#### MOBE, LLC

Jeff Warren, Chief Financial Officer

Headquarters and Research & Development

Business Type: New

Development Authority Representative: Stan Thomas, EDAWN

#### **APPLICATION HIGHLIGHTS**

- MOBE, LLC (MOBE) is considering establishing a Headquarters and R&D Innovation Incubator in Reno.

County: Washoe County

- The Reno facility will house key roles including guided management, engagement specialists, and data scientists. The company also anticipates

building new teams in the fields of digital and creative content development.

- MOBE is considering the formation of additional related healthcare startup companies, which could also be headquartered in Reno.

#### PROFILE

MOBE is a guided health solutions company that partners with health insurance companies, and large employers across the US, to provide innovative health solutions based on principals of self-management and with the goal to improve outcomes and lower healthcare costs. The company was founded in 2014 after identifying a gap in the healthcare system where covered plan members may not be receiving the assistance necessary to address their unique health challenges. These members have chronic issues that can have a significant impact on their daily lives, and as a result they end up using the healthcare system, more often than others, in search of relief. Until now, health plans only offered additional services, to people with serious or complex conditions, when they hit a certain spend threshold. MOBE makes it possible to reach more people who need extra support and attention, offering tailored solutions based on self-management to get them feeling better. MOBE services are offered as part of a patient's existing insurance plan, at no additional cost. MOBE's resources can be accessed via phone, through the MOBE Health Guide app, or online. The success of self-management is a key component in MOBE's programming and also been supported by organizations like the National Institutes of Health and the National Academies of Sciences, Engineering, and Medicine. Overall, MOBE's model has potential to positively impact population health, medical spending, and outcomes for health plans, employers, and plan members alike. *Source: MOBE, LLC* 

#### SIGNIFICANCE OF ABATEMENTS IN THE COMPANY'S DECISION TO RELOCATE/EXPAND

In addition to a number of parameters that made Reno attractive, such as business tax structure, language capabilities, local talent pool, Reno / Vegas medical schools, proximity to Silicon Valley, and logistical advantages offered by the region, the State Incentive Program is a key factor driving intent to locate operations in Nevada. Given the relatively high cost of MOBE's employee profile, and its desire to hire 50 to 200 people over the next 2 years, having access to an incentive such as the modified business tax abatement is financially compelling. *MOBE, LLC* 

| REQUIREMENTS                                | <b>Statutory</b>                  | <b>Application</b>               | Sufficient                         | <u>% Over / Under</u> |
|---|-----------------------------------|----------------------------------|------------------------------------|-----------------------|
| Job Creation                                | 50                                | 100                              |                                    | 100%                  |
| Average Wage                                | \$22.54                           | \$65.53                          | Company meets                      | 191%                  |
| Equipment Capex (SU & MBT)                  | \$1,000,000                       | \$1,000,000                      | abatement eligibility              | 0%                    |
| Equipment Capex (PP)                        | \$1,000,000                       | \$1,000,000                      | requirements                       | 0%                    |
| INCENTIVES                                  | <b>Requested Terms</b>            | Estimated \$ Amount              |                                    |                       |
| Sales Tax Abmt.                             | 2% for 2 years                    | \$62,650                         |                                    |                       |
| Modified Business Tax Abmt.                 | 50% for 4 years                   | \$541,422                        |                                    |                       |
| Personal Property Tax Abmt.                 | 50% for 10 years                  | \$16,409                         |                                    |                       |
| Total                                       |                                   | \$620,481                        |                                    |                       |
| JOB CREATION                                | Contracted                        | 24-Month Projection              | 5-Year Projection                  |                       |
|   | 50                                | 100                              | 300                                |                       |
| OTHER CAPITAL INVESTMENT                    | Land                              | <b>Building Purchase</b>         | <b>BTS / Building Improvements</b> |                       |
|   | \$0                               | \$1,600,000                      | \$7,000,000                        |                       |
| ECONOMIC IMPACT ESTIMATES (1                | 0-Year Cumulative)                | Total                            | Construction                       |                       |
| Total Jobs Supported                        |                                   | 744                              | 75                                 |                       |
| Total Payroll Supported                     |                                   | \$468,981,776                    | \$3,459,648                        |                       |
| Total Output Estimate                       |                                   | \$1,110,460,576                  | \$11,167,560                       |                       |
| Estimate includes jobs, payroll & output by | the company assisted as well as t | he secondary impacts to other lo | ocal businesses.                   |                       |
| NEW TAX REVENUE ESTIMATES (1                | 0-Year Cumulative)                | Direct                           | Indirect                           | <u>Total</u>          |
| Local Taxes                                 |                                   |                                  |                                    |                       |
| Property                                    |                                   | \$889,776                        | \$9,365,479                        | \$10,255,255          |
| Sales                                       |                                   | \$285,058                        | \$7,587,405                        | \$7,872,463           |
| Lodging                                     |                                   | \$0                              | \$224,036                          | \$224,036             |
| State Taxes                                 |                                   |                                  |                                    |                       |
| Property                                    |                                   | \$43,342                         | \$547,644                          | \$590,986             |
| Sales                                       |                                   | \$111,000                        | \$2,907,687                        | \$3,018,687           |
| Modified Business                           |                                   | \$3,800,991                      | \$1,943,747                        | \$5,744,738           |
| Lodging                                     |                                   | <u>\$0</u>                       | <u>\$74,679</u>                    | <u>\$74,679</u>       |
| Total                                       |                                   | \$5,130,167                      | \$22,650,677                       | \$27,780,844          |
|   |                                   |                                  |                                    |                       |
| NEVADA BUSINESS LICENSE                     |                                   |                                  |                                    |                       |

#### EMPLOYEE BENEFITS

- Percentage of health insurance covered by company: 65%.

- Health care package cost per employee - \$8,681 annually with options for dependents.

- PTO/Sick/Vacation, Merit Increases, Tuition Assistance, Retirement Plan/ Profit Sharing / 401(K), Bonus.

#### NOTES

- Percentage of revenue generated by the new jobs contained in this application from outside Nevada: 80%.

- The company is also considering Minnesota, Oregon, and Las Vegas as potential locations.



February 11, 2019

Director Paul Anderson Governor's Office of Economic Development 808 West Nye Lane Carson City, NV 89703

Re: MOBE, LLC

Dear Paul;

EDAWN hereby supports the application of MOBE, LLC for the Sales & Use, Modified Business, and Personal Property Tax Abatements.

MOBE works with health insurance companies and large employers to provide an innovative guided health solution based on principals of self-management with the goal to improve outcomes and lower healthcare costs. The company plans to expand their operations to Reno and increase their capacity in key roles including guided management, engagement specialists, data scientists, other operations teams, and a new dual corporate headquarters (in addition to its current headquarters in Plymouth, MN).

MOBE will be investing approximately \$1,000,000 in capital equipment and plans to hire 100 employees by the end of year two at an average wage of \$65.00 per hour. By the end of year five they plan to have 300 employees.

The company's compensation package includes medical, dental, and vision insurance. Other benefits include merit increases, PTO/sick/vacation, retirement plan/profit sharing/401K, bonus, COLA adjustment, and tuition assistance. Employee health insurance is covered 65% by the company and commences upon employment.

EDAWN supports this application as the company meets three of three incentive requirements. Your consideration and support of the incentive application for MOBE, LLC is a significant factor in their pending decision to expand in northern Nevada and speaks favorably to the State's business-friendly environment.

Sincerely,

Stan Thomas

Stan Thomas EDAWN, Executive Vice-President Business Development



MOBE, LLC 3033 Campus Dr, Suite E180 Plymouth, MN 55441

February 6, 2019

Governor's Office of Economic Development 808 West Nye Lane Carson City, NV 89703

**Dear Commission Members:** 

MOBE works with health insurance companies and large employers to deliver innovative guided health solutions based on principals of self-management. Our success is based on the ability to improve outcomes and lower healthcare spend. Given the growth experienced in the last couple of years, and our desire to scale, we plan on expanding our presence from our current location in Plymouth, Minnesota, to Reno Nevada. We intend to hire and train employees from the local Reno area, and begin to operate key functions out of the Reno facility. The target date for the expansion is Q2 / Q3 2019.

MOBE's decision to expand our operations to Reno was based on several factors, including the business tax structure, language capabilities, local talent pool, Reno / Vegas medical schools, proximity to Silicon Valley and other logistical advantages offered by the region. In addition, MOBE is aware of the benefits of the State Incentive Program, which also played a critical factor in our decision to expand to Reno.

The expansion plan to Reno involves increasing our capacity in key roles including guided management, engagement specialists, and data scientists. Our expectation is to also build new teams in the fields of digital and creative content development. In support of our expansion, we intend to invest in capital equipment, primarily in the form of furniture and fixtures. In order to staff and perform our operations, the plan is to hire a total of 50 - 200 employees over the next two years. The average annual wage for hired employees is projected to be ~\$135k per year. We are also considering moving two higher paid senior executives to Reno. This group of individuals will be providing care for patients across the nation, and therefore exporting most of their services. Additionally, we are considering the formation of a couple of other related healthcare startup companies, which could be headquartered in Reno.

We are excited about the opportunities presented by this expansion and the advantages that locating this facility in Reno will offer our company. In conjunction with Nevada's business-friendly environment, we see this as a first step in what will be increased growth for MOBE.

Sincerely,

Chad Martinson, MOBE Board Member

Chad Martinon

Chris Cronin, Chief Operating Officer

2 Som

# MOBĒ

March 11, 2019

Mr. Paul Anderson

Executive Director

Nevada Governor's Office of Economic Development

555 E. Washington Avenue, Suite 5400

Las Vegas, NV 89101

# RE: APPLICATION FOR INCENTIVES - REQUEST FOR

# CONFIDENTIALITY OF RECORDS AND DOCUMENTS

Dear Director Anderson:

On February 06, 2019 MOBE, LLC submitted an application to you as the Executive Director of the State of Nevada Governor's Office of Economic Development ("GOED") requesting approval of economic incentives for the new operation in Washoe County, Nevada. The purpose of this letter is to request that any and all records and other documents in GOED's possession concerning initial contact with, research and planning for MOBE, LLC, including but not limited to certain information in that application, and if amended, all be kept confidential pursuant to Section 4 of Assembly Bill No. 17 (2015 Regular Session) as codified in NRS 231.069.

Please be advised that MOBE, LLC specifically deems the following information proprietary and confidential:

- (i) The detailed schedule of Capital Equipment List, 5(A);
- (ii) The detailed schedule of Employment List, 5(B);
- (iii) The detailed schedule of Evaluation of Health Plan, 5(C); and
- (iv) The Powerpoint presentation attached to MOBE's application.

Thank you for your consideration. If you have any questions or require any further information, please do not hesitate to contact me.

Theor Jeff Warren

CFO MOBE, LLC

# **REQUEST FOR CONFIDENTIALITY DETERMINATION**

Pursuant to NRS 231.069, and upon the request of applicant MOBE LLC, the Executive Director of the Office has determined the:

- The detailed schedule of Capital Equipment List, 5(A) (i)
- The detailed schedule of Employment List, 5(B) (ii)

are confidential proprietary information of the business, are not public records, and shall be redacted in its entirety from the copy of the application that is disclosed to the public.

Paul Anderson **Executive Director** 

**Empowering Success** 

| Section I - Type of Incentives   |  |   |   |  |
|--|--|---|---|--|
| Please check all that the company is applying for on this application:   |  |   |   |  |
| ☑ Sales & Use Tax Abatement  | es & Use Tax Deferral  |   |   |  |
| ☑ Modified Business Tax Abatement  | cycling Real Property Tax Abatement  | t   |   |  |
| Personal Property Tax Abatement  | ner:   |   |   |  |
| Section 2 - Corporate Information  |  |   |   |  |
| COMPANY NAME (Legal name under which business will be transacted   | in Nevada)   |   | FEDERAL TAX   | K ID #   |
| MOBE, LLC  |  | 07.17   | 46 533 0952   | 710  |
| CORPORATE ADDRESS<br>3033 Campus Dr, Suite E180  | CITY / TOWN<br>Plymouth  | MN  | E / PROVINCE  | ZIP<br>55441   |
| MAILING ADDRESS TO RECEIVE DOCUMENTS (If different from above  | -  |   | E / PROVINCE  | ZIP  |
| TELEPHONE NUMBER   | WEBSITE  |   |   |  |
| (844) 841-9725   | https://www.mobeforl   | ife.com/  |   |  |
| COMPANY CONTACT NAME   | COMPANY CONTACT TITL   | .E  |   |  |
| Jeff Warren  | Chief Financial Officer  |   |   |  |
| E-MAIL ADDRESS   | PREFERRED PHONE NUM  | 1BER  |   |  |
| jeff.warren@mobeforlife.com  | 651-333-0253   |   |   |  |
| Has your company ever applied and been approved for incentives available by If Yes, list the program awarded, date of approval, and status of the accounts (a  |  | lopment?  |   | Yes 🔽 No   |
| Section 3 - Program Requirements   |  |   |   |  |
| <ul> <li>A capital investment of \$1,000,000 in eligible equipment in urban areas businesses. In cases of expanding businesses, the capital investment in business.</li> <li>New businesses locating in urban areas require fifty (50) or more perm quarter in which the abatement becomes effective. In rural areas, the remployees on its payroll by 10% more than its existing employees prior greater.</li> <li>In urban areas, the average hourly wage that will be paid by the busine in rural areas, the average hourly wage will equal or exceed the lesser wage.</li> <li>Note: Criteria is different depending on whether the business is in a court "urban" area), or if the business is in a county whose population is</li> </ul> | nust equal at least 20% of the value of the anent, full-time employees on its payroll lequirement is ten (10) or more. For an exer to expansion, or by 25 (urban) or 6 (rurans to expansion) or 6 (ru | ne tangible proj<br>by the eighth c<br>pansion, the b<br>al) employees,<br>of the average<br>or statewide a<br>e or a city who: | perty owned by the<br>alendar quarter follo<br>usiness must increa<br>whichever is<br>e statewide hourly v<br>verage hourly<br>se population is 60, | owing the calendar<br>use the number of<br>vage. For<br>000 or more (i.e., |
| Type of Facility:  |  |   |   |  |
| Headquarters   | Service Provide  | r   |   |  |
| Technology   | Distribution / Fu  | lfillment   |   |  |
| Back Office Operations   | Manufacturing  |   |   |  |
| □<br>□ Research & Development / Intellectual Property  | ☑ Other: Dual  | I HQ  |   |  |
| PERCENTAGE OF REVENUE GENERATED BY THE NEW JOBS<br>CONTAINED IN THIS APPLICATION FROM OUTSIDE NEVADA<br>80%  | EXPECTED DATE OF NEW<br>Q2 / Q3 2019   | / / EXPANDE   | D OPERATIONS  | (MONTH / YEAR)   |
| NAICS CODE / SIC<br>621999   | INDUSTRY TYPE<br>Healthcare Services   |   |   |  |
| DESCRIPTION OF COMPANY'S NEVADA OPERATIONS   |  |   |   |  |
| Act as second headquarters with the following key functions: guided ma   | anagement, engagement specialists,   | data scientist  | s, digital and crea   | tive content.  |
| PROPOSED / ACTUAL NEVADA FACILITY ADDRESS  | CITY / TOWN  | COUN  | ITY   | ZIP  |
| Considering 2 locations in Reno: 1 E. Liberty St., Ste 101 & 750 East 5  |  |   | be County   | 89501  |
| WHAT OTHER STATES / REGIONS / CITIES ARE BEING CONSIDERE<br>Minnesota, Oregon, Las Vegas   | ED FOR YOUR COMPANY'S RELOC  | ATION / EXP   | ANSION / START  | UP?  |
|  | 1  |   |   |  |

## Nevada Governor's Office of

# ECONOMIC DEVELOPMENT

# **Incentive Application**

MOBE, LLC Company Name:

Date of Application:

# February 6, 2019

| MOBE, LLC   | uuuj                                   |             | 46 533 095 |            |      |   |
|---|--|-------------|------------|------------|------|---|
| CORPORATE ADDRESS<br>3033 Campus Dr. Suite E180                                     |  | STATE<br>MN | / PROVINCE | ZIP<br>554 |      |   |
| MAILING ADDRESS TO RECEIVE DOCUMENTS (If different from above)                      | 1                                      |             | / PROVINCE |            |      | • |
| TELEPHONE NUMBER  | WEBSITE                                |             |            |            |      | - |
| (844) 841-9725  | https://www.mobeforlife.com            | <u>m/</u>   |            |            |      |   |
| COMPANY CONTACT NAME  | COMPANY CONTACT TITLE                  |             |            |            |      |   |
| Jeff Warren   | Chief Financial Officer                |             |            |            |      |   |
| E-MAIL ADDRESS<br>jeff.warren@mobeforlife.com                                       | PREFERRED PHONE NUMBER<br>651-333-0253 |             |            |            |      | • |
| Has your company ever applied and been approved for incentives available by the Gov | •                                      | ıt?         |            | □ Yes      | √ No |   |

| Headquarters  | Service Provider  |
|---|---|
| ☑ Technology  | Distribution / Fulfillment  |
| Back Office Operations  | Manufacturing   |
| Research & Development / Intellectual Property  | ☑ Other: Dual HQ  |
| PERCENTAGE OF REVENUE GENERATED BY THE NEW JOBS<br>CONTAINED IN THIS APPLICATION FROM OUTSIDE NEVADA<br>80% | EXPECTED DATE OF NEW / EXPANDED OPERATIONS (MONTH / YEAR)<br>Q2 / Q3 2019   |
| NAICS CODE / SIC<br>621999  | INDUSTRY TYPE<br>Healthcare Services  |
| DESCRIPTION OF COMPANY'S NEVADA OPERATIONS  |   |
| Act as second headquarters with the following key functions: guided manager                                 | ent, engagement specialists, data scientists, digital and creative content. |
| PROPOSED / ACTUAL NEVADA FACILITY ADDRESS   | CITY / TOWN COUNTY ZIP  |
| Considering 2 locations in Reno: 1 E. Liberty St., Ste 101 & 750 East 5th                                   | Reno Washoe County 89501  |
| WHAT OTHER STATES / REGIONS / CITIES ARE BEING CONSIDERED FO  | YOUR COMPANY'S RELOCATION / EXPANSION / STARTUP?                            |
| Minnesota, Oregon, Las Vegas  |   |

Company is an / a: (check one)

New location in Nevada

Expansion of a Nevada company

## Section 5 - Complete Forms (see additional tabs at the bottom of this sheet for each form listed below)

Check the applicable box when form has been completed.

5 (A) 🔽 Equipment List

5 (B) **Section** Employment Schedule

5 (C) 🗹 Evaluation of Health Plan, with supporting documents to show the employer paid portion of plan meets the minimum of 65%.

| New Operations / Start Up - Plans Over the Next Ten Years |              | Expansions - Plans Over the Next 10 Years                            |  |  |
|---|--------------|--|--|--|
| Part 1. Are you currently/planning on                     |              | Part 1. Are you currently leasing space in Nevada?                   |  |  |
| leasing space in Nevada?                                  | Yes          | If No, skip to Part 2. If Yes, continue below:                       |  |  |
|   |              | What year(s)?  |  |  |
| What year(s)?   | 2019         | How much space (sq. ft.)?  |  |  |
| How much space (sq. ft.)?                                 | ~2,600       | Annual lease cost at current space:                                  |  |  |
| Annual lease cost of space:                               | \$66,000.00  | Due to expansion, will you lease additional space?                   |  |  |
| <br>Do you plan on making building tenant improvements?   | No           | If No, skip to Part 3. If Yes, continue below:                       |  |  |
|   |              | Expanding at the current facility or a new facility?                 |  |  |
| When to make improvements (month, year)?                  |              | What year(s)?  |  |  |
| -   |              | How much expanded space (sq. ft.)?                                   |  |  |
| Part 2. Are you currently/planning on                     |              | Annual lease cost of expanded space:                                 |  |  |
| buying an owner occupied facility in Nevada?              | No           | Do you plan on making building tenant improvements?                  |  |  |
| If No, skip to Part 3. If Yes *, continue below:          |              | If No, skip to Part 3. If Yes *, continue below:                     |  |  |
| Purchase date, if buying (month, year):                   |              | When to make improvements (month, year)?                             |  |  |
| How much space (sq. ft.)?                                 |              |  |  |  |
| _<br>Do you plan on making building improvements?         |              | Part 2. Are you currently operating at an                            |  |  |
|   |              | owner occupied building in Nevada?                                   |  |  |
| -<br>When to make improvements (month, year)?             |              | If No, skip to Part 3. If Yes, continue below:                       |  |  |
| · · · · · · · · · · ·                                     |              | How much space (sq. ft.)?  |  |  |
| Part 3. Are you currently/planning on                     |              | Current assessed value of real property?                             |  |  |
| building a build-to-suit facility in Nevada?              | Yes          | Due to expansion, will you be making building improvements?          |  |  |
| If Yes *, continue below:                                 |              | If No, skip to Part 3. If Yes *, continue below:                     |  |  |
| When to break ground, if building (month, year)?          | Q3 / Q4 2019 | When to make improvements (month, year)?                             |  |  |
| Estimated completion date, if building (month, year):     | Q3 / Q4 2020 |  |  |  |
| How much space (sq. ft.)?                                 | 24,000       | Part 3. Do you plan on building or buying a                          |  |  |
|   |              | new facility in Nevada?  |  |  |
|   |              | If Yes *, continue below:  |  |  |
|   |              | Purchase date, if buying (month, year):                              |  |  |
|   |              | When to break ground, if building (month, year)?                     |  |  |
|   |              | Estimated completion date, if building (month, year):                |  |  |
|   |              | How much space (sq. ft.)?  |  |  |
| ease complete Section 7 - Capital Investment for New Oper |              | * Please complete Section 7 - Capital Investment for Expansions belo |  |  |

BRIEF DESCRIPTION OF CONSTRUCTION PROJECT AND ITS PROJECTED IMPACT ON THE LOCAL ECONOMY (Attach a separate sheet if necessary):

| Section 7 - Capital Investment (Fill in either New Operations/Startup or Expansion, not both.)          |  |  |  |  |  |
|---|--|--|--|--|--|
| New Operations / Start Up   | Expansions   |  |  |  |  |
| How much capital investment is planned? (Breakout below):   | How much capital investment is planned? (Breakout below):                                  |  |  |  |  |
| Building Purchase (if buying): \$1,600,000  | Building Purchase (if buying):   |  |  |  |  |
| Building Costs (if building / making improvements): \$7,000,000   | Building Costs (if building / making improvements):  |  |  |  |  |
| Land:   | Land:  |  |  |  |  |
| Equipment Cost: \$1,000,000   | Equipment Cost:  |  |  |  |  |
| Total: \$9,600,000  | Total:   |  |  |  |  |
|   |  |  |  |  |  |
|   | Is the equipment purchase for replacement  |  |  |  |  |
|   | of existing equipment?   |  |  |  |  |
|   | Current assessed value of personal property in NV:   |  |  |  |  |
|   | (Must attach the most recent assessment from the County Assessor's Office.)                |  |  |  |  |
| Section 8 - Employment (Fill in either New Operations/  | Startup or Expansion, not both.)   |  |  |  |  |
| New Operations / Start Up   | Expansions   |  |  |  |  |
| How many full-time equivalent (FTE*) employees will be created by the                                   | How many full-time equivalent (FTE*) employees will be created by the                      |  |  |  |  |
| end of the first eighth quarter of new operations?: 100   | end of the first eighth quarter of expanded operations?:                                   |  |  |  |  |
| Average hourly wage of these <u>new</u> employees: \$65.53  | Average hourly wage of these <u>new</u> employees:   |  |  |  |  |
|   | How many FTE employees prior to expansion?:  |  |  |  |  |
|   | Average hourly wage of these existing employees:   |  |  |  |  |
|   | Total number of employees after expansion:   |  |  |  |  |
| * FTE represents a permanent employee who works an average of 30 hours per we set forth in NAC 360.474. | ek or more, is eligible for health care coverage, and whose position is a "primary job" as |  |  |  |  |
| OTHER COMPENSATION (Check all that apply):  |  |  |  |  |  |
|   | Tuition assistance I Bonus   |  |  |  |  |
| PTO / Sick / Vacation     COLA adjustments  | Retirement Plan / Profit Sharing / 401(k) Other:   |  |  |  |  |
| BRIEF DESCRIPTION OF ADDITIONAL COMPENSATION PROGRAMS AND ELI   | GIBILITY REQUIREMENTS (Attach a separate sheet if necessary):                              |  |  |  |  |
| Section 9 - Employee Health Insurance Benefit Program   | 1  |  |  |  |  |
| Is health insurance for employees and an option for dependents offered?:                                | ☑ Yes (copy of benefit plan must be attached) □ No   |  |  |  |  |
| Package includes (check all that apply):  |  |  |  |  |  |
| Medical     Image: Medical   Image: Wision   Image: Dental  | Other:   |  |  |  |  |
| Qualified after (check one):  |  |  |  |  |  |
| ☑ Upon employment   | □ Six months after hire date □ Other:  |  |  |  |  |
| Health Insurance Costs:   | Percentage of health insurance coverage by (min 65%):                                      |  |  |  |  |
| Cost of health insurance for company (annual amount per employee):                                      | \$ 8,681.00 Company: 65%   |  |  |  |  |
| Health Plan annual out-of-pocket maximum (individual):  | \$ 3,500.00 Employee: 35%  |  |  |  |  |

[SIGNATURE PAGE FOLLOWS]

#### Section 10 - Certification

I, the undersigned, hereby grant to the Governor's Office of Economic Development access to all pertinent and relevant records and documents of the aforementioned company. I understand this requirement is necessary to qualify and to monitor for compliance of all statutory and regulatory provisions pertaining to this application.

Being owner, member, partner, officer or employee with signatory authorization for the company, I do hereby declare that the facts herein stated are true and that all licensing and permitting requirements will be met prior to the commencement of operations. In addition, I and /or the company's legal counsel have reviewed the terms of the GOED Tax Abatement and Incentives Agreement, the company recognizes this agreement is generally not subject to change, and any material revisions have been discussed with GOED in advance of board approval.

| Jeff Warren | Jeff | Wa | rren |
|-------------|------|----|------|
|-------------|------|----|------|

Name of person authorized for signature

**Chief Financial Officer** 

Title

# Jeff Warren

Signature

February 6, 2019

Date

## Nevada Governor's Office of Economic Development

555 E. Washington Ave., Ste 5400 • Las Vegas, Nevada 89101 • 702.486.2700 • (Fax) 702.486.2701 • www.diversifynevada.com

# **Site Selection Factors**

Company Name: MOBE, LLC

#### Section I - Site Selection Ratings

Directions: Please rate the select factors by importance to the company's business (1 = very low; 5 = very high). Attach this form to the Incentives Application.

| 5 | Transportation infrastructure:              | 3   |
|---|---|---|
| 3 | Transportation costs:                       | 3   |
| 3 | State and local tax structure:              | 5   |
| 3 | State and local incentives:                 | 5   |
| 2 | Business permitting & regulatory structure: | 3   |
| 2 | Access to higher education resources:       | 5   |
|   | 5<br>3<br>3<br>3<br>2<br>2                  | 3Transportation costs:3State and local tax structure:3State and local incentives:2Business permitting & regulatory structure: |

Please summarize the importance of the abatement program to your decision (please include at least a paragraph summary):

On top of a number of parameters that made Reno attractive (business tax structure, language capabilities, local talent pool, Reno / Vegas medical schools, proximity to Silicon Valley and other logistical advantages offered by the region), the benefits of the State Incentive Program are a key factor driving our intent to expand in that location. Given the relatively high cost of our employee profile, and our desire to hire 50 to 200 people over the next 2 years, having access to an incentive such as the modified business tax abatement is very compelling financially.

# **Equipment Schedule, Detailed**

The Office has determined the detailed equipment schedule as described in this application constitutes confidential proprietary information of MOBE, LLC, and is not a public record.

# **Employment Schedule, Detailed**

The Office has determined the detailed employment schedule as described in this application constitutes confidential proprietary information of MOBE, LLC, and is not a public record.

# 5(C) Evaluation of Health Plans Offered by Companies

| Company Name: MOBE, LLC   | County:        | Wash                     | be County        |
|---|----------------|--------------------------|------------------|
| Total Number of Full-Time Employees:  |                | 100                      |                  |
| Average Hourly Wage per Employee<br>Average Annual Wage per Employee (implied)  | \$             | \$65.00<br>135,200.00    |                  |
| Annual Cost of Health Insurance per Employee<br>Percentage of Cost Covered by:<br>Company<br>Employee   |                | \$8,681.00<br>65%<br>35% |                  |
| Health Plan Annual Out-of-Pocket Maximum  |                | \$3,500                  |                  |
| Generalized Criteria for Essential Health Benefits (EHB)<br>[following requirements outlined in the Affordable Care Act and US Co<br>Covered employee's premium not to exceed 9.5% of annual wage   | ode, including | 42 USC Section<br>3.5%   | on 18022]<br>MMQ |
| Annual Out-of-Pocket Maximum not to exceed \$7,150 (2017)   |                | \$3,500                  | MMQ              |
| <ul> <li>Minimum essential health benefits covered (Company offers PPO):</li> <li>(A) Ambulatory patient services</li> <li>(B) Emergency services</li> <li>(C) Hospitalization</li> <li>(D) Maternity and newborn care</li> <li>(E) Mental health/substance use disorder/behavioral health treatm</li> <li>(F) Prescription drugs</li> <li>(G) Rehabilitative and habilitative services and devices</li> <li>(H) Laboratory services</li> <li>(I) Preventive and wellness services and chronic disease manager</li> <li>(J) Pediatric services, including oral and vision care</li> </ul> |                |                          |                  |
| No Annual Limits on Essential Health Benefits   |                | <b>√</b>                 |                  |

I, the undersigned, hereby declare to the Governor's Office of Economic Development that the facts herein stated are true, and that I have attached sufficient plan information highlighting where our plan reflects meeting the 65% minimum threshold for the employe paid portion of the plan for GOED to independently confirm the same.

| Jeff Warren |  |
|-------------|--|
|-------------|--|

Name of person authorized for signature

Chied Financial Officer

Title

Jeff Warren

Signature

2/6/2019

Date