



**STATE OF NEVADA**  
**NEVADA ADVISORY COUNCIL ON FEDERAL ASSISTANCE**  
**Meeting Minutes**

Prepared by the Governor's Office of Federal Assistance  
209 E Musser St Suite 100 Carson City NV 89701 | 775-684-0156 <https://ofa.nv.gov/>

**October 15, 2025, at 3:00 PM**  
Virtual Meeting (Microsoft Teams)

**Meeting ID: 210 188 119 687**  
**Passcode: 9Hk6RA6e**  
**(775) 321-6111 (audio only)**  
**Phone Conference ID: 5856611891#**

**1. CALL TO ORDER**

Chair Zach Conine called the meeting to order at 3:00 pm.

**2. ROLL CALL**

Members in Attendance: Zach Conine (Treasurer), Megan Cortney, Lisa Corrado, Andy Matthews (Controller), Daniele Monroe-Moreno (Assembly), Julie Pazina (Senate).  
Non-voting members in attendance: A'Keia Sanders (OFA) and Tiffany Greenameyer (GFO).

Absent: Audra Hamernik and Eric Brown

A quorum was established.

Others present: Greg Cloward (Deputy Attorney General), Nicole Hardeman-Swindle (OFA), Shana Rhinehart (OFA), Phoebe McKnight (OFA), Stacie Chase-Bernard (OFA), Tim Barto, Tim Cook, Abrina Schnur, Nicolie Lettini, Nick Vander Poel, Michaela Woodburn, Dakota Peterson, Daniel Giudici, Alex Tarcheck, Artur Elizarov, David Lenzner and Kristin Van Rey.

**3. PUBLIC COMMENT**

No public comment.

#### **4. APPROVAL OF MINUTES (*For Possible Action*)**

- A. Review and approval of minutes of meeting held July 17, 2025.

Chair Conine asked for a motion to approve the minutes. Dian VanderWell made a motion to approve minutes subject to confirm, Andy Matthews seconded. Motion passed unanimously.

#### **5. REMARKS FROM THE CHAIR (*For Discussion and Information Only*)** *Chair's goals for the council for the next year.*

Chair Conine acknowledged that many nonprofit partners are facing unprecedented challenges, including unexpected disruptions at the federal level (e.g., changes within CDFI community development financial institutions' federal contracts). With instability in federal partnerships, state-level efforts are increasingly critical. The Council emphasized the importance of: Maximizing and effectively stewarding available state and federal funds. Seeking additional opportunities to bring new resources into Nevada. The Chair Conine expressed continued commitment to supporting community organizations that are directly providing services "on the street and in the community." While leadership remains optimistic, there is heightened concern compared to six months ago.

#### **6. PRESENTATION FROM PARSOLVO**

- A. Presenter: Tim Barto, Chief Customer Officer and Co-Founder, Parsalvo (consulting firm headquartered in Houston, TX with offices in Washington, DC).  
Overview: Parsalvo specializes in modernizing state and local government financial operations. In partnership with Optimize, they focus on indirect cost recovery, cost allocation planning, and identifying/recovering federal funds for state and local governments.
- B. Emphasized the challenges states face in "doing way more with way less."  
Introduced partners: Tim Cook – Practice Lead, IT Financial Management and Compliance and Nicolie Lettini – Expert in indirect cost recovery.
- C. Shared examples of successful work in Oregon Emergency Management, City of Atlanta, and Riverside County, CA, recovering tens of millions for clients' general funds. Stated intent to explore similar opportunities for Nevada.
- D. Tim Cook noted funding challenges at the state level also impact Parsalvo. As well as explained shift from IT financial management into indirect cost recovery and highlighted partnership with Optimize to broaden cost recovery capabilities.

- E. Nicolie Lettini described her experience in indirect cost recovery and cost allocation. She emphasized indirect cost as a tool to protect and reinvest funds into programs. She talked about the case studies: City of Atlanta: \$156M (primarily from airport-related opportunities). Riverside County, CA: \$45M. Nicolie outlined the methodology that they use which it assesses current grant portfolio, calculate indirect cost rate, identify unspent dollars, begin recovery (starting with ARPA for a “quick win”). She noted importance of compliance with new federal scrutiny on documentation. Emphasized indirect cost recovery as critical for long-term stability and sustainability of state programs.
- F. Q&A Session: Chairman Conine: Asked how Parsalvo is compensated. Response (Barto): Shared revenue model; Parsalvo receives ~20% of successfully recovered funds.
- G. Chairman Conine asked about timing. Nicolie Lettini responded: Typically 3–6 months for initial recoveries, with 4–6 weeks per agency after cost rates established. Recent HHS backlog reduction creates an advantageous environment for indirect cost rate approval.
- H. Member Matthews: Asked if case study dollar amounts were annual or cumulative. Nicolie Lettini stated that figures represent a two-year period (back two years plus current year).
- I. Director A’Keia Sanders shared appreciation for Parsalvo’s follow-up on prior discussions. Noted this aligns with topics the Council has discussed previously.
- J. Tim Barto stated Parsalvo offered a Free audit of Nevada’s federal grants portfolio to quantify potential indirect cost recovery, specifically citing \$5–7M in ARPA funds already identified. Parsalvo provides slide deck and contact information for Council members.
- K. Council may consider follow-up discussions on a portfolio-wide audit and recovery plan.

**7. GOVERNOR’S OFFICE OF FEDERAL ASSISTANCE (OFA) (*For Discussion and information Only*)** *The Office will provide an update of the activities of the department under the new leadership.*

- A. Director Sanders outlined the quarter’s work and framed activities around the State Plan’s three pillars—capacity building, centralization & streamlining, and collaboration & partnership—noting these guides all program efforts and are tracked against a public timeline.
- B. DOT Hazardous Materials (HMEP) Grant Support (for DPS/SERC): Director Sanders stated over the summer, the Office of Federal Assistance intervened to

prevent the return of federal HMEP funds due to reporting and grant management issues affecting the State Emergency Response Commission (SERC). With support from the Governor's Office and SERC, the team coordinated directly with the U.S. Department of Transportation (DOT) to stabilize the grant. Office of Federal Assistance, Deputy Director Phoebe McKnight cleared overdue reporting. Then secured a no-cost extension through September 30, 2026 for FY22 and FY23 awards. After reconciling and organized expenditures/invoices; re-established consistent communications among DOT, SERC leadership, and DPS, \$466,088 in federal funds protected from deobligation and kept in Nevada. This was a temporary stopgap, not a takeover of SERC's grant. With SERC hiring a new administrator (and pursuing additional admin support), OFA plans to train and transition management back to SERC, help with future applications, and ensure sustainable compliance. Director Sanders will brief IFC regarding this unorthodox but statute-supported intervention.

- C. Director Sanders discussed the State Agency Project Support with other agencies. The Rural School District Capital Improvement Project Fund (with Governor's Finance Office): Released three NOFOs aligned with amendments and original bill. The office has active coordination with Tribe, Elko County SD, Mineral County SD, and White Pine. She talked about the GOED partnerships with EDA renewable energy project (Lincoln County)—grant writing support with Cisco. The office works with Northeastern Nevada Regional Development Authority and City of Wells on funding for an industrial complex and rail spur, coordinating early with EDA on compliance. We are working with Nevada Health Authority in giving support for the application to the Rural Health Transformation grant program (from the "Big, Beautiful Bill"); due November 5.
- D. Director Sanders talked about the wins for the Grant Matching Program Nevada Rural Electric Association was awarded \$1.2M in cost-share match. In collaboration with the Governor's Office of Energy, leveraged an additional \$7.1M (IIJA). This impact supports nine rural counties with grid resilience and modernization (e.g., Overton Power District highlighted local benefits).
- E. Director Sanders talked about the outreach highlights which includes, Director Sanders moderated at the Lithium Summit panel on workforce development, Visited Great Basin College in Winnemucca to review workforce programs and align funding opportunities. We also participated in Reno Startup Week to discuss funding, contracting, and doing business with the State.
- F. Director Sanders talked about the adopted GrantExec for grant discovery and AI-assisted drafting. She talked about the benefits with significant labor-hour savings vs. prior manual pulls (e.g., replacing single-terminal Candid downloads at the State Library), agency-wide on-demand access, and integration capability

for broader rollout. She discussed how The State of Ohio has implemented GrantExec widely to improve coordination. Director Sanders confirmed that GrantExec can integrate with NVCORE to support future enterprise workflows.

- G. Director Sanders talked about the training that the office was involved in. We hosted in-person training (Las Vegas) with Feldesman. We delivered virtual training with GFO Division of Internal Audits (Internal Controls Online). Next, we are planning December/January session with Feldesman in Carson City for state employees.

## 8. FUTURE MEETING DATES (For Possible Action)

Chair Conine talked about the next meeting scheduled for January 14th at 3:00 PM.

## 9. PUBLIC COMMENT

No public comment.

## 10. ADJOURNMENT (For Possible Action)

Chair Conine adjourned the meeting at 3:47 pm.

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**Supporting Material** To obtain a copy of the supporting materials, you may contact the Office of Federal Assistance at 775-684-0156 or at [grants@ofa.nv.gov](mailto:grants@ofa.nv.gov). We are able to provide **reasonable accommodation** for individuals who wish to attend this meeting. If special arrangements are necessary, please notify the OFA at 209 E. Musser Street, Suite 100, Carson City, Nevada 89701, by email at [grants@ofa.nv.gov](mailto:grants@ofa.nv.gov), or by phone at 775-684-0156 at least one working day prior to the meeting.

Persons may send written comments by email to [grants@ofa.nv.gov](mailto:grants@ofa.nv.gov).

Notice of this meeting has been posted in the following locations on the 3<sup>rd</sup> working day before the meeting at:

Lander Building 505 Capovilla Ave Suite 104, Las Vegas  
NV 89119

Blasdel Building 209 E Musser St, Carson City NV 89701

Notice of this meeting was posted on the following websites not later than 9:00 am on the 3<sup>rd</sup> working day before the meeting:

<http://ofa.nv.gov> and <http://notice.nv.gov>