with the local school districts to, in fact, train the future workforce is significant. Therefore, Apple looks forward to investing another billion dollars, over the next decade, in the state of Nevada.

Governor Lombardo asked about the situation in the State of Nevada and the ability to provide Apple Power being an issue, to which Mr. Diridon indicated it's not a preventative and they are adequate in that space.

Director Burns disclosed, to the GOED Board Members, that his son, is employed with Apple within the real estate and construction division. He is not involved with this project. However, his immediate supervisor is. Director Burns confirmed this has been discussed, at length, with GOED's Legal counsel and Counsel from the Governor's Office. It has been determined this poses no conflict.

**A MOTION WAS MADE BY MS. STEPHENSON TO APPROVE APPLE INC. FOR A DATA CENTER SALES TAX ABATEMENT. DR. HAVINS SECONDED. THE MOTION PASSED.**

**MS. KING ABSTAINED FROM THE VOTE NOTING MR. RYAN'S MEMBERSHIP ON THE BOARD OF THE NEVADA TAXPAYER'S ASSOCIATION AND HER CURRENT EMPLOYMENT WITH THE ASSOCIATION.**

**C. UNIVERSAL PLASTIC MOLD, INC.**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Perry Ursem, Vice President of Economic Development, LVGEA, introduced Universal Plastic Mold Inc. (UPM). UPM plans to relocate from Southern California to Southern Nevada and establish an approximate 100,000 sq. ft. manufacturing facility. UPM was founded in 1962, starting in a small building with three machines, the business grew, over the years, and is now one of the largest injection molders in the United States. Currently located in Los Angeles, California, UPM offers turnkey custom injection molding services

In the first two years of operation, the company projects a total capital equipment investment of approximately \$14m and the creation of 98 full-time jobs with an average hourly wage of \$29.40. Mr. Ursem was joined by Mr. Jason Dowling, President, UPM.

Mr. Dowling gave a history of the company and said they have three generations of being privately held and family owned. The company has considered other locations, but Nevada and the LVGEA team really shined and the culture, the sense of community where people feel like they belong to the city, and the amenities made the transition an obvious choice. From a cost

standpoint, electrical costs are 50% or better, and between payroll, profit, property taxes, it's about 68% less. Over the past 10 years, the company has promoted from within, taking folks that have the aptitude and the energy and the willingness to learn, and educating them, training them up, teaching them new positions. As far as employee support, the company offers full insurance package, retirement, training, job development, with the average tenure being 12 years. The company is currently working with California learning institutions El Camino College and Cal Poly Pomona. The company works with the engineering departments doing plant tours and works with engineering students to teach manufacturing fundamentals and introduce the younger generation to the potential of manufacturing jobs. The company plans continue that by working with the University of Las Vegas (UNLV), University of Phoenix, College of Southern Nevada (CSN), and the Clark County School District (CCSD). UPM prefers to source locally if there are suppliers in town that can give quick times and comparable costs. The company's goal is to put money back into capital, more equipment, better equipment, better automation, better safety equipment, education, and then just continue to develop strong relationships in the community and keep reaching out.

Ms. King asked how many of the company's planned jobs would be relocations from the company's current facility.

Mr. Dowling advised it would be approximately fifteen existing key staff members.

Ms. Stephenson inquired about UPM's water requirements and usage and if the company's future Nevada facility would be a good steward of water.

Mr. Dowling advised the company currently averages approximately 40,000 gallons per year which is primarily used cooling towers. The new facility will either be a glycol based, closed loop system or a freshwater system that will circulate, through the plant, for pulling machines.

Mr. Chris Sewell encouraged the company to contact his workforce representatives in at the EmployNV Offices in Clark County.

**A MOTION WAS MADE BY MR. BARRETT TO APPROVE THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT, FOR UNIVERSAL PLASTIC MOLD, INC. MS. KING SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**D. WEBER METALS, INC.**

- **AVIATION SALES TAX ABATEMENT**
- **AVIATION PERSONAL PROPERTY TAX ABATEMENT**

Ms. Nancy McCormick, Senior Vice President of Strategic Partnerships and Workforce, EDawn, introduced Weber Metals, Inc. (Weber). Weber plans to expand its existing operations in Verdi, NV. The expansion in Verdi involves work transfers to the new facility, capability enhancements to utilize existing equipment at the expansion site that is new to Weber for entry

into new markets, and investments in additional equipment for process and capacity gains. Weber is an industrial company that produces forgings mainly for the aerospace market. In December of 2022, Weber acquired the legacy 'Viking Metallurgical' facility, in Verdi, which is the first expansion of its main campus location in Southern California.

In the first year of operation, the company projects a total capital equipment investment of approximately \$14m, the creation of 8 full-time jobs with an average hourly wage of \$29.38. Ms. McCormick was joined by Mr. Armen Ekmekji, Senior VP of Strategy and Site Development, Mr. Paul Dennis, Chief Financial Officer, and Mr. Jerry Bullard, Controller, Weber.

Mr. Ekmekji advised Weber takes raw materials, alloy metals, and converts them into components that are used on aircrafts. The company's Verdi facility focuses on aircraft, brake jet engine components, and rocket components.

Ms. Stephenson inquired about Weber's water requirements and usage.

Mr. Ekmekji estimated the company's water consumption would equate to approximately one million gallons a year and advised Weber is part of a consortium, Verdi Mutual Water Company, that has a dedicated spring and supplies the neighborhood around Verdi.

Ms. Stephenson asked Ms. McCormick if she felt the company was a responsible steward of water. Ms. McCormick answered, based on the size of the operation, she believed Weber to be a responsible water user.

**A MOTION WAS MADE BY DR. HAVINS TO APPROVE WEB METALS, INC. FOR AN AVIATION SALES TAX ABATEMENT AND AN AVIATION PERSONAL PROPERTY TAX ABATEMENT, FOR WEBER METALS, INC. MS. STEPHENSON SECONDED. THE MOTION PASSED UNANIMOUSLY.**

## **8. ABATEMENT APPLICATIONS FOR EXECUTIVE DIRECTOR APPROVAL**

### **A. MAKO ADVANCED MATERIALS, LLC**

- **AVIATION SALES TAX ABATEMENT**
- **AVIATION PERSONAL PROPERTY TAX ABATEMENT**

Director Burns advised Pursuant to S.B. 181, GOED's Executive Director can approve partial tax abatements with a projected value up to \$500,000. Therefore, Mako Advanced Materials LLC (Mako) is approved for an Aviation Sales and Use Tax Abatement, and an Aviation Personal Property Tax Abatement.

Mr. Mitch Keenan, Vice President, Business Development, LVGEA, introduced Mako. The company plans to expand its existing southern Nevada facility. Mako was founded in September 2023 in Henderson, NV. Mako operates in the advanced materials space, specializing in Surface

Coatings, Adhesives, Sealants & Elastomers for the Aerospace, Energy, Automotive, and Defense Sectors with a focus on the US market. In aircraft structures, composites are extensively used for their exceptional strength-to-weight ratio, corrosion resistance, and flexibility in design. Adhesives play a crucial role in bonding composite materials and other components in aircraft structures. They offer benefits such as weight reduction, enhanced structural integrity, better sealing and insulation, and versatility over traditional mechanical fastening methods such as rivets and bolts. made major strides to building relationships across the community with partners like GOED, City of Henderson Economic Development, LVGEA, UNLV Engineering, as well as UNLV's Step-Up Startup Internship program.

In the first year of operation, the company projects a total capital equipment investment of approximately \$367,000, the creation of 4 full-time jobs with an average hourly wage of \$32.46. Mr. Keenan was joined by Dr. John Lincoln, Chief Executive Officer, Mako.

Dr. Lincoln advised of his extensive entrepreneurial background with leading his former company, Axiom Materials, which was a global leader and advanced composite development and manufacturing, with partnerships across a myriad of industries, including aerospace, military, automotive, industrial and medical industries, and has launched his Lincoln Dynamic Foundation in Henderson. Dr. Lincoln noted Mako's major focus sector is aviation related such as rocket parts, adhesives, and advance composite products which are primarily carbon composite products.

**9. WORKFORCE INNOVATION FOR A NEW NEVADA (WINN) FUND PROGRAMS FOR BOARD APPROVAL**

**A. REQUEST APPROVAL TO ENTER INTO AN AGREEMENT WITH THE CSN FOR A LOGISTICS AND OPERATIONS TRAINING PROGRAM - FUNDING NOT TO EXCEED \$376,004**

Ms. Elaine Silverstone, Director of Workforce Development, GOED, introduced the WINN Application for the CSN Logistics & Operations Training Program. Ms. Silverstone was joined by Mr. Frank Woodbeck Executive Director, CSN, Dr. Clarissa Cota, Campus Vice President - North Las Vegas, CSN, Dr. James McCoy, VP of Academic Affairs at CSN, Mr. Dan Flick, Executive Director for Advanced Manufacturing, CSN, and Dr. Natalie Brown, Assistant Vice Chancellor for Workforce Development and Community Colleges, Nevada System of Higher Education (NSHE).

Ms. Silverstone stated CSN requests \$376,004 for this logistics and operations training initiative that will provide short-term training for logistics, automation, and integration technicians at both the CSN North Las Vegas campus, and the upcoming West Side Education and Training Center set to open in early June 2025. Funding for this program will reach as many as 30 students per year and will provide instructional capacity for complete logistics, labs, administrative and promotional support. Currently there are 100 jobs committed to this area and available at Finley

Automotive Group and Sunshine Minting, and with endorsement from the Regional Transportation Commission of Southern Nevada.

Dr. Brown spoke in support of the WINN fund applications for both CSN and Great Basin College (GBC). Dr. Brown discussed two programs from CSN, a follow up presentation for logistics and operations training, a nursing skills lab to increase CNA and LPN completers, and one program from GVC, the GVC NORCAT mining skills training to not only train essential skills and knowledge, but also continue into corporate training and be able to adjust to meet future training needs. Together these programs request a total of approximately \$1.7 million in funding.

Mr. Woodbeck discussed funding the logistics and operations training lab, that is for training in a new industry sector for training, logistics, automation and integration technicians, a subset of advanced manufacturing not currently available in Southern Nevada. Mr. Woodbeck noted that last year a grant was received from the Department of Labor, a Pathways to Infrastructure Jobs grant, for the training of two phases, one being zero emission vehicle mechanics, being done in combination with Regional Transportation Commission, and the second, instructions in logistics, automation, and integration, and that is this phase coming up. Mr. Woodbeck explained it is a \$2 million grant received for that training but does not include equipment. Mr. Woodbeck indicated the WINN funding for \$376,004 would be for four training labs, two in North Las Vegas campus, which is overseen by Dr. Cota, and two additional ones at the upcoming West Side Education and Training Center, with the purpose of training individuals either cross training and careers or advance them in careers that are incumbent workers in advanced manufacturing in logistics and operations at this point. Mr. Woodbeck stated the jobs in logistics and operations has grown to approximately 25,800 thus far in Southern Nevada. Mr. Woodbeck recognized, Mr. Flick as he oversees that advanced manufacturing program from entry level jobs all the way up through an associate's degree.

Ms. Stephenson, in the Secretary of State's absence, wanted to readdress his concerns last time about the staffing for these labs and whether that was going to take away staff hours from other programs, noting his concern specifically was that there are already waiting times for students to get into this existing program.

Mr. Woodbeck clarified this funding does not cover staffing, which would be under normal funding with student credit hours and will not be affecting staffing in any other area. Mr. Woodbeck noted a conversation he had with the Secretary of State regarding that specifically, responded to those questions he had, and that he is satisfied that we're not taking away from another department in training in that. Mr. Woodbeck also explained that Director Flick is recruiting from industry and from wherever he might be able to in terms of advancement training to be able to provide that training, as there is a special allocation for paying above market for those instructors as needed.

Ms. King raised the concern about the hourly wage.

Mr. Woodbeck responded that these are entry level wages that are within the Bureau of Labor Statistics listing of wages. The Center of Excellence in Henderson has a unit geared for incumbent worker training, however the installation at the Northside Vegas campus is twofold; one for entry level training, but also for training incumbent workers for companies that are selling to Apex. The West Side Education and Training Center broke ground on May 28, 2024, and is a 16,000 square foot skilled training center that's serving an underserved area and geared for basic education and entry level training.

**A MOTION WAS MADE BY MS. STEPHENSON TO APPROVE THE REQUEST TO ENTER INTO AN AGREEMENT WITH THE COLLEGE OF SOUTHERN NEVADA FOR A LOGISTICS AND OPERATIONS TRAINING PROGRAM - FUNDING NOT TO EXCEED \$376,004. MR. BARRETT SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**B. REQUEST APPROVAL TO ENTER INTO AN AGREEMENT WITH THE COLLEGE OF SOUTHERN NEVADA FOR A NURSING EXPANSION PROGRAM—FUNDING NOT TO EXCEED \$485,000**

Ms. Silverstone introduced the WINN Application for the CSN Nursing Expansion Program Ms. Silverstone recognized Dr. Frank Woodbeck, Executive Director, and Dr. Cota, regarding plans to expand a nursing training center at the North Las Vegas campus that will allow for training to reach an additional 24 nursing students per cohort for Certified Nursing Assistants and Licensed Practical Nursing programs. CSN is requesting \$485,000 to compliment \$750,000 already secured through congressionally directed spending, representing a total of \$1.235 million for this critical expansion program. Dignity Health North Vista Hospital, the Department of Veterans Affairs, Southern Nevada Healthcare System, and Henderson Hospital stated their endorsement of this program in the application citing at least 44 immediate hiring needs among them. These high wage jobs in healthcare will help support a strong pipeline of medical professionals to support local and visiting patients to the state.

Mr. Woodbeck noted the nursing shortage and the hope to expand, or enhance, facilities to be able to meet the need in terms of launching a Practical Nursing Program, increasing the number of practical nurses produced by 24 per year with this move, and expanding simulation facilities at North Las Vegas campus and Henderson.

Dr. Cota stated the significant need for over 3,000 Licensed Practical Nurses, over 4,000 Registered Nurses (RNs), over close to 6,000 Certified Nursing Assistants (CNAs) to reach the national average in the state of Nevada. Dr. Cota explained the proposal is directly providing a solution, and right now, CSN is training approximately one third of the local nursing force in this region. This project would establish a completable nursing program at the North Las Vegas campus. This proposal also aligns with the City of North Las Vegas Medical District Master Plan, to provide trained nurses for the project. CSN will be able to provide and enhance its capacity to have 24 additional nurses coming out of this program per year and per cohort, which

will also help to support the capacity for the other programs offered at the other campuses such as LCNA, LPN, APN, RNs, and BSN programs.

Dr. Havins questioned what else is being done to address the over 6,000 nurse shortage and if 24 extra licenses a year is enough.

Dr. Cota advised that currently CSN is producing about 100 to 150 Certified Nursing Program students and this proposal would serve to increase capacity to build additional cohorts.

Ms. Stephenson asked about incentives from the partners in the community to get those trained nurses to stay in those areas.

Dr. Brown noted, partnership with the local health providers is crucial because, as the number of these students going through these cohorts increases, they're in need of clinicals, and so the commitment on behalf of these partners to allow for spaces for our students to get in is essential. The simulation lab helps to combine both the in-person clinical hours that are required in addition to simulation time, so that's enhancing the capacity. As far as connecting with employer partners, they're offering very competitive hourly rates for those types of positions, and if clinical can be completed at those sites, that's also a very big incentive to keep them here.

Ms. Stephenson requested, going forward, the Board have some data to look at to justify ongoing funding such as how many nurses have been trained, how many stayed, how many went back to school to garner additional credentials.

**A MOTION WAS MADE BY DR. HAVINS TO APPROVE THE REQUEST TO ENTER INTO AN AGREEMENT WITH THE COLLEGE OF SOUTHERN NEVADA FOR A NURSING EXPANSION PROGRAM - FUNDING NOT TO EXCEED \$485,00. MS. KING SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**C. REQUEST APPROVAL TO ENTER INTO AN AGREEMENT WITH GBC FOR A NORCAT MINE SKILLS TRAINING (MST) PROGRAM - FUNDING NOT TO EXCEED \$832,230**

Ms. Silverstone introduced the GBC NORCAT Mine Skills Training (MST) Program and noted that Sheldon Mudd, Executive Director of the Northeastern Nevada Regional Development Authority (NNRDA) met Mr. Jason Bubba, Chief Operating Officer, at the Prospectors & Developers Association of Canada (PDAC) in June of 2023, and a few months later, their conversations extended to introductions at the GOED trade mission to Canada. Since the trade mission, NNRDA and GOED have collaborated to connect NORCAT with GBC as the educational institution to bring a mining skills program to the region. Ms. Silverstone was joined by Dr. Amber Donnelly, President, GBC, Ms. Nicole Maher Grants Director, GBC, Mr. Bubba, NORCAT and Dr. Brown.

Ms. Silverstone recognized Dr. Donnelly, and Ms. Maher, for their ability to talk more about this innovative skill safety program which they are applying for \$832,230 as part of a larger

\$1,322,230 project budget. With this financial investment, GBC will be able to train 90 students in entry level miner curriculum beginning in December of this year. Ms. Silverstone also indicated Lithium America's Sawtooth Mining and Nevada Gold Mines have at least 1,000 jobs to fill, beginning now and over the next five years, at high wages for this critical industry sector between \$26 and \$44 hourly along the career pathway. Ms. Silverstone called the Board's attention to letters of support, two from Revere Training Associations, Nevada Mining Association, and Nevada Battery Coalition, pledging their support for this proposed joint venture between NORCAT and GBC to support workforce development

Dr. Brown said Great Basin College has worked very closely with Workforce Development at GOED to thoughtfully create and present a program that supports and establishes much needed training in mining skills and is scalable and sustainable in the future. Many jobs would be supported throughout this program and as early as June 2025, at least 90 students would be assisted, bridging the gap between local talent availability and project needs.

Ms. Maher thanked the Board for the opportunity to share the GBC NORCAT vision for this new educational industrial training model in Nevada.

Dr. Donnelly stated that the GBC NORCAT Mine Skills Training will allow GBC, one of Nevada's principal career and technical education providers, and NORCAT, a notable leader in mining industry training, to develop and enhance the workforce capabilities in the region. Through this workforce focus partnership, GBC will build new skills and expand on current post-secondary training opportunities with subject matter experts from NORCAT with their 30-year history of developing and expanding training programs. GBC's and NORCAT's Mining Skills Training twofold purpose with workforce recruitment, connecting job seekers with customized education and training that will lead to high skill, high wage, and high in demand jobs, and connecting employers with customized sustainable tools and solutions that will help them recruit new talent and upskill existing employees. GBC and NORCAT will focus on operation specific learning pathways tailored to the local context through pre- and post-employment training, this emphasis on immediate job readiness bridging the gap between project needs and local talent availability and help industry realize production targets in their most efficient, compliant, and safe manner possible. The objective is to launch August of 2024.

Mr. Bubba noted NORCAT's 30-year history of delivering mining and skilled labor training and consulting services internationally, while also designated as a mining innovation center by the Province of Ontario and the only not-for-profit organization with its own operating mine that's dedicated to the development of mining innovation technologies and mining skills training. NORCAT is recognized by industry as global leaders in learning technology development, and that experience and know-how will be brought to the GBC and NORCAT partnership and to the skilled labor industries in Nevada. Mr. Bubba explained how he met Governor Lombardo at the Nevada Trade Mission in Toronto, Canada last September, a very effective event, where Canadian firms were able to discuss their capabilities, their experience, while the Nevada government and education and mining companies were able to discuss their needs and the opportunities to work together and to collaborate in Nevada and build a mutually beneficial,



innovative mining ecosystem.. Part of this funding package request, is the learning technologies, meaning NORCAT will be bringing the latest and greatest of virtual and augmented reality, simulation training tools to the Nevada mining industry.

**A MOTION WAS MADE BY MS. STEPHENSON TO APPROVE THE REQUEST TO ENTER INTO AN AGREEMENT WITH GREAT BASIN COLLEGE FOR A NORCAT MINE SKILLS TRAINING (MST) PROGRAM-FUNDING NOT TO EXCEED \$832,230. DR. HAVINS SECONDED. THE MOTION PASSED UNANIMOUSLY**

**9. BOARD MEMBER COMMENTS**

Ms. Stephenson expressed her excitement for the success of the first trade mission of the Governor's administration that resulted in so many different collaborations and projects. Governor Lombardo thanked Sasha for all her coordination associated with that.

**10. GOVERNOR LOMBARDO COMMENTS**

Governor Lombardo had no additional comments.

**11. PUBLIC COMMENT**

There was no public comment.

**12. ADJOURNMENT**

**A MOTION WAS MADE BY GOVERNOR LOMBARDO TO ADJOURN THE MEETING. MS. KING SECONDED. THE MOTION PASSED UNANIMOUSLY.**