

**STATE OF NEVADA
GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT
BOARD MEETING MINUTES
Thursday, May 8, 2025**

The meeting of the Board of Economic Development was called to order by Governor Joe Lombardo at the Nevada Building, Governor's Conference Room, 1 State of Nevada Way, Las Vegas, Nevada, 89119 and the Capitol Building, Old Assembly Chambers, 101 N. Carson Street, Carson City, Nevada, 89701.

VOTING BOARD MEMBERS PRESENT

Governor Joe Lombardo, State of Nevada
Lieutenant Governor Stavros Anthony, State of Nevada
Secretary of State Francisco Aguilar, State of Nevada
Ms. Debra Jacobs, Chair Emeritus, MJS packaging (on-line)
Mr. James A. Barrett, Jr., President & Founder, The JABarrett Company (on-line)
Ms. Jenney Sartin, Chief Executive Office, Pahrump Chamber of Commerce
Dr. Weldon Havins, Director, Medical Jurisprudence and Ophthalmology, Touro University Nevada
Ms. Yolanda King, President, Chief Executive Officer, Chief Financial Officer, Y. King Strategies

VOTING BOARD MEMBERS ABSENT

Ms. Sasha Stephenson, President, SSS Public Affairs

NON-VOTING BOARD MEMBERS PRESENT

Mr. Chris Sewell, Director Department of Employment, Training and Rehabilitation
Mr. Thomas Burns, Executive Director, GOED

NON-VOTING BOARD MEMBERS ABSENT

Mr. Steven Canavero, Superintendent of Public Instruction
Ms. Patricia Charlton, Officer in Charge, Nevada System of Higher Education
Dr. Kris Sanchez, Director, Department of Business and Industry

STAFF MEMBERS PRESENT

Alex Bacchus, Northern Regional Director, GOED
Ashley Thompson, Film Incentive Program Coordinator, Nevada Film Office, GOED
Carli Smith, Director of Communications, GOED
Danette Tull, Deputy Director, Nevada Film Office, GOED

Danny Miller, ISO & Technical Support Specialist, GOED
Dorian Stonebarger, Deputy Director, GOED
Elaine Silverstone, Director of Workforce Development, GOED
Jeremiah Mesquita, Government Contracts Advisor, Nevada APEX Accelerator, GOED
Joan Rueben, Director, Nevada APEX Accelerator, GOED
John Rice, Government Contracts Advisor, Nevada APEX Accelerator, GOED
Kim Spurgeon, Director, Nevada Film Office, GOED
Lance Jackson, International Business Manager, 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
Steve Scheetz, Research Manager, GOED
Stephen Wood, Director of Strategy & Public Policy, GOED
Susan Skaggs, Executive Assistant and Office Manager, GOED
Stephanie Harkins, Legislative Intern, 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

Amanda Berry Jones, EDAWN
Betsey Fretwell, LVGEA
Chris Reilly, Office of the Governor, State of Nevada
Hayden Poinier, NNDA
Heather Brown, LVGEA
Heather Wessling Grosz, EDAWN
Jerry Holeman, Dealer Tire Holdings LLC dba Dealer Tire LLC
Madeline Armstrong, Office of the Governor, State of Nevada
Mike Gerutto, Cipex International Nevada LTD
Natalie Brown, NSHE
Parker Smyth, Cipex International Nevada LTD
Perry Ursem, City of North Las Vegas
Piotr Tomasik, TensorWave
Jennifer Lewis, NV Department of Taxation
Sonny Vinuya, Office of the Governor, State of Nevada
Tatjana Vukovic, NNDA

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

There was no public comment.

3. WELCOME NEW GOED BOARD MEMBERS

Tom Burns, Executive Director, GOED introduced new Board Member Jenney Sartin from Pahrump and welcomed her to the Board. The Director thanked Ray Specht for his years of outstanding service to the state of Nevada. New Board Member Steven Canavero was not present for today's meeting.

4. APPROVAL OF THE FEBURARY 6, 2025, BOARD MEETING MINUTES

A MOTION WAS MADE BY LIEUTENANT GOVERNOR STAVROS ANTHONY TO APPROVE THE FEBRUARY 6, 2025, BOARD MEETING MINUTES. MR. JAY BARRETT SECONDED. THE MOTION PASSED UNANIMOUSLY.

5. ABATEMENT APPLICATIONS FOR BOARD APPROVAL

A. LYTEN, INC.

This agenda item was tabled to a future meeting.

ABATEMENT APPLICATIONS FOR DIRECTOR APPROVAL

A. CIPEX INTERNATIONAL NEVADA LTD.

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

Ms. Heather Wessling Grosz, Senior Vice President/Business Development Economic Development Authority of Western Nevada (EDAWN) introduced Cipex International Nevada LTD (Cipex). Cipex International (Cipex) plans to open an 81,952 square foot facility in Storey County for purposes of fulfillment and distribution, as well as headquarters in the region. The Nevada facility will act as the company's headquarters and a critical hub for distributing products nationwide, while also supporting Cipex's international business commitments.

The company will have a total capital equipment investment of approximately \$355,918, generate 10 full-time jobs with an average hourly wage of \$44.50 within the first two years of operation.

Ms. Wessling Grosz was joined by Mr. Mike Gerutto, Chief Executive Officer, Cipex.

Mr. Gerutto advised the company's products are modular, customizable, and easy to assemble, making them ideal for a wide range of applications, including schools, places of worship, event organizers, and performance venues. By June or July, of 2025, the company will be moving to Nevada with the hopes of also incorporating manufacturing in November of this year.

Governor Lombardo questioned if the company also does bleachers.

Mr. Gerutto indicated that it does, but the concentration is on choral risers.

B. DEALER TIRE HOLDINGS LLC DBA DEALER TIRE LLC

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

Ms. Heather Brown, Senior Vice President Entrepreneurial Development, Las Vegas Global Economic Alliance (LVGEA) introduced Dealer Tire Holdings LLC dba Dealer Tire LLC (Dealer Tire). Dealer Tire plans to establish a distribution and fulfillment Automotive Tire Distribution facility in southern Nevada. Dealer Tire is a company that specializes in helping automotive manufacturers and dealers grow their tire and light maintenance business. The company provides tools and services aimed at increasing customer satisfaction and retention.

The company will have a total capital equipment investment of approximately \$2 million, generate 18 full-time jobs with an average hourly wage of \$35.56 within the first two years of operation.

Ms. Brown was joined by Mr. Jerry Holeman, Director, Supply Chain Solutions, Dealer Tire.

Mr. Holeman advised the company plans to establish a hub in the Las Vegas area and feed the West Coast distribution centers in Phoenix, Seattle, California, and Denver.

Ms. Sartin asked if the company has already identified a potential site for the project.

Mr. Holeman confirmed the company had selected a site in the City of Las Vegas.

Ms. Yolanda King commended the company on its corporate social responsibility and asked for an explanation of the Vehicles for Hope program.

Mr. Holeman explained the program is designed to help meet the transportation needs of those less fortunate either by assisting with transportation needs or providing donated vehicles.

Governor Lombardo asked why the company is restricted to dealerships.

Mr. Holeman indicated that a lot of the agreements are with large manufacturers, and the company does not want to distribute tires to the competition and as such, focused on the dealer channel.

C. NEUROGUM, INC.

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

Ms. Brown, LVGEA, introduced NeuroGum, Inc. (NeuroGum). NeuroGum plans to expand its existing southern Nevada headquarter operations with the addition of distribution and fulfillment capabilities. Founded in 2015, by college friends Mr. Kent Yoshimura and Mr. Ryan Chen, NeuroGum is a health and wellness company specializing in functional gum and mints designed to enhance mental performance. NeuroGum's products are infused with natural products and aim to provide clean, balanced energy and focus without the negative aspects associated with traditional energy supplements.

The company will have a total capital equipment investment of approximately \$295,000 and generate 32 full-time jobs with an average hourly wage of \$40.38 within the first two years of operation.

Ms. Brown was joined by Mr. Yoshimura, Co-Founder, NeuroGum.

Mr. Yoshimura advised that as the brand grows and expands, the hope is to grow the company's presence in Las Vegas. The hope is to expand the current 12,000 square-foot distribution space because the company has already begun to outgrow it.

Mr. Yoshimura also advised the company hires from the University of Las Vegas (UNLV).

Governor Lombardo asked where the company currently manufactures its products.

Mr. Yoshimura advised the company's manufacturing took place in Canada.

D. TENSORWAVE, INC.

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

Ms. Brown, LVGEA, introduced TensorWave, Inc. (Tensor Wave). TensorWave plans to establish a Headquarter (HQ) operation in southern Nevada. TensorWave is a deep-tech company on a mission to empower AI innovation by delivering scalable and accessible compute solutions. The company was founded in November 2023 and helps businesses leverage the potential of artificial intelligence (AI) and develop advanced AI-based software. TensorWave is revolutionizing AI computing with cutting-edge cloud services, powered by the industry's first deployment of AMD Instinct MI300x GPUs. As AI and machine learning applications continue to evolve, the need for high-performance networking solutions becomes increasingly critical.

The company will have a total capital equipment investment of approximately \$1 million and generate 60 full-time jobs with an average hourly wage of \$58.00 within the first two years of operation.

Ms. Brown was joined by Mr. Piotr Tomasik, Co-Founder and Chief Operating Officer, TensorWave.

Mr. Tomasik advised a significant portion of TensorWave's workforce consists of UNLV and University of Reno (UNR) graduates. The goal is to expand the relationships with these institutions to further develop local talent pipelines. Mr. Tomasik noted TensorWave works to make Las Vegas synonymous with innovation and AI technology.

Governor Lombardo asked for confirmation that this is going to be a headquarter facility and not a data center.

Mr. Tomasik confirmed and advised the company hoped to return to the Board for a data center abatement in the future.

Governor Lombardo questioned the primary functionality of the employees in this facility.

Mr. Tomasik explained the employees include strategic employees, C-level employees, recruiting, operation, and DC techs.

Dr. Weldon Havins asked how long the company has been in business and where it is established.

Mr. Tomasik indicated the company has been in business since December of 2023 and is established in Nevada.

Ms. Sartin asked if the facility will also include research and development.

Mr. Tomasik indicated that it will.

Governor Lombardo encouraged Mr. Tomasik to participate in some public advertising to the benefit of UNLV and the workforce development in southern Nevada.

7. NEVADA BATTLE BORN GROWTH ESCALATOR INC. (NBBGEI) -- NON-PROFIT APPOINTMENT/RE-APPOINTMENT OF DIRECTORS

Director Burns introduced Agenda Item 7.

The GOED Board will make four appointments/reappointments to the NBBGEI Board. There are also two Legislator-appointed members, and these re-appointments do not require a Board vote.

The Appointment/re-appointments, for vote, are:

- Mr. Alan Sklar, Vice Chairman, Sklar Williams PLLC (re-appointment)
- Ms. Alisha McClellan, Regional Managing Principal, Clifton Larson Allen, LLP (new appointment)
- Ms. Kendra S. Follett, Member, Sherman & Howard LLC (re-appointment)
- Ms. Jerrie Merritt, Senior Vice President and Community Development Manager, Bank of Nevada (re-appointment).

A MOTION WAS MADE BY MS. DEBORAH JACOB TO APPROVE THE APPOINTMENT AND REAPPOINTMENT OF THE DIRECTORS. DR. HAVINS SECONDED. THE MOTION PASSED UNANIMOUSLY.

8. EXECUTIVE DIRECTOR UPDATE AND DIRECTOR'S REPORT

Director Burns commenced by advising Ms. Sheldon will be reaching out to members regarding receiving packets electronically rather than binders for these meetings.

Business Development/International Business Development

- To date, there have been eight abatement applications for Board/Director approval. Currently, GOED Business Development has 10 active RFIs in various stages of site selection.
- The Business Development team has been working extensively with Nevada RDAs, and municipalities, to prepare for SelectUSA Investment Summit. SelectUSA is a high-profile international tradeshow that will take place from May 11 – 14, 2025.
- GOED attended the world's largest mining conference, the Prospector's and Developers Association in Toronto. We had over 25 meetings with businesses that were interested in Nevada's mining industry.
- GOED hosted a multisector delegation from the Guadalajara Chamber of Commerce. The mission included companies in smart card tech, artisanal beverages, customs logistics, and legal services. All these companies were interested in doing business in our state.

Innovation-Based Economic Development

- The state-sponsored venture capital program Battle Born Venture has passed \$10 million in total investments since it began in October 2022. To date, more than \$11 million has been invested in Nevada-based high growth startups. The venture program collaborates with accelerators as well as strategic co-investment partners.
- GOED's Individual Career Mapping Methodology (ICM) continues to gain international recognition. In April, GOED conducted two sessions at the Aspen Europe Young Leaders program in the Czech Republic. GOED developed the ICM program to address workforce challenges and improve access to career navigation tools.

Nevada APEX Accelerator

- Nevada APEX continues to help small businesses win government contracts. Between October 14, 2024 – January 11, 2025, a subset of Nevada APEX's women-owned business clients, service-disabled veteran clients, disadvantaged clients, and clients in economically depressed areas won about \$35.9 million in government contracts. An analysis of this data was provided after the February board meeting.

- On March 14th, Nevada APEX Director Joan Rueben taught a government contracting workshop to Nevada businesses at the SCORE Small Business Resource Fair at the UNLV Black Fire Innovation Center. Over 200 attendees were present at the event.

Workforce Development

- Between January and March, Ms. Elaine Silverstone, Director of Workforce, GOED attended all three industry sector partnership meetings hosted by Governor workforce development boards to support creative industries, clean technologies, transportation and logistics. We continue to be very active in this space to ensure we remain top of mind for workforce development initiatives.

Healthcare

- The Roseman University School of Medicine has received preliminary accreditation from the Liaison Committee on Medical Education. This historic milestone lets Roseman begin recruiting the charter class of 60 medical students for its MD program at the Summerlin campus, which will start in July 2025. This is a major step towards addressing the shortage of physicians in Nevada.
- Mr. Vance Farrow, Health Industry Specialist, GOED is working with the City of Las Vegas and College of Southern Nevada to develop a Medical Education & Training Center in the Las Vegas Medical District. This post-secondary center for education will provide entry-level skill training in a variety of healthcare support positions in high demand throughout the state.
- Mr. Farrow is also working with the UNLV School of Medicine to establish the UNLV Academic Health Center, which will offer outstanding educational opportunities for students across various health disciplines and drive innovative research and development that will lead to groundbreaking advances in medical care.

Nevada Main Street

- Nevada Main Street has added three new organizations: Reno Riverwalk District, Reno Brewery District, Wells Avenue (Reno). There are now 27 Main Street organizations across the state, representing 32 communities.
- Two organizations, Tonopah Main Street and Downtown Reno Partnership, have joined Main Street Gardnerville in receiving full accreditation from Main Street America, their top level of recognition. This elite designation signifies a commitment to place-based economic development and community revitalization.

Community Development Block Grant (CDBG)

- GOED staff attended the Silver Sage Senior Center grand opening in Wells, Nevada, which received \$1.3 million from CDBG. Silver Sage offers a nutrition program Monday through Friday in a

congregate setting, as well as a meal delivery program to those who are homebound.

- Applications for the 2025 grant cycle were due on February 21st of this year. Eleven applications were received from eight jurisdictions, totaling \$5.2 million in requested funds. CDBG expects to receive \$2.9 million in HUD funding.

Nevada Film Office (NFO)

- The Nevada Film Office recently approved four applications for the film tax incentive program. The productions include two independent feature films, one reality series and one scripted episodic content. Together, they are expected to spend \$29.8 million in qualified costs, hire 882 Nevada residents, and have applied for \$5.5 million in film tax credits.

Legislative Update

- The GOED budget closing in April saw economic uncertainties resulting in legislators remaining conservative in their funding decisions. However, many of GOED's accounts are still funded at their previous levels.

Director Burns explained that Assembly Member Shea Backus is sponsoring AB462, a bill which authorizes the creation of an industrial park in a contiguous area that meets certain requirements, authorizing the creation of a tax increment area and the issuance of bonds and other securities for certain projects within an inland port or industrial park.

Director Burns concluded his report with a discussion of SB461, the Governor's Economic Bill, that would give the Board additional discretion around voting. The Director explained that the bill accomplishes several objectives that GOED believes are important to enhance the economic outcome of the state.

Dr. Havins asked for an update on SB78.

Ms. Madeline Armstrong, Legislative Director, Nevada Governor's Office, advised SB78 aims to overhaul the operation of professional boards, commissions, and state councils. It proposes consolidating independent licensing boards into a centralized structure under the Department of Business and Industry (B&I). At the time of the GOED Board Meeting the bill is under legislative consideration.

9. METRICS REPORT

Mr. Steve Scheetz, Research Manager, GOED, presented the Metrics Report.

In the first quarter of 2025, ten companies committed to adding 151 jobs to Nevada's economy in the next two years. Once these companies are fully staffed, the build-out job estimate is 261 employees. Of the 151 additional jobs, 48 were incentivized and 103 jobs were non-incentivized.

The average hourly wage paid by all assisted companies came in at \$33.61 in the first quarter of 2025, an increase of 17 percent from \$28.72 in the same quarter last year.

Capital investment by assisted companies (excluding non-standard projects*) totaled \$26.2 Million in the first quarter.

There was one non-standard project in the first quarter of 2025. It was a Data Center approved for incentives at the previous board meeting with a commitment to \$58.1 Million in capital investment, which brings the quarterly total to over \$84.3 Million.

Mr. Scheetz next discussed the business pipeline as provided through the Regional Development Authorities (RDAs). Companies looking to relocate to Nevada make up 80-90% of the leads/prospects. The other 10-20% are expansions. RDAs reported 18 physical site visits for the first quarter of 2025, a slight decrease from 24 site visits in the fourth quarter of 2024.

The number of Emerging Small Businesses (ESB's) certified in the second half of calendar year 2024 declined by 43.3 percent from the same period last year and decreased by 29.4 percent when compared to the first half of the 2024. The total number of ESBs that have been certified since 2014 now stands at 3,060.

From October 2024 through January 2025 the NV APEX Accelerator was successful in assisting NV small businesses in getting 295 contracts amounting to \$35.9 million. This is a decrease to the number of contracts and number of awards by 7.2% and 26.3% respectively, when compared to the prior reporting period. Average Contract is \$121,554.

GOED Community Development Block Grant (CDBG) staff closed 2 grants this period. There are currently 20 open grants. For the standard CDBG program, there is one grant from 2021, 5 grants from 2022, 6 grants from 2023 and 6 grants from 2024. For the CDBG-CV program, there are two open grants from 2020.

The NFO approved 4 applications for the film tax incentive program. The productions include 2 independent feature films, 1 reality series and 1 scripted episodic content. Together, they are expected to spend \$29.8 million in qualified costs, hire 882 Nevada residents, and have applied for \$5.5 million in film tax credits.

Ms. Jacob noted lower performance numbers in the most recent quarter and asked about GOED's strategy address this.

Mr. Scheetz noted the economic forums he frequently attends have shown a general tone of uncertainty. Currently determinations are sought as to whether the environment is different, and

things need to pivot or is perhaps the economy reacting to the broader climate and not following traditional factors. As such, GOED is working to determine what may need to be adjusted.

Director Burns noted there is currently uncertainty in the marketplace given the tariffs and other things going on geopolitically and as a result, there has been hesitation on the part of companies to move forward.

Ms. Jacob suggested creating more accountability for companies receiving Tax Abatements. Ms. Jacob acknowledged the uncertainty surrounding tariffs but indicated her belief that Nevada's economic landscape is still very good.

Director Burns noted that each of company, receiving a Tax Abatement Package is audited by the Department of Taxation at two and five years, and more frequently for Abatement Packages with longer terms.

Mr. Barrett discussed the current fraying of relationships on the international level, particularly with Mexico and Canada, and encouraged GOED to put forth the message that Nevada wishes to work with these countries. Mr. Barrett further suggested determining if there are companies that could be brought in to help existing companies with exporting.

Director Burns advised of the intention to update the State Plan over the summer, an ideal time as legislature will have concluded and outcomes would be known.

Mr. Scheetz informed the Board that he is open to including metrics in his report that the Board might find useful, and noted that in this report, he included items that might provide a bit of clarity, beginning with quarterly wins broken up by the industries that are primarily focused on the state's target sectors.

Mr. Barrett commended the report and noted that it would be historically helpful to see this information on a cumulative basis.

10. **UNEMPLOYMENT RATE UPDATE**

Mr. Scheetz reminded the Board that statute dictates that if a county rises above the 7-percent unemployment rate, there need to be modifications made to the abatement process, wherein to qualify for a full abatement, companies will still have to uphold the jobs requirement and investment criteria, but there would be a reduction to 85 percent of the state average wage, at this time, \$27.63. To qualify for a partial abatement, the company would have to satisfy 70 percent of the statewide average wage. Mr. Scheetz reported that three counties, Esmeralda, Mineral, and Nye, have all exceeded that percentage.

11. BOARD MEMBER COMMENTS

Governor Lombardo opened the floor to any Board members wishing to make comment.
Ms. Sartin thanked the Board for the opportunity to be able to serve as a GOED Board Member.

12. GOVERNOR LOMBARDO COMMENTS

Governor Lombardo mentioned an op-ed written in the Las Vegas Review Journal by Mr. Jeremy Aguero Principal, Applied Analysis, on the history of Nevada's economy and the state's ability to get through tough times better than most jurisdictions. As such, the Governor recommended this to the Board as an interesting read.

13. PUBLIC COMMENT

There was no public comment.

14. ADJOURNMENT

**MS. KING MADE A MOTION TO ADJOURN THE MEETING. MR. BARRETT
SECONDED. THE MOTION PASSED UNANIMOUSLY.**