

To: GOED Board Members

From: Director Thomas J. Burns 

Date: October 3, 2024

Subject: Director's Report

General

- Retirement of one of GOED's founding members Deputy Director Bob Potts. Through his work, Potts helped broaden Nevada's economy which resulted in diversification to complement the state's historic industries. For several years, Potts convened regular meetings with the state's economic leaders, universities, economic development authorities, political and community leaders, and industry.

As a key advisor to multiple governors, he provided a regular snapshot of the state of the economy, preparing timely data points to help inform the decision-making process. Bob has been an invaluable asset to Nevada's economic development efforts, and he will truly be missed.

- GOED is proud to announce leadership-level promotions that mark an exciting new chapter in the agency's future.
 - Dr. Dorian Stonebarger, GOED's former director of strategy and public policy, has been appointed deputy director of the agency.
 - Alex Bacchus, former director of business development, has been promoted to northern regional director and will lead and manage economic and community development from GOED's Carson City office.
 - Stephen Wood, who served as government affairs manager under Dr. Stonebarger, has assumed Dr. Stonebarger's former position as director of strategy and public policy for GOED.

Their promotions are not just well-deserved but a testament to the value they bring to our team. I am very confident they will excel in their new positions as we continue to do great things for our state.

Joe Lombardo, Governor
Thomas J. Burns, Executive Director

Business Development

- Led by Senior Director of Business Development Melanie Sheldon, GOED's Business Development team closed out FY 2024 procuring more than \$1.2 billion in new business investment, 2573 new jobs, and 3424 build-out jobs from 33 companies for the state.
- So far in FY 2025, GOED has assisted 19 companies creating 671 initial jobs, 847 build-out jobs and \$1.1 billion in capital investment. The team continues to work closely with the RDAs to attract, retain, and expand business in Nevada, including three site visits planned in the upcoming month, and 41 companies in our active pipeline.

Innovation-Based Economic Development

- The UNR Development Award Team submitted its pre-application for a full National Science Foundation (NSF) Engine on Aug. 9. The project is termed "Recharge Nevada – A Coalition for Energy Innovation."
- On Sept. 10, the U.S. Department of the Treasury announced that GOED was awarded \$4.2 million to help small businesses in key sectors of the economy grow and hire through the State Small Business Credit Initiative (SSBCI) Investing in America Small Business Opportunity Program. GOED's Karsten Heise architected and wrote the grant application.

Nevada APEX Accelerator

- APEX continues to help small businesses win government contracts. Between April 16-July 15, APEX's women-owned business clients, service-disabled veteran business clients, disadvantaged business clients, and those business clients in economically depressed areas won a total of \$68.3 million in government contracts.

Workforce Development

- GOED's Director of Workforce Development Elaine Silverstone organized a panel of impactful education and workforce leaders at the inaugural Nevada Lithium

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Summit. Leaders from across the Lithium Loop workforce ecosystem joined the panel.

- A WINN award has been approved for Great Basin College for a geologic technician program in the amount of \$99,205. This funding will provide a four-tiered geologic technician program that includes three skills certificates leading to an Associate of Applied Science degree. The program will begin in the fall 2024 semester and will continue indefinitely thereafter to train up geologic technicians who can support scientists and engineers in exploring, extracting and monitoring natural resources such as rock, water, soil and natural gas. Employer partners include Newfields, Nevada Gold Mines and KG Mining, which report \$20 - \$43 hourly wage career pathways.

Rural & Community Economic Development

- GOED's Community Development Block Grant program staff hosted the national Council of State Community Development Agencies conference in Reno Sept. 15-18, 2024. Over 37 states participated in the three-day event.
- The Nevada Main Street program, which revitalizes downtowns across urban and rural communities, funded 23 of the 40 requested projects as part of the 2024 Nevada Main Street Grant program. At least one project was approved in each of the 16 communities that applied, totaling \$662,955 in awarded funds. The projects include an historic landmark installation, façade improvement programs, high-visibility crosswalks and more.

Healthcare

- GOED's Healthcare Industry Specialist Vance Farrow worked with the leadership of College of Southern Nevada (CSN) to implement a nursing education pilot program to get practicing clinical nurses credentialed as adjunct faculty at CSN. The first cohort consisted of 44 nurses with 42 completing the bootcamp program. The next cohort is scheduled for Nov. 1, 2024.
- GOED was invited to participate in the Roseman University of Health Sciences, College of Medicine Accreditation Site Visit with the Liaison Committee on Medical Education (LCME). The series of meetings went very well, and we anticipate

approval for the next medical school in southern Nevada in February 2025. Special thank you to Governor Lombardo for a letter of support to the LCME on behalf of Roseman University School of Health Sciences.

International Business Development

- The International Division visited the Finnish clean tech company Hycamite at the beginning of September as a follow up to an initial meeting at SelectUSA in June. We made the trip to discuss the potential of the company entering the U.S. market via Nevada, and to participate in a panel discussion at the opening of their first customer sample facility. The company specializes in methane-splitting hydrogen technology, producing battery grade graphite as a byproduct, which is a critical component in battery manufacturing and a growing industry in Nevada.
- The International Division coordinated and planned networking events with three inbound delegations from Canada, Chile, and Australia for the 2024 MinExpo Convention in Las Vegas. These efforts, which will continue to promote Nevada as a leader in the mining industry, support our economic and technological strength.
- GOED co-hosted the Nevada Lithium Summit, which was organized to advance the state's integral role in the lithium supply chain, foster collaboration across sectors, and much more. The two-day summit had several hundred attendees and was a huge success. We hope to host the summit once a year moving forward.
- GOED has been working on a Global Startup Pilot Program in collaboration with the Incheon Startup Park in Seoul, South Korea and with UNLV and Zero Labs. This inaugural program will give up to three South Korean startups an opportunity to visit Las Vegas for 10-14 days to get exposure to U.S. markets for commercialization of their innovative technologies. This collaboration is a direct result of the outreach trip the international team led in February 2024.

Office of Entrepreneurship

- The Office of Entrepreneurship in June undertook its focus group efforts with “underrepresented demographic segments and geographic areas of Nevada” as

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required by AB77 to achieve a best-efforts depiction of entrepreneurship in the state. Building on statewide community consultations in spring, deep-dive sessions were held over the summer with a diversity of groups from across the state.

- A California-Nevada FutureFood Engine pre-proposal was submitted to National Science Foundation in early August, which was facilitated by the Office of Entrepreneurship, the Desert Research Institute and UNR Business Environmental Program. Focusing on strengthened economic opportunities and resilience for rural food-producing areas, this pre-proposal constitutes Nevada's third entry into the NSF Regional Innovation Engines program. If awarded, North-Central California and Northern Nevada stands to receive considerable economic, social, and environmental benefits.
- GOED sponsored Reno Startup Week in September, which showcased several GOED divisions and areas of expertise. GOED's Kyeema Peart, Tammy Westergard and Joan Rueben all participated in panels discussing their respective roles at GOED and how their programs can assist entrepreneurs across the state.