



A Solutions-Based Approach to Government and Community Affairs

FIRM OVERVIEW

Tom Clark Solutions is a Reno and Carson City, Nevada-based government and community affairs firm providing non-legal government and public affairs services before federal, state, and local government bodies. For over a decade, the firm has helped clients across a broad range of industries build relationships, navigate legislative and regulatory processes, and achieve their political and professional objectives through targeted, strategic advocacy.

The team combines deep Nevada roots with decades of combined experience in lobbying, legislative affairs, political campaigns, and public relations. Four of the firm's professionals are University of Nevada, Reno graduates, and all are native Nevadans — a reflection of the firm's deep ties to the communities it serves. Tom Clark Solutions is guided by a simple philosophy: know the client and the industry; understand the past and prepare for the future; develop comprehensive strategies; be flexible; and implement.

WHAT WE DO

- **Government Affairs:** Building and managing relationships with government officials at every level, paired with deep regulatory expertise to advance client priorities.



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- **Community Relations:** Engaging stakeholders and community members to build public support and identify positive, lasting outcomes for client initiatives.
 - **Public Relations:** Developing comprehensive communications strategy that goes well beyond press releases to shape and protect client reputation.
 - **Strategic Consulting:** Guiding political campaigns, community education initiatives, and business-to-business networking to help clients meet their goals.

INDUSTRIES WE SERVE

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| ● Travel & Tourism | ● Banking | ● Education |
| ● Emergency Medical Services | ● Energy & Renewables | ● Gaming |
| ● Healthcare & Insurance | ● Outdoor Industry | ● Conservation |
| ● Licensing Boards | ● Mining | ● Land Use |

OUR TEAM

THE PRINCIPALS WHO WILL BE YOUR LOBBYISTS IN NEVADA:

Tom Clark, CEO

For more than 20 years, Tom has provided non-legal government and public affairs services on behalf of his clients before federal, state, and local governments and regulatory agencies. He has also managed numerous local and statewide political campaigns for candidates and ballot related initiatives.

As the owner of Tom Clark Solutions, he provides the full spectrum of services to assist clients in achieving their business and political goals. Tom understands how to build relationships and devise strategies to get companies the results they seek whether it's lobbying before local, state and federal governments, regulatory environments, business-to-business networking or political and community support for a business, project or campaign. Tom also provides expert public relations services for clients and strategic consulting for community education campaigns as well as state and local political campaigns.

Shelly Capurro, Partner

Shelly is a native Nevadan and has been surrounded by politics and elections since childhood. She has vast experience representing a diverse group of clients before the Nevada Legislature and various northern Nevada local government entities. Shelly served as Associate Director of Legislative Affairs for nearly a decade for a prominent Nevada law firm.



Formerly with the Nevada Secretary of State's Office, Shelly assisted the Deputy Secretary of State of Elections with the management of the Elections Division. She headed-up compliance of Nevada's election and campaign finance laws of candidates, public officials and political action committees (PACs). In addition, she oversaw the State's legislative bill reporting system, statewide petitions, legislative advocacy, Contributions and Expenses (C&E) reporting, and was a key member of the election night returns and certification team.

Shelly has been committed to the community and philanthropic efforts in Nevada since attaining her degree from the University of Nevada, Reno. She has continued her service with various organizations such as St. Vincent's Dining Room, Habitat for Humanity, Junior Achievement, serving on a PTA Board with the Washoe County School District, serving as Parliamentarian as a board member of the Sierra Nevada Chapter of National Charities League, and has taught at the University of Nevada, Reno. Currently, she is participating in the process of becoming a mentor for foster children in Washoe County, an exciting opportunity to extend her service to children in need.

Paul Young, Partner

Prior to becoming a partner at Tom Clark Solutions, Paul was the Deputy Director of Government Affairs at R&R Partners. He managed a diverse range of clients advocating for them at the state and local levels. Paul has been active representing clients in the healthcare, gaming, mining, transportation, education and emerging technologies sectors and successfully navigated his clients through several regular and special sessions of the Nevada Legislature.

Formerly a Deputy in the Criminal Division of the Washoe County District Attorney's Office and the Nevada Attorney General's Office, Paul prosecuted felony, gross misdemeanor and misdemeanor cases as well as conducted civil litigation.

Paul attended the University of Nevada in Reno and law school in San Diego. Upon graduating from law school, he clerked for the Honorable Scott N. Freeman in the Second Judicial District in Nevada, and Governor Brian Sandoval in the U.S. District Court in Nevada.

Nicole Flangas, Director of Government Affairs

Nicole brings a strong background in public policy and community engagement, holding both a Bachelor of Arts in Political Science and an MBA from the University of Nevada.



She began her advocacy work as Student Body Vice President, representing students and the Nevada System of Higher Education, and deepened her understanding of the legislative process while serving as Committee Manager during the 81st Session of the Nevada Legislature under Senator Julia Ratti. During the 2025 legislative session, Nicole worked closely on business-friendly policy, economic development, and K–12 education initiatives.

She is known for her passion for fostering community growth and innovation, with a focus on advancing education policy, supporting the growth of tech and software industries in Northern Nevada, and championing land conservation and thoughtful development. Nicole currently serves on the executive board of the Nevada Outdoor Business Coalition, where she combines her commitment to business advocacy with her love for Nevada’s public lands and outdoor spaces.

Keith Lee, Advisor

Keith Lee has been involved in politics virtually his entire life. His introduction to politics was in 1952 when he accompanied his Father, who was walking door-to door for Alan Bible, who was then running for the Democratic nomination for U.S. Senate. He co-managed Ralph Denton's campaign for U. S. House of Representative in 1964, supervised Governor Grant Sawyer's northern Nevada campaign office in 1966, managed Dick Bryan's campaign for Governor in 1982 and has served in fund-raising and advisory capacities for a number of local, state (including Legislative) and federal campaigns.

His first Session as a lobbyist was 1983, where he served as a lobbyist for Governor Dick Bryan, with responsibility for the passage of his budget. Over the '85, '87 and '89 Sessions, he lobbied for the Wildlife Commission of which he was a member and then Chair. In 1991 and continuing to the present, he has represented Southwest Airlines at the Legislature.

From 1970 to 2001, he maintained an active law practice; his lobbying activities were on an "as-needed" basis. In 2001, he became a full-time lobbyist and has lobbied full time at each Session since 2001.

Together, we have represented a variety of different interests and disciplines, all with success. Our strengths are our work ethic and credibility with Legislators, their staff, and others at all levels of government with whom we deal. We build relationships with every Elected Official – including in Local and State government and the Executive Branch, regardless of their political affiliation. It is particularly important to develop trust with the Leadership within the regulatory entities and foster those key relationships with Chairs, Directors and Board members.