

To: GOED Board Members

From: Director Thomas J. Burns



Date: February 06, 2025

Subject: Director's Report

General

- Campus for Hope — In 2023, legislature approved \$100M of funding to match \$100M in private dollars for a facility or facilities for individuals and families at risk of, or experiencing, homelessness. It is a planned initiative in Southern Nevada designed to address homelessness and envisioned to be a treatment community that would offer a wide range of services: housing, healthcare, job training, and support for mental health and addiction.

The application, which was approved on Jan. 17, establishes Nevada's largest public-private partnership to provide help for those who want help.

- WaterStart — Through a partnership with GOED and SRI, WaterStart released the "Building a Waterwise Economy" report, a waterwise economic framework that aligns water resource incentives with economic development: <https://goed.nv.gov/wp-content/uploads/2024/12/Building-a-Waterwise-Economy.pdf>.

Business Development

- GOED has seen consistent momentum in new project inquiries and progress on existing projects. Current leads include a lithium-ion battery cell manufacturer, a medical device manufacturer, and a cell manufacturing facility for the solar industry.
- Two companies have conducted site visits with our RDA partners since the previous board meeting.
- Currently, five companies have expressed interest in submitting abatement applications for the May GOED board meeting.
- In 2024, GOED Northern Regional Director Alex Bacchus worked with the Economic Development Authority of Western Nevada (EDAWN) to welcome Boxout to the state of Nevada. Boxout is a family-owned, national distributor of spa, massage,

beauty, fitness, rehabilitation, chiropractic, and wellness products.

International

- CES 2025 took place in early January. Our team met with six foreign countries, including 12 potential companies. These face-to-face meetings were an opportunity to share progress in key sectors, strengthen international relationships and explore future collaborations.

Innovation-Based Economic Development

- GOED's SSBCI Technical Assistance will be adding another component to its existing program with the approval of the funding for the Small Business Opportunity Program by the Nevada Legislature's IFC in December.

In September, the U.S. Treasury selected Nevada as one of only 12 states to receive a \$4.2 million three-year grant. Karsten Heise, GOED's senior director of strategic programs and innovation, wrote the application. GOED will again partner with the Nevada Small Business Development Center (SBDC).

Additional assistance will be provided to health care businesses and small manufacturers. The SBDC will also provide small business training and advising services for three Nevada Native Nations.

GOED is now waiting to receive the grant contract from U.S. Treasury.

- GOED's Karsten Heise will serve as co-principal investigator for UNR's NSF engines application "Recharge Nevada – a Coalition for Energy Innovation" to be submitted by Feb. 11.

This project will be supported by the Knowledge Fund, which is going to receive a boost through the inclusion of a substantial budget enhancement in the 2026-2027 executive budget.

- The Individual Career Mapping Program (ICM), which connects underserved populations with Nevada's in-demand industries, is expanding its partnerships.

Together with the City of North Las Vegas Library, ICM will partner with Cristo Rey St. Viator Catholic High School, as well as with Help of Southern Nevada and Chef Jeff.

In northern and rural Nevada, cohorts will launch in early 2025 with partners Reno

VA Hospital, Elko County School District's Jackpot High School, and the Domestic Violence Resource Center in Reno.

Nevada APEX Accelerator

- On Jan. 10, the Nevada APEX Accelerator team hosted a meeting with Pentagon officials in Las Vegas. The Pentagon helps to partially fund APEX programs nationwide. They discussed the nation's need for even more innovative companies to sell their goods and/or services to local, state and federal government agencies. The meeting also covered division data such as a subset of Nevada APEX clients pursued and won \$48 million worth of government contracts for the July 16 - October 13, 2024 reporting period.

Workforce Development

- Earlier this year in January, CES provided lots of opportunities for GOED's workforce director to engage with forefront leaders and trends representing the space. As an outreach and partnership professional, Elaine Silverstone networked to meet Dr. Liesl Riddle, who holds significant leadership roles in workforce, including as Dean of George Washington University, College of Professional Studies, and as champion of the Capital Workforce Innovation Consortium. Ms. Silverstone welcomed Dr. Riddle to GOED to meet our team and her partners in the Southern Nevada greater workforce ecosystem. Rich conversation ensued and all were invited to join Dr. Riddle's panel at CES, "Reinventing Workforce Development in the Era of AI."
- The current cycle of WINN funded programs, and there are 17 to date this biennium period, are thriving with WINN investment and many celebrations and milestones have been accomplished to date. One such celebration occurred at the recent ribbon cutting ceremony at the College of Southern Nevada's Nursing Skills Lab expansion. GOED's Director of Workforce Development Elaine Silverstone was invited to join the list of speakers to mark the event along with CSN Acting President Dr. Kibler, Clarissa Cota, Vice President, External Relations and Campus Operations, and Elisabeth Solomon, Director of Nursing among the panel. The Nursing Skills Lab will bring great capacity to the pipeline of skilled and licensed CNAs and LPNs to serve the healthcare sector in this region.

Healthcare

- GOED Healthcare Industry Specialist, Vance Farrow, has been working with the principals of Infusion for Health, an infusion therapy provider that treats patients with autoimmune disorders and other chronic, complex health conditions. Infusion for Health has opened a fourth clinic to expand their southern Nevada footprint and

will soon announce a new clinic in northern Nevada. An official grand opening will be scheduled for this spring.

- Mr. Farrow is also working with NSHE and the Nevada Action Coalition to pursue a grant opportunity with the Human Resources and Services Administration. The \$22.2M Nursing Workforce Diversity (NWD) Program is a four-year grant to increase nursing education opportunities for individuals who are from disadvantaged backgrounds (including racial and ethnic minorities underrepresented among registered nurses).
- GOED is pleased to announce that V.E.W.DC has leased space and will open a minority-owned primary and specialty clinic with compounding and specialty pharmacy services aimed at serving our diverse community with comprehensive healthcare services. This will be the second minority-owned, sterile and non-sterile compounding pharmacy in the state. Additional expansion plans include an 18-unit mixed-income senior and healthcare workforce housing development.

Film

- The Nevada Film Office continues to develop its community enrichment initiatives by hosting another informative panel as part of its Film Nevada Workshop Series. Held in partnership with the Clark County Library District, this panel will focus on navigating independent filmmaking, including producing, directing and distribution.
- Film Office Director Kim Spurgeon and Deputy Director Danette Tull have both accepted roles as board members for the newly formed ACE Chamber. The chamber's mission is to support and elevate the arts, creative and entertainment sector in Nevada through advocacy, networking opportunities and resource sharing. Danette also serves as the board's co-vice president.

Office of Entrepreneurship

- The Office of Entrepreneurship has been instrumental in supporting the Desert Research Institute (DRI) as the Nevada partner to the NSF Engines application on "FutureFood" sovereignty and sustainability, led by the University of California, Agriculture and Natural Resources (UCANR). Bringing together Tribal leadership, business sustainability, pitch competitions and financial institutions, a robust proposal is due for submission by Feb. 11, 2025.
- San Francisco's January session on coalition building for entrepreneurs was co-hosted by the Office of Entrepreneurship at the 2025 Online Community Unconference. Director Kyeema Peart has now been invited to co-chair Right to

Start's National Entrepreneurship Leaders Network, to provide a unified collaborative platform for sharing Nevada's best practices and aligning national efforts, launching in February.

- Also in February, the Office of Entrepreneurship will host an inaugural ecosystem panel at the U.S. Association for Small Business and Entrepreneurship conference, bringing together data scientists, entrepreneurial investors, city and regional planners, and community operators to review Nevada's entrepreneurial leadership.
- Supporting GOED's Main Street initiative, in March the Office of Entrepreneurship will launch a self-paced entrepreneurial training platform with Mesquite businesses and entrepreneurs, and national education partners. The platform is designed to increase throughput for business plan development, licensing and funding by ensuring basic and advanced concepts and tools are in place to access local resources.

Nevada Main Street

- GOED's Director, Rural Economic and Community Development Shari Davis conducted a Southern Nevada tour through eight different communities, including Pioche, Caliente, Moapa Valley, Mesquite, Pahrump, Jackson Street in Las Vegas, Boulder City, and Henderson. The type of visit depended on the needs of the community, and included training, presentations, community outreach, and site visits.

Community Development Block Grant (CDBG)

- GOED's Jessica Sanders and Sarah Clark attended the grand opening of the Silver Sage senior center in Wells, which received \$1,015,000 in funding from CDBG.
- CDBG staff are administering 20 open grants (18 CDBG, 2 CDBG-CV).
- CDBG staff are working on the 5-year Consolidated Plan and Impediments to Fair Housing. This plan helps to set the priorities for the Community Development Block Grant (CDBG), Home Investment Partnerships Program (HOME), Emergency Solutions Grant Program (ESG), Housing Opportunities for People with AIDS (HOPWA), National Housing Trust Funds (HTF) for the next five years.