

NEVADA GOVERNOR'S OFFICE OF

Economic Development

ANNUAL REPORT 2022



Nevada Governor's Office of

ECONOMIC DEVELOPMENT

Empowering Success



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LETTER

FROM EXECUTIVE DIRECTOR THOMAS BURNS



EXECUTIVE
DIRECTOR
THOMAS BURNS

GOVERNOR JOE LOMBARDO declared in his State of the State Address that a top priority of his administration will be to restore Nevada's reputation as a pro-business, pro-development state. A week after making this speech, the Governor appointed me as the executive director of the Governor's Office of Economic Development.

For those of you who don't know me, I started my career as a Certified Public Accountant before spending the past 30 years with Cragin & Pike Insurance in Las Vegas where I spent the last 12 as President. Coming from the business community and being heavily involved in the Las Vegas Chamber of Commerce, I'm excited about the opportunity to ensure in the Governor's words that Nevada is back open for business, effective immediately.

Working with SRI International, GOED has completed its first comprehensive economic development strategy since the agency's inception in 2011. The plan entitled "Realizing Nevada's Electric, Innovative, and Connected Future" lays out Nevada's pathway to advancing five target industries over the next five years. Nevada is uniquely positioned to be a global leader in the complete cycle of clean energy innovation. The target industries we have identified for Nevada include:

- Information Technology
- Transportation & Logistics
- Natural Resources & Technologies
- Hospitality, Tourism, Sports, & Creative Industries
- Advanced Manufacturing



GOVERNOR
JOE LOMBARDO

Our updated strategic plan builds on the success of GOED over the past decade and helps us expand the opportunities the state has going into the future. "Realizing Nevada's Electric, Innovative, and Connected Future" is an exciting blueprint that is included in this annual report to help us attract quality companies that will not only create good jobs but generate additional tax revenue.

GOED has had an outstanding track record during its existence and 2022 was another banner year. Since January of 2022, GOED approved \$169.8 million in abatements for 23 companies. Within two years these companies will bring on 2,381 jobs at \$30.94 an hour and make \$2.1 billion in capital investment. Over the next 10 years these companies will generate more than \$601 million in new net tax revenues for our state. We calculated that the return on investment of these abatements to be \$128.25 for every \$1 abated. In addition to these impressive statistics, GOED recognizes its responsibility to Nevada taxpayers and conducting its abatements program in public. GOED's website was ranked this past year as the most transparent of all state economic development websites in the nation by watchdog group Good Jobs First.

Our innovation-based Economic Development Office led by Karsten Heise also had a banner year. The U.S. Treasury approved up to \$112.9 million for Nevada's State Small Business Credit Initiative (SSBCI). We launched the first-ever nationally ranked small business and startup accelerator to operate in Nevada. Operated by gener8tor, the accelerators have already identified five companies in both Las Vegas and Reno and received \$100,000 investments from a venture fund. We partnered with the Attorney General's Office to create two innovative programs in the state using about \$10 million in settlement funds. First, we created a Nevada Community Development Financial Institution to assist minority owned businesses in Southern Nevada. We also stood up a program to support science and engineering students working on entrepreneurial programs at UNLV and UNR.

GOED

Our workforce development office led by Stacey Bostwick continued to assist new industry in the state, working to match their skilled workforce needs through programs in the Nevada System of Higher Education. The Workforce Innovations for the New Nevada (WINN) fund has set up a Commercial Driver's License Program at Western Nevada College and a training center at Truckee Meadows Community College to support Panasonic in Reno.

GOED's Film Office this past year issued film incentives to seven projects totaling \$7,377,082 with economic activity to Nevada totaling \$42,410,262. There were 13 in process productions with estimated incentives totaling \$9,836,492 with economic activity to Nevada totaling \$51,417,084. This activity created 214 full time equivalent jobs for these productions.

GOED was instrumental in the groundbreaking of the Helios Health and Wellness Campus in North Las Vegas. This historic venture will usher in a new era of economic development and job creation that will result in a transformative campus and economic hub to serve the growing population of North Las Vegas, as well as the southern Nevada community. Slated for completion in phases, this project is anticipated to create more than 10,000 jobs over the next 7 to 10 years, therefore fulfilling a tremendous need for health and wellness in the area. GOED will continue to work with the development team to ensure the best-suited partners are selected to build out the 135-acre site.

With federal and state funding, the newly named "APEX Accelerator (formerly the Nevada Procurement Technical Assistance Center)" worked with about 1,618 clients with a total of 37 outreach events or presentations either led by the Accelerator or a resource partners that involved the APEX Accelerator. APEX Accelerator, led by Joan Rueben, assisted with 1,517 prime contracts valued at a total of \$236,995,844. We also assisted clients earn 35 subcontracts valued at a total of \$25,528,476.

The Rural and Economic Development Division of GOED, led by Shari Davis, also made a major impact outside of our urban areas. Some of the

highlights include \$3,674,024 in Community Development Block Grant (CDBG) funds, led by Jessica Sanders, that were awarded to 17 projects in Carson City and rural Nevada, benefitting 17,625 Nevadans in five counties, the City of Ely, the City of Fallon, the City of Fernley, the City of Wells and Carson City. Nevada counties and cities invested an additional \$1,930,337 in matching grant funds.

GOED received \$14,448,197 in Community Development Block Grant CARES (CDBG-CV) funds from the U.S. Department of Housing and Urban Development to be used for COVID-related projects that must be used to prevent, prepare for, or be in response to the COVID-19 pandemic. \$14,192,735 has been allocated to Nevada communities. In 2022, CDBG staff reimbursed \$2,693,712 in requests from 14 communities and closed out 14 grants. GOED's CDBG was awarded \$1,620,125 for the Recovery Housing Program (RHP), a pilot program through the U.S. Department of Urban Development (HUD) intended to support individuals in recovery from a substance use disorder to become stably housed and on a path to self-sufficiency.

I'd like to close out with work GOED coordinated in Southern Nevada addressing critical infrastructure needs. As Nevada's economy continues to expand and the state's population increases, addressing the state's infrastructure needs is essential to long-term sustainability and resiliency. Since emerging from the pandemic, GOED has advanced a robust agenda to solve our infrastructure challenges.

Working with community leaders in Southern Nevada, GOED Deputy Director Kris Sanchez established a Working Group that was assembled to evaluate Southern Nevada's infrastructure assets and deficiencies, to identify its opportunities in the Southwest macro region, and to envision a niche for Southern Nevada that would add significant value to the state's overall economic ecosystem. The overarching goal was to position Southern Nevada as a highly attractive destination for private sector investment focused on 21st century-relevant growth.



STATE OF THE ECONOMY

By Bob Potts, GOED Deputy Director

GOED



AS THE STATE AND THE NATION

continued adjusting to the post-pandemic world in 2022 and responding to the various economic shocks and new realities that have settled in, the Governor's Office of Economic Development (GOED) continued pursuing its vision of fostering a vibrant, innovative, and sustainable economy with high-paying jobs for all Nevadans.

Nevada's pro-cyclical economy has led us to have higher highs and lower lows than the nation as a whole when it comes to boom-and-bust business cycles, as evidenced most recently by Nevada having the highest reported unemployment rate ever recorded for any state in April 2020, at 28.2 percent statewide versus a high of 14.7 percent for the nation. Across the state's metros, Las Vegas unemployment reached 31.1 percent while Reno-Sparks topped out at 18.2 percent and Carson City saw a high of 19.1 percent in April 2020. By December 2022, the statewide unemployment rate fell back down to 5.2 percent, much closer to the nationwide rate of 3.5 percent though still currently the highest of all 50 states.

Today, Nevada's economy does not look the same as it did in 2019. From February to May 2020, Nevada's Leisure & Hospitality sector lost 210,000 jobs—more than half of all jobs in the sector, and 84 percent of those losses were

concentrated in Clark County. Through December 2022, the state has regained 191,000 lost Leisure and Hospitality jobs, to sit 19,000 jobs or 5.3 percent below the pre-pandemic peak for the sector. At the same time, the state has gained 26,000 additional jobs in Trade, Transportation, and Utilities that didn't exist before the pandemic hit. Additionally, sectors such as Construction (up 8,800 jobs), Manufacturing (up 8,000) and Professional/Technical Services (up 5,700) are contributing to the recovery and resilience of Nevada's economy. Overall, despite the lagging recovery for Leisure and Hospitality, total jobs in the state reached 1,476,000 in December 2022, which is 26,400 jobs above the February 2020 pre-pandemic peak.

This job recovery was also mirrored by recoveries in the state's financials, such as the record-high Sales Tax (up 21.7 percent over the year) and Gaming Percentage Fee (up 40.8 percent) collections in State Fiscal Year 2022. Overall, Nevadans are back to work and spending money, but local, regional, and worldwide economic shocks and struggles persist.

The year 2022 saw increasing geopolitical instability in the form of Russia's invasion of Ukraine, as well as continued pressure on inflation from both the demand and supply sides. When the pandemic hit, many service-based industries were severely limited or shut down and spending patterns, enhanced with stimulus dollars, shifted to goods. This created demand-side pressure on the supply chain, while geopolitical instability and covid-related supply chain problems put supply-



GOED

STATE OF THE ECONOMY CONTINUED

side pressure on goods prices as well. When vaccines became widely available and much in-person activity resumed, the pent-up demand for services (travel, amongst other things) pushed up inflation pressure on the service side as well, leading to inflation peaking at 9.1 percent in June, its highest level since 1981.

According to the Federal Reserve, U.S. consumers accumulated \$2.1 trillion in excess savings during the pandemic, thanks to reduced spending as well as federal fiscal relief. Through the end of 2022, \$1.3 trillion of this excess savings has been drawn down, leaving more than \$800 billion in excess savings still available for spending. Meanwhile, spending on goods still represents a higher portion of overall consumption (versus spending on services) than before the pandemic. Consumer spending is the largest component of Gross Domestic Product (GDP) and was a primary contributor to the 2.1 percent real growth in 2022, according to advance estimates from the Bureau of Economic Analysis.

These trends suggest that although inflation has begun easing, price pressures remain elevated. The Federal Reserve and its Federal Open Market Committee (FOMC) wield monetary policy in support of its dual mandate of price stability and full employment. In order to tamp down on inflationary spending the FOMC increased the federal funds rate by four percentage points in 2022, from just 0.25-0.50% as late as March 2022, to 4.25-4.50% in December. The resulting change in interest rates has had and will continue to have significant effects on everything from business investment and expansion, to home prices and housing starts in Nevada. So far, the labor market both nationally and in Nevada has remained robust through these interest rate increases, with an average of two job openings for every unemployed person. Business investment has also remained healthy but is showing signs of slowing. The University of Michigan Consumer Sentiment index reached an all-time low in July 2022, and through the end of the year remained below 2021 levels. The Institute for Supply Management's (ISM) indices for manufacturing and services both remained below 50 through the end of 2022, suggesting a contraction.

These conflicting economic trends—strong spending, coupled with high price increases—are reflected in GOED's results for the year as well. During the year, GOED and our partner regional development authorities assisted 47 companies in relocating or expanding to



Nevada, bringing in an additional 3,719 jobs to the state. These figures, though great news for the state, represent declines of about 30 to 40 percent from the prior year. However, the average wages paid by assisted companies increased by 15 percent to almost \$31/hour, while capital investment from assisted companies tripled to over \$2.2 billion dollars during the year. We are seeing success in diversifying our economic base, with 40 percent of the assisted companies in the manufacturing sector, followed by 19 percent in logistics and operations and 13 percent in information technology/business services.

As described above, there are areas of weakness and of strength in Nevada's economy. State economists surveyed by GOED monthly have tamped down their expectations for economic growth in 2023, though the consensus remains positive and does not expect an extended contraction. We estimate recession risk for the upcoming year somewhere around a 50-60 percent chance, corresponding to national GDP growth of anywhere from flat to two percent.

In the incoming year we look forward to taking advantage of the unique tailwinds at the state's back and leveraging the opportunities that come with working with a new administration and Legislative Session. The pandemic hit Nevada particularly hard, but out of the challenges have come unique opportunities in areas such transportation and distribution, advanced manufacturing and onshoring, and emerging clean technologies. GOED will soon be releasing a new State Plan, to replace the Recovery and Resilience Plan enacted during the COVID pandemic. We look forward to building Nevada's electric, innovated, and connected future—the Nevada Way!

PERFORMANCE REPORT

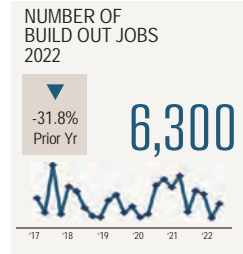
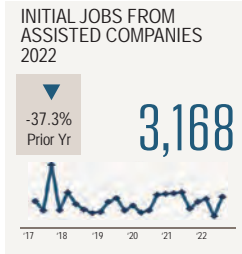
By Hayley Owens, Research Manager

GOED

Nevada Governor's Office of
ECONOMIC DEVELOPMENT

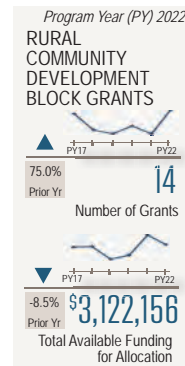
ECONOMIC DEVELOPMENT - 2022

2022 ANNUAL PERFORMANCE REPORT



*Assisted companies include both incentivized and non-incentivized companies.

DIVISIONS



PERFORMANCE REPORT CONTINUED

JOBS ANNOUNCED BY ASSISTED COMPANIES

In 2022, 47 companies committed to adding 3,168 jobs to Nevada's economy in the next two years. Once these companies are fully staffed, the build-out job estimate is 6,300 jobs. Incentivized companies are bringing in 2,381 jobs, while non-incentivized assisted companies are adding 787 jobs to the workforce.

In 2022, 40.4 percent of the assisted companies were in the manufacturing sector, followed by 18.8 percent in logistics and operations and 13.4 percent in information technology/business services. The remaining 27.3 percent was split between various other sectors.

WAGES PAID BY ASSISTED COMPANIES

Average wages paid by assisted companies grew significantly through 2022, with the first quarter average at \$26.92 and the fourth quarter average up to \$36.54, almost \$10 higher per hour. The overall average for 2022, at \$30.72, is almost \$4 higher than in 2021.

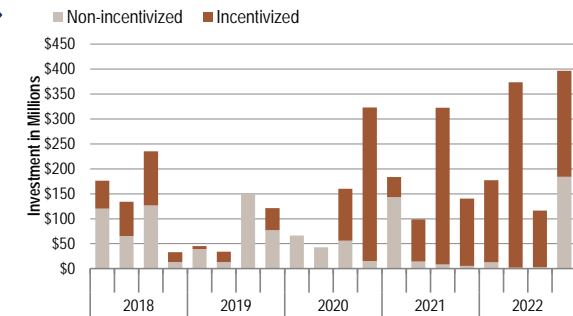
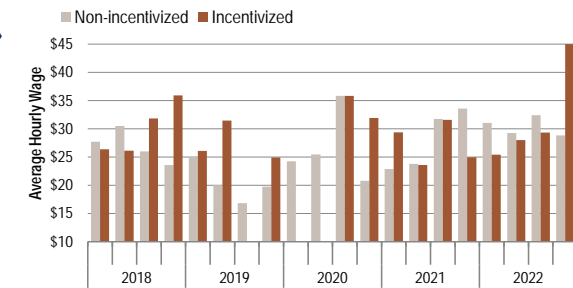
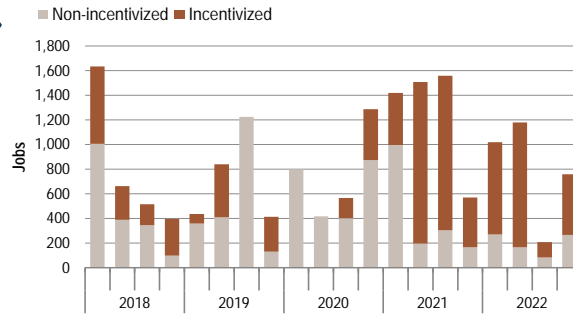
Average wages from incentivized companies came in at \$34.35 this year while non-incentivized companies had average wages of \$29.91 per hour.

ASSISTED COMPANY INVESTMENT

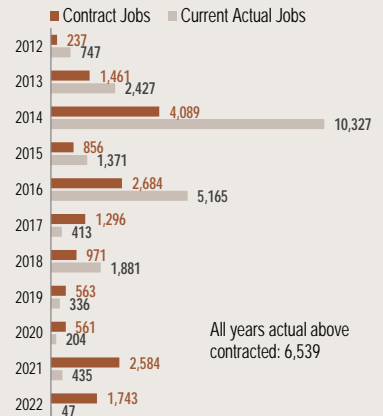
Capital investment by assisted companies (aside from large-scale projects*) totaled \$1,063.4 million in 2022, \$861.0 million of which is attributed to incentivized companies. Capital investment (excluding large-scale) in 2022 is above last year's total by \$302.1 million.

Additionally, 2022 saw a \$119.0 million investment from a company receiving a Data Center abatement, and a \$1.10 billion investment by Redwood Materials.

Total investments from incentivized companies in 2022 were \$2.09 billion.

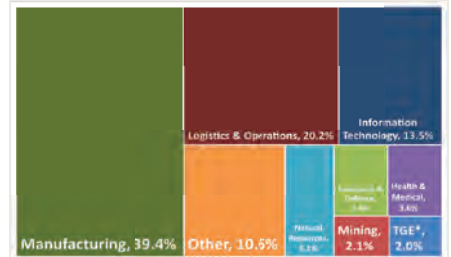


CONTRACT AND ACTUAL JOBS* BY NEW INCENTIVIZED COMPANIES



As new incentivized companies add staff, the number of actual jobs has exceeded those that were contracted. *Actual job counts as of 2022:Q2. Contract jobs do not include 2022:Q4 approved companies.

ASSISTED COMPANY INDUSTRY MIX 2009-2022, BY NUMBER OF COMPANIES



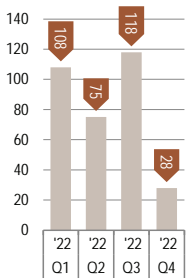
*Tourism, Gaming, and Entertainment

1 Large scale projects include Boulder Solar Power (\$1B), Apple (\$1B), Tesla (\$5B), Redwood (\$1B), or companies that qualified for Aviation or Data Center abatements.

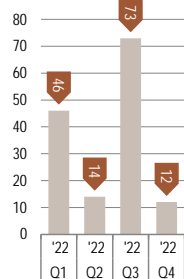
PERFORMANCE REPORT CONTINUED

RECRUITMENT ACTIVITY: 2022

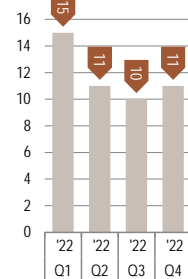
NEW LEADS



NEW PROSPECTS



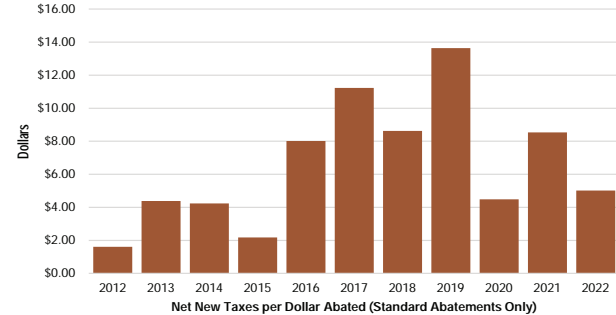
WINS



There were 329 new leads into GOED and/or Nevada's regional development authorities in 2022, converting into 145 new prospects. Compared to 2021, inquiries were down 28.4 percent, leads were down 39.4 percent, and prospects down just 11.0 percent.

In 2022, approximately 44.1 percent of new leads converted into prospects, and 32.4 percent of prospects became wins for the State. Put another way, one in seven leads became a win, and roughly one in 3 prospects became a win.

STANDARD ABATEMENT RETURN ON INVESTMENT



The return on investment (ROI) of abated companies is determined by dividing the estimated dollar amount of new taxes after abatements by the dollar amount of taxes abated. In 2022, for every tax dollar abated in the standard abatement, \$5.01 of net taxes will be collected. Since 2010, the dollar-for-dollar return on investment of standard abatements is \$5.39. The ROI for all abatements (including standard, aviation, data center, and specialized abatements) is \$2.46 since 2010, and \$3.55 in 2022.

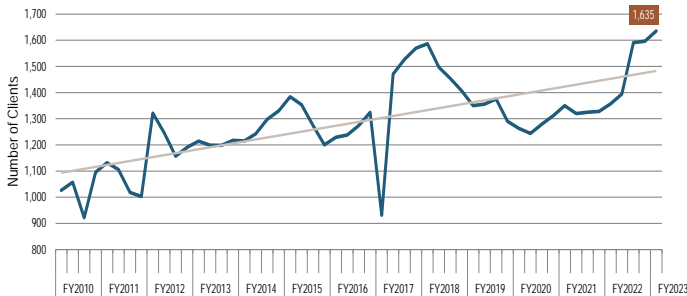
ANNUAL ASSISTED COMPANY STATISTICS

YEAR	COMPANIES	ALL ASSISTED COMPANIES				INCENTIVIZED COMPANIES					NON-INCENTIVIZED COMPANIES				
		INITIAL JOBS	BUILD-OUT JOBS	AVERAGE WAGE	CAPITAL INVESTMENT	COMPANIES	INITIAL JOBS	BUILD-OUT JOBS	AVERAGE WAGE	CAPITAL INVESTMENT	COMPANIES	INITIAL JOBS	BUILD-OUT JOBS	AVERAGE WAGE	CAPITAL INVESTMENT
2016	49	3,775	5,731	\$16.91	\$541,486,207	22	2,899	4,042	\$17.33	\$519,661,707	27	876	1,689	\$15.52	\$21,824,500
2017	62	4,994	6,961	\$18.89	\$267,725,624	24	2,129	3,181	\$24.08	\$176,401,707	38	2,865	3,780	\$15.04	\$91,323,917
2018	71	3,209	6,214	\$28.32	\$1,507,996,453	32	1,369	3,418	\$29.09	\$1,181,665,551	39	1,840	2,796	\$27.76	\$326,330,902
2019	52	2,915	4,655	\$21.60	\$583,078,677	15	789	1,416	\$28.59	\$302,926,677	37	2,126	3,239	\$19.00	\$280,152,000
2020	49	3,069	5,122	\$26.61	\$892,240,254	12	576	1,290	\$33.02	\$711,466,889	37	2,493	3,832	\$25.12	\$180,773,365
2021	77	5,055	9,233	\$26.85	\$745,616,685	39	3,391	6,156	\$27.42	\$573,258,740	38	1,664	3,077	\$25.69	\$172,357,945
2022	47	3,168	6,300	\$30.72	\$2,288,430,860	23	2,381	4,933	\$30.93	\$2,086,088,682	24	787	1,367	\$30.07	\$202,342,178

Note: This table excludes withdrawn and noncompliant companies.

PERFORMANCE REPORT CONTINUED

PROCUREMENT TECHNICAL ASSISTANCE CENTER

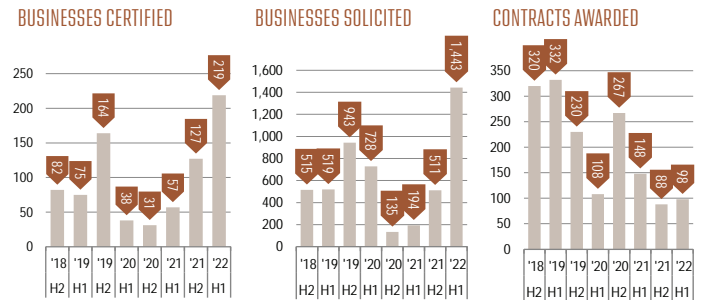


	PRIME CONTRACT AWARDS				SUBCONTRACT AWARDS		
	CLIENTS	NO.	AMOUNT	AVERAGE	NO.	AMOUNT	AVERAGE
FY 2018	1,486	1,309	\$328,285,762	\$250,791	57	\$14,701,162	\$257,915
FY 2019	1,343	1,209	\$169,325,057	\$140,054	36	\$9,461,682	\$262,825
FY 2020	1,275	1,396	\$263,399,314	\$188,681	106	\$25,350,150	\$239,152
FY 2021	1,331	1,380	\$303,669,213	\$220,050	102	\$43,362,549	\$425,123
FY 2022	1,196	1,455	\$225,749,116	\$155,154	56	\$94,405,304	\$1,685,809
FY 2023 YTD	1,635	434	\$69,545,917	\$160,244	0	\$0	\$0

PROCUREMENT TECHNICAL ASSISTANCE CENTER OVERVIEW FY2023 Q1

- » The Nevada Procurement Technical Assistance Center (PTAC) reported 434 prime contracts during the first quarter of FY23, with an average award of \$160,244. The number of clients increased to 1,635.
- » The PTAC division continues to teach and provide one-on-one counseling sessions as clients pursue local, state, and federal government-related contracts and subcontracts. Counseling, in part, includes help with government solicitation document review, draft proposal review, and contract administration guidance. The PTAC also provides no-charge outreach events such as webinars.

EMERGING SMALL BUSINESS PROGRAM



	BUSINESSES CERTIFIED	BUSINESSES SOLICITED	CONTRACTS		
			NUMBER	AMOUNT	AVERAGE
July – December 2018	82	515	320	\$6,978,338	\$21,807
January – June 2019	75	519	332	\$6,552,283	\$19,736
July – December 2019	164	943	230	\$6,010,495	\$26,133
January – June 2020	38	728	108	\$3,061,241	\$28,345
July – December 2020	31	135	267	\$12,267,731	\$45,947
January – June 2021	57	194	148	\$3,285,417	\$22,199
July – December 2021	127	511	88	\$3,879,631	\$44,087
January – June 2022	219	1,443	98	\$9,836,880	\$100,376

EMERGING SMALL BUSINESS PROGRAM OVERVIEW

- » The number of Emerging Small Businesses (ESB's) certified in the first half of calendar year 2022 increased by 284.2 percent from the same period last year, and 72.4 percent when compared to the second half of last year. The total number of ESBs that have been certified since 2014 now stands at 2,077.
- » The average contract in the first half of 2022 was \$100,376; more than three times the average contract amount from 2021.

PERFORMANCE REPORT CONTINUED

2022

Nevada Governor's Office of
ECONOMIC DEVELOPMENT

PERFORMANCE INDICATORS

NEVADA FILM OFFICE

NEVADA FILM OFFICE ANNUAL PRODUCTION REVENUE*

CALENDAR YEAR	NUMBER OF PRODUCTIONS	REVENUE*
2011	500	\$95,654,650
2012	540	\$78,177,704
2013	465	\$63,144,232
2014	435	\$61,938,244
2015	498	\$69,160,222
2016	451	\$58,382,974
2017	454	\$42,943,461
2018	377	\$34,586,650
2019	506	\$61,103,059
2020	284	\$42,341,161
2021	429	\$77,546,509
2022	370	\$72,090,163

*Revenue to Nevada, i.e. local production expenditures.

NEVADA FILM OFFICE ANNUAL HIGHLIGHTS

- » Issued film incentives to seven projects totaling \$7,377,082 with economic activity to Nevada totaling \$42,410,262.
- » Participated in the 8th Annual Nevada Women's Film Festival in Las Vegas and the Annual Cordillera International Film Festival in Reno. Danette Tull, of the Nevada Film Office, sits on the board of both festivals.
- » Attended the American Film Market in Santa Monica, one of the industry's largest acquisition, development and networking events.

COMMUNITY DEVELOPMENT BLOCK GRANTS

PROGRAM YEAR 2022 GRANTS

- » Seventeen grants (Rural and Urban) totaling \$3,611,626.
- » Rural Nevada: Fourteen grants with a total allocation of \$3,122,156.
- » Urban Nevada (Carson City): Three grants with a total allocation of \$489,470.

RURAL COMMUNITY DEVELOPMENT BLOCK GRANTS BY PROGRAM YEAR

PROGRAM YEAR	NUMBER OF GRANTS	TOTAL ALLOCATION*	AVERAGE GRANT AWARD	PERCENT ECONOMIC DEVELOPMENT
2015	20	\$2,544,500	\$127,225	84%
2016	18	\$2,759,320	\$153,296	61%
2017	13	\$3,044,377	\$234,183	69%
2018	9	\$3,061,919	\$340,213	70%
2019	8	\$2,677,129	\$334,641	91%
2020	10	\$2,793,254	\$279,325	97%
2021	8	\$3,411,248	\$426,406	79%
2022	14	\$3,122,156	\$223,011	64%

RURAL GRANT PROGRESS, FY2023 Q1

- » During the first state fiscal quarter (July through September 2022), \$82,303 in block grants were paid to four rural cities.
- » CDBG staff closed ten grants this period.
- » There are currently 55 open grants. For the standard CDBG program, there are two grants from 2018, one grant from 2019, four grants from 2020, 11 grants from 2021, and 17 grants from 2022. For the CDBG-CV program, there are 20 open grants from 2020.

URBAN COMMUNITY DEVELOPMENT BLOCK GRANTS, FY2023 Q1

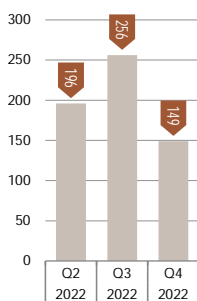
- » During the first state fiscal quarter, \$15,038 in block grants were paid to Carson City.
- » Carson City received \$482,788 in the HUD allocation to fund three projects for program year 2022.
- » In 2017 Carson City's program reverted to the state with an urban focus and different priorities than GOED's existing rural programs. Future urban project recommendations for funding will be reviewed to award grants with greater economic development impact.

*Total Allocation includes HUD allocation as well as recaptured funds from previous years.

ASSISTED CLIENTS AND COMPANIES

The Nevada Film Office assists clients with inquiries in areas such as: locations, permitting, crew, tax incentives, production troubleshooting, and more.

CLIENTS ASSISTED



SIGNIFICANT PROJECTS* IN 2022

PROJECT	PROJECT TYPE
BattleBots	Reality
Battle of Absolute Dominion	Feature Film
Sympathy For The Devil	Feature Film Ind.
Slap & The Ultimate Fighter Season 31	Reality
DRL Vegas Championship Race	TV Series
Street Outlaws: Fastest in America	Reality
The Cleaning Lady Season 2	TV Series
Skeletons in the Closet	Feature Film
Doubling Down with the Derricos	TV Series
Flip the Strip	TV Series
Ruthless	Feature Film
Couples Retreat 3	Reality
CSI: VEGAS Season 2 Episode 201	TV Series
NBC's American Ninja Warrior	TV Series
"Obliterated" Sony-Netflix Project	TV Series

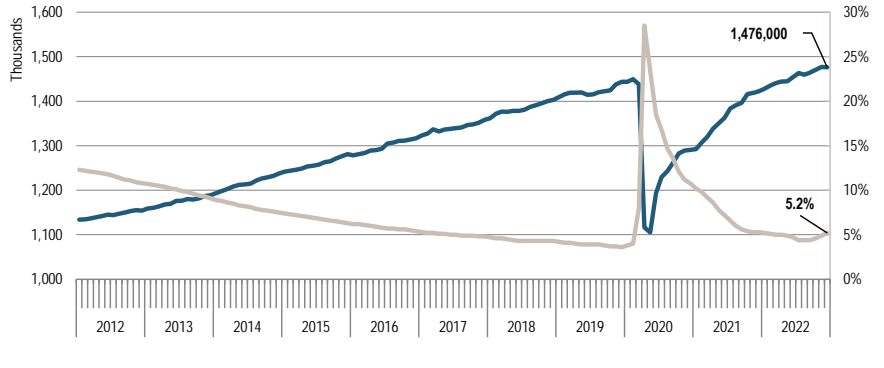
* Each of these projects contributed at least \$900,000 in local production expenditures.

PERFORMANCE REPORT CONTINUED

NEVADA JOBS AND UNEMPLOYMENT

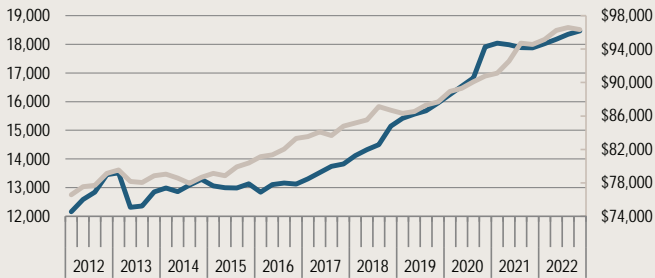
Nevada continued its postpandemic recovery in 2022, ending the year with 1,476,000 jobs. This represents a 3.8 percent increase from the prior year, and a gain of 26,400 jobs over the pre-pandemic high. Nationally, employment grew just 3.0 percent over the year.

Nevada's unemployment rate stood at 5.2 percent in December, the same rate as in the beginning of the year. Unemployment fluctuated across the state through the year, seeing a low of 4.4 percent from July through September before ticking back up again. However, labor force participation rates suggest that more Nevadans are getting up off the sidelines to return to the workforce, which puts upward pressure on unemployment as they search for work.



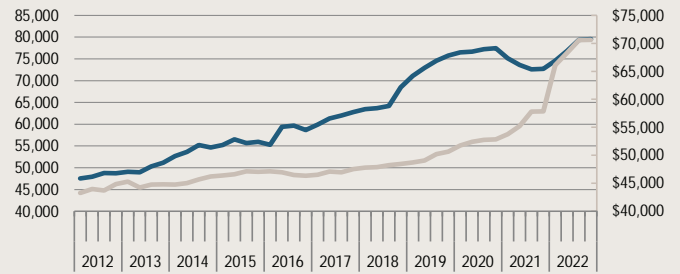
— Jobs (in thousands) — Unemployment Rate

AEROSPACE AND DEFENSE



Aerospace and Defense added 120 jobs in the fourth quarter of 2022, with 18,470 workers currently employed in the industry. Average annual earnings (measured as wages, salaries, and proprietor earnings) totaled \$96,340 per year, down \$250 over the quarter. When compared to last year, jobs have increased by 3.3 percent and earnings have grown 1.9 percent.

BUSINESS INFORMATION TECHNOLOGY



Employment in Nevada's Business Information Technology sector increased by 150 in the current quarter to a total of 79,520 workers. Average annual earnings increased slightly, up \$40 from last quarter to a new high of \$70,600. For the year, job counts have grown 9.3 percent and earnings increased by 22.0 percent.

Current industry data is derived from Lightcast's 2022:Q4 estimates. Industry groups do not equate to the two-digit NAICS sectors or the super-sector groups found in CES data.

— Jobs — Average Earnings per Job

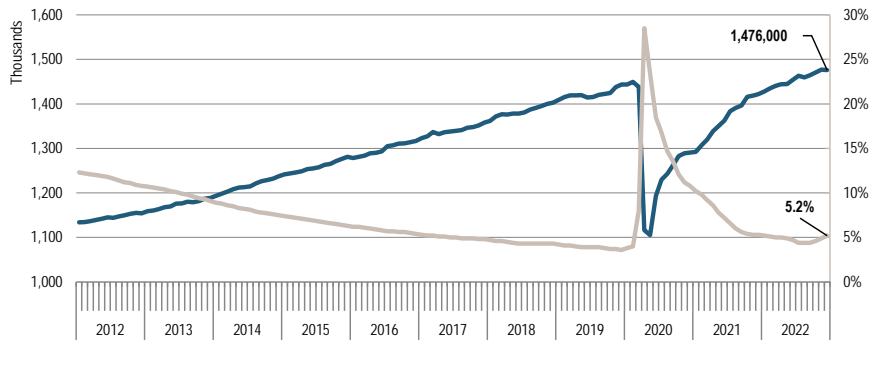
PERFORMANCE REPORT CONTINUED



NEVADA JOBS AND UNEMPLOYMENT

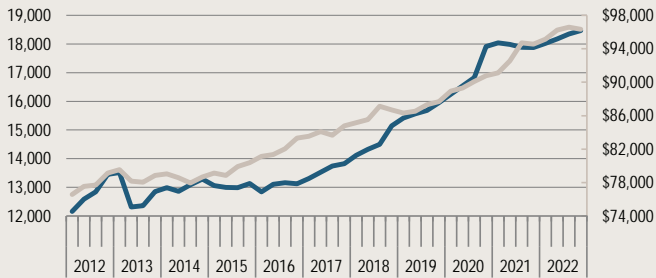
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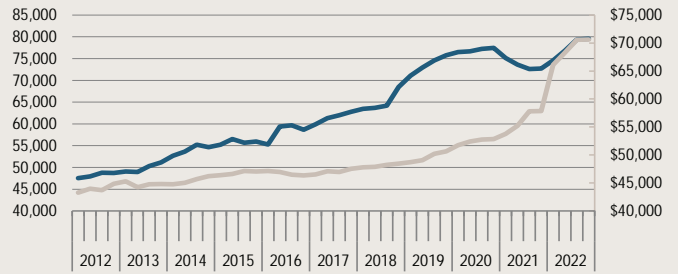
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BUSINESS INFORMATION TECHNOLOGY



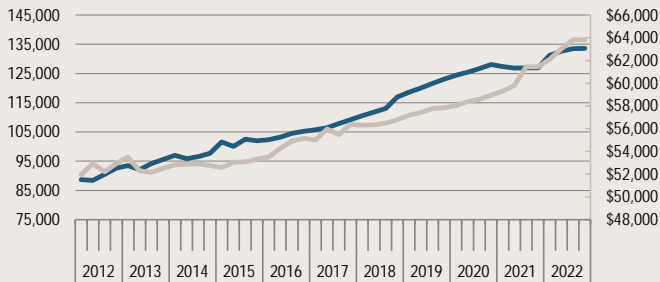
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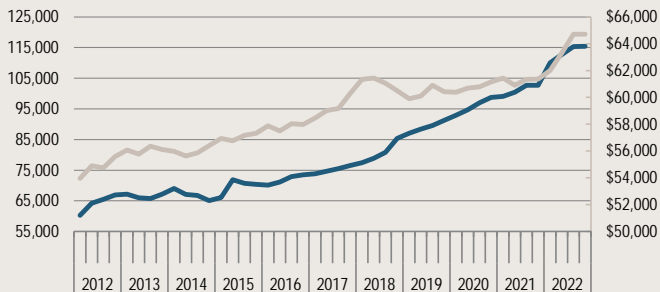
PERFORMANCE REPORT CONTINUED

HEALTH AND MEDICAL



Nevada's Health and Medical sector added 110 jobs during the quarter, bringing the total job count to 133,600 workers. Average annual earnings fell slightly to \$63,810. When compared to last year, job counts in Nevada's healthcare sector have grown by 5.3 percent and earnings have increased by 3.8 percent.

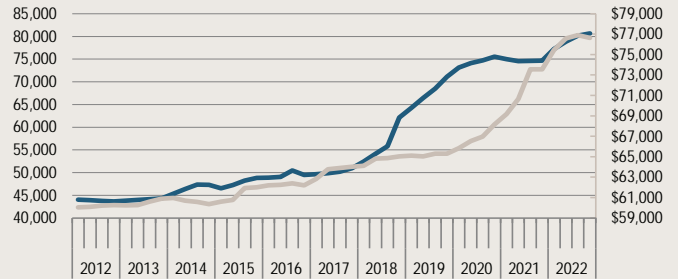
LOGISTICS AND OPERATIONS



Average annual earnings in Nevada's Logistics and Operations sector remained flat from last quarter, currently standing at \$64,710. Employment grew slightly this quarter to 115,380 total jobs in the sector. For the year, jobs have grown by 12.3 percent and earnings have increased by 5.4 percent.

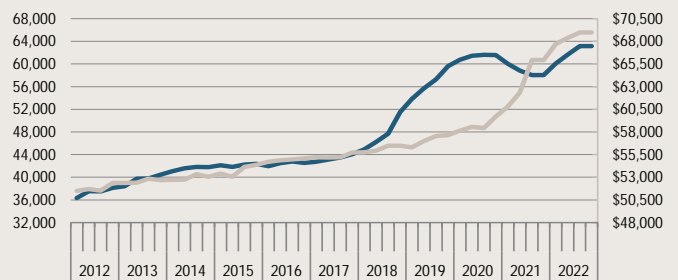
Current industry data is derived from Lightcast's 2022:Q4 estimates. Industry groups do not equate to the two-digit NAICS sectors or the super-sector groups found in CES data.

NATURAL RESOURCE TECHNOLOGIES



There are a record 80,660 workers in Nevada's Natural Resource Technologies sector after an increase of 470 jobs in the current quarter. Average annual earnings fell by \$260 and currently stand at \$76,630. When compared to last year, job counts have increased by 8.0 percent and earnings have increased by 4.2 percent.

MANUFACTURING



Nevada's Manufacturing sector saw steady employment levels this quarter, at 63,160 jobs. Earnings also remained flat over the quarter, with workers currently employed in the sector making, on average, \$68,970 per year. Since last year, job counts have increased by 8.8 percent, while average annual earnings grew by 4.6 percent.

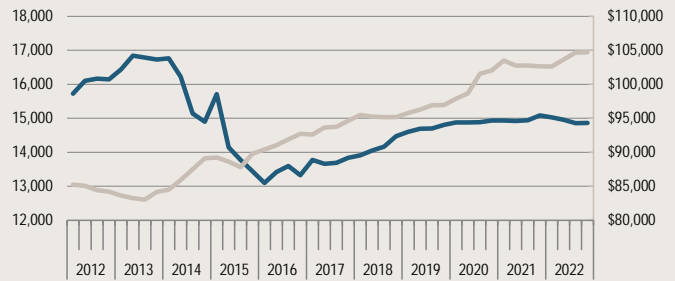
— Jobs — Average Earnings per Job

PERFORMANCE REPORT CONTINUED



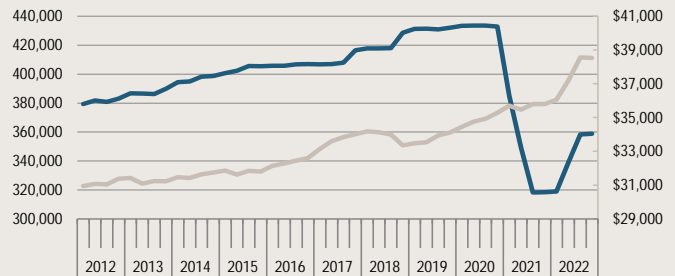
MINING

After several months of slight declines, Nevada's Mining sector began adding back jobs this quarter. Employment grew slightly this quarter to 14,870, while average annual earnings increased by \$30 and currently stand at \$104,690. When compared to last year's fourth quarter high, job counts have decreased by 1.4 percent while earnings increased by 2.0 percent.



TOURISM, GAMING, AND ENTERTAINMENT

The pandemic hit Nevada's Tourism, Gaming, and Entertainment industry especially hard. Total employment in Nevada's largest sector currently stands at 358,770 workers, up 410 jobs from the previous quarter. Annual earnings fell slightly by \$20 and now stand at \$38,540. Over the year, jobs increased 12.7 percent and earnings increased 7.6 percent.



Current industry data is derived from Lightcast's 2022:Q4 estimates. Industry groups do not equate to the two-digit NAICS sectors or the super-sector groups found in CES data.

— Jobs — Average Earnings per Job

BUSINESS DEVELOPMENT

By Melanie Sheldon, Senior Director of Business Development and Chelsea Walburg-Estep, Director of Business Development

INTRODUCTION

GOED's Business Development team had a significant year in its continuous efforts to attract and assist new businesses that will not only diversify Nevada's economy but also bring new investment into the state and create quality and highly paid jobs for Nevadans.

Since January 2022, the GOED has approved abatements for 23 companies. Within five years these companies will bring on 2,381 jobs and make \$2.1 billion in capital investment. Over the next ten years, these companies will generate more than \$601 million in new net tax revenues (after abatements) for our state.

Because our Leisure and Hospitality job sectors were hit particularly hard by the COVID pandemic, we have really focused on Southern Nevada. Of the 23 companies that were approved for abatements in 2022, 12 of them either relocated to or were existing in Southern Nevada.

In GOED's efforts to attract new investments, the Business Development Team assists potential and existing projects with site selection needs by working closely with Nevada's Regional Development Authorities (RDAs), local governments, utility providers, and other state agencies, as well as commercial real estate entities, to fast-track the process of finding the adequate commercial property/land with adequate infrastructure and to providing assistance and support for licensing or permitting processes. GOED also manages the state's abatement program application process, comprising everything from analyzing received applications, managing, and administering the quarterly Board Meeting process, to the contractual abatement phase.

The Business Development Team also works closely with different divisions within GOED and other government agencies. Currently, Melanie Sheldon, Senior Director of Business Development, and Chelsea Estep, Director of Business Development, worked with Shari Davis, Director of Rural Economic and Community Development, to arrange a listening tour with GOED's Rural RDAs. This series of meetings commenced in November 2022 and continued through February 2023. The Business Development Team will continue to work closely with Ms. Davis and will meet with the Rural RDAs on a semi-regular basis.

Business Attraction and Relocation Efforts

GOED's Business Development Team continues to work with companies considering Nevada as a potential location. As of December 2022, GOED's Business Development Pipeline has 18 active Request for Information (RFI) projects. These active projects are actively exploring Nevada as a location for their operations. Approximately 72 percent of these projects are manufacturing operations (80 percent), and the remainder is data centers or technology-driven operations, with an estimated 4,263 jobs to be created and approximately \$17.4 billion total investment in the State.

In 2022, we participated in five site visits throughout the State. To narrow down the best location for the company, our utility partners, like NV Energy, as well as commercial realtors will take companies to actual sites, whether it is land or a building, to see if they are a good fit for the company's needs. During these visits, the local RDA, local government representatives, GOED's team, and workforce specialists from DETR will also join the prospective company to discuss benefits of doing business in our State, as well as details about their operational needs.

These active RFIs will potentially result in companies moving and opening their operations in our State, and some of them, if they qualify, will apply for Tax Abatement packages that will be presented to the GOED Board during the quarterly Board meetings.

Tax Abatement Applications and GOED's Board Meetings:

As GOED continues its work with RDAs to diversify Nevada's economy and create quality jobs, 2022 was a busy year with companies relocating and expanding in our state and applying for tax abatements. Abatement applications were heard every quarter this year at our quarterly GOED Board Meetings. As of the end of December 2022, 23 companies have been incentivized. These companies will create an anticipated 2,381 new quality jobs with an average wage of \$30.94, in the first two years of operation. Overall, these companies are anticipated to make an estimated \$2.1 billion in capital investment in the State.

Tax Abatements Return on Investment:

In 2022, GOED approved \$169.8 million in tax abatements. From these incentivized operations, the State will be collecting an estimated \$601 million in new tax revenues after tax abatements. We calculated the Return on Investment (ROI) of these abatements to be \$3.54 meaning that for every \$1 abated Nevada would receive \$3.54 back in tax revenues.

It is critically important to keep in mind these abatements are partial abatements, not exemptions, and that once the abatement contract sunsets, state and local governments will continue to receive full tax revenues from these companies. This full impact on budgets in perpetuity would be lost if abatements were not approved because companies would choose to expand or relocate elsewhere.

GOED estimated the total economic impact from these companies, and their operations, to be approximately \$21.8 billion. Looking at this Economic Impact and the amount of the approved tax abatements we can estimate the economic benefit of abated companies in 2022 to be approximately \$128.25 for each dollar the company received from Nevada in abatements. Although this economic impact ROI is a bit of a rough estimate, it is still helpful because it estimates the dollar value of all economic activity generated for every tax dollar discounted through the abatement process.

The State works with RDAs on recruiting companies within the targeted industries to diversify regional and the State economy. Out of 23 companies that were approved for tax abatements 42 percent of them were manufacturing operations, creating 1,924 jobs while 22 percent were Logistics and Operations companies, creating 703 quality jobs in the first two years of operations.

What is noticeable within the manufacturing industry is the formation of a new electric vehicle, battery manufacturing, and recycling cluster. With Tesla and Panasonic moving into the state, and with Nevada's abundant mineral and lithium deposits, more companies within the industry (like Western Ceramics Company and Redwood Materials) have moved to or shown interest in opening their operations in Nevada.

As COVID took a significant toll on our economy, especially Clark County, it became obvious that our State's economic dependence on Hospitality and Entertainment is not sustainable for economic growth. High unemployment in the Leisure and Hospitality sector made GOED rethink priorities on diversification of the economy, especially in Clark County.

To create jobs and diversify the economy in the South, GOED's team worked closely with LVGEA. As a result, in 2022, out of the 23 companies that received tax abatements, 12 of them, or approximately 52 percent were businesses that decided to start or expand operations in Clark County, 44 percent of which are manufacturing operations.

The Business Development Team ended 2022 strong with nine companies presented at the December Board meeting, including an abatement for Redwood Materials, Inc. after the company announced the second largest capital investment since GOED's inception more than a decade ago—\$1.1 billion.

The GOED Business Development Team already has several RFI's, and applications lined up in the queue for next year.



GOED

BUSINESS DEVELOPMENT CONTINUED

COMPANIES		Sector	Initial Jobs (2 Yrs)	Build out of Jobs (5 Yrs)	Average Wage	Overall Capital Investment	Total Partial Tax Abatements	New Taxes, After Abatements	Economic Impact
March 17, 2022									
Haas Automation, Inc*	Manufacturing	500	1,400	\$24.04	\$100,000,000	\$10,501,083	\$112,185,915	\$4,021,617,347	
Airgas Safety, Inc.	Logistics and Operations	55	66	\$23.10	\$3,650,000	\$362,882	\$3,956,058	\$157,463,927	
ENTEK Manufacturing, LLC	Manufacturing	53	73	\$29.44	\$10,862,117	\$1,073,218	\$5,729,473	\$269,526,549	
Society Manufacturing LLC	Logistics and Operations	60	90	\$25.50	\$1,020,629	\$162,357	\$4,626,566	\$151,335,124	
Stellar Snacks, LLC	Manufacturing	58	133	\$28.32	\$23,469,996	\$1,849,419	\$12,371,913	\$655,395,752	
Western Ceramics Company 1, LLC	Manufacturing	24	24	\$43.63	\$25,136,727	\$2,304,202	\$8,386,661	\$295,172,009	
		750	1,786	\$25.43	\$164,439,469	\$16,253,161	\$147,256,586	\$5,550,510,708	
*Haas Automation, Inc was previously approved for abatements in 2019. They were reapproved at this meeting.									
June 16, 2022									
Bella + Canvas, LLC	Other: Wholesale Trade	10	10	\$30.00	\$19,034,935	\$1,598,693	\$4,741,997	\$33,355,135	
Cross, Inc.	Logistics and Operations	250	325	\$26.98	\$85,000,000	\$8,642,248	\$29,848,241	\$882,348,309	
Foam of Nevada, Inc.	Manufacturing	450	720	\$24.28	\$12,530,000	\$1,271,031	\$41,283,033	\$2,588,667,460	
Nova Holdings, LLC	Business Information Technology Ecosystems	11	11	\$30.60	\$119,037,375	\$15,283,444	\$19,722,541	\$115,812,089	
Ntherma Corp*	Manufacturing	44	294	\$45.19	\$76,524,800	TBD	TBD	TBD	
VSE, LLC (Valley Service Electronic)	Business Information Technology Ecosystems	70	140	\$29.64	\$2,193,634	\$318,449	\$7,875,327	\$238,065,385	
Ball Metal Beverage Container Corp	Manufacturing	178	222	\$33.65	\$175,988,700	\$17,476,855	\$39,827,950	\$832,811,257	
		1,013	1,722	\$28.00	\$490,309,444	\$44,590,720	\$143,299,089	\$4,691,059,635	
*Ntherma Corp may locate in either Washoe County or Clark County. The company has yet to pick the county they are going to locate in. As such, the estimates for the Total Partial Tax Abatements, New Taxes, After Abatements, and Economic Impact are omitted this document. The estimates for both locations are available here: https://gsed.nv.gov/wp-content/uploads/2022/06/B-E-Ntherma-Corp-Board-Packet-1.pdf									
**Ball Metal Beverage Container Corp was previously approved for abatements in 2021. They were reapproved at this meeting.									
September 22, 2022									
ARES Nevada, LLC	Natural Resources	8	51	\$42.20	\$26,694,370	\$2,462,353	\$4,847,558	\$121,615,045	
Electronic Evolution Technologies, Inc.	Manufacturing	25	57	\$24.40	\$400,000	\$35,863	\$3,690,034	\$190,243,753	
Post Consumer Brands, LLC	Manufacturing	30	30	\$28.22	\$69,580,500	\$5,207,771	\$7,724,258	\$172,935,157	
Sephora USA, Inc.	Logistics and Operations	33	147	\$27.20	\$12,000,000	\$779,612	\$11,994,192	\$310,890,716	
TLS Supply Chain Solutions, Inc.	Logistics and Operations	30	150	\$33.58	\$4,512,596	\$479,204	\$8,400,690	\$316,539,149	
		126	435	\$29.36	\$113,187,466	\$8,964,803	\$36,656,732	\$1,112,223,820	
December 1, 2022									
American AVK Company	Manufacturing	12	54	\$28.25	\$16,846,359	\$1,064,336	\$6,572,936	\$131,469,605	
Kodiak Trucking, Inc.	Manufacturing	250	330	\$58.58	\$13,700,000	\$2,064,214	\$43,324,487	\$4,271,143,896	
West Coast Salmon Nevada LP	Natural Resources	55	96	\$35.96	\$179,587,242	\$16,010,541	\$19,451,851	\$269,462,782	
Wilien Las Vegas, LLC	Manufacturing	25	60	\$30.14	\$2,292,171	\$193,560	\$3,330,582	\$126,020,917	
Redwood Materials, Inc.	Manufacturing	150	450	\$32.03	\$1,106,026,532	\$80,651,634	\$201,073,256	\$5,623,496,000	
		492	990	\$45.77	\$1,318,452,304	\$99,984,285	\$273,753,112	\$10,421,593,200	
Grand Total 2022		2,381	4,933	\$30.93	\$2,086,088,683	\$169,792,969	\$600,965,519	\$21,775,387,363	

Other Activities

Nevada Emerging Small Business (ESB) Program



In addition to Business recruitment and retention, Jeanette Holguin, GOED's Business Development Coordinator, oversees the Emerging Small Business (ESB) program which seeks to assist small businesses in obtaining work with state and local government agencies by

identifying small businesses that want to contract with government agencies. Nevada businesses interested in doing business with the State of Nevada Purchasing Division, State of Nevada Public Works Division and/or local governments in Nevada (specifically Clark and Washoe counties) are encouraged to apply. GOED has focused on growing the pool of ESBs over the past year while continuing to support those already certified. State and local government agencies report ESB activity to GOED twice per year. For the July 1, 2021 through June 30, 2022 reporting period, the business development team certified 219 small businesses, and 98 contracts were awarded by state and local agencies to ESB-certified businesses which amounted to \$9.8 million dollars in contracts. Outreach efforts will continue to target potential ESB applicants for future opportunities through participation in local workshops, expos, and GOED events.

Special Highlights in 2022

In April 2022, Melanie Sheldon, Senior Director of Business Development, attended a special Google event. Google announced it plans to invest \$30 million in Nevada in 2022, part of a push to put billions of dollars into offices and data centers around the nation. United States Senator Jacky Rosen and Google.org President Jacqueline Fuller held an event at the company's data center in Henderson to make the announcement. Google broke ground on the Henderson center back in 2019. Its second data, in the state, became fully operational in Storey County in, Northern Nevada, in 2021. The company says it will partner with Nevada to help workers develop digital skills, offering Google Career Certificates with support from the state's Department of Employment,



U.S. Sen. Jacky Rosen, center, and other representatives for the state of Nevada and Google pose for a photo. Google announced it would invest \$30 million in Nevada through 2022.

Training and Rehabilitation. Google says it will donate \$100,000 to the Clark County School District to expand its Career & Technical Education programming as well.



Representatives from GOED, The GOED Nevada Film Office and LVGEA attended the grand opening of Vū Studios, in Las Vegas.

In April 2022, Melanie Sheldon, Senior Director of Business Development, and Danette Tull, Productions and Communications Manager for GOED's Nevada Film Office, attended the grand opening of Vū Studios (Vū). Vū is a technology company specializing in virtual production studios for advertising and commercial videos, hosted its grand opening celebration in Las Vegas. The new 40,000-square-foot Las Vegas studio is the latest addition to the company's growing portfolio. The company worked with the Business Development Team to locate in Nevada and to be approved for state tax abatements in September 2021. Vū

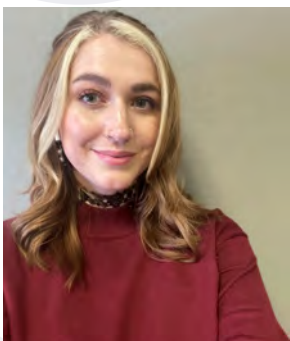


BUSINESS DEVELOPMENT CONTINUED



B&I Small Business Fair.

is a great example of successful business recruitment in Creative Industries, one of GOED's target sectors. In May 2022, Melanie Sheldon, Senior Director of Business Development, and Jeanette Holguin, Business Development Coordinator set up an exhibitor table at Business and Industry's Small Business Resource Fair in May of 2022 as representatives of GOED at the Sahara West Library. Melanie and Jeanette spread awareness to attendees with marketing and informational guides on the Tax Abatement and Emerging Small Business program and connected with many other organizations taking part in the event. This fair was created with the intent to assist small businesses and ensure local Nevadans had access to free resources such as training, business licensing, funding, and certifications. Melanie and Jeanette have signed up and look forward to being a part of B&I's fair again this year to provide information on GOED's programs and services. GOED's Procurement Technical Assistance Center (PTAC) and GOED's International Trade Division also participated in the event. Over 50 Business Resource partners participated in the event which had approximately 600 attendees throughout the day.



In September 2022, the Business Development Team welcomed its new Director of Business Development, Northern Nevada, Chelsea Estep. Chelsea held the previous position of GOED's Research Manager. As Research Manager, Chelsea was a remarkable asset to the agency and her familiarity

with GOED's business development efforts made her the obvious choice to move up to this position. Chelsea

brings a wealth and knowledge of state experience. We are very pleased to have Chelsea fill this critically important role.

In December 2022, held its last GOED Board Meeting under Governor Sisolak's Administration. At this final meeting, the GOED Board approved five companies in total, including Redwood Materials, that will receive \$124,947,733 in tax abatements. In return, these companies are required to create 492 jobs in the next two years at an average weighted hourly wage of \$45.77. That figure is expected to grow to 990 in five years. Additionally, these companies will make capital investments of \$1,318,452,304 in the first two years of operation and generate \$273,753,112 in net new tax revenues over the next 20 years.



GOED Board Members, GOED Executive Director Brown and Governor Sisolak pose for a photo to commemorate Governor Sisolak's final GOED Board Meeting. Governor Sisolak presented two plaques, one to Secretary of State Cegavske and a second to Lieutenant Governor Cano Burkhead (not pictured) in grateful appreciation for their dedication and commitment to bettering Nevada.

Under Governor Sisolak's administration, The GOED Board has approved 101 companies, 90 of which are compliant and participating. These companies will create 13,900 jobs over five years. These companies are making \$3.8 billion in capital investments and will generate \$1.5 billion in new tax revenues.

INNOVATION-BASED ECONOMIC DEVELOPMENT

By Karsten Heise, Senior Director Strategic Programs & Innovation

GOED'S OBJECTIVE TO FOSTER an innovation economy in Nevada is grounded in the application of the Innovation Based Economic Development (IBED) framework as well as in relevant scientific theories such as complexity and network theory. Applications of the latter ensures that our approach remains dynamic, adaptable and future oriented. Both IBED framework and scientific theoretical grounding also guide any programs and/or initiatives which means that neither programs nor initiatives are devised in isolation for their own sake but must be part of a holistic systems approach (see Figure 2 below).

An IBED framework consist of five mutually dependent components:

- A research base that generates new knowledge;
- Mechanisms for transferring knowledge to the marketplace;
- An entrepreneurial culture;
- Sources of risk capital; and,
- A technically skilled workforce.

By supporting each component with appropriately designed initiatives and programs we can strengthen and stimulate Nevada's innovation economy. An innovation economy transforms new ideas of products or processes, newly developed technologies into new jobs and businesses, fosters entrepreneurship, increases access to critical resources, and ensures economic prosperity and opportunity for all residents, both today and for future generations.

The below graphic depicts the startup lifecycle from the creation of a new technology to company formation and scale up including the associated funding timeline.

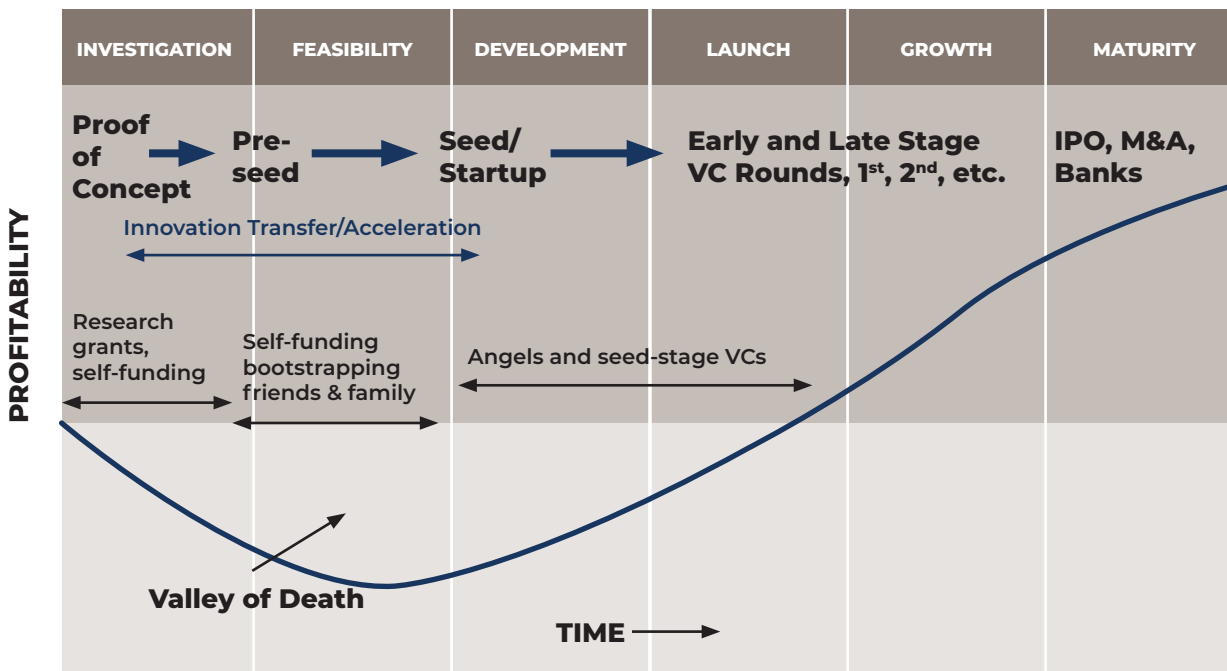


FIGURE 1

INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED

2022 IBED PROGRAMS AND INITIATIVES HIGHLIGHTS

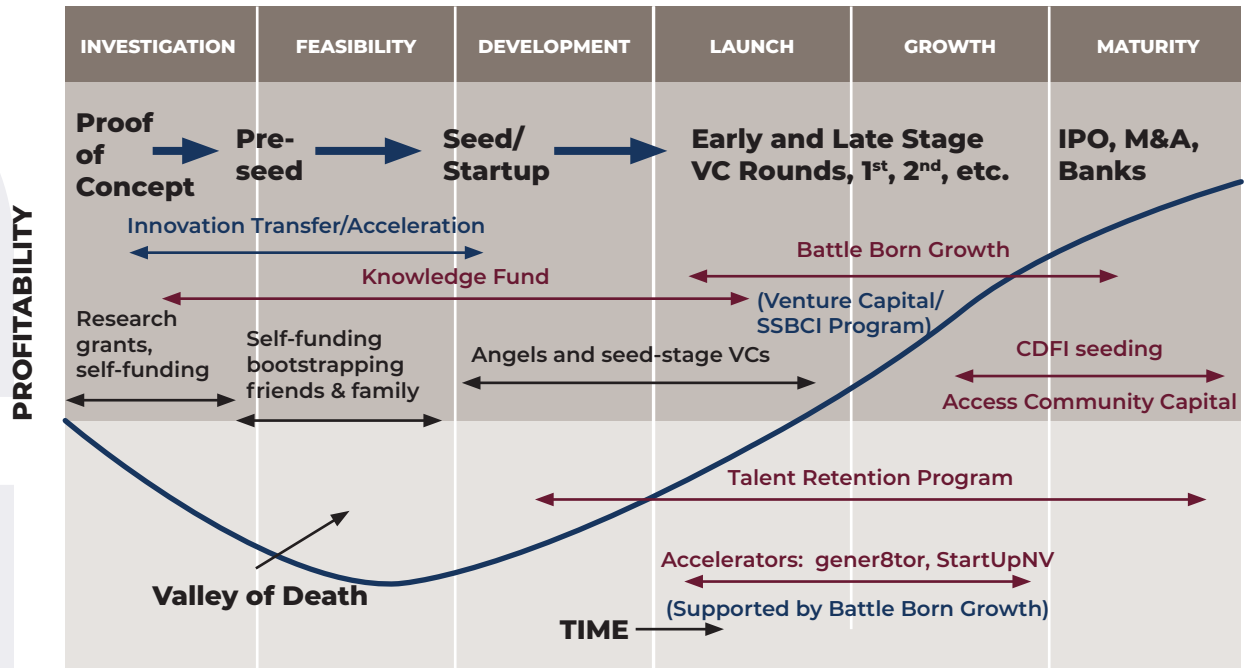


FIGURE 2



GOED, Access Community Capital, and Las Vegas Urban Chamber celebrating the approval of GOED's CDFI Seed Funding program by the Interim Finance Committee at the Nevada Legislature.

CDFI Seed Funding

The Nevada Governor's Office of Economic Development's (GOED) contracted with Access Community Capital in Southern Nevada to administer a minority-focused direct loan program, targeting startups and early-stage businesses based on the utilization of \$6 million from the Attorney General's office T-Mobile and Sprint settlement. The funding for the CDFI is the result of the Nevada Attorney General's settlement resolving concerns with the planned merger between T-Mobile and Sprint in 2019.

The allocation to GOED was approved by the Nevada Legislative Interim Finance Committee on April 8, 2022.

The main goal of the project is to seed a home-grown Nevada Community Development Financial Institution (CDFI) with a direct focus on minority small business financing. Through its revolving loan program, it will help grow businesses in low-income communities, with a focus on minority and women owned businesses — areas that have been historically overlooked by traditional financial institutions but are critically important to growing and diversifying Nevada's economy.

Access Community Capital has submitted its application for certification to the CDFI Fund, which is part of the U.S. Department of the Treasury.

This support will not only result in protecting existing jobs for enterprising Nevadans, but also create opportunities for the creation of new businesses and new jobs. CDFIs can be the unsung heroes and champions to the residents

INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED

GOED

and businesses of low-income communities and communities of color. According to the Opportunity Finance Network, CDFI borrowers are 84 percent low-income, 60 percent of color, and 50 percent women. CDFIs are vital. In addition to their commitment to deliver affordable credit and financial services to small businesses and communities underserved by mainstream commercial banks and lenders, they also provide much needed technical assistance services.

Access Community Capital was founded by entrepreneurs who know firsthand how the lack of access to affordable capital can stifle the growth trajectory of an otherwise successful business idea. The entire mission and premise of our organization is to help others achieve their highest potential. When this is realized, there is a spillover effect, positively impacting their families, their community, and the state economy.

Talent Retention Program

The Nevada Governor's Office of Economic Development worked with the Nevada Attorney General's Office to contract with the University of Nevada, Las Vegas (UNLV) and University of Nevada, Reno (UNR) using \$4 million to stand up a program to retain top science and engineering talent in Nevada. The project was approved at the Interim Finance Committee meeting on Oct. 20, 2022 and emphasizes help toward minority, women and first-generation college students.

The funding comes from the Attorney General's Office as a result of a 2019 settlement with T-Mobile that included a charitable contribution of \$30 million earmarked for enhancing entrepreneurial opportunities for women, minorities, and women and minority-owned businesses.

This idea was sparked by round table discussions Governor Sisolak led with startup founders and entrepreneurs in early 2022 alongside GOED leadership. The challenge that was identified was the need for the state to support startups and technology companies by addressing their increasing need for science and engineering graduates.

This program will help bolster Nevada's economy and help retain our pool of talented NSHE graduates. Startup and entrepreneurial

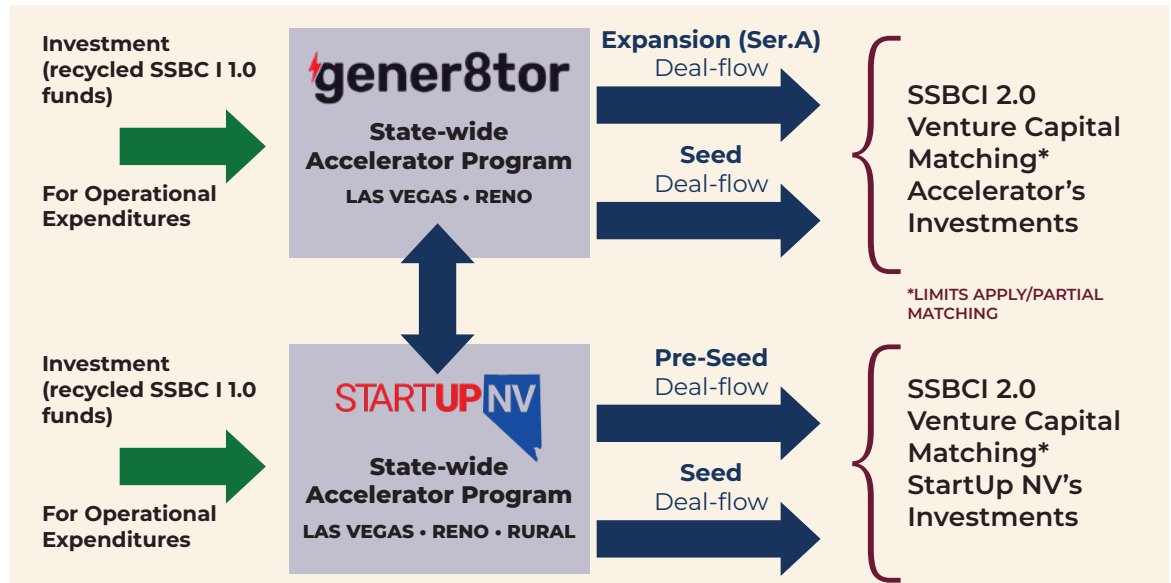
communities consistently raise concern about the severe talent shortage jeopardizing the growth of early-stage companies particularly in the technology sector with a specific shortage of engineering and computer science talent. GOED's research division analyzed data provided by NPWR and confirmed that talent in science and engineering is scarcer to begin with in Nevada but also there is also a much lower retention rate within a year after graduation compared to other fields of study. This is being further exacerbated when considering national census data for women and underrepresented minorities in Science, Technology, Engineering and Math (STEM) careers. These groups represent a tremendous untapped talent resource and an incredible opportunity forgone. Through this Talent Retention Program GOED will now have an active instrument in our hands to prevent a "Nevada Brain Drain" by pairing science and engineering students early with tech-based companies and startups via a program that is meaningful, targeted, and effective while paying a competitive wage of \$18 per hour.

Additional envisioned positive impacts are that this initiative will prompt more women and minority students to enroll in science and engineering degrees as well as what we call a 'deferred founder' effect:



INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED

Nevada SSBCI 2.0 — **Venture Capital** State-wide **Feeder Mechanism for Deal Generation**



as Nevada is home to large numbers of first-generation college students who are understandably more risk-averse but as the result of their talent retention program experience will turn into startup founders after having spent an initial few years as employees at technology companies in Nevada. Technology-based companies are strongly encouraged to reach out to UNR and UNLV and explore how to engage and secure talent. The program is a true win-win for Nevada, as UNLV students will earn valuable workplace experience and emerging local businesses will gain an infusion of talent during the early stages of growth when they need it most. GOED's Talent Retention Program helps address this by providing internships for Nevada's best and brightest students so they can work for our local technology firms. This gives students real world skills and employers the opportunity to attract the best emerging talent.

Accelerator Engagement and Support

GOED through Nevada Battle Born Growth Escalator, Inc. has partnered with both nationally ranked gener8tor and local Nevada StartUpNV accelerators to generate deal flow for the SSBCI Venture Capital Program. The SSBCI Venture Capital Program will match up gener8tor's investments in its cohort companies up to \$1 million in total over two years and StartUpNV's investment in its cohort companies up to \$1.5M in total over three years.

In March 2022, Governor Sisolak announced the launch of a first-ever nationally-ranked small business and startup accelerator to operate in Nevada. Operated by gener8tor, the accelerators will be located in Las Vegas and Reno-Tahoe to provide investment, support, mentorship, and access to in-state and out-of-state capital to early-stage small businesses and startups throughout Nevada.

Alongside Nevada's State Small Business Credit Initiative (SSBCI) program, gener8tor Las Vegas and gener8tor Reno-Tahoe will invest in and accelerate at least 10 small businesses and startups per year. These Nevada companies will experience a program focused on mentorship, customer discovery, creating value for consumers and communities, strategic planning for company growth, individualized coaching and pitch meetings with investors in Nevada and from across the country.

The gener8tor accelerators anchored in Las Vegas and Reno will provide a pathway for more businesses owned by founders from disadvantaged backgrounds to access the capital and mentorship needed to level the playing field and make certain Nevada is an economic powerhouse for generations to come.

gener8tor will work alongside GOED, Las Vegas, and Reno to empower communities in Northern and Southern Nevada to invest in their best and brightest.

INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED



Reno and Las Vegas gener8tor Launch Event held in December 2022.

The accelerator will bring its focus on investing across race, place, and gender along with a national network of companies, investors, and relationships to Nevada to incentivize companies to start here, hire here, and stay here. This program is a ground-breaking next step in the evolution of the Nevada's State Venture Capital Program under the federal SSBCI. gener8tor Las Vegas and gener8tor Reno accelerators will be funded with recycled dollars from the first version of SSBCI, a federal program created in 2010 and still being operated by GOED. The second version of SSBCI which GOED as the designated state allows the State to invest millions more in federal funds, alongside private funds, into Nevada small businesses and startups through a venture capital program, including into companies that participate in these two new Nevada accelerators. The emphasis will be on equitable access to capital as 'innovation is everywhere, but equal opportunity is not' and gener8tor is an ideal partner in this endeavor.

At the International Innovation Center @Vegas in downtown Las Vegas, Nevada State Treasurer Zach Conine announced that GOED will partner with local StartUpNV, a nonprofit statewide incubator and accelerator for startup companies. SSBCI funding will match selected investments made by StartUpNV's affiliated venture funds, including AngelNV, a \$200,000 annual conference fund; FundNV, a \$1 million pre-seed fund; and a newly formed \$10 million seed fund. All investees will have participated

in StartUpNV programs, including its AngelNV education bootcamp or its business accelerator. StartUpNV has a proven track record of success in investing and mentoring Nevada-based startups, and



Reno and Las Vegas Gener8tor Launch Event held in December 2022.

this partnership will enable it to expand their efforts and support more businesses at various cycles of development with the necessary capital to succeed.

By investing in our homegrown startups, Nevada is investing in its own future to create a more resilient and diverse economy to benefit generations to come. This is a ground-breaking next step in the evolution of the Nevada's State Venture Capital Program under the federal SSBCI program.

INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED

Knowledge Fund

The Knowledge Fund was enacted during the 2011 legislative session (NRS 231.1591 to 231.1597) but was not funded until the fiscal year 2014. The Knowledge Fund is the most critical program to foster Nevada's innovation economy, turning scientific research into market opportunities at Nevada's three research institutions, University of Nevada, Reno; University of Nevada, Las Vegas; Desert Research Institute, in areas the state has targeted for economic growth. The Knowledge Fund is GOED's main instrument within its IBED strategy to foster an innovation economy.



Four university alumni, now American Battery Technology Company employees, in the co-location lab on campus.

An innovation economy transforms scientific research into new jobs and businesses, fosters entrepreneurship, increases access to critical resources, and ensures economic prosperity and opportunity for all people, both today and for future generations. When the people and institutions in a region are creating new scientific knowledge and technology, innovators and entrepreneurs are creating startups and high-growth small businesses, and the local workforce is educated and trained in the necessary skills to utilize the latest advances. All Nevadans will benefit from increases in growth and prosperity.

These integrated forces drive an economy that creates new businesses and well-paying jobs while developing solutions for serious problems. In short, an innovation economy raises the overall quality of life for the people in that region. Importantly, because this economy is

built on a foundation of identifying and transforming new knowledge, the system continues to produce these benefits well into the future—beyond the boom-and-bust lifecycle of any one industry or business.

The Knowledge Fund is the most critical program to foster Nevada's innovation economy...

Over the past five funding cycles (2013, 2015, 2017, 2019, 2021), GOED has been selecting projects with the objective to strengthen the innovation economy ecosystem. To do this, GOED developed a vision of implementing Applied Research Centers at each of Nevada's universities and Desert Research Institute (DRI). These centers would conduct applied research and create intellectual property that will be used to develop new, relevant technologies to help companies

grow their research and development (R&D) base and enhance their growth through innovation. Applied Research Centers will assist companies to turn advanced technologies into production processes and commercial products by working collaboratively with such firms. These centers can be regarded as 'outsourced R&D departments' providing 'innovation on demand' services. The origins of this model are based on the 'Fraunhofer Institutes' in Germany and the 'Catapult' centers in the United Kingdom. Thus, entrepreneurial startup culture has, over time, been spilling over to the universities and spur a 'change of culture,' including an increased rate of development of marketable university IP. Hence, for the second phase, a reformed Knowledge Fund will be broadening its approach and continue supporting Applied Research Centers in their focus on the regional growth economy ecosystem. It will also increase directing efforts at the startup economy ecosystem focusing on small, highly scalable businesses and support structures for fostering their formation and growth. Following the 2021 session of the Nevada Legislature the Knowledge Fund added investments which center on supporting and building the tech startup economy in Nevada by commercializing technologies and monetizing IP from Nevada's three research universities.

INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED

GOED



The current funded Knowledge Fund projects are:

UNLV

Applied Research Collaborative

The UNLV Applied Research Collaborative (ARC) is housed at the Lee School of Business' Center for Business and Economic Research (CBER), with support facilities and activities at Black Fire Innovation and the UNLV Incubator. This support will provide dedicated funding to the applied research mission that has proven so successful at UNLV's sister institution, UNR, with its Nevada Center for Advanced Research (NCAR). In that spirit, this new UNLV program will result in business research coverage of the entire state via a number of services that enhance the competitiveness of Nevada's businesses—and help attract new ones—by supporting and improving the environment for interdisciplinary collaboration private and public entities. To achieve these outcomes, this initiative will:

1. Establish collaborative relationships between academic and business leaders to promote innovation, research programs, and startups to address real-world and marketplace problems.
2. Produce a business plan that leads to the development of a facility with flexible laboratory space that will bring together academia, private industry, and venture capital to test and commercialize brand new technologies and companies in and around all disciplines.
3. Connect industry partners with governmental agencies to promote pilot programs, research

- initiatives, and other collaborations.
4. Facilitate access to cutting-edge research labs, incubators, and accelerators across Southern Nevada in a way that develops and diversifies the economy while providing students and faculty with real-world access to data, expertise, and startup support.
5. Build interdisciplinary teams of faculty, scientists, postdoctoral students, and grad students to solve industry problems, including those in priority science areas.
6. Provide access to an innovation ecosystem that includes incubation, acceleration, and business mentoring at the UNLV Incubator, UNLV's Black Fire Innovation accelerator, Troesch Center for Innovation and Entrepreneurship, the Small Business Development Center (SBDC), the UNLV School of Engineering, and the UNLV School of Medicine.
7. Provide co-working space for Nevada's university communities and local startups, leveraging world-class facilities including the \$35M Harry Reid Research and Technology Park facilities or other facilities in the community.

Autonomous Infrastructure

The project task is to develop infrastructure supported perception for fixed locations to provide more consistent field of view and environmental perception for safe operation of autonomous vehicles in constrained environments. The project is comprised of the following main components:

1. Selection of appropriate sensing technologies for constrained environments (including camera, radar, lidar, or ultrasonic).
2. Development of robust object detection and recognition algorithms for road users (e.g., cars, trucks, buses, and pedestrians) given a sensor package.
3. Definition of communication scheme for safe 'connected and autonomous vehicles' (CAV) control at low speeds.

DRI

Anchoring a Commercialization Ecosystem for Environmental Technologies and Know-How

This project aims to create an ecosystem at the Desert Research Institute (DRI) where there is ongoing opportunity for faculty to nurture any



INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED

ideas that have the potential to contribute to economic development, an understanding of the different paths to commercial viability, and an accounting of the resources available to bring to bear in pursuit of such success. This ecosystem framework is intended to reflect DRI's existing "bottom-up" culture.

The project consists of two components:

1. A program of progressive education and training for groups of DRI faculty and staff (Commercialization Fellowship). Short, workshop-type interactions will be provided for a broad range of faculty and staff in order to raise the level of sophistication across the board with respect to technology transfer and commercialization. One or two dozen faculty-driven ideas will be selected through a competition for further refinement in more focused workshops and one-on-one mentoring and further winnowed through meeting of milestones and other factors to a handful of project ideas that will be developed more intensively by the faculty members, office of the Vice President of Research (VPR), and outside resources to include other Nevada System of Higher Education (NSHE) institutions, regional non-profit organizations, and out-of-state direction and mentoring as needed.
2. Encouragement and support for obtaining funding through federal Small Business Innovative Research (SBIR) and Small Technology Transfer Research (STTR) federal programs. Through a matching program enabled by the proposed project, DRI aims to incentivize faculty to participate more fully in obtaining and using SBIR/STTR program funds. Although the sectors of interest will not be limited intentionally, due to the nature of DRI research it is likely that the technologies that will be introduced into the project will have a strong environmental or climate component.

Currently, the project is expanding by initiating a new Entrepreneur in Residence (EIR) program in partnership with the UNLV Technology Transfer Office to hire two EIRs who will identify commercializable technology at DRI and UNLV, form a startup company, and lead that startup company to a successful spin-out from the campus. A project manager based at UNLV will oversee the implementation of the EIR program with sufficient oversight from leadership at both campuses to ensure that the resources and time of the EIRs is shared equitably between the two campuses.

UNR

Nevada Center for Applied Research

The Nevada Center for Applied Research (NCAR) is a stand-alone, fully functional applied research and development technology center that serves to enhance the global competitiveness of Nevada industry by leveraging the physical and intellectual assets of the University of Nevada, Reno (UNR). NCAR's mission is to stimulate regional innovation-based economic development (IBED) by aligning the needs of industry, startup companies, researchers, and entrepreneurs with resources at UNR. This is achieved through:

1. Establish collaborative relationships between industry and academia that promote open innovation research programs and scientific studies to address real-world problems.
2. Facilitate industry access to cutting-edge shared research laboratories and sophisticated instrumentation and equipment.
3. Build an interdisciplinary team of faculty, scientists, postdoctoral students, and grad students to work on ongoing or one-off projects, or new-complex developments.
4. Provide access to an entrepreneurs' support network that includes incubation and business mentoring from experienced entrepreneurs and executives.
5. Provide reduced cost co-working space available to the University community and local startups.



The Living Lab component of NCAR is proving to be an excellent real-world experimental platform on which to pilot new concepts, discover engineering limitations, and develop solutions. Primarily, the issues of network management, sensor data quality, sensor fusion, computer vision, and cybersecurity are seen as the near-term practical research areas in which to invest development time and effort.

INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED

GOED



The Sierra Accelerator for Growth and Entrepreneurship (SAGE) program supports community and economic development by providing SBIR/STTR grant support services to Nevada businesses, innovators, and entrepreneurs.

WolfCorps is designed to help move research beyond the university laboratory and guide the process of transferring research innovations into products and processes that benefit society. Based on the Lean Launchpad methodology developed by Steve Blank, WolfCorps offers researchers an immersive training experience where participants engage with industry leaders to identify challenges and develop targeted solutions.

Knowledge Fund Return on Investment

Since its inception, the Knowledge Fund has demonstrated substantial returns on investment for Nevada's economy and positively impacting every Nevadan:

At the University of Nevada Reno (UNR) the Knowledge Fund has:

- Created more than 710 jobs by affiliated companies;
- Located more than 47 companies with

- university-based operations;
- Raised more than \$35.2M in grants and contracts;
- More than 375 companies and organizations engaged through memberships or agreements;
- Affiliated companies raised \$198.8M in Venture Capital funding;
- Created a Living Lab for autonomous vehicle technologies in Reno-Sparks;
- NCAR affiliated company American Battery Technology Company received a total of \$68 million as part of the Battery material Processing and Component Manufacturing Act through the US Department of Energy.

At the University of Nevada Las Vegas (UNLV) the Knowledge Fund resulted in:

- Five spinout companies, 82 patents filed;
- \$28.98M in sponsored research awards and \$6.87M in gifts and donations;
- Spinout companies HeligenicsQuantum Copper, NoFire Zone have been continuing to raise seed and venture capital funding and have been supported by the State's Venture Capital Program Battle Born Growth;
- 127 students and interns have been engaged with projects;
- Black Fire Innovation facility is a direct result of the Knowledge Fund.



INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED

At the Desert Research Institute (DRI) Knowledge Fund investment:

- Created the Healthy Nevada Project, a population health study that is examining genetic and environmental risks for certain diseases;
- Established a partnership between DRI and Renown Healthcare, as a direct result of the Healthy Nevada project, culminating in the creation of the Renown Institute for Health Innovation (IHI);
- Introduced a Commercialization Fellowship Program and the launch of an Entrepreneur in Residence Program;
- Formed four spinout organizations most prominently Tu Biomics which has continued to raise additional seed funding rounds from venture investors, including the State's Venture Capital Program Battle Born Growth and strategic industry partners;
- Created WaterStart, now operating independently, which has evaluated more than 400 technologies for members, and deployed 42 technology pilot projects leading to \$3.2M in investments.

State Small Business Credit Initiative (SSBCI)

On October 4th, 2022 Nevada's SSBCI Program was approved by U.S. Treasury...



Nevada's SSBCI Program is overseen by GOED and operated by Nevada Battle Born Growth Escalator, Inc. a corporation for public benefit and 501(c)(3)

created by GOED in 2016 following the passage of AB17 of the 2015 Nevada Legislative Session.

Nevada's small businesses and start-ups are encouraged to consult the program's website at <https://nvsmallbiz.org/>.



The SSBCI program does not directly lend but businesses are encouraged to work with their lenders to benefit from SSBCI. Small business applicants to the Microloan program should consult our website or the subsection <https://nvsmallbiz.org/microloans/>. Technology-based highly scalable startups should go to our website or the subsection <https://battlebornventure.com/>.

Startups are encouraged prior to application to check out if they are a fit: <https://battlebornventure.com/are-we-a-fit/>.

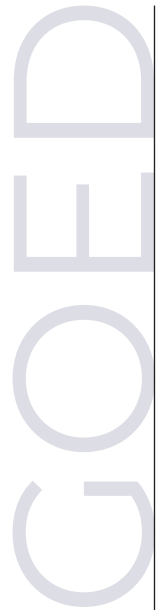
SSBCI was first authorized by P.L. 111-240, the Small Business Jobs Act of 2010, as a means to assist small businesses following the Great Recession (2007-2009).

The core requirement of SSBCI programs is that federal funds must be matched by private capital. The state must ensure at least a 1:1 match of federal and private capital across all of its deals. In addition, when states apply to Treasury for program approval, they must demonstrate a reasonable expectation that they will be able to generate 10 private dollars for every dollar of SSBCI funding over the duration of the program averaging across all of its components.

GOED has been the designated agency to create and oversee the Nevada SSBCI Program. It stood up two component programs—Collateral Support (CSP) and a Venture Capital Program, Battle Born Growth Escalator.

The American Rescue Plan Act of 2021 (ARPA) reauthorizes and amends the Small Business Jobs Act (SBJA) of 2010, which established the State Small Business Credit Initiative (SSBCI) Program. ARPA provides a combined \$10 billion to states, the District of Columbia, territories, and Tribal governments (Eligible Jurisdictions) to help address the economic fallout of

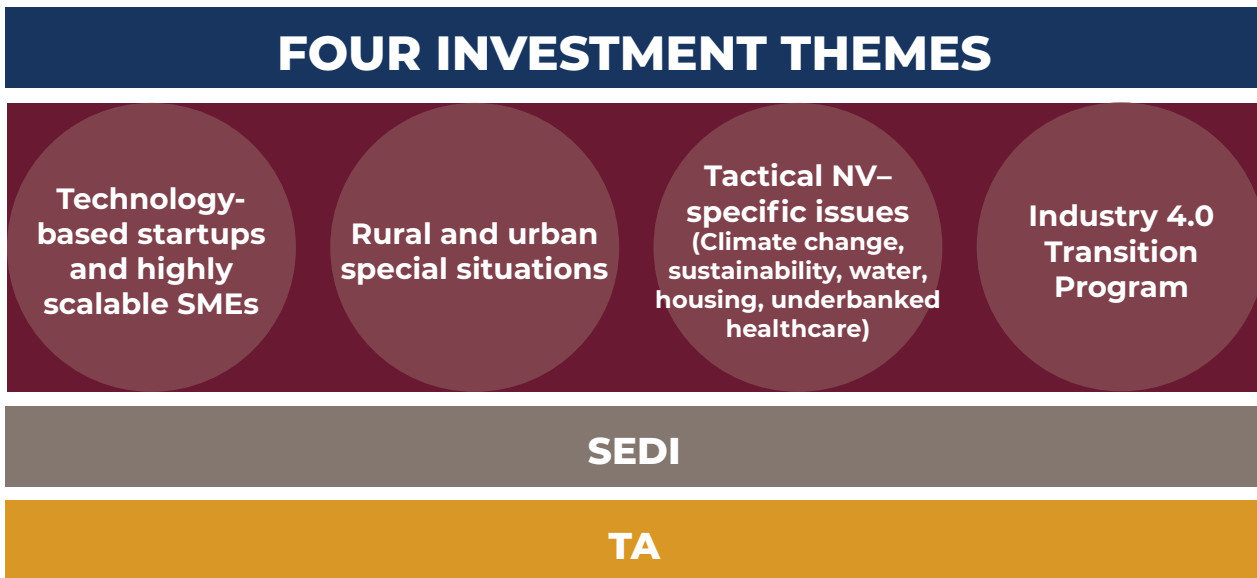
INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED



the pandemic and lay the foundation for a strong and equitable recovery by providing direct support to jurisdictions for programs that increase access to credit for small businesses.

GOED has devised an expanded program structure building on its extensive SSBCI experience. The agency submitted the required “initiated application” in December, 2021 and will submit the State’s “complete application” by February 11, 2022.

As a reflection of the wider scope of the reauthorized SSBCI—namely a specific allocation to very small and Socially and Economically Disadvantaged Individual run small businesses—GOED will take a theme-based approach for its program design. This theme-based approach focuses specifically on areas of impact on Nevada’s economy as well as an ‘evergreen timeline’ first, and financial instruments as defined by U.S. Treasury second. The latter constitute the necessary tools for achieving the desired impacts under each theme. The Program’s structure can be depicted as follows:



Both Social Economic Disadvantaged Individual run small businesses (SEDI) and SSBCI’s Technical Assistance (TA) components will be applicable to each of the four themes. Detailed description of Nevada’s four themes:

1. **Technology-based and highly scalable small and medium enterprises:** Fostering the growth and sustainability entrepreneurial ecosystems in the high growth small business segment resulting in above average job growth and scale. Financial instruments comprise direct investment through a co-investment model to satisfy U.S. Treasury matching and leverage requirements and will build on the current Battle Born Growth Escalator SSBCI Venture Capital Program. This segment will also include the utilization of accelerators mainly sponsoring (with recycled SSBCI 1.0

- 1 funds) early-stage1 Nevada-wide accelerator operated by local StartupNV, and expansion- and growth stage Nevada-wide accelerator operated by a national recognized accelerator brand which will ensure attractions of startups to Nevada. In addition, both accelerators connect and collaborate as operations are additive and non-competitive.
2. **Rural and urban special situations:** Achieving a more equitable access to and distribution of capital for small businesses including very small business category (as per reauthorized SSBCI segment). Particularly in rural but also in many urban areas scalable small businesses are the exception and so called ‘main street’ businesses dominate. These also often fall within the SEDI category. Hence, credit instruments such as Loan Participation—including a dedicated program focusing on

1 Pre-seed and seed-stages.



INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED

smaller loans of less than \$150k—and Collateral Support Programs will comprise the focus of the financial instruments-portfolio. To ensure sufficient demand and deployment an efficient mechanism of engagement with both credit providers as well as small businesses would need to be put into operation. This will be achieved through the creation of a ‘Small Business Marketplace site’, aka landing-site, for both credit providers (mainly community development institutions, CDFIs) and small businesses, particularly very small and SEDI businesses.

3. **Tactical Nevada-specific issues:** Assisting small businesses helping Nevada address the state’s specific socio-economic and environmental challenges. For example, strong economic growth in recent years has led to an affordable-housing shortage, the pandemic has brought to the forefront that a large number of particularly vulnerable populations are not in the possession of a bank account, and Nevada as a Western-mountain state is particular vulnerable to climate change impacts. While traditional governmental support programs are continuing to address those challenges the state’s SSBCI program can also incentivize private-sector entrepreneurs to develop solutions and either form new companies or expanding existing small businesses as those challenges represent attractive market opportunities. This segment is expected to be supported mainly by Loan Participation Programs as well as Venture Capital². Following the passage of SB283 at the 2021 Nevada legislative session, the latter also containing a C-PACE Fund for financing commercial real estate energy efficient upgrading³.
4. **Industry 4.0 transition:** Maintaining and supporting Nevada manufacturers competitiveness in the age of automation. Nevada’s manufacturing sector has undergone stellar growth over the last decade. To maintain momentum and ensure competitiveness of manufacturers, of which many are small businesses, SSBCI can provide better access to capital required for investments in the next generation of advanced manufacturing technologies (also known as ‘Industry 4.0’). This segment will mainly be supported with traditional credit programs such as Loan Participation and Collateral Support, as well as revenue-based financing within Venture Capital.

Reimagine Workforce Preparation

Progress in Workforce Recovery

The Supporting and Advancing Nevada’s Dislocated Individuals (SANDI) project using virtual reality and 3D digital content teaches labor market literacy and provides online training using class materials formatted into virtual reality. The career navigation system decodes prior work experience to assign college credit and/or competency badges. Virtual reality content enables individuals to “see” and experience tasks, key skills and abilities of in-demand STEM careers so they can evaluate job interest and aptitude. Then if the individual feels well suited to begin a program of study, the training leads to stackable, nationally recognized STEM credentials of value that can be obtained in months, not years.

Teaching Tools in 3D to Improve Learning Outcomes in Workforce Training

Project SANDI is amplifying immersive technology in workforce development. Libraries use of virtual reality, augmented reality and 3D objects and video, like all technological advancements, have been slowly but surely growing over the years. However, in 2022, it is no longer seen as a technology of the future: it is officially here being used in workforce recovery programs across the country. Its adoption is global within medical schools as an essential tool for surgical training and is used in teaching hospitals. Libraries of all types across the country are actively using VR/AR/3D technologies to drive accelerated learning, especially in STEM. According to a 2020 study in the British Journal of Educational Technology, students who use virtual reality in their science lessons over six weeks significantly outperformed the control group in terms of academic improvement⁴ (Bower, M., & Jong, M., 2020).

Milestones in the SANDI ‘Building’

- Great Basin College has fully implemented virtual reality instructional assets into its CNA program, students Director of Programs, Gina Johnson says: *“Instructors can assign students to go to the library and check out a virtual reality headset to be worn as a mobile classroom. Virtual reality CNA content will enhance the textbook theory content, adding an additional layer of immersive visual learning. What is learned in the classroom is accentuated*

² It could also include utilizing funds for impact investing, a strategy that seeks to generate financial returns while also creating a positive social or environmental impact. The benefits will include an expectation of a measurable social, as well as financial, return will the goal to foster economic development while achieving social outcomes.

³ See also Nevada Climate Strategy: <https://climateaction.nv.gov/> and C-Pace in state climate strategy: <https://climateaction.nv.gov/policies/pace/>

⁴ Bower, M., & Jong, M. (2020). Immersive virtual reality in education. British Journal of Educational Technology, 51(6).

INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED



with a dimension, like guided anatomy and physiology and active clinical judgement lessons. This really enhances learning by appealing to all learning styles: visual, auditory, reading, and kinesthetic learners. Improving clinical judgement before going to the clinical setting improves confidence and safety,” says Gina Johnson. “Also, the content applies across many kinds of health science courses, so instructors teaching related concepts can have their students use this too, creating course reserves available from the academic library.”

- 1018 PicoNeo2 headsets are distributed throughout Nevada libraries to include cataloging in the community colleges library collections for deposit collections into corresponding public libraries. This is the first of its kind in America to share and connect resources between the community college academic library and public library that specifically advance workforce training programs leading to industry recognized credentials and career navigation leading to those priority programs.
- Five virtual reality work environments are complete, the first of their kind in America.
- 10 virtual reality field trips are complete allowing career seekers to ‘see into’ a new career.
- The Nevada CareerExplorer’s expanded features are live, and more than 50 career navigators are now ‘rostered into’ the system.
- The SANDI catalog of courses from the community colleges is combined with the awards from private training providers—starts Nevadans using SANDI resources in 2023 in a great position.

SANDI Presenting Nationally and Internationally

GOED’s Karsten Heise and Tammy Westergard joined an esteemed group of educators to include Dr. Milton Chen, the co-founder of the George Lucas Educational Foundation, Children’s Television Workshop and public television pioneer, renown author, with Dr. Chen, Microsoft’s Catherine Devine, WNC’s Dr. Dana Ryan, Karsten Heise and others a lively opening panel focused on the wisdom of the virtual reality learning tools embodied within SANDI Project. This was for San Jose State University’s Library 2.0 Virtual Reality and Learning, Leading the Way with over 3,500 registrants from all over the world.

GOED’s SANDI team members led three workshops on at the 38th annual meeting of the National Association of Workforce Development Professionals (NAWDP) in Las Vegas held at the South Point Hotel on Tuesday featuring the role that virtual reality plays in workforce development. These three workshops were: “*Feel the Learn—How virtual reality amplifies upskilling and talent,*” “*Fly in Close Formation: Grow Bandwidth through a Community of Practice,*” and “*Hello, meet my colleague and my co-bot*”.

The annual NAWDP conference presented an opportunity for Nevada to showcase its leadership in employing cutting edge educational and career navigation technologies as well as its unique stakeholder engagement approach. GOED’s Tammy Westergard and her team developed a unique methodology termed the SANDI Community of Practice” (CoP), which is bringing together workforce professionals in the public and non-profit sector from every county in Nevada at local and state levels.



GOED’s SANDI Coordinator Tammy Westergard and virtual reality publisher Lifeliqe pictured with the team at Vineburg Machining.



INNOVATION-BASED ECONOMIC DEVELOPMENT CONTINUED



Great Basin College CNA Students and Program Director Gina Johnson Virtual Reality Headset Kit

SANDI Community of Practice—Keeping their Eye on the Prize

Instruction and messaging to date has emphasized SANDI's career information database, the Nevada Career Explorer, virtual and augmented reality components, and highlights of the partnerships with NSHE community colleges as well as other training providers. Details about precision career navigation through the Nevada Career Explorer and 3D, augmented and virtual reality that map to Nevada's resilient STEM jobs and how having a second teacher in virtual reality and helping people decode their skills brings a new suite of tools to coaches. And an overview of how Nevada's public libraries can create an outreach funnel to raise awareness about Nevada's resilient STEM jobs through focused programs and extreme cooperation generated has generated robust buzz and enthusiasm for what is on the horizon.

About Project "SANDI"

Nevada is 1 of 8 states to be awarded the Supporting and Advancing Nevada's Dislocated Individuals (SANDI) project from the U.S. Department of Education. This investment toward expanding short-term education and training opportunities increases Nevadan's access to career pathways in Nevada's priority sectors including healthcare, advanced manufacturing, logistics, information technology (IT) and skilled trades to meet the needs of students, employers, and their local community. Project SANDI has supported more than 1,000 Nevadans from across the State in partnership with Great Basin College, College of Southern Nevada, Truckee Meadows Community College, Western Nevada College and other training providers.

This investment toward expanding short-term education and training opportunities increases Nevadan's access to career pathways in Nevada's priority sectors including healthcare, advanced manufacturing, logistics, information technology (IT) and skilled trades to meet the needs of students, employers, and their local community.

WORKFORCE DEVELOPMENT

By Stacey Bostwick, Director of Workforce Development

GOED

WORKFORCE INNOVATIONS FOR A NEW NEVADA 2023 BIENNIAL REPORT

Growing a WINN-ing Strategy

In 2016, the State of Nevada established a program known as Workforce Innovations for a New Nevada (WINN) to arm employers with skilled employees. WINN represents the first workforce development training program of its kind in Nevada and is administered by the Governor's Office of Economic Development (GOED). The overarching purpose of the WINN fund is to support Nevada's economic development through implementation of workforce development training programs that prioritize the recruitment, assessment and training of a highly skilled workforce.

This fund makes critical strategic investments in industry partnerships to ensure that new and existing businesses in Nevada will be able to recruit and retain qualified employees. The funding is uniquely positioned to support the build out of accelerated solutions essential to growing a knowledge-based economy for all Nevadans, resulting in over 2,000 residents gaining quality high-skill job training in targeted industry sectors, including information technology, mining, advanced manufacturing, logistics and healthcare. More information can be found at: <https://goed.nv.gov/programs-incentives/workforce-development/winn/>.

WINN has been deployed to support the needs of industry, in both localized strategy and statewide approaches, to leverage existing workforce development frameworks to provide wraparound services and sustainable pipelines, to collect data and share best practices for new economic models and to generate additional Federal investments in Nevada's workforce development efforts. Since its inception, the GOED Board and leadership have approved nearly \$13 million in WINN project funding—a significant State investment that is shaping new workforce training options, as a catalyst and accelerator to formal pathways of workforce development mechanisms. Funded projects will create pathways to family supporting careers for Nevadans needing to reskill as a result of structural shifts in our workforce and economy.

Project applications are accepted year-round, and must align with the State's Economic Development Plan and the WIOA Unified State Plan to prioritize workforce shortages identified therein. This Biennium, GOED's Workforce and Research teams partnered to develop a new report that maps out available training programs in GOED's targeted sectors: Advanced Manufacturing, Technology, Healthcare and Logistics. These reports support the identification of gaps in availability and issues of capacity for workforce training programs that produce the skilled talent needed by current and new Nevada employers. This analysis was provided to stakeholders throughout the State and is the basis of our strategy to target occupational areas and/or skill sets that are likely in high need of resources to support development, enhance capacity or update technology.

GOED will continue to administer the fund to promote the growth of programs to train Nevadans in high-wage, high-skill opportunities for all Nevada businesses to support to innovative industry-led partnerships, to construct pathways and programs that do not exist and further facilitate the reskilling and upskilling of the State's ready and willing workforce.

Since its inception, the GOED Board and leadership have approved nearly \$13 million in WINN project funding.

WORKFORCE DEVELOPMENT CONTINUED

Industry-Led Training Model

Success in WINN projects stems from robust round-robin relationships among industry partners, educational providers and supporting community agencies. WINN can move the needle on the volume, pace and creation of innovative training programs, but it cannot be done without effective program design and integration into existing workforce development strategies and partnerships. In that vein, WINN projects are a coordinated effort across Agency stakeholders including GOED, Nevada System of Higher Education (NSHE), the Nevada Department of Employment, Training and Rehabilitation (DETR), and the Governor's Office of Workforce Innovation (GOWINN). These partners convene on several workforce strategy projects, including joint Demand Occupations reports, Sector Council Labor Market data, GOED's Learn and Earn Advanced Career Pathways (LEAP), Project SANDI, Nevada Works Good Jobs Challenge—all of which inform the direction of WINN investments.



The WINN Fund requires industry partners drive the design of training solutions which is an effective way for educational institutions to develop accurate plans that ensure that their students are working on current technologies and gaining the needed skills. This is especially critical for industries that are new and less mature in Nevada's regional economies. While one college and one employer at a time move the needle, education providers are encouraged to engage several employers with similar needs when developing a project. This coordinated approach also bears fruit for the workforce. Industry validation of the skills that

prepare an employee for the job give students the clarity and assurance that career paths abound. Leading with industry in collaboration with system partners results in silo-busting workforce development initiatives.

As a result of their participation in any of the WINN project models, employers here are seeing an increasingly steady pipeline of candidates with in-demand skills to consider for hire, thus decreasing screening, interviewing, and training costs and also reducing worker turnover. Education providers are also working creatively with employers to design training solutions in a tight labor market for new hires. In turn, Nevadans gain access to education and skills needed for career advancement and self-sufficiency.

Access to Training

A key facet to WINN is ensuring that programs receiving funding have a clear plan in place to ensure all Nevadans can benefit from participating in the program, including those with barriers to employment. While WINN's main purpose is to deliver a skilled workforce to facilitate the success of Nevada's businesses, it must be done in a way that ensures economic mobility for all and makes strides in aligning the skill levels of Nevadans with the needs of industry. According to research by the National Governor's Association, a diverse workforce also means higher economic growth, innovation in business and a more qualified workforce (<https://www.nga.org/publications/creating-a-more-equitable-workforce-system-opportunities-for-governors-and-states/>).

The plan each WINN project must submit is commonly referred to as the Workforce Diversity Action Plan. The application process specifically requires partners discuss plans to engage and serve: Veterans, Gender (with respect to non-traditional employment), Race/Ethnicity, Recipients of Public Assistance, Returning Citizens, and Persons with Disabilities. Data from the last four years of projects broadly indicates that WINN projects have increasingly and effectively engaged diverse participants in training programs, including recipients of SNAP or other public assistance. Over 40% of female trainees in WINN projects were pursuing skills in an occupation not traditionally pursued and nearly half of all trainees were identified as a person of color. As is expected in effective service delivery models, WINN will continue to support the inclusion of all Nevadans in training projects, focusing on opportunities to complement services and avoid duplication of workforce or related programs.



Graphic from SHRM: <https://www.shrm.org/hr-today/news/hr-magazine/summer2020/pages/upskilling-benefits-companies-and-employees.aspx>

An additional consideration in terms of access to workforce development training is the need for ongoing education in response to transformative changes in industry. According to the World Economic Forum, 54 percent of all workers will soon need “significant upskilling.” Investments in workforce development must therefore be done along the entire career path and not only at varying points of entry. Strategies should strive to create a large and nimble workforce and more opportunities to position workforce training pipelines to serve both workers and employers. Systems may need to be upgraded or transformed to respond to tight labor markets or rapidly changing skills in demand.

Senate Bill 24

Senate Bill 24 passed the 81st session on May 31, 2021. The bill revised provisions governing the distribution and use of money provided to the Governor’s Office of Economic Development (GOED) for the Workforce Innovations for a New Nevada (WINN) Fund. SB 24 established the requirement that any program of workforce development that may be approved by the Governor’s Office of Economic Development (GOED) must result in a postsecondary or industry-recognized credential, or an identifiable occupational skill that meets the applicable industry standard. Additionally, it requires GOED to ensure that businesses participating in a program of workforce development meet certain criteria including private sector accountability and coordination with relevant State agencies to review federal Worker Adjustment and Retraining Notification Act notices. The bill also established additional criteria for determining the eligibility

and priority of certain programs of workforce development and requires the Board of Economic Development to define the construct for the priority given to programs providing high-skill and high-wage jobs. Finally, the bill clarifies the type of expenses that may be incurred by an authorized provider of a workforce development program, focusing the funding on infrastructure and capping indirect expenses.

The Board of GOED met on December 2, 2021 to define high-skill and high-wage jobs in accordance with SB 24. The definition provides a baseline requirement that is posted on the WINN website and is included in the funding pre-application and application preface. The Board defined a high-wage job eligible for WINN funding as jobs paying 85% or more of the average wage for the occupation benefitting from the application, but not less than \$17 per hour. The Board defined a high-skill occupation eligible for WINN funding as a position requiring education or training beyond a high school diploma.

Accountability

While each WINN project provides specific goals and outcomes in their program description, GOED also ensures the grantees have a mechanism to report mandatory elements according to NRS 231.1513 including expenses, number of persons trained, number of persons employed by participating businesses, average wages of those hired and workforce diversity action plan activities. The grantees are also supplied with the tools to gain permission and collect this data, from participants and employers alike.



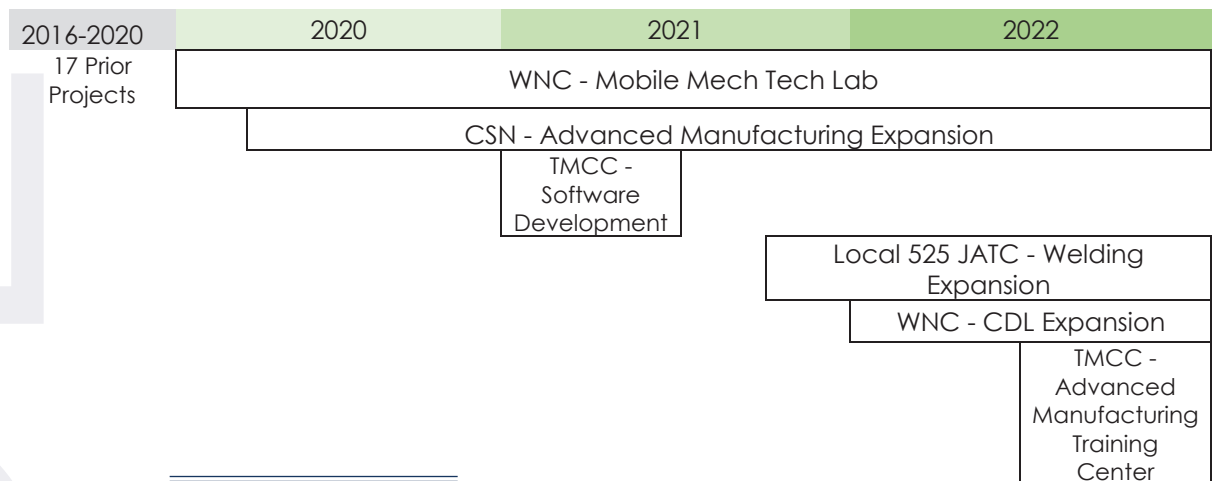
WORKFORCE DEVELOPMENT CONTINUED

Grantees are required to submit this data on a quarterly basis to GOED. The outcomes reported by the grantee and subsequently compiled for this Biennial report capture results known to the educational provider. Staff evaluates applicant and trainee level data, including demographics and the outputs for each program to determine if they are demonstrating satisfactory progress. This evaluation can also identify areas for improvement or the need for staff support. In the event a program is not meeting its benchmarks, GOED will provide notice of non-performance and work with the Grantee towards a solution through corrective action.

FUNDED PROJECTS

Project Summaries

A total of seventeen (23) projects have been approved for WINN funding since 2016, for a total of \$12,838,955.70 in obligations. Following this project approval timeline is a summary of projects awarded WINN funding who were active during the period of January 2021 through December 2022. Outcomes reported capture program activities through September 30, 2022.



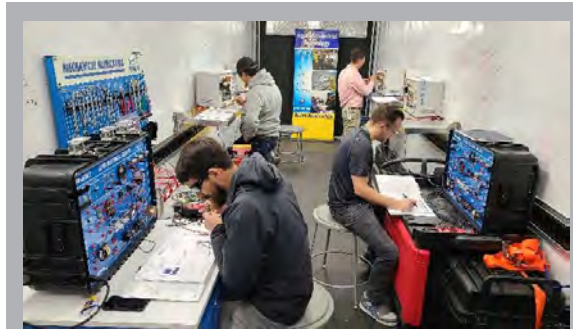
WORKFORCE DEVELOPMENT CONTINUED

WESTERN NEVADA COLLEGE Mobile Mech Tech Lab

18 Trained
10 Credentials

This project provides substantial support to WNC in their efforts to develop and deploy the Tech Express Lab, a mobile learning lab for mechanical technology skills needed in regional mining, advanced manufacturing and aerospace sectors. Meeting students where they are physically is a critical component of the mobile lab model alongside the effort to increase access to workforce training and closing rural educational attainment gaps. WNC is also planning to include industry-based deployments to serve area employers with new hires in need of skills training.

The WINN Fund investment opened up additional investment from the William N. Pennington Foundation, Tesla and Wells Fargo. WNC has been engaging new industry partners, coordinating with local secondary schools for training, and adding content offerings to the mobile lab menu. The WINN agreement for this project is scheduled to cease at the end of the Biennium, June 30, 2023.



"This program is one [more] way we are working closely with WNC to develop our employees and keep them up to speed on current technologies. Improving their skills through training is important for our employees as they solidify and grow their careers at Baker Hughes-Bentley Nevada," said Global Supply Chain Executive John Sanchez



"I think this program is really fantastic. The teachers are approachable; I can talk to them after class. Ms. Tenera makes it fun and interesting. The students raise their hands and correct each other – we don't mind helping each other. The way Mr. Marco explains it makes it easy to understand. It's a dynamic that I really like with a nice spread of different students of all ages" – M. Brown, current student

COLLEGE OF SOUTHERN NEVADA Advanced Manufacturing Expansion

48 Trained
13 Credential
90% Participants Representing
Workforce Diversity

The major focus for this initiative is advanced manufacturing, in preparation for the growth this industry sector will experience over the next several years in southern Nevada. With over 1,100 manufacturing employers in Clark County and only one post-secondary manufacturing skills program that targets middle skills required of most job opportunities, CSN proposed to expand skilled training programs to better meet the demands of the sector. CSN has finalized curriculum development to offer skills training for CNC machinists and industrial automation technicians that leads to up to 5 industry credentials through SACA or NIMS.

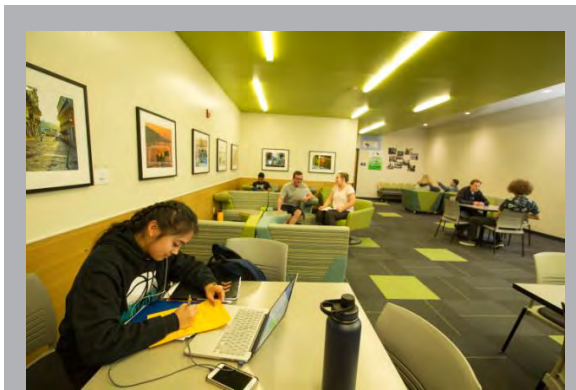


WORKFORCE DEVELOPMENT CONTINUED

CSN has utilized this investment to leverage partnerships leading to Haas Technical Education Centers (HTEC) in Henderson and at the Sahara West Center. CSN has also invested in the program by bringing in leadership with an Executive Director of Advanced Manufacturing. The training is offered as open entry/open exit or through 12-week classes. They will soon look to build out customized training and incumbent worker training offerings. The WINN agreement for this project is scheduled to cease at the end of August, 2023.

Nevada's commitment to developing the programs necessary to grow a skilled manufacturing workforce is proof that Haas Automation made the right decision to invest in Southern Nevada. As the largest manufacturer of machine tools in the U.S., we understand that skilled workers are essential to our success. Right on cue, the Governor's Office of Economic Development (GOED) ... helped fund programming that will meet our needs and those of other manufacturers in the region."

—GENE HAAS, FOUNDER AND CEO, HAAS AUTOMATION, INC.



Though we are committed to hiring local talent, it is often difficult when looking for software developers (front end, back end and full stack). In collaboration with local employers, TMCC has created an education and training program that reflects the current skills we look for in potential employees or want to develop in our current workforce. The program provides a solid foundation that will strengthen the regional pipeline of skilled technology workers. — Zak Gulling, CIO, Monarch Casino & Resort, Inc

COLLEGE OF SOUTHERN NEVADA Software Development Boot Camp

20 Trained

TMCC worked closely with the Economic Development Authority of Western Nevada (EDAWN) to understand the workforce needs of technology companies and put together a training pilot to help prospective technology employees develop the foundational skills they will need to enter the career field. The bootcamp style training known as Tech Careers FastTrack is self-paced, custom to individual needs and linked to paid work experiences.

With their funding, TMCC developed the online portal for accessible curriculum, paid for software license fees, and

acquired computers for students who would did not have computer access to complete the training. TMCC committed to the ongoing success of the program by braiding the program in Project SANDI funding so a Navigator could provide student support and program outreach. The funding to launch this effort ended June 30, 2021.

WORKFORCE DEVELOPMENT CONTINUED

LOCAL 525 JATC Welding Expansion

The Pipe Trades Joint Apprentice and Journeyman Training Center of Southern Nevada sought project funding to advance the welding technology capacity in southern Nevada to meet emerging industry needs. The JATC will begin offering pipe welding, and advanced skill training not currently available in the region. The JATC will imbed the training into its apprenticeship program, offer the training as a distinct module for journeyman to upskill, and will open it up to graduates or other advanced students in the College of Southern Nevada's welding program as an enhancement training option.

With this funding, the JATC will acquire 3 new welding systems, orbital welding heads, and a cutting and beveling machine. The welding systems have recently been installed and the training module will be available in 2023. The WINN funding for this project must cease at the end of the Biennium, June 30, 2023.



The welding training program at the Pipe Trades Joint Apprentice and Journeyman Training Center of Southern Nevada (JATC) ...will provide our organization with the skilled workforce we need. Harris Company is always up to date with the newest technology and resources to make our work more efficient. We need our skilled workforce trained and certified to keep up with the workload that continues to grow. We rely on our Local JATC to provide this training to our Journeyman and Apprentices. – Michael Matey, Plumbing/Piping Field Superintendent, Harris



"I passed my Class A CDL today. I just wanted to say thanks, and let you know how great an instructor Joe [Terry] was. He takes his time with the students... and also made it clear what he expected of us. Joe is great, the class was great, and I'm thankful ... to Western Nevada College for my training." –RM, recent grad

WESTERN NEVADA COLLEGE Commercial Driver Expansion

12 Trained

11 Credential

83% Employment

\$23.33 Average Starting Wage

This project was funded to enable the development of a second training site for this much-needed workforce training. With these funds, WNC will develop a training site in conjunction with their Carson City campus. This project was supported by numerous local employers and enables WNC to become a DMV certified third-party testing site. Additionally, WNC is engaged with partners to recruit a diverse pool of trainees to provide access to a stable career offering family-sustaining wages.

WORKFORCE DEVELOPMENT CONTINUED

With this funding, WNC will add 100 training slots annually to address the capacity shortfall to meet current and growing demand for commercial drivers. Since being funded in March 2022, WNC has acquired an additional training truck, on boarded new instructors,

and expanded simulation offerings in their program. Training commenced in the new location in the fall of 2022. The WINN funding for this project must cease at the end of the Biennium, June 30, 2023.



Panasonic North America (PENA) is pleased to enter into partnership with Truckee Meadows Community College (TMCC) in an effort to develop an Advanced Manufacturing Training Center to address the current and future need for advanced-skill operators and maintenance technicians.

PENA's partnership with TMCC will provide a non-traditional, low-risk entry point into a training program that leads to or is concurrent with new employment. We greatly appreciate the opportunity to partner with TMCC and GOED in the development of the project and the impact it will have in providing training... to first-time manufacturing job seekers.

- Louis Berry, Director of Production Training and Industrial Engineering – Panasonic Energy of North America

TRUCKEE MEADOWS COMMUNITY COLLEGE Advanced Manufacturing Training Center

GOED partnered with the Department of Employment, Training and Rehabilitation to fund this effort to establish a training center within the new Panasonic Energy North America (PENA) facility being renovated on Plumb Lane in Reno. More than \$1 million in training equipment will outfit the TMCC training labs facility in the new Advanced Manufacturing Training Center which will increase access to training opportunities in advanced manufacturing, production systems, automation, and robotics for those seeking a living wage career pathway or those upskilling for advancement. Although the Center is housed with PENA, the training will offer non-proprietary skills courses.

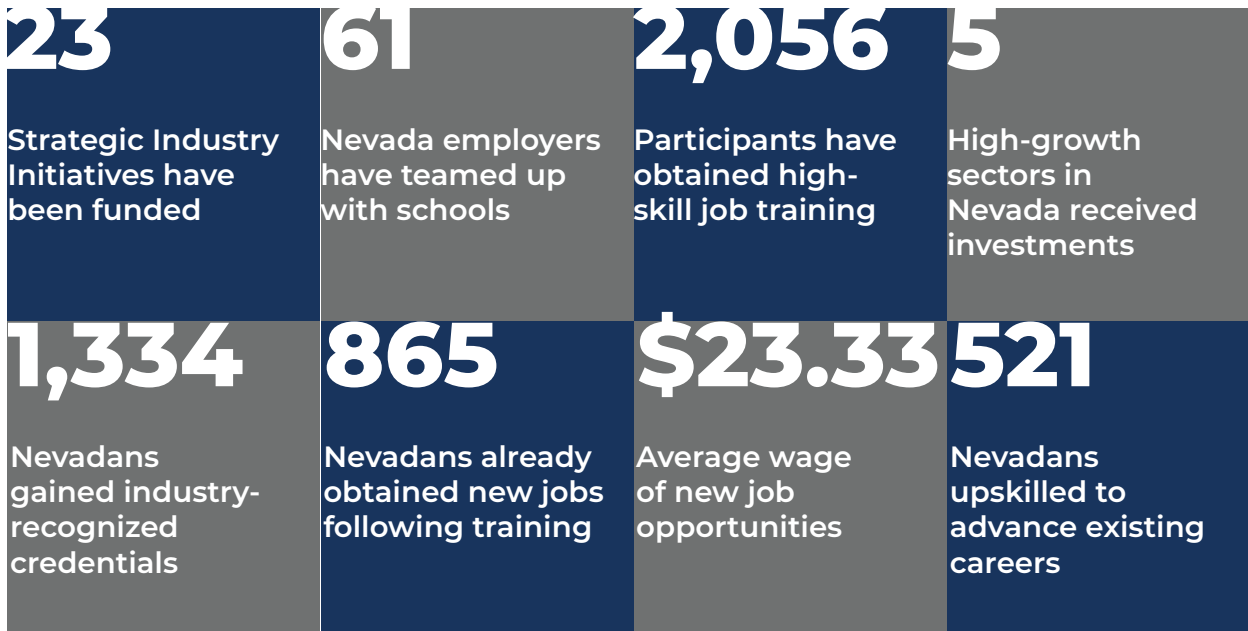
With this funding, TMCC will add an instructor and coordinator dedicated to the new community-based center. TMCC is actively working with PENA to design and outfit the labs while the building renovation continues. TMCC will provisionally offer training at other local facilities until the Plumb Lane site becomes accessible. Move in and launch of on-site training is expected in Spring 2023. It is anticipated that the new training labs will have a capacity of 400 students annually. The WINN funding for this project must cease at the end of the Biennium, June 30, 2023, but will be funded through June 30, 2024 using DETR funds.

WORKFORCE DEVELOPMENT CONTINUED

GOED

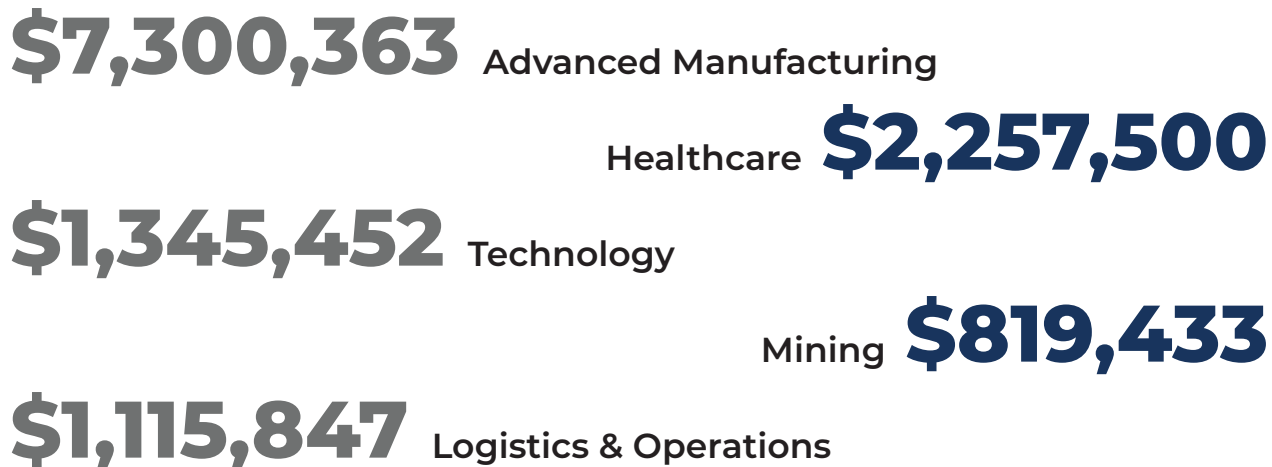
2021-2022 OUTCOMES

WINN By the Numbers



WINN Sector Strategy Investments

WINN projects have addressed skilled training programs in five critical sectors, addressing high-skill demands with substantial labor market returns. The investments outlined below are in fast-growing sectors that foster opportunities for Nevadans to participate in the labor force with potential for growth.



WORKFORCE DEVELOPMENT CONTINUED

Workforce Diversity Plan Outcomes

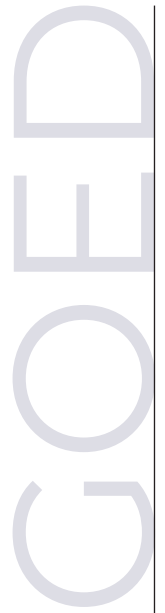


EXPENSE SUMMARY

GOED WINN Account				
Expenditure Summary				
	Actual	Actual	Actual	Obligations
	SFY 21	SFY 22	SFY 23	Remaining - SFY 23
Approved WINN Projects through December 2022				
CSN - Advanced Manufacturing Expansion**	1,720,752.28	-	-	-
Local 525 JATC Welding Initiative	-	15,655.49	48,741.84	32,017.67
TMCC - Advanced Manufacturing Training Center	-	-	-	1,640,000.00
TMCC - Software Development Bootcamp*	99,959.20	-	-	-
WNC - Commerical Driver Expansion	-	7,300.84	110,171.51	277,091.33
WNC - Mech Tech Mobile Lab**	85,586.66	-	-	-
Total Obligations/Expenditures:	<u>1,906,298.14</u>	<u>22,956.33</u>	<u>158,913.35</u>	<u>1,949,109.00</u>

* Denotes projects with end dates of 6/30/21 whose unexpended funds reverted to the General Fund at the end of the Biennium budget.

** Denotes currently active projects whose budget authority ended 6/30/21 and whose unexpended funds reverted to the General Fund at the end of the Biennium budget.



SkillsMatch

GOED partnered with the Department of Employment, Training and Rehabilitation to fund a second year of the SkillsMatch website. GOED has deployed a variety of outreach and engagement efforts reaching about 40 workforce system representatives, along with veterans accessing the Nevada Department of Veteran Services Transition Assistance Program (TAP) seminars. In 2022, over 4200 Nevadans have accessed the site with 700 researching courses or programs to address skill gaps and nearly 600 using their existing skills to find jobs where their skills can be transferred.

NEVADANS HAVE ADDED ALMOST 42,000 SKILLS THAT THEY BRING TO THE WORKFORCE.

THE TOP TEN SKILLS IN 2022 ARE:

- Customer Service
- Teamwork
- Detail Oriented
- Leadership
- Writing
- Microsoft Office: Word, Excel, Powerpoint
- Communication
- Schedule and Time Management
- Management
- Public Speaking



Incumbent Worker Training Strategy Development
In order to strategically support the development and expansion of business, GOED participates in cross-agency workforce development planning at the State level. As a member of the Governor's Workforce & Economic Development Subcabinet, GOED advocated to fill a workforce training gap for existing (incumbent) employees throughout the pandemic and in post-pandemic recovery. Growing and emerging industries are experiencing rapid growth and change, and tools to train existing employees in addition to the investments to deliver a skilled workforce are critical to successful retention and expansion of Nevada employers. DETR recently deployed a \$1 million Incumbent Worker Training pilot to support businesses and

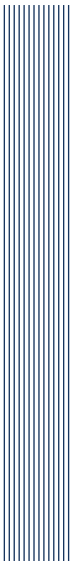
their employees by providing reimbursement for a part of the cost of providing the training (press release for more language, summary for detail process). GOED is supporting the outreach to targeted industries in Nevada and coordinates with DETR to further the impact of the pilot.

AB450

In 2022, Stacey Bostwick, GOED's Director of Workforce Development was appointed to the Community College Workforce Training and Programs Committee developed pursuant to AB450. The committee was tasked with studying opportunities for alignment of programs to Nevada's economy and analyzing funding and governance of community colleges. In addition, the committee was among the groups that was asked to look at ways to make community college and other apprentice programs free by 2025 pursuant to the 2022 State of the State. The work of the committee concluded on July 31, 2022 with a report to the legislature August 1, 2022. Three (3) key recommendations resulted from the committee's work:

1. Support a request for a comprehensive study of the NSHE funding formula
2. Support NSHE policy revisions related to institutional advisory councils to strengthen connections between industry and educational institutions
3. Support ARP funding application for a New Workforce Incentive Grant to support students seeking targeted degrees who are ineligible for existing scholarship programs

Nevada's community colleges have shown a commitment to address the workforce needs in the State; we need to rally around their work and support its alignment to employer demands.



SOUTHERN NEVADA INFRASTRUCTURE WORKING GROUP

By Kris Sanchez, Deputy Director

AS NEVADA'S ECONOMY CONTINUES

to expand and the state's population increases, addressing the state's infrastructure needs is essential to long-term sustainability and resiliency. Since emerging from the pandemic, GOED has advanced a robust agenda to solve our infrastructure challenges.

Working with community leaders in Southern Nevada, GOED established a Working Group that was assembled to evaluate Southern Nevada's infrastructure assets and deficiencies, to identify its opportunities in the Southwest macro region, and to envision a niche for Southern Nevada that would add significant value to the state's overall economic ecosystem. The overarching goal was to position Southern Nevada as a highly attractive destination for private sector investment focused on 21st century-relevant growth. Other priorities in this mission assessment included:

- Ensuring that infrastructure enhancement will benefit Southern Nevada's most at-risk communities
- Ensuring that small businesses will benefit
- Avoiding incremental and siloed approaches to infrastructure development
- Planning beyond and across jurisdictional boundaries

The WG focused on traditional core infrastructure topics such as energy, water, road and rail networks, and digital information technology, but members also explored sustainability/conservation, education, health, childcare, and other themes, especially in their private interviews. Informal definitions of infrastructure used by WG members in the private interviews ranged from, "the built environment, everything it takes to support that built environment, and the social infrastructure" to "infrastructure connects people—to places, to opportunities, and, most importantly, to a job."

In their two-on-one interviews with Chairman Sanchez and RCG, many WG members stressed the need for a regional approach to infrastructure planning in Southern Nevada that moves beyond jurisdictional boundaries, as opposed to incremental and siloed approaches to development. Some members even expressed a need for Southern

Nevada to look at infrastructure, in a broad sense, as a macro-level challenge facing Nevada and its neighboring states, rather than geographic silos with state boundaries. Members suggested various ways to have these regional conversations about important decisions, including establishing a bipartisan, independent commission that has the responsibility and the political weight behind it to make some hard choices. Some members expressed a belief that existing silos are unlikely to be overcome without such a body, supported by the state, to make decisions from a regional perspective.

Southwest Mining Supply Chain Initiative

Due to Nevada's location in the Southwest, the state serves as a pass-through location for international cargo moving from the Port of Long Beach to Chicago and the East Coast. As the country emerged out of the pandemic and the nation's supply chains suffered from increased demand, aging networks, archaic systems, shortages of containers, flatbeds, and personnel, I began to consider how Nevada might reposition itself. In working with the Port of Long Beach, the Utah Inland Port, and Utah's Governor's Office of Opportunity, I determined that the best strategy to enhance Nevada's supply chain infrastructure was through strategic partnerships with industry. With this in mind, we formed a partnership with the Nevada Mining Association and launched a confidential mining supply chain initiative that will bring the Southwest mining associations (seven states) together to identify gaps in the supply chain ecosystem, opportunities for reshoring/onshoring, and the identification of capital to improve rail networks and related infrastructure.

WaterWise (APRA Funded)

This statewide program administered through a GOED contract with WaterStart aligns economic development entities, water agencies, technology providers, and water consumers to enable Nevada to transition to a more sustainable water-wise economy in alignment with the State Economic Development Plan. WaterWise will enhance our competitive advantage in the Southwest region, and preserve the health and vitality of our communities and accomplish the following:

SOUTHERN NEVADA INFRASTRUCTURE WORKING GROUP CONTINUED



in an offsetting program. Many of these “targets for innovation” already are eligible for existing incentive programs and include firms in high-tech manufacturing, energy storage, data centers, and warehousing, distribution, and logistics centers.

Southern Nevada Study (Funded through EDA State Planning Grant)

During the third and fourth quarters of 2022, I worked with a team of researchers at UNLV to develop a framework for Southern Nevada. The goal of this project is to further define Southern Nevada’s place in the Southwest and to determine how the region should consider growth opportunities in light of land deficits, a changing climate (e.g. heat island impacts and water), supply chain modernization, and lagging infrastructure investment. This project will define regionalism more succinctly for Southern Nevada policy makers.

Southern Nevada is at a critical point of potential growth or non-growth, with both opportunities and challenges in economic diversification, environmental and climate policy, and land-use needs.

If Southern Nevada is to meet the demands of the 21st century and beyond, a coordinated regional plan is necessary if the region will prosper. Fortunately, recognition of these needs has begun with the Southern Nevada Infrastructure Working Group in 2021, and a federal Bipartisan Infrastructure Investments and Jobs Act (IIJA) has dedicated funding and legislation to infrastructure. This is a start, and while the region must come together as a micro-region, challenges and opportunities also demand Southern Nevada have a plan and strategy for the opportunities and challenges it faces as part of the macro-region in the Southwest.

1. Expand Water Conservation
2. Enable Sustainable Economic Growth
3. Increase Water Data Availability for Informed Policy Development
4. Provide a Consistent Platform for Economic Development Decision-Making
5. Protect Nevada’s Reputation for Continued Investment

The water-wise economic performance framework provides guidance on how to incorporate consumptive water use as a factor in the economic incentive process. For example, prospective businesses that show potential for making large investments in Nevada while also consuming small amounts of water could be additionally incentivized. This framework also accounts for industries that make large investments which also require high levels of consumptive water use. These “targets for innovation” would become the focus of new categories of incentives that support reductions in water consumption and participate

SOUTHERN NEVADA INFRASTRUCTURE WORKING GROUP CONTINUED

The project will be based on a regional study of the Southwest Triangle Megapolitan Cluster (Southern Nevada, Southern California, and Arizona) and Utah to document the current setting in SNV related to economic development, infrastructure, supply chain, climate policies, policies of states in the Megapolitan Cluster, and diversification opportunities, and to identify strategies or plans to enhance the region's cohesive planning for navigating regional challenges (e.g., drought, limited land availability) and a plan for how to navigate in the Southwest region. At the conclusion, leaders in Southern Nevada will have resources for a new decision-making paradigm to make regional decision considering climate policy and land-use planning, economic development, and infrastructure development.

This study will have two phases: 1) develop 10-year regional forecast in industry and workforce and identifies competing and cohesive opportunities for Southern Nevada compared to adjacent regions; and 2) identify key priorities and investments (fiscal, policy, etc.) needed to responsibly grow Southern Nevada as a micro-region and recommendations on how to navigate as a macro-region.

THE WORKING TEAM MEMBERS INCLUDED:

Kris Sanchez, CHAIR, GOED
Dave Johnson/Doa Ross, LAS VEGAS VALLEY WATER DISTRICT (LVVWD)
Jeff Brigger, NV ENERGY
Justin Brown, SOUTHWEST GAS
Terri Sheridan, CITY OF NORTH LAS VEGAS
Derek Armstrong, CITY OF HENDERSON
Bill Arent, CITY OF LAS VEGAS
Raffi Festekjian, CITY OF BOULDER CITY
Myisha Williams, NEVADA COMMISSION ON MINORITY AFFAIRS
Marilyn Kirkpatrick, COMMISSIONER/PRESIDENT OF NACO, CLARK COUNTY
Shani Coleman, CLARK COUNTY
Betsy Fretwell, SWITCH/LAS VEGAS GLOBAL ECONOMIC ALLIANCE (LVGEA)
James Chrisley, MCCARRAN AIRPORT
Bo Bernhard/Victor Wei, UNLV
Michael Bolognini, COX CABLE
Bradley Crowell/Jim Lawrence, NV DEPARTMENT OF CONSERVATION AND NATURAL RESOURCES (NDCNR)
MJ Maynard/David Swallow, RTC
Dr. Melody Rose, CHANCELLOR – NSHE
David Bobzien/Jennifer Taylor, NV OFFICE OF ENERGY
Dr. Federico Zaragoza, PRESIDENT/CE, CSN
Sondra Rosenberg/Kristina Swallow, NDOT
Constance Brooks, LAS VEGAS CONVENTION AND VISITORS AUTHORITY
Christine Guerci, DAG – LEGAL COUNSEL
Kristen Averyt, NEVADA CLIMATE INITIATIVE
Dr. Kumud Acharya, PRESIDENT – DRI
Bart Patterson, PRESIDENT – NSC

APEX ACCELERATOR

By Joan C. Rueben, NCMA Fellow – Nevada APEX Accelerator Director

WITH FEDERAL AND STATE FUNDING, the multiple-award-winning and newly-named “APEX Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)]” helps its formal clients—for-profit Nevada businesses, especially the small businesses, with goods and/or services to sell—pursue public sector or local, state, and federal government-related contracts (or prime contracts) and subcontracts inside and/or outside of Nevada.

In its November 2022 newsletter, the then Nevada PTAC communicated that it learned that its federal government funder would be modifying its organization’s name from Nevada PTAC to a different name.

In the December 2022 newsletter issued in the latter part of the month, the then Nevada PTAC shared that its new modified name is “APEX Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)],” per its federal funder.

The modified name change is based on the program—a nationwide program of APEX Accelerators (or former PTACs in the U.S. states) helping for-profit businesses of any size with their local, state, and federal government contracting and subcontracting pursuits—being elevated from the Defense Logistics Agency to the Office of the Under Secretary of Defense for Acquisition & Sustainment/U.S. Department of Defense (DoD) Office of Small Business Programs. Please note that “APEX” is not an acronym.

A variety of webpages and e-materials and so on will be changed to show the modified name over time; wherever Nevada PTAC or any variation thereof is seen herein or elsewhere, such reference is to be read as the APEX Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)]. Also, this APEX Accelerator is funded in part through a cooperative agreement with the DoD.

The APEX Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)] team provides no-charge, one-on-one counseling sessions to assist its clients on their public sector contracting and subcontracting pursuits. Counseling, in part, includes helping clients with solicitation document review and understanding, draft proposal review within a reasonable timeframe, and contract



APEX Accelerator (former Nevada PTAC) team members at a small business resource fair in Northern Nevada.

administration guidance within scope of the program. When applicable, companies are referred to business resource partners for requests that are outside the program scope of the APEX Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)].

APEX ACCELERATOR CONTINUED



APEX Accelerator (former Nevada PTAC) team members at a community outreach event in Southern Nevada for businesses of all sizes.

The APEX Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)] also provides no-charge outreach events such as, but not limited to, webinars whether led by the APEX Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)] or that feature business resource partners in Nevada.

A sampling of calendar year 2022 outreach events for Nevada for-profit businesses included the following:

- Webinars that covered harnessing publicly-available business intelligence and data for federal government contracting
- A webinar on how to prepare federal government proposals
- Webinars on federal government contracting opportunities in the U.S. in the “Contract Opportunities” part of SAM.gov
- Webinars on state government contracting opportunities in Nevada on NevadaEPro
- Webinars on local government and other public sector contracting opportunities in Nevada on the Nevada Government eMarketplace
- A webinar featuring a panel discussion on government contracting by the team
- A webinar that featured the Federal Emergency Management Agency (FEMA), a federal government agency, and how to do business with the government entity
- A webinar featuring Mission Support and Test Services, a large federal government prime contractor managing and operating the former Nevada Test Site, and how to do business with the organization
- Webinars that featured Siemens, a large government prime contractor, and how to do business with the company
- A webinar featuring a formal small business client, Live Electric Inc.
- A webinar featuring a formal small business client, Polymath Solutions LLC
- Webinars on a business creating a winning capabilities statement document
- Webinars discussing resources for veteran-owned businesses
- Delivering a government contracting-related presentation for the Society of American Military Engineers-Southern Nevada Post
- Providing an outreach presentation for the U.S. Navy’s Navy Week event
- Hosting an outreach table for the U.S. Small Business Administration’s Emerging Leaders Program event
- Hosting an outreach table for an Institute for Supply Management-Nevada event
- Hosting outreach tables for the Nevada Office of Small Business Advocacy’s small business fairs
- Executing a virtual government contracting-related presentation for the State of Nevada Department of Business & Industry’s Small Business Roundtable

APEX ACCELERATOR CONTINUED

- Serving on the planning committee and hosting an outreach table for the State of Nevada Department of Business & Industry's Nevada Small Business Resource Fair event
- Providing a government contracting-related presentation for the Nevada Bankers Association Credit and Lenders Conference
- Hosting an outreach table for the Regional Transportation Commission-Southern Nevada
- Serving on the planning committee and hosting an outreach table for the Regional Business Development Advisory Council's Committed to Our Business Community event
- Giving an outreach presentation to the Business Development Advisory Council Committee
- Delivering a virtual government contracting-related presentation for the Strengthening Entrepreneurial Women online networking group
- Hosting an outreach table for an Urban Chamber of Commerce event

A subset of total APEX Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)] clients has competed for and been awarded public sector contracts, which are vitally important during the economic downturn the pandemic had caused. As relayed to the APEX Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)] by a number of clients, and if it were not for public sector business, clients do not know how they would have survived and/or thrived during the Great Recession. The same holds true even more so today given the downturn caused by the ongoing pandemic, and more businesses expanding their portfolios to sell to local, state, and federal government agencies within and outside of Nevada and to the agencies' prime contractors.

The APEX Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)] team and its resource partners laud clients for: carefully reviewing and responding to a variety of formal government agency and government prime contractor solicitations; submitting quality, compliant, and competitive proposals and other formal offers; being awarded government-related contracts and subcontracts; executing and delivering under those contracts to help the government agencies and government prime contractors meet their respective missions; sustaining and/or scaling their businesses to keep jobs, create jobs, diversify the economy, and help to keep our communities strong and vibrant; and agreeing to be featured as a client success story in monthly e-newsletters to help inspire fellow businesses with their respective government contracting and subcontracting pursuits and journeys.

Following are APEX Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)] statistics for the program year ending July 31, 2022* (8/1/21-7/31/22): about 1,618 total clients/a total of 37 outreach events or presentations either led by the Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)] or a resource partner that involved the APEX Accelerator [formerly the Nevada Procurement Technical Assistance Center (PTAC)]/a subset of the total clients was awarded a total of 1,517 prime contracts valued at a total of \$236,995,844/a subset of the total clients was awarded a total of 35 subcontracts valued at a total of \$25,528,476.

**COVID-19 pandemic continues*

A subset of the entire client base was awarded a total of 1,517 prime contracts with an overall value of \$236,995,844.

DEVELOP



NEVADA FILM OFFICE

By Danette Tull, Nevada Film Office Production & Communications Manager

THE NEVADA FILM OFFICE (NFO) markets the State as a production destination; facilitating connections with local crew, vendors, and services; generating economic impact through job creation and in-state production spending.

The Office helps production crews find locations, assists with the permitting processes and coordinates intergovernmental cooperation statewide.

The NFO administers a Transferable Film Tax Credit program to spur the growth of the production industry in Nevada highlighting its unique locations and attractions throughout the state contributing to the tourism economy.

HIGHLIGHTS

After two years of industry uncertainty spurred by the pandemic, 2022 saw a resurgence of film production nationwide. The Nevada Film Office continues to research industry trends to gain a deeper understanding of the profession, define the opportunities, and identify the threats to its growth and vitality. In order to accomplish this objective, office leadership conducted a listening tour with prominent industry professionals. During this session, the team collected feedback, identified challenges in workforce development, and analyzed the competitiveness of Nevada's film tax incentive program with the goal of proposing potential legislative changes needed to position Nevada as a premier production destination.

NFO Highlights for 2022:

- Issued film incentives to seven projects totaling \$7,377,082 with economic activity to Nevada totaling \$42,410,262.
- Thirteen in process productions with estimated incentives totaling \$9,836,492 with economic activity to Nevada totaling \$51,417,084.
- Created 214 full time equivalent jobs for these productions.
- The NFO provides a state-of-the-art Online Production Directory allowing content producers worldwide to connect with local businesses in the industry, further driving economic development and industry diversification in the State. Currently, the online directory has over 250 businesses, small to large who generate opportunities from connecting via our online marketplace.
- Similarly, the NFO provides an Online Locations Database of the diverse filming locations around the entire state. Anyone with a local or private residence, a small business, or a commercial enterprise can feature their location to be used in the production of content, including film, TV shows, commercials, etc. There are currently about 700 unique locations that attract business opportunities to a worldwide audience using this marketplace. Location, location, location. Bottom line, Nevada residents and businesses have income opportunities working with the content creation industry here in Nevada.
- Coordinating with the University of Nevada, Las Vegas and Community Colleges of Nevada, the NFO engages with the film and video production programs to create opportunities and work towards pathways for students in Nevada to remain in the Nevada workforce and grow within the industry.
- The NFO coordinates with local union representatives from the International Alliance of Theatrical Stage Employees (IATSE) to provide comprehensive support to productions in Nevada and further develop the local workforce.
- The team troubleshoots permit and location challenges experienced by productions during shooting.
- The Agency and team proudly work with and promote film festivals in Nevada.

NEVADA FILM OFFICE CONTINUED

Notable incentivized productions in 2022 include:

Sympathy for the Devil

– A psychological thriller starring Nicolas Cage and Joel Kinnaman from director Yuval Adler.

Battle Bots – Season 7

(Discovery) – Robotic combat show exclusive to Las Vegas

Other significant non-incentivized projects that filmed partially or entirely in Nevada include:

Cleaning Lady (Fox) –

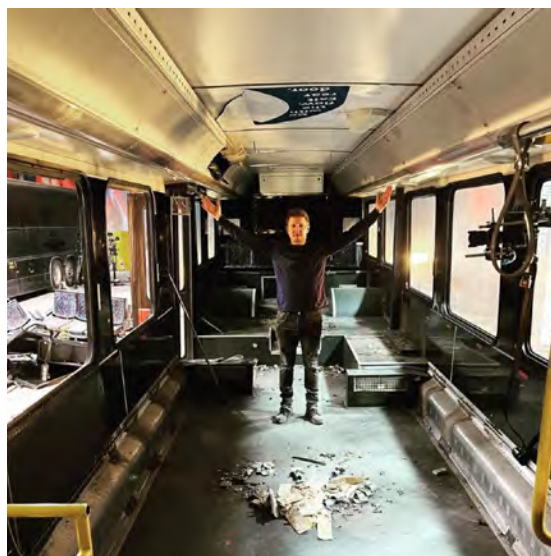
American crime drama that centers on a former Cambodian-Filipino surgeon who is currently working and living in Las Vegas

Poker Face (Peacock Network) – A “case of the week” mystery comedy-drama TV series soon to be released produced and starring Natasha Lyonne.

Rennervations – TV show following Jeremy Renner as he travels the world helping communities by “reimagining unique purpose-built vehicles.” Shot in Northern Nevada.

CSI Las Vegas (CBS) TV – A drama following forensic investigators in Las Vegas.

Fool Us – Season 9 (The CW) – A magic competition television show in which magicians perform tricks in front of magician-comedians Penn & Teller. Shot entirely at the Penn and Teller theater at the Rio



GOED

HEALTHCARE INDUSTRY REPORT

By Vance Farrow, Healthcare Industry Specialist

GOED HAS BEEN WORKING with the Cleveland Clinic, Lou Ruvo Center for Brain Health, and the Chartis Group to do a National Growth Strategy with specific focus on the Las Vegas Market. This study will be utilized by the Cleveland Clinic to determine their extended infrastructure and clinical footprint in southern Nevada. Multiple interviews have been conducted engaging numerous strategic partners.

GOED has been working with the Nevada Department of Health and Human Services team to coordinate a Statewide Human Services Provider Summit that was held in Clark County this past Spring. The goal of the Summit was to connect with providers in the state and across the country who provide the full scope of human services to include home and community-based, mental & behavioral health, as well as the most acute services that will allow us to better care for Nevadans, as we analyze lessons learned from the pandemic.



Organizers and hosts of the Smart Cities Expo held in Miami, Florida.



State and Federal leaders join Gov. Sisolak at the Governor's Healthcare Provider Summit.

GOED worked with the Department of Healthcare Finance and Policy and the City of Las Vegas to prioritize economic development initiatives that will directly impact the state's highest out-of-state reimbursement categories for medical treatment. Letters of Agreement and supporting data were identified, and based on the data analyzed, specific centers of excellence will be targeted as the primary focus for recruitment and subsequent workforce pipeline enhancement.

GOED was invited to serve on the Sub-committee of the Nevada Patient Protection Commission. This group was formed to create innovative public policy solutions to increase access to

affordable, quality health care. Collectively, the Sub-committee and the Commission will provide recommendations to 1) Develop a statewide health care cost growth benchmark; 2) Calculate and analyze statewide health care cost growth; and 3) Analyze drivers of health care cost growth.

GOED was invited to serve on the Advisory Board for the University of Nevada, Las Vegas, School of Nursing's proposed project, Nevada State Higher-education Innovations for Nursing Expansion Strategies (Nevada SHINES). Nevada SHINES, a project developed in response to the U.S. Department of Labor's (DOL's) Nursing Expansion Grant Program, will help to increase the number of nurses in the healthcare workforce, addressing a critical need in Nevada. The project will also improve the skills of the nursing workforce through higher-quality clinical training, which will contribute to better patient outcomes.

GOED worked with the Roseman University of Health Sciences, School of Medicine team to launch Project Genesis. GENESIS is a household-centered approach to aligning healthcare, public health and social services to help vulnerable households achieve resiliency. It provides clinical and social services to households in medically underserved communities through household visits, interprofessional clinical practices and patient navigation. Care teams will span the entire spectrum of the Roseman family to include medicine, nursing, pharmacy, and oral health.

GOED represented Nevada while attending the Smart Cities Expo USA. This event hosted the country's most innovative government, tech, equity, and infrastructure leaders that are redefining "smart" cities, solving urgent municipal issues, and harnessing \$1T of federal funds to build inclusive and resilient cities through electrification, climate resiliency, telehealth, and cybersecurity with an emphasis on education equity, the future of work, and next-gen infrastructure. The next several years of federal infrastructure grants will be centered around these conversations and initiatives.

GOED has been working with the U.S. Soccer Foundation and Colgate Palmolive to establish the Soccer for Success Program in Nevada. This Program is the Foundation's after school program and is led by trained coach-mentors and is proven to help youth establish healthy habits and develop critical life skills. It is offered at little to no cost to families and will be a joint effort between the City of Las Vegas, Clark County School District and the UNLV Department of Sports Research and Innovation.

City of West Wendover

GOED has been working with officials of the City of West Wendover, the Nevada League of Cities, UNR School of Medicine, Office of Rural Health, and Nevada Health Centers to expand quality healthcare services in West Wendover, NV. Desired expanded services include Cardiology, Obstetrics, and Dialysis. Ideally, appointments would be stacked on a phased-in timeline to support rotating physicians and additional providers. Ongoing negotiations are still occurring in to bring much needed services to each of these deserving communities.

City of Wells

GOED is also working with the Primary Care Office, University of Nevada, Reno, and the City of Wells, and other community partners to recruit and expand operations for a rural health care access center. Leveraging the J-1 Visa program in addition to other state and federal incentives are being considered to expedite the timeline of re-opening the center for daily operations. The Nevada Health Centers is also a potential partner in ongoing negotiations to bring much needed services to the City of Wells.

City of Las Vegas

GOED has been working continuously with several planning groups to plan and develop the Las Vegas Medical District. Adding wet-lab space, a potential bio-incubator and other best practices will establish the Las Vegas Medical District as a fertile location for expansion of medical treatment, research and development. The foundation for legislative bill draft requests that will support continued infrastructure growth are also being developed for consideration during this coming Legislative Session.

Hundred Plan in Action

GOED has been working with the City of Las Vegas staff to implement The Hundred Plan. MGM Resorts International recently provided a \$500,000 philanthropic contribution to the City of Las Vegas to acquire two ready built, plug and play container grow facilities, providing approximately 320 square feet of growing space, and producing eight tons of produce annually. The containers

HEALTHCARE INDUSTRY REPORT CONTINUED

are located within James Gary III Park and when operational, they will provide their first harvestable crops within eight weeks. The City is working with a partner to finalize a plan to distribute the fresh produce to Historic Westside residents, and in the long term, a co-operative market will be the distribution point of the produce grown.

City of North Las Vegas

GOED was instrumental in the groundbreaking of the Helios Health and Wellness Campus in North Las Vegas. This historic event will usher in a new era of economic development and job creation that will result in a transformative campus and economic hub to serve the growing population of North Las Vegas, as well as the southern Nevada community. Slated for completion in phases, this project is anticipated to create over 10,000 jobs over the next 7 to 10 years, therefore fulfilling a tremendous need for health and wellness in the area. GOED will continue to work with the development team to ensure the best-suited partners are selected to build out the 135-acre site.



NEVADA PARTNERS

GOED Healthcare Industry Specialist co-chairs the Nevada Partners 'Promise Neighborhood Healthy Children, Families & Communities Pillar' addressing underserved Nevada residents of Las Vegas and North Las Vegas. Combining this role with membership on the Immunize Nevada Flu and COVID-19 Task Force, events are taking place to distribute COVID-19 testing and vaccinations, in addition to flu vaccinations. Statewide coordination for the greatest reach along with the development of communication materials and systematic data tracking are the priority. Regularly scheduled radio shows, townhalls, podcasts and webinars have also been implemented throughout the year to educate the public and are being administered by key stakeholder groups free to providers and interested Nevadans.

Tens of thousands of Nevadans have been reached through these and other coordinated efforts include:

- Regular scheduled primary care health screenings for community residents, Covid testing and vaccinations, Flu vaccinations, behavioral healthcare screenings & interventions, and increased access to healthy, affordable, locally harvested foods.
- Ongoing cohorts in training, credentialing, and placing medical assistants, community health workers and certified nursing assistants within multisectoral partnerships to expand opportunities, share resources and sponsorship funds.
- Leading the grant application process for the NIH Community Partnerships to Advance Science for Society (ComPASS) Program. This grant opportunity will fund \$6 million in federal funds to support building healthy, sustainable communities where residents can achieve their full potential through effective education, meaningful employment, safe and affordable housing, and vibrant and civic cultural engagement. There are over 50 multi-sector partnerships and organizations collaborating for this grant that will (1) establish a common agenda and shared measurement, (2) advance targeted policy, (3) build a continuum of cradle-to-career solutions, (4) expand organizational capacity, and (5) scale up proven and effective solutions.

RURAL ECONOMIC AND COMMUNITY DEVELOPMENT

By Shari Davis, Rural Economic & Community Development Director, and Jessica Sanders CDBG Program Administrator

BEFORE

AFTER

National Community Development Week
April 11 - 15, 2022
#CDWeek2022
#CDBGWorks #HOMEWorks

WHITE PINE COUNTY
MCGILL BALLPARK DIRT PILE DEMO PROJECT

Nevada Governor's Office of
ECONOMIC DEVELOPMENT

#CDWEEK2022

McGill Ballpark Dirt Pile Demo Project – utilizing CDBG funding, dirt and debris was removed and the area was turned into a beautiful spot for picnicking and an ice-skating rink.

THE RURAL ECONOMIC AND COMMUNITY DEVELOPMENT

DIVISION of the Nevada Governor's Office of Economic Development (GOED) is tasked with promoting and facilitating economic and community development throughout rural Nevada. The overarching objective is to build prosperity and enhance the quality of life in rural Nevada. The Division works towards this objective through community development, which is the process of managing change within communities and involves: dialogue among community members to decide their shared vision of the future; reaching a consensus on what needs to be done to achieve that vision; and communication, cooperation and collaboration within the community and with resource-providers in achieving that vision. The Rural Economic and Community Development Division utilizes several programs within its purview to achieve this goal, including the Community Development Block Grant (CDBG) program, the Community Development Block Grant CARES (CDBG-CV) program, and the Nevada Main Street Program.

Community Development Block Grant (CDBG)

\$3,674,024 in Community Development Block Grant (CDBG) funds were awarded to 17 projects in Carson City and rural Nevada, benefitting 17,625 Nevadans in five counties, the City of Ely, the City of Fallon, the City of Fernley, the City of Wells and Carson City. Nevada counties and cities invested an additional \$1,930,337 in matching grant funds.

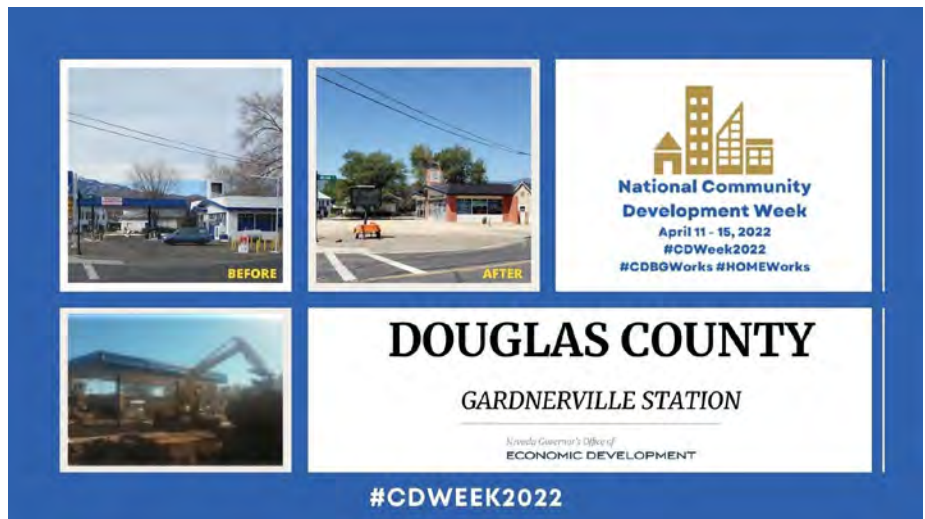
Since 1982, when the State began administration of the program, more than \$103 million dollars has been awarded to rural Nevada communities. The CDBG program enables local governments to undertake a wide range of activities intended to create suitable living environments, provide decent affordable housing and create economic opportunities, primarily for persons of low and moderate income. The U.S. Department of Housing and Urban Development (HUD) oversees the program, and the Rural Community Development Division of the Governor's

RURAL ECONOMIC AND COMMUNITY DEVELOPMENT CONTINUED

Office of Economic Development administers the program for the State of Nevada.

Nevada's CDBG programs for 2022 include:

- \$330,000 for the Desatoya Dr. ADA Compliance Improvement Project Phase in Carson City that benefits 1,600
- \$35,000 for the Ron Woods Youth Family Resiliency Program Project in Carson City that benefits 300
- \$48,279 for the Grant Management Project in Carson City
- \$274,350 for the Bell Ave Waterline Project in Ely that benefits 22
- \$373,350 for the Parker/Stevens Ave Sewer Project in Ely that benefits 43
- \$395,000 for the Fernley Depot Amenity Building/ADA Compliant Restroom in Fernley that benefits 3,590
- \$100,000 for the Fernley Main Street Beautification/Placemaking Project in Fernley that benefits 3,590
- \$405,045 for the Court St. Sidewalk ADA Compliance Project in Fallon that benefits 2,455
- \$260,000 for the Wells Wastewater Treatment Headwall Project in Wells that benefits 1,063
- \$150,000 for the Wells Main Street Retail Center Project in Wells that benefits 1,063
- \$80,000 for the Woodhills Trail's Feasibility Study Project in Wells that benefits 1,063
- \$110,000 for the Douglas Food Closet Vehicle Purchase Project in Douglas County that benefits 649
- \$85,000 for the Montello Exploratory Wells Project in Elko County that benefits 1,300
- \$65,000 for the Tuscarora Preliminary Engineering Report Project in Elko County that benefits 280
- \$800,000 for the Pioche Airport Road Phase II Project in Lincoln County that benefits 570
- \$90,000 for the Rural Critical Home Repair Project in Nye County that benefits 7
- \$75,000 for the Baker GID Preliminary Engineering Report Project in White Pine County that benefits 30



Gardnerville Station – utilizing CDBG funding, Gardnerville Station was transformed from a gasoline station with leaking tanks and ground contamination to a meeting and event location.

These grants went to rural cities under 50,000 in population and rural counties under 200,000 in population. Clark County, Las Vegas, North Las Vegas, Henderson, Reno and Sparks are Entitlement communities and receive separate allocations and conduct a separate application process.

Community Development Block Grant CARES (CDBG-CV)

The Governor's Office of Economic Development received \$14,448,197 in Community Development Block Grant CARES (CDBG-CV) funds from the U.S. Department of Housing and Urban Development to be used for COVID-related projects that must be used to prevent, prepare for, or be in response to the COVID-19 pandemic. \$14,192,735 has been allocated to Nevada communities.

In 2022, CDBG staff reimbursed \$2,693,712 in requests from 14 communities and closed out 14 grants.

Recovery Housing Program (RHP)

The Governor's Office of Economic Development/Community Development Block Grant program (CDBG) was awarded \$1,620,125 for the Recovery Housing Program (RHP), a pilot program through the U.S. Department of

RURAL ECONOMIC AND COMMUNITY DEVELOPMENT CONTINUED



St. Patrick's Day Parade through the Water Street District.

Urban Development (HUD) intended to support individuals in recovery from a substance use disorder to become stably housed and on a path to self-sufficiency. These funds are treated as Community Development Block Grant (CDBG) funds and will be governed by the CDBG regulations. This pilot program authorizes assistance to grantees (states) to provide stable, temporary housing to individuals in recovery from a substance use disorder.

RHP has determined to use the funding for the following eligible activities:

- Public Facility Improvements
- Acquisition of Real Property
- Rehabilitation and Reconstruction
- Disposition of Real Property Acquisition
- Clearance and Demolition
- Relocation
- New Construction

Applications were received from November 1, 2022 through December 31, 2022 and will be awarded in 2023.

Nevada Main Street

Nevada Main Street is a holistic approach to downtown revitalization that includes historic preservation, community development, beautification, and economic vitality. It supports business creation and retention to build and sustain healthy and economically vibrant communities, with a primary focus on improving quality of life for residents. The program offers community-based initiatives with a practical, adaptable framework to adjust for each unique community, growing with the community over time. The state program began in 2017. There are currently 20 active Main Street organizations in Nevada.

“The beauty of Main Street programs is they are so diverse in what we accomplish through district design concepts, economic vitality, historic preservation, and community events. Most Main Street programs are a “grassroots” approach to enriching our communities. We are very fortunate as an organization to have the support of our

RURAL ECONOMIC AND COMMUNITY DEVELOPMENT CONTINUED

local government investing in our program, because they see the value we are to the community. The programs and community-building we are able to provide for our small businesses, the community at large, and our local municipalities and government we are able to accomplish through fundraising, grants, and volunteerism. We are able to go further together and accomplish more without further taxing their already spread-thin resources.”

—JEN NALDER, EXECUTIVE DIRECTOR, MAIN STREET GARDNERVILLE

“The National Main Street Program has developed proven methods to revitalize downtowns and business districts around the country for decades. The resources and support available through Nevada’s Main Street Program, under the Governor’s Office of Economic Development have supported many successful beautification projects, new event development, signage, business support programs, and marketing campaigns for downtown Ely and other communities in the county. We have seen a major change in the activity in our downtown since actively becoming a main street community which has resulted in increased revenues for our businesses. The benefits of the Nevada Main Street Program go beyond just economic benefit. Their support has helped us build the necessary relationships and access valuable resources that have been the catalyst for all aspects of community development and engagement. It is important to fund and support the Nevada Main Street Program so that they can continue to move our state forward by working with Nevada communities to create success and sustainability at the fundamental level.”

—CAROLINE MCINTOSH, CHAIRPERSON WHITE PINE MAIN STREET



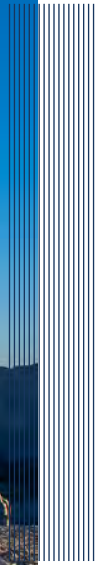
Tonopah Main Street

Dec 8, 2022 · 🌐

“Gallery Grey” owner and operator is our amazing middle and high school art and photography teacher Cameron Murrin. His gallery will soon boast prints of his photographs. You can find art supplies, home decor, seasonal decorations, and just about everything cute! Stop on by on Fridays or Saturdays (or winter break). Gallery Grey is also one of our Business Bingo participants. Located right next to the “Tonopah Garage”.



Tonopah Main Street showcasing yet another new business opening.



Nevada Governor's Office of
ECONOMIC DEVELOPMENT

Empowering Success

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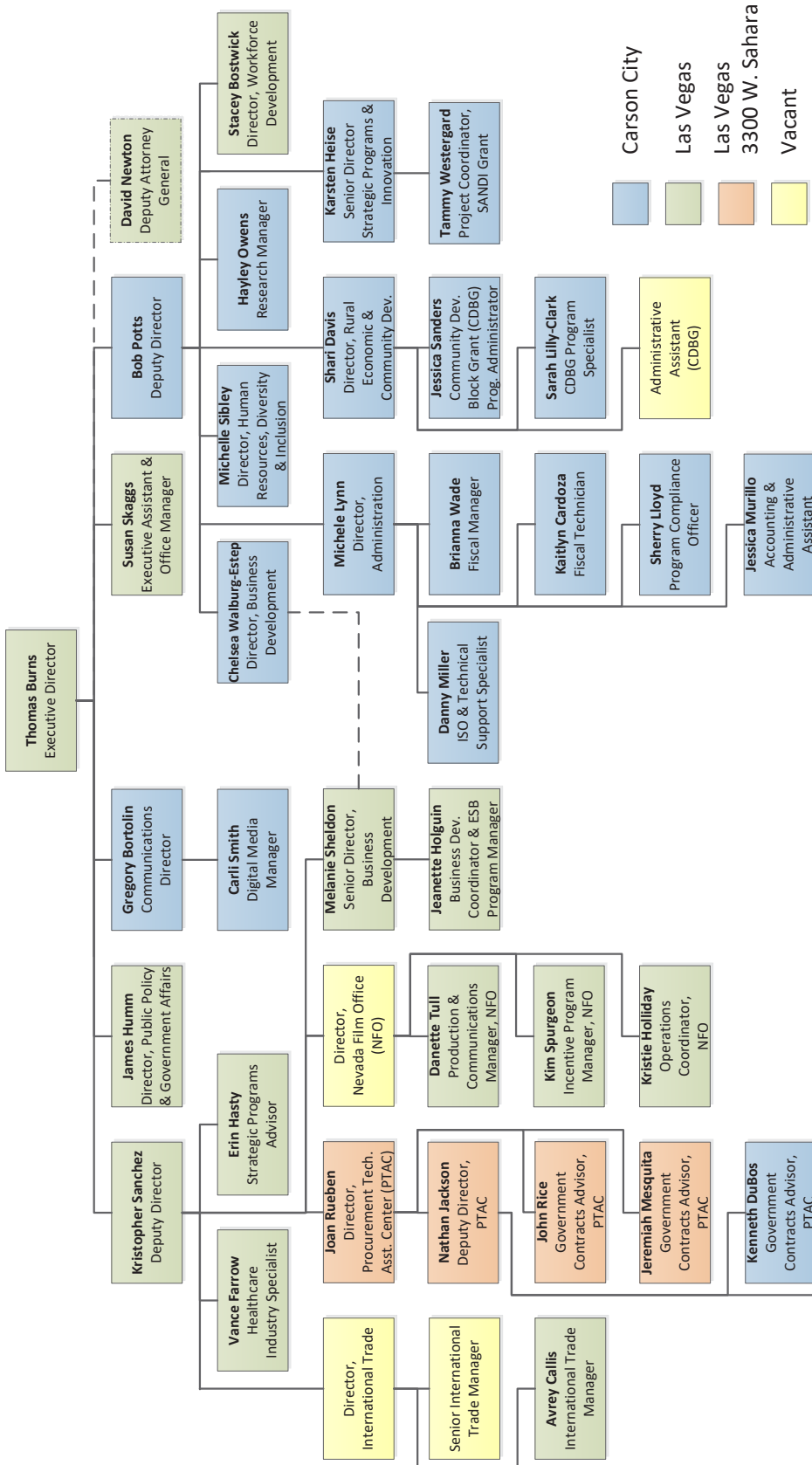
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Dale Erquiaga, ACTING CHANCELLOR, NEVADA SYSTEM OF HIGHER EDUCATION

GOED's ORGANIZATIONAL CHARTS



Carson City
Las Vegas
Las Vegas
3300 W. Sahara
Vacant

Nevada Governor's Office of
ECONOMIC DEVELOPMENT

1/30/23

GOED



ABOUT GOED

The Nevada Governor's Office of Economic Development (GOED) was created during the 2011 Session of the Nevada Legislature through a collaboration of the Nevada Governor's Office and the Leadership of the Nevada State Senate and State Assembly (Authority: NRS 231).

VISION

A vibrant, innovative, and sustainable economy with high-paying jobs for Nevadans.

MISSION

High-quality jobs for Nevadans.

Objectives, as identified in the first State Plan for Economic Development are:

- Establish a cohesive economic development operating system.
- Increase opportunity through education and workforce development.
- Catalyze innovation in core and emerging industries.
- Advance targeted sectors and opportunities in the region.
- Expand global engagement.

Nevada Governor's Office of

ECONOMIC DEVELOPMENT

Empowering Success

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