

To: GOED Board Members

From: Tom Burns, Executive Director of GOED



Date: November 10, 2025

Subject: November 2025 Director's Report

Business Development/International Business Development

- For FY 2025 (July 2024-June 2025), the state's economic development efforts through tax incentives resulted in approximately \$1.4 billion of recent or anticipated business investment in Nevada, 377 new jobs within the first two years of operation, and the arrival or expansion of 16 companies.
- In September, Executive Director Tom Burns and Northern Regional Director Alex Bacchus participated in a panel on boron at the Elements of Change: Lithium and Strategic Minerals Forum. In partnership with GOED, the Battery Coalition, and the University of Nevada, Reno, the forum brought together top investors, government leaders, manufacturers, academia, and innovators for two days of high-impact panels, strategic dealmaking, and curated networking.
- Senior Director of Business Development Melanie Sheldon has moderated several panels over the last quarter, including the LVGEA Insight Panel. Insight is an investor exclusive quarterly event, offering an insider review of LVGEA's business development pipeline and attraction efforts.

International

- In August, GOED's Business Development division and Office of Entrepreneurship hosted an international delegation, participating in the program Advancing Economic Prosperity: Entrepreneurship and Small Business Development. There were 27 attendees in total, and the delegation included representatives from across the globe.

- In September, Lt. Governor Stavros Anthony and Executive Director Tom Burns hosted and provided keynote comments at a meeting held for the Inbound Delegation from the Songpa District of South Korea, one of Seoul's most prominent districts and home to major Korean corporate headquarters, including Lotte, Samsung, and SKT. The purpose of their visit was to lay groundwork for deeper economic and institutional engagement.
- GOED is leading a trade mission to Seoul, South Korea and Tokyo, Japan to further Nevada partnerships, create strong intergovernmental relationships, and attract more Korean and Japanese business to the state that support our key growth initiatives and compatible industries. The delegation will include representatives from Churchill Fallon Economic Development (CFED), the Economic Development Authority of Western Nevada (EDAWN), Nevada 95-80 Regional Development Authority, and the University of Nevada, Reno.

Innovation-Based Economic Development

- GOED's Office of Entrepreneurship sponsored and played an active role in Reno Startup Week, hosted by EDAWN (1,445 attendees), and Las Vegas Startup Week, hosted by StartUpNV (610 attendees). These celebrations took place in September and October, highlighting innovation, collaboration, and community engagement among founders, small business owners, and industry partners. Startup Week also provides visibility for emerging ventures, access to expert guidance, and opportunities to tap into valuable resources to help businesses grow and thrive in Nevada's economy. Melissa Saavedra, GOED's Office of Entrepreneurship director, was deeply involved in making both events a success.
- During the Startup Weeks, the Office of Entrepreneurship announced the launch of the Nevada Business Hub, powered by EcoMap, in collaboration with partners such as EDAWN, Nevada SBDC, and the Nevada Department of B&I. This digital platform brings together Nevada's entrepreneurial ecosystem, making it easy for founders to find partners, resources, events, and programs all in one place. You can learn more about it at www.Nevada-businesshub.com

- The Individual Career Mapping (ICM) initiative successfully launched new cohorts with key partners. Those include Community Chest, Inc. in Storey County, which supports displaced homemakers through a DETR-funded workforce reintegration program; Help of Southern Nevada, which is expanding ICM access for adults navigating employment barriers; and Jackpot Combined School, which is continuing the ICM “train-the-trainer” youth leadership model for the fourth consecutive school year.
- Tammy Westergard presented GOED’s second scholarly paper on the ICM model at the 18th Annual International Conference of Education, Research and Innovation in Seville, Spain. The research shows measurable outcomes across rural students, veterans, re-entry participants, and survivors of domestic violence.
- The ICM partner pipeline saw major expansion through high-impact demos for key targets, including Washoe County School District, CTE group, Great Basin College adult basic education program, and Elko County High School in partnership with success from the district's Adobe Middle School. Active pilot planning was also initiated with the State Department of Corrections and Humboldt County Library in preparation for their Humboldt and Pershing Counties Futures Forum.

Nevada APEX Accelerator

- Nevada APEX, which helps businesses connect with government contracting opportunities, reported performance data under the formal cooperative agreement between the Department of Defense/War and GOED for the period April 16, 2024, to June 30, 2025. A subset of Nevada APEX clients in socioeconomic categories received about \$186,211,012 in government contracts. The Nevada APEX team met or exceeded 21 different KPIs.
- For that same timeframe, 242 Nevada businesses became formal Nevada APEX clients. In addition, Nevada APEX team members led or participated in 64 in-person, virtual, or radio events.

- The Nevada APEX celebrated National APEX Day on October 8, 2025, along with the national network of APEX Accelerators. The network celebrated 40 years of client government contracting success.

Healthcare

- GOED Healthcare Industry Specialist Vance Farrow met with the principals of Barton Hospital on their project to build a 230,000-square-foot teaching hospital complex in northern Nevada on the North Shore of Lake Tahoe. The hospital will be operated in partnership with the Cleveland Clinic, including both primary and specialty services, offering multiple surgical suites, a Level 3 Trauma Center, and Oncology, Infusion, and Imaging Centers. We will continue to partner with the principals to establish residency and nursing workforce expansion programs in coordination with NSHE and our other higher education partners.
- Vance Farrow is also working with the Landmark Development team to develop a behavioral health crisis stabilization unit, a partial hospitalization program with intensive outpatient services, and a medication-assisted treatment clinic. We have convened the Nevada Department of Public and Behavioral Health on this initiative for their input to identify community health needs, aligning physical infrastructure to support sustainable, long-term outcomes.
- Vance Farrow represents GOED as an appointed member of the Governor's Advisory Committee on Graduate Medical Education. This Committee has begun to convene and will serve to provide recommendations to the Nevada Health Authority to fund the development, expansion, and retention of residency training and postdoctoral fellowship programs. Priority of recommendations will leverage funds from the federal government and/or key stakeholder groups to maximize the impact of the grants, incorporate innovative delivery methods, including telehealth, rotations in rural areas, and training in underserved settings. Other considerations will include the provision of logistical support and

collaboration with rural hospitals, community health centers, and other local health care entities.

Rural Economic and Community Development

- The Nevada Main Street 2026/2027 grant cycle is now open. Applications are due on December 12, and awards will be announced on December 19. Approximately \$425,000 will be awarded.
- In the last quarter CDBG staff conducted grant monitoring and site visits for Mineral County, Esmeralda County, Nye County and the City of Caliente. CDBG staff monitored the West Care facility in Las Vegas for the Recovery Housing Program. This project is to assist with the construction of 84 safe, affordable recovery housing units for low-income women in recovery.
- CDBG staff is reviewing the 2026 CDBG Grant eligibility applications that were due October 17. We received 17 eligibility applications from eight communities, totaling \$6,652,536.

Workforce Development

- Four WINN-funded programs are already in flight at each of the four community colleges across the state in sectors prioritized in our State Plan. Those are the Great Basin College-NORCAT Mine Skills Training program, the College of Southern Nevada Westside Education & Training Center, Western Nevada College's Victory Logistics District in Fernley, and Truckee Meadows Community College transportation and logistics expansion. Three of the programs were approved during GOED's board meeting in August while the other received director approval in July.
- Las Vegas is welcoming gold-standard conferences to the state with leadership engagement from our workforce perspective, including this month's Association of University Research Parks, and the National Association of Workforce Boards hosting their

annual Forum in March 2026.

- Director of Workforce Development Elaine Silverstone has worked with teams at GOED and other state agencies, such as NSHE, OWINN, DETR, Workforce Connections and Nevadaworks, towards proactive, strategic workforce development efforts. One current example includes efforts to support HAAS Automation in Southern Nevada, with a goal of helping fill around 1,000 jobs the company will bring with its relocation from California. The College of Southern Nevada received WINN funding in August for its Westside Education & Training Center in Las Vegas, which will assist with building a workforce for 333 open jobs across the manufacturing and construction sectors.

Film Nevada

- Film Nevada recently approved five applications for the film tax incentive program. The productions include two feature films, two reality series and one scripted series. Together, the productions applied for \$4.6 million in tax credits and will spend approximately \$26.3 million in Nevada on qualified costs.
- In September, Film Nevada Director Kim Spurgeon and Deputy Director Danette Tull attended Cineposium, an international conference for film offices and industry leaders in Cincinnati. While there, they were awarded Certified Film Commissioner status by the Association of Film Commissioners International.