

To: GOED Board Members

From: Director Michael Brown

Date: December 1, 2022

Subject: Director's Report

ECONOMIC DEVELOPMENT

Regional Development Authority Activity

The Nevada Governor's Office of Economic Development (GOED) continues to lead regular video conference calls with our Regional Development Authority (RDA) partners. These calls have been an important messaging and strategy tool for GOED in coordinating the state's economic development ecosystem as we address both challenges and opportunities in the near and long term. They also provide a critical platform for our regional partners to report the activity in their regions.

The central conversation over the quarter was the ongoing work with SRI as we develop the next five-year strategic plan for Economic Development. This effort is on-track to be completed by the end of the year and will be structured to meet the Economic Development Administrations' (EDA) Comprehensive Economic Development Strategy (CEDS) guidelines. Following this framework will ensure a standardized plan that will transcend administrations and provide statewide eligibility for federal grant opportunities.

Other guest speakers over the quarter included:

- Mr. Adam Sullivan, Nevada's State Water Engineer, discussing the water challenges we face
- Mr. Karsten Heise, Senior Director of Strategic Programs and Innovation, GOED, providing an update on the recent approval of \$112.9 million from Treasury for the Nevada State Small Business Credit Initiative (SSBCI), and the initial \$35 million tranche already received to assist small businesses access capital.

Economic Advisory Council Calls

GOED continues to lead video conference calls with the Governor's Economic Advisory Council. The Advisory Council serves to support the Governor's Office and other state agencies in providing economic research and analysis, and regular updates on current and projected economic conditions. These calls continue to be a key convening and collaboration of economists across the state with a broad array of expertise that has added value within the group and strengthened the support it provides.

After each call a summary one-page report with updated forecasts is provided to brief the Governor's Office and state leadership. Below is a recent example of this one-page summary. Please let us know if you'd like to be on the distribution list of this report and/or would like to listen in on the calls.

Nevada Governor's Office of
ECONOMIC DEVELOPMENT

ECONOMIST CALL

MEETING HIGHLIGHTS

November 10, 2022

- Nevada's unemployment rate has held steady at 4.4 percent for three consecutive months, while modest job gains in September made up for slight declines in the prior month. Overall, Nevada's labor market appears to be holding steady in the face of nationwide macroeconomic challenges following this year's supply chain issues, fast-paced inflation, and global geopolitical uncertainty.
- Nevada's Gaming Win exceeded a billion dollars for the 19th month in a row in September, with revenues at \$1.2 billion statewide, a 7.9 percent increase from last year. By all accounts, 2022 is on track to be the highest-grossing year ever for gaming win in Nevada.
- Through the first several months of State Fiscal Year 2023, General Fund collections are up 4.4 percent, or \$35 million dollars, from the same period last fiscal year. The largest gains year-to-date have been in Sales Tax collections and the Live Entertainment Tax. High-profile concerts and sporting events on the strip have helped drive both gaming win and entertainment tax collections in recent months.
- Visitor volume in Las Vegas continues growing over the year, but still lags behind pre-covid figures by about three percent. Passenger volume at the Reno-Tahoe Airport is down 3.3 percent from before the pandemic, while passenger volume at Harry Reid Airport has been exceeding pre-pandemic highs for several months, with September's counts up ten percent from September 2019.

UNEMPLOYMENT RATE

The current September 2022 State unemployment rate stands at 4.4%. The consensus expectation is that the unemployment rate will increase slightly to 4.5% in December, then decline back to 4.4% in March 2023, and to 4.2% in July 2023.

JOB GROWTH

As of September, Statewide employment stands 0.6% above June. Job counts are expected to continue to grow to 2.1% above June's level by December. The growth rate is expected to hold steady through mid-2023, with jobs up 2.4% from June's baseline in March, and up 2.8% by July.

VISITOR VOLUME GROWTH

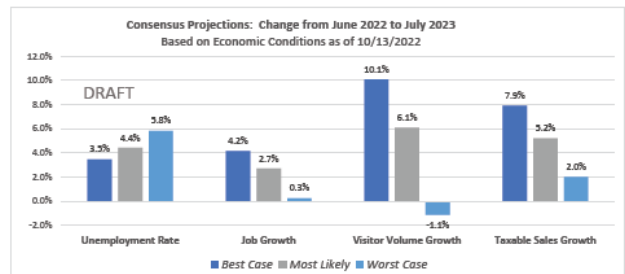
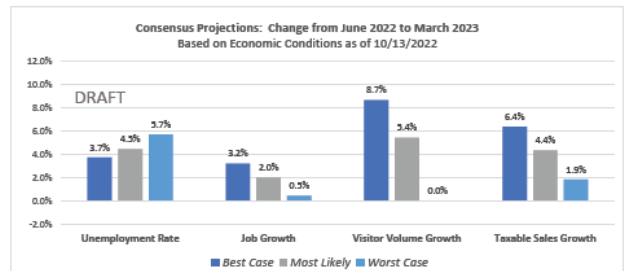
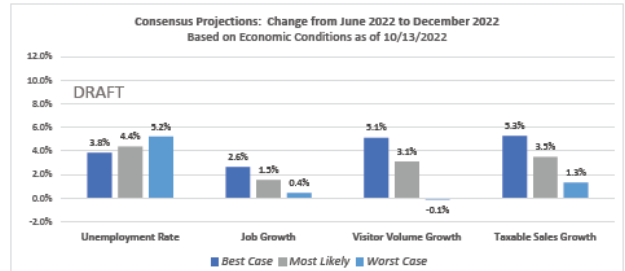
The 12-month trailing total of visitor volume for December 2022 is estimated to be 4.5% above the June total. Further improvement is expected in 2023, with an expected increase of 6.6% in March and 7.3% in July.

TAXABLE SALES GROWTH

Taxable sales are projected as a 12-month trailing total. The consensus projection for December anticipates a 4.8% increase from June's sales. In March 2023, a 5.8% growth from the June 2022 baseline is expected. Growth is expected to moderate by July 2023, with sales 5.5% over June 2022.

ADDITIONAL ESTIMATES

To account for unforeseen events and uncertainty, best case and worst-case scenarios were also estimated. The "most likely" scenarios are the primary projections for December 2022, March 2023, and July 2023.



*All charts are labeled "DRAFT" due to changing conditions. All charts are updated on a monthly basis.

Other Northern GOED office activities, projects, and community engagement

- GOED provided financial and staff support for the 3rd annual Rural Pitch Day on November 4th. As was reported by Mr. Sheldon Mudd, Executive Director, Northeastern Regional Development Authority (NNRDA): "We had a tremendous program with expert speakers, informative panels, and pitch competitors who presented promising products and services that will undoubtedly enhance the quality of life in rural Nevada." Dubbed "Launch Rural Nevada" the program is designed to support small business founders with a statewide network of entrepreneurial support organizations to provide education and funding for business startups in rural Nevada. In all the program was able to provide \$15,000 split equally between both the Adult and Youth divisions.
- By request and in support of the Keep Nevada Working Task Force chaired by Lieutenant Governor Lisa Cano Burkhead, Mr. Bob Potts, Deputy Director, GOED, made a presentation about the future of the Nevada's economy from an economic development perspective in providing guidance to workforce development. It was a great opportunity for both GOED and the Task Force to coordinate efforts.

- Ms. Chelsea Walburg, Director of Business Development, GOED, participated in the NV 95-80 Futures Economic Forum. As a panelist Ms. Walburg provided and updated on GOED's activities and the importance of the intersection between community and economic development and how they must both be prioritized in synergy.
- Working with the Economic Development Authority of Western Nevada (EDAWN), GOED established a broad stakeholder task force to discuss a northern transportation connector to Tahoe Reno Industrial Center (TRIC). Unless addressed, the transportation constraints to and from the TRIC will significantly restrict opportunity for economic growth in the region.
- Held monthly coordination meetings with the Western Nevada Development District (WNDD) and the University Center for Economic Development (UCED). Both UCED and WNDD scale the effectiveness of GOED.
- Deputy Director Potts also represents GOED on the Department of Business and Industry's Private Activity Bond Council. Private Activity Bonds provide a valuable economic development financing instrument and have also played a critical role in affordable housing. Since 2014, \$1.64 billion volume cap has been utilized by the Housing Division for housing projects and now they are being leveraged in support of the \$500 million Home Means Nevada Initiative established by Governor Steve Sisolak.
- In support of NNDA, Deputy Director Potts spoke at their annual Business Edge Economic Roundup event to provide an economic briefing and outlook. The discussion revolved around post-pandemic impacts, inflation, tight labor markets, global instability, drought, housing, Nevada's procyclical economy and a host of other challenges the state faces, but also the remarkable economic opportunities as well. The presentation was well received.
- On September 29th GOED's budget was presented to the GFO. The presentation covered the broad array of GOED's Objectives, Purpose, Activities and Policy priorities to set the context for funding and budget priorities.
- At the October Interim Finance Committee (IFC) meeting GOED received approval to transfer \$4 million T-Mobile Settlement Agreement funds from the Office of Attorney General to GOED in order to support the creation of a Talent Retention Program for the placement of UNLV and UNR women and minority students in the fields of science and engineering for internships with startups and technology-based Nevada companies. This was later approved by Board of Examiners (BOE) at the November 15th meeting.
- Also, at the October IFC meeting the RDAs were awarded \$1 million in American Rescue Plan Act dollars to assist underserved and distressed communities hit particularly hard by the pandemic.

WORKFORCE DEVELOPMENT

WINN Fund Activities

- Truckee Meadows Community College (TMCC), Panasonic North America (PENA) and GOED's Director of Workforce Development meet weekly to support the launch of the new Advanced Manufacturing Training Center in Reno, NV. TMCC has been actively designing the new training labs, developing the curriculum, and hiring the core team that will be the on-site presence for the industry partners and training participants.
- Along with the Governor's Office of Workforce Innovation (GOWINN), GOED met with the VP of Human Resources at PENA to understand the breadth and depth of their workforce needs, challenges, opportunities, and future hiring plans.

- GOED received approval from the US Department of Commerce's EDA to initiate the statewide manufacturing/logistics workforce report and plan component of the State Planning Grant. A team within GOED meets with the contractor, SRI International bimonthly to coordinate the deliverables on a consolidated 12-month timeline: map of current initiatives and systems, industry intelligence on current skills and competencies, and projected future trends, and a roadmap with short, mid, and long-term strategies for specific training or system infrastructure investments.
- Ms. Stacey Bostwick, Director of Workforce Development, GOED, represented GOED at two Industry Sector Partnerships convened by the southern Nevada Workforce Development Board, Workforce Connections: Clean Technologies, Transportation and Logistics, and Business and Financial Services, and Creative Industries.
- Engaged in several emerging or evolving workforce training need discussions including healthcare, technology, and advanced manufacturing.

Workforce Development Leadership

- Ms. Bostwick attended the two-day Future of Learning event hosted by the Nevada Department of Education to vision a future for competency-based education in K-12.
- The Director of Workforce Development met with a team from the Lake Tahoe Community College to discuss their current offerings and plans for programming in the region.
- In support of DETR's Incumbent Worker Training Pilot, Ms. Bostwick represents GOED on bi-monthly planning and progress meetings. Engaging industry and connected employers to the regional contacts is the priority.
- GOED has continued to partner with the Governor's Office of Workforce Innovation to share the SkillsMatch platform with individuals needing resources in Nevada. Since its inception, we have realized the following outcomes:
 - Over 8300 Nevadans have accessed the site
 - Over 1100 Nevadans have researched courses or programs recommended to address skill gaps
 - Over 2800 Nevadans have actively utilized the job listings
 - GOED has worked with Lightcast to increase outreach and information sessions for the workforce system stakeholders. Lightcast developed a flyer for the Nevada Department of Veteran Services to be distributed at Transition Assistance Program (TAP) outreach events. GOED hosted two (2) information sessions in November where nearly 40 workforce system representatives attended to see how this resource could be used in their programs.

KNOWLEDGE FUND / BATTLE BORN GROWTH ESCALATOR

- On October 4, The United States Treasury approved the application for up to \$112.9 million under the State Small Business Credit Initiative (SSBCI). GOED's Senior Director of Strategic Programs & Innovation Mr. Heise architected both the SSBCI main Capital Program as well as the SSBCI Technical Assistance application, the latter will receive \$2 million. While the SSBCI Program is not offering any grants, it will substantially improve Nevada's small businesses access to capital with a particular emphasis on previously underserved communities. GOED is targeting an early January 2023 launch. In the meantime, small businesses and lenders can access the Program's website at <https://nvsmallbiz.org/>. The website will be constantly updated during the period prior to official launch in January. Compared to its previous iteration of SSBCI Nevada will expand its offerings and will be operating a total of five programs under a theme-based approach: Continuation of

both its highly successful collateral support program, and venture capital program while newly adding three loan participation programs (LPPs). They include a program to fund energy and water efficiency capital improvements in commercial properties (C-PACE), a program that will support debt financing for small enterprises and manufactures by purchasing participation in loans more than \$250,000 from commercial banks and credit unions, as well as a program aimed at strengthening the state's Community Development Financial Institutions (CDFIs) through purchasing participation in loans of less than \$250,000.

- United States Treasury held its first SSBCI (virtual) annual conference in the week of November 14. GOED's Mr. Heise and Ms. Winnie Dowling, Nevada Small Business Development Center's State Director, were invited together with a representative of the State of Connecticut to present their Technical Assistance application approach to the national audience.
- The Nevada BOE approved contracts between GOED and the University of Nevada, Las Vegas (UNLV) and University of Nevada, Reno (UNR) respectively for a total of \$4 million to stand up a "Talent Retention Program" for science and engineering women or minority graduates. The project originated from round table discussions Governor Sisolak led with startup founders and entrepreneurs earlier this year. Mr. Heise developed the project proposal which received prior approval from the IFC at its October meeting and is funded by the Attorney General's Office from 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 program represents a mechanism for preventing a "Nevada Brain Drain" by pairing science and engineering students early with tech-based companies and startups via a program paying a competitive wage of \$18 per hour. The program will initially run for three years.
- On October 19, President Biden announced that American Battery Technology Company (ABTC) will receive \$58 million as part of the Battery material Processing and Component Manufacturing Act. On November 16, an additional \$9.9M to advance technologies and processes for electric vehicles battery recycling and reuse was announced by the US Department of Energy. Both awards represent validation and 'Return on Investment' of the Knowledge Fund and its support of Nevada Center for Applied Research (NCAR) at the University of Nevada, Reno (UNR). GOED's Senior Director of Strategic Programs & Innovation Mr. Heise conceptualized the creation of Applied Research Centers at Nevada's research universities. ABTC is an NCAR affiliated company. NCAR as an applied research and development technology center is providing research and innovation on demand services to Nevada industry through leveraging the physical and intellectual assets of UNR.

RURAL / MINING

Rural, Economic and Community Development

CDBG-CV Summary:

- As part of the CARES Act, Nevada received three allocations of CDBG-CV funding totaling \$14,488,197.
- CDBG staff have allocated \$14,213,666.00.
- CDBG staff has expended \$ 3,490,908.00.
- Round 1 – Non-entitlements \$2,049,574.

- Round 2 – Statewide \$9,963,639.
- Round 3 – Non-entitlements \$2,474,984.
- CDBG staff is working with grantees on expenditure plans to get 80% of the funding spent by 8/10/2023.
- CDBG staff continues to work with grantees to expend funds in a timely manner.

CDBG Summary:

- Administering 53 open grants (34 CDBG, 19 CDBG-CV).
- 2023 CDBG eligibility applications were due October 14, 2022. \$7,043,729 in eligibility applications from 13 communities were moved forward to the application process.
- The CAPER (Consolidated Annual Performance and Evaluation Report) was submitted September 28th, 2022.
- CDBG received the 2022 Grant Agreement from HUD.
- CDBG staff has participated in various HUD trainings, including the COSCDA conference in New Orleans in September, which included programs from all over the country.

CDBG – Recovery Housing Program:

- The Recovery Housing Program (RHP) was authorized under Section 8071 of the Support for Patients and Communities (SUPPORT) Act. Nevada is one of 25 states that received funding for RHP. Funds are used to provide stable, transitional housing for individuals in recovery from a substance-use disorder.
- Nevada allocation - 2020: \$847,000; 2021: \$773,125; total \$1,620,125.
- 30 % (\$486,037.50) must be expended by 5/17/2023. The full allocation must be expended by 9/1/2027.
- The RHP applications opened November 1, 2022, and will close December 31, 2022.
- CDBG staff held two public meetings to review the program and application process.
- CDBG staff participated in the COSCDA – RHP meetings.

Nevada Main Street:

- Biweekly Nevada Main Street zoom calls continue. State/Federal partners included on the calls are: Travel Nevada; Outdoor Recreation; Nevada State Historic Preservation Office (SHPO); Small Business Development Center (SBDC); US Department of Agriculture (USDA); Senator Rosen's office; Senator Cortez Masto's office, the Department of Business and Industry (B&I); the University Center for Economic Development; Nevada Arts Council; State Parks; the Nevada Film Office; and the Rural Nevada Development Center. SBA has now been added to the calls as well. Ms. Mary Kerner, Chief Executive Officer, Rural Nevada Development Corporation (RNDC) spoke on their available programs and resources.
- Attended the quarterly State Coordinators Training, Workshops, and Meeting through National Main Street in Orlando, FL.
- Traveled to Henderson to present the Main Street Program to the Water Street District Business Association, meet with stakeholders and the City of Henderson, and tour the district.
- Presented the Main Street Program to stakeholders in Midtown Reno.
- Approved Midtown Reno's application to become an Exploring level Main Street organization.
- Presented the Main Street Program to additional stakeholders in Virginia City.
- Presented the Main Street Program to Mineral County.
- Presented the Main Street Program to Friends of Black Rock High Rock/Gerlach.

- Met with new Main Street America representative Lisa Thompson to determine future need for the growing Nevada Main Street program.
- Currently there are 21 communities in the Nevada Main Street Program at varying levels (pre-Exploring, Exploring, Affiliate, and Designated).

Rural Outreach:

- Met with: Mr. Fred Steinmann of UCED; Mr. Tom Harris of UCED; Mr. Dick Bartholet of UCED; Ms. Christine Brandon of WNDD; Ms. Anton Eckert of Travel Nevada; Ms. Mary Kerner of RNDC; and Ms. Cortney Bloomer of Travel Nevada.
- Attended various virtual meetings including RDA calls; Nevada Agriculture Outlook; Economists Calls; and Sync calls (WNDD and UCED).
- Attended SBDC's annual conference and retreat in Virginia City.
- Attended the Nevada Hazard Mitigation Working Group meeting.
- Attended the Nevada Arts Council's Virtual Basin to Range Exchange Gathering Session.
- Participated in the UNR Engine: Economic Development discussion.
- Attended the CEDS (Comprehensive Economic Development Strategy) workshop put on by UCED Director Dr. Fred Steinmann in Wells.
- Attended the Nevada Mining Association annual conference.
- Participated as a member of the I-80 Loan Fund Committee through RNDC.
- Attended the WNDD Board of Directors meeting.
- Participated as a member of the working group for Travel Nevada's Destination Development program.
- Reviewed the Destination Development applications and participated in the grant award recommendation meeting.

NEVADA PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

- Since before and after the start of the COVID-19 pandemic, the Nevada Procurement Technical Assistance Center (PTAC) continues to be a regular participant of the State of Nevada Department of Business & Industry (B&I)-led Small Business Roundtable Discussion meetings.
- Around since the 1980s, the PTAC continues to offer and provide government contracting-related virtual training such as webinars to its business clients or it participates in webinars for its resource partners' business customers, in order for them to consider diversifying their revenue sources by selling their goods and/or services in the public sector (i.e., local, state, and federal government agencies and government prime contractors inside or outside of Nevada) and competing for contracts and/or subcontracts. The PTAC also provides in-person government contracting outreach and training. Government contracts and subcontracts help Nevada businesses scale and create jobs, keep jobs, and diversify the economy, and businesses work to fulfill their respective missions, while helping government agencies and their prime contractors meet their organizational missions.
 - On September 28, 2022, Nevada PTAC Deputy Director Mr. Nate Jackson, Government Contracts Advisor Mr. Bruce Coney, and Government Contracts Advisor Mr. Ken DuBos interacted with small business owners and representatives and provided government contracting outreach at the

- U.S. Navy's Navy Week event in Reno. The collaborative event at the Reno + Sparks Chamber of Commerce was planned and executed by the U.S. Navy, the Nevada PTAC, and the American Indian Chamber Education Fund PTAC to help Nevada businesses do business with the U.S. Navy.
- On October 4, 2022, Nevada PTAC Director Ms. Joan C. Rueben, Deputy Director Jackson, Government Contracts Advisor Mr. Jeremiah Mesquita, and Government Contracts Advisor Mr. John Rice performed government contracting outreach at the Regional Business Development Advisory Council's Committed to Our Business Community (CTOBC) event at the Las Vegas Convention Center. The event is for Nevada businesses to meet with government procurement professionals and other professionals, and the PTAC has been part of the planning committee for years.
 - On October 13, 2022, Ms. Rueben served as a guest speaker on the topic of government contracting for the Nevada Women's Business Center's Strengthening Entrepreneurial Women (SEW) online networking group.
 - On October 18, 2022, Government Contracts Advisor Mr. Coney and Government Contracts Advisor Mr. DuBos interfaced with small business owners and representatives during an outreach event – a small business resource fair – at the Casino Fandango in Carson City.
 - On October 25, 2022, and at the invitation of the U.S. Small Business Administration (SBA), Ms. Rueben served as a co-speaker -- along with the SBA Nevada District Director Saul Ramos -- on the topic of government contracting at the Nevada Bankers Association Credit and Lenders Conference at the Park MGM Hotel in Las Vegas.
 - On October 27, 2022, the Federal Emergency Management Agency (FEMA), the Nevada PTAC, and the American Indian Chamber Education Fund PTAC hosted a collaborative webinar event to teach Nevada businesses how to pursue government contracting opportunities with FEMA.
- The PTAC continues to teach as well as counsel its clients, on a one-on-one basis, about local, state, and federal government contracting and subcontracting through a variety of methods.
 - Since September 2, 2022, the PTAC has issued email campaigns and/or e-newsletters to its stakeholders for the following (many of which were shared further by GOED Communications via social media and/or by the PTAC's small business resource partners):
 - Past PTAC-Nevada Small Business Development Center (SBDC) co-sponsored monthly virtual training on government contracting and subcontracting topics
 - The September 21, 2022, PTAC-led virtual panel discussion/webinar: "Celebrating National PTAC Day! – A Panel Discussion with the Nevada PTAC Team"
 - The Nevada PTAC team shared how the federal government has a goal to increase the share of contracting dollars awarded to small disadvantaged businesses to 15% by 2025; how every federal government agency is currently assessing available tools to increase opportunities for small businesses and traditionally underserved entrepreneurs, so that they can compete for contracts; and why these are dynamic times for small businesses, including, but are not limited to, small disadvantaged businesses, women-owned small businesses, service-disabled-veteran-owned small businesses, and historically underutilized business zone small businesses, currently in or wanting to be a part of the government marketplace. The PTAC team also shared about the Bipartisan Infrastructure Law and the resulting local, state, and federal government contracting and subcontracting opportunities for Nevada businesses.

- The October 19, 2022, and October 20, 2022, PTAC-led webinars: resources for veteran-owned businesses (by Government Contracts Advisor Mr. Mesquita)
- The October 26, 2022, and October 27, 2022, PTAC-led webinars: local government-related contracting opportunities (by Government Contracts Advisor Mr. Rice)
- the November 16, 2022, and November 17, 2022, PTAC-led webinars: State of Nevada government-related contracting opportunities (by Deputy Director Nate Jackson)
- The PTAC continues to disseminate its monthly e-newsletter, which has included information regarding, but not limited to, the following:
 - COVID-19 Nevada Business Recovery Resources information via B&I's website
 - The federal government's Small Business Innovation Research (SBIR) program and Small Business Technology Transfer (STTR) program contracting opportunities for the nation's small businesses
 - Prospective prime contracting opportunities with the Nevada Air National Guard to provide one of its buildings proper cooling through the removal of the existing chiller system and the installation of a new one
 - Prospective subcontracting opportunities with federal government prime contractor and Nevada PTAC client, S&B Christ Consulting, that won a federal contract in the service area of Phoenix, AZ. The company has requirements in the following areas: concrete masonry, block wall construction, fencing and gate installation, concrete foundation construction, civil site excavation/restoration, asphalt road repair, and heavy equipment.
- PTAC client success stories about contract award wins
 - Nevada PTAC client Rough Rider Consulting, LLC, is a U.S. Department of Veterans Affairs-verified, service-disabled, veteran-owned small business that offers professional services in the following, but not limited to, areas: contact and relationship development, training strategies, interpersonal communication, policy and procedures development, military and commercial aviation, team development and motivation, vision conceptualization and implementation, process knowledge and training, etc. The company was awarded a contract with the Idaho Army National Guard, Alaska Army National Guard, and Oregon Army National Guard. The business was able to create four full-time jobs and keep four full-time jobs.
 - Nevada PTAC client Lira Electric, LLC, is a small business engaged in providing primarily electrical, lighting, fire alarm, and communication installation, and repair services to the federal government as a prime contractor and as a first-tier subcontractor to federal prime contractors. The business won two prime contracts with the 99th Contracting Squadron, Nellis Air Force Base (AFB), a prime contract with the U.S. General Services Administration, and three purchase orders with the 99th Contracting Squadron, Nellis AFB. Based on the contract and purchase order awards, the company was able to create 28 full-time jobs, retain 20 full-time jobs, and create and retain three part-time jobs.
- Website links to local, state, and federal government contracting opportunities and subcontracting opportunities under government prime contractors, all of which contain, formal non-pandemic related and pandemic-related solicitations (e.g., Request for Proposal, Invitation for Bid, etc.) for companies to review, narrow down and target, and compete to win contract and/or subcontract awards

- Upcoming PTAC-led, no-charge webinars and links to recordings of past PTAC webinars
- Per the cooperative agreement with its federal funder, the U.S. Department of Defense (DoD)/Defense Logistics Agency (DLA), and for the program year August 1, 2021 – July 31, 2022, the Nevada PTAC reported the following, including but not limited to, information for the entire program year: (a) \$262,524,320, the overall total of a subset of active clients' contract awards with local, state, and federal government agencies and subcontract awards with government prime contractors (all inside and outside of Nevada), and (b) participation in 37 outreach events. According to DLA, which helps to fund the PTAC with federal dollars to ensure complete alignment with GOED in helping Nevada for-profit businesses, especially the small businesses, pursue government-related procurements at all levels of government, the federal agency shared in November 2020 that \$49,764 is the equivalent of one job (DLA's source is the U.S. Bureau of Labor Statistics). Therefore, the \$262,524,320 amount is the equivalent of (c) about 5,275 jobs.
- Per a separate cooperative agreement with the above-named federal funder, and for the program year August 1, 2022 – July 31, 2023, the Nevada PTAC reported the following, including but not limited to, information for the interim period from August 1, 2022 to September 30, 2022: (a) \$22,320,765, the overall total of a subset of active clients' contract awards with local, state, and federal government agencies and subcontract awards with government prime contractors (all inside and outside of Nevada), and (b) participation in 5 outreach events. Using the above data, the \$22,320,765 amount is the equivalent of (c) about 449 jobs.
- On October 1, 2022, the federal government transitioned the nationwide system of PTACs from under the DLA to the DoD's Office of Small Business Programs at the Pentagon level, in order to elevate the importance of the PTACs' role in sustaining the nation's as well as the respective states' business-industrial base.

NEVADA FILM OFFICE (NFO)

- In August, members of the Nevada Film Office (NFO) and GOED met with local industry leaders to discuss the outlook and challenges of film production in Nevada. Topics of discussion included the lack of infrastructure, including studio/stage space, specialized vendors such as camera houses, and available workforce; the issue of local film graduates pursuing jobs in other states; and the importance of a competitive tax incentive program to draw larger productions to film in the state.
- In October, Ms. Danette Tull, Production and Communications Manager, NFO, Ms. Kim Spurgeon, Incentives Program Manager, NFO, and Mr. Jimmy Humm, Director, Public Policy & Government Affairs, GOED traveled to Atlanta, Georgia to attend the Motion Picture Association's inaugural State of the Industry summit. Panelists included award-winning filmmakers, writers and producers who discussed how to cultivate local industry talent outside of Hollywood. They also toured and met with the Georgia Film Academy, an institution of the higher education system specializing in workforce development for the film industry.
- In November, Mr. Tull, Ms. Spurgeon and Ms. Kristie Holliday, Operations Coordinator, NFO, traveled to Santa Monica, California to attend the annual American Film Market. The Nevada Film Office hosted a booth at the conference that attracts thousands of visitors from over 80 countries that focuses on

independent filmmaking and distribution. The group marketed Nevada as a filmmaking destination and made important industry connections.

- Recent significant productions assisted include television shows BattleBots, which filmed its seventh season at Caesars Entertainment Studios; scenes from The Cleaning Lady, a primetime drama airing on Fox; an episode of the upcoming series Poker Face that filmed in Laughlin; and scenes from the upcoming series Obliterated, from the creators of Cobra Kai to air on Netflix. Significant commercials include Lyft's partnership with Hyundai on their new robotaxi service and the launch commercial for Formula One's Las Vegas Grand Prix.
- As of November 16, 2022, the status of In Progress Productions for the Nevada Film Tax Incentive is summarized below:

Completed Hearings on Tax Applications											
Production Title	Total Budget	NV Direct Expenses	Out of State Payroll in NV	NV Resident Payroll	Total Payroll	Total Nevada	Total FTES	NV FTES	Approved Incentive	Actual Incentive Awarded	Status
In Progress Productions											
BattleBots Season 7	\$ 15,146,061	\$ 7,439,357	\$ 1,602,386	\$ 1,587,713	\$ 3,190,099	\$ 10,629,456	23.2	10.3	\$ 2,077,820		Filming Completed
Hollywood & Crime	\$ 5,144,681	\$ 1,409,281	\$ 2,125,983	\$ 1,011,845	\$ 3,137,828	\$ 4,547,109	14.7	9.5	\$ 845,642		Filming in Process
Ruthless	\$ 1,154,925	\$ 350,683	\$ 235,348	\$ 241,567	\$ 476,915	\$ 827,598	6.3	2.5	\$ 117,079		Filming in Process
TOTAL	\$ 21,445,667	\$ 9,199,321	\$ 3,963,717	\$ 2,841,125	\$ 6,804,842	\$ 16,004,163	44.2	22.3	\$ 3,040,541	\$ -	

HEALTHCARE INDUSTRY

- GOED Healthcare Industry Specialist, Mr. Vance Farrow, 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.
- As the co-chair for the Nevada Partners, Healthy Children, Families and Communities Pillar, Mr. Farrow is leading the grant application process for the NIH Community Partnerships to Advance Science for Society (ComPASS) Program. This grant opportunity will fund \$6M 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.
- Mr. Farrow attended the groundbreaking of the Helios Health and Wellness Campus in North Las Vegas. This historic event is ushering 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.

STAFF ANNOUCEMENTS

- Ms. Jessica Murillo has joined GOED as the Accounting and Administrative Assistant in the Carson City office. Jessica has worked in a wide range of industries including Manufacturing, Business Spend Management Software, and a small Technology company. Jessica provided administrative support, customer service and accounting which included Accounts Payable/Receivable previously in her professional career and looks forward to working at GOED.
- Ms. Melanie Sheldon moved to the position of Senior Director of Business Development, GOED. Ms. Sheldon has been with GOED for seven years and recently moved from the Director of Business Development-southern Nevada position. Ms. Sheldon has spent her career, at GOED, involved in company recruitment and retention, site selection processes, the state Tax Abatement, Catalyst and Transferrable Tax Credit Programs, Economic Impact assessment, RDA, Municipal and stakeholder engagement, and Legislative Reporting.