

Board Summary

Nikkiso Cryo, Inc
4661 Eaker Street North Las Vegas, NV 89081
Kerry H. Walters, Controller
Manufacturing

Date: March 21, 2019
 Main Location: Carson City

Business Type: Expansion County: Clark County Development Authority Representative: Perry Ursem, LVGEA

APPLICATION HIGHLIGHTS

- Nikkiso Cryo, Inc. (NCI) is planning an expansion of its North Las Vegas facility.
- The expansion project will consolidate two of the company's locations and include investment in building improvements, new equipment, and hiring.
- NCI is one of two major companies in the world that manufacture cryogenic submersible pumps.

PROFILE

NCI operates as a subsidiary of Nikkiso Co. Ltd. and is one of the world's foremost suppliers of submerged motor liquefied gas pumps. The company develops, manufactures, engineers, and tests cryogenic pumps for liquefied natural gas needs. NCI offers fixed in-tank pumps for use on liquefied natural gas carriers, suction vessel mounted pumps for process applications (liquefaction and regasification), and removable in-tank pumps. Additionally, the company provides after sales services in the areas of ongoing service and support, installation, pump operating condition monitoring, field service and maintenance, technical assistance, repair or replacement, and pump design aspects. NCI also operates state-of-the-art testing facilities. In Las Vegas, the company can perform witnessed tests on Liquid Nitrogen (LN2), Liquefied Natural Gas (LNG) and Liquefied Petroleum Gas (LPG), and its Tokyo facility can perform witnessed tests on LN2. As the leader in floating LNG, NCI is the only company to complete a full-scale, seaworthy qualification test for high-pressure pumps prior to installation on regasification vessels. In addition to its production and test facilities in the USA and Japan, NCI has sales offices in Houston, London, and Tokyo which provide prompt and full support to customers worldwide. NCI readily complies with the Nevada Division of Environmental Protection (NDEP) and with the environmental laws and regulations of the Nevada Revised Statutes and the Nevada Administrative Code. *Source: Nikkiso Cryo, Inc.*

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

NCI is interested in any supporting abatements that may be available during its expansion project's building construction phase and also for the purchase of new equipment to support the expansion. The cryogenic pump business is growing as the need for clean-green fuels are increasing. The company plans to grow its revenue by 18% and its staff by 26% over the forthcoming two years. *Source: Nikkiso Cryo, Inc.*

REQUIREMENTS	Statutory	Application	Sufficient	% Over / Under
Job Creation	25	29		16%
Average Wage	\$22.54	\$29.83	Company meets	32%
Equipment Capex (SU & MBT)	\$404,587	\$3,317,000	abatment eligibility	720%
Equipment Capex (PP)	\$404,587		requirements	720%

INCENTIVES	Requested Terms	Estimated \$ Amount
Sales Tax Abmt.	2% for 2 years	\$207,313
Modified Business Tax Abmt.	50% for 4 years	\$44,397
Personal Property Tax Abmt.	50% for 10 years	\$109,185
Total		\$360,895

JOB CREATION	Contracted	24-Month Projection	5-Year Projection
	25	29	45

OTHER CAPITAL INVESTMENT	Land	Building Purchase	BTS / Building Improvements
	\$0	\$0	\$3,000,000

ECONOMIC IMPACT ESTIMATES (10-Year Cumulative)	Total	Construction
Total Jobs Supported	124	33
Total Payroll Supported	\$62,618,033	\$1,573,275
Total Output Estimate	\$374,159,484	\$4,774,670

Estimate includes jobs, payroll & output by the company assisted as well as the secondary impacts to other local businesses.

NEW TAX REVENUE ESTIMATES (10-Year Cumulative)	Direct	Indirect	Total
Local Taxes			
Property	\$278,256	\$1,867,350	\$2,145,606
Sales	\$121,875	\$1,147,834	\$1,269,709
Lodging	\$0	\$58,086	\$58,086
State Taxes			
Property	\$15,219	\$107,951	\$123,170
Sales	\$105,340	\$388,232	\$493,572
Modified Business	\$262,667	\$506,697	\$769,364
Lodging	\$0	\$20,368	\$20,368
Total	\$783,357	\$4,096,518	\$4,879,875

NEVADA BUSINESS LICENSE
<input checked="" type="checkbox"/> Current <input type="checkbox"/> Pending <input type="checkbox"/> Will comply before receiving incentives

EMPLOYEE BENEFITS

- Percentage of health insurance covered by company: 70%.
- Health care package cost per employee - \$5,198 annually with options for dependents.
- Overtime, 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: 99%.



February 7, 2018

Mr. Paul Anderson

Executive Director
Nevada Governor's Office of Economic Development
555 E. Washington Avenue, Suite 5400
Las Vegas, Nevada 89101

Dear Mr. Anderson,

Nikkiso Cryo, Incorporated (herein "Nikkiso") is applying to the State of Nevada for the Sales and Use Tax Abatement, Modified Business Tax Abatement, and Personal Property Tax Abatement. We request their application be placed on the agenda for the March 2019 GOED Board Meeting.

Nikkiso is exploring their options to expand operations in Southern Nevada from a current staff of 112 by hiring 29 additional employees over the next 24 months. These new hires will make an average hourly wage of \$29.83 and be provided with a generous benefits package. Nikkiso will make a capital investment of \$6.3 million dollars, which includes approximately \$3.3 million in capital equipment.

Our team has reviewed Nikkiso's application and found it to comply with Nevada's statutory requirements for tax abatements. This application has the full support and endorsement of the Las Vegas Global Economic Alliance. We appreciate your consideration in this matter.

Sincerely,

A handwritten signature in blue ink, appearing to read "Perry Ursem", is written over a faint blue circular stamp.

Perry Ursem
Vice President, Business Retention and Expansion

Enclosure

February 6, 2019

Paul Anderson
Executive Director
Nevada Governor's Office of Economic Development
555 E Washington Ave
Suite 5400
Las Vegas, NV 89101

Dear Mr. Anderson

Nikkiso Co. LTD entered into a license agreement with JC Carter in 1987 to manufacture cryogenic pumps. The cryogenic pumps are used to pump liquified natural gases and liquified propane gases. The temperatures of these gas when liquified are minus 260F and minus 160F.

In 1996, Nikkiso Co. LTD needed to expand their operations. Factors that were considered were climate, state tax structure, location, other economic and logistic factors. They built the test stand facility which is now located at 4661 Eaker Street, North Las Vegas. For many years they tested between 30-50 pumps a year. Over the years, Nikkiso Co. LTD continued to expand the operations by adding additional buildings for administrative and production work and a new warehouse facility. The employee count also increased over the years from 30 to 60 employees. By 2007 the number of pump tests had increased to about 100 per year.

Nikkiso Co. LTD formed a business named Nikkiso LNG Testing Inc. in June 1996. In June 2000, the company name was changed to its current name of Nikkiso Cryo, Inc. (NCI). The company continued to grow. During the years following 2007 the management team of NCI was seeing an opportunity to grow the company to the point of doubling or even tripling the number of pump tests. In 2013 NCI performed about 160 pump tests. In 2014, NCI was transferred from a cost center of the parent company to a full fledge business accountable for their own revenues and profits. This was a major change for the company and by then the number of employees had grown to about 80. The parent company also was seeing market indicators showing a substantial growth in the cryogenic pump business. By now NCI had expanded to placing a mobile office structure and 4661 Eaker street and leasing an office/warehouse facility at 4705 Copper Sage, Las Vegas.

In 2015 the parent company acquired JC Carter, a cryogenic pump company with about 2,500 pumps operating through the United States, Europe and the Asian countries. This added to the growth of NCI. In 2015 NCI performed about 215 pump tests. It was during the 2014-2015 years that NCI had to transition from cost center thinking to becoming a profitable business. In 2016 we had our first year of profits. Since 2014 our revenues have increased by 211% and we are expecting them to continue to increase.

In 2018, we found that having our administrative staff at 4705 Copper Sage and our production staff at 4661 Eaker Street has not developed the company culture or efficiencies that we need for our continued growth. It was decided to replace the mobile office building with at three story office building that will allow all team members to be located at 4661 Eaker Street. We can

enjoy the efficiencies and continue to develop the culture that will reinforce our growth plans.

The cryogenic pump business is growing as the need for clean-green fuels are increasing. There are two major companies that make cryogenic submersible pumps in the world. NCI is a leader in this industry being innovative in our product development and manufacturing quality pumps. We are expecting our pump revenues to grow by 18% for 2019. We are expecting to continue to grow both in revenues and in personnel. In 2019, we are starting with 112 employees and we expect over the next two years to increase to 141.

We are very interested in any and all abatements that may be available during the construction of the building and the purchase of equipment. We have listed the major equipment purchases and will have other smaller purchases as the company continues to grow.

Regards,

A handwritten signature in black ink that reads "Kerry H. Walters". The signature is written in a cursive, flowing style.

Kerry H. Walters
Controller

Mayor
John J. Lee

City Manager
Ryann Juden

Council Members
Isaac E. Barron
Pamela A. Goynes-Brown
Scott Black
Richard J. Cherchio



Your Community of Choice

Economic and Business Development Department – Gina Gavan, Director

2250 Las Vegas Boulevard, North · Suite 920 · North Las Vegas, Nevada 89030
Telephone: (702) 633-1523 · Fax: (702) 633-7164 · TDD: (800) 326-6868
www.cityofnorthlasvegas.com

February 13, 2019

Mr. Paul Anderson
Executive Director
Nevada Governor's Office of Economic Development
555 E. Washington, Suite 5400
Las Vegas, NV 89101

Dear Paul:

By way of this letter, the City of North Las Vegas is in full support of Nikkiso Cryo Inc. and their incentive application to be reviewed by the GOED Board at their next scheduled meeting.

Since 1996, Nikkiso Cryo, a global leader in development, engineering, manufacturing and testing of submerged motor cryogenic pumps has been conducting business here in North Las Vegas. Company leadership has determined timing is right to consolidate operations and make improvements to their Eaker Street facility. Nikkiso plans to increase their workforce and hire an additional 29 full time employees to their current workforce of 112.

It is our pleasure to support their application and we look forward to the continued success of Nikkiso Cryo here in North Las Vegas.

John J. Lee
Mayor

A handwritten signature in blue ink, appearing to read "John J. Lee", is written over the printed name and title.

Gina Gavan
Chief Innovation Officer

A handwritten signature in blue ink, appearing to read "Gina Gavan", is written over the printed name and title.

ECONOMIC DEVELOPMENT

Incentive Application

Company Name: Nikkiso Cryo Inc.
 Date of Application: February 7, 2019

Company is an / a: (check one)
 New location in Nevada
 Expansion of a Nevada company

Section 1 - Type of Incentives

Please check all that the company is applying for on this application:

- Sales & Use Tax Abatement
- Modified Business Tax Abatement
- Personal Property Tax Abatement
- Sales & Use Tax Deferral
- Recycling Real Property Tax Abatement
- Other: _____

Section 2 - Corporate Information

COMPANY NAME (Legal name under which business will be transacted in Nevada) Nikkiso Cryo, Inc.		FEDERAL TAX ID # 88-0361724	
CORPORATE ADDRESS 4661 Eaker Street	CITY / TOWN North Las Vegas	STATE / PROVINCE NV	ZIP 89081
MAILING ADDRESS TO RECEIVE DOCUMENTS (If different from above) 4661 Eaker Street	CITY / TOWN North Las Vegas	STATE / PROVINCE NV	ZIP 89081
TELEPHONE NUMBER 702-643-4900	WEBSITE www.nikkisocryo.com		
COMPANY CONTACT NAME Kerry H. Walters	COMPANY CONTACT TITLE Controller		
E-MAIL ADDRESS Kerry.Walters@Nikkisocryo.com	PREFERRED PHONE NUMBER 702-643-4900 Ext 176		

Has your company ever applied and been approved for incentives available by the Governor's Office of Economic Development? Yes No

If Yes, list the program awarded, date of approval, and status of the accounts (attach separate sheet if necessary):

Section 3 - Program Requirements

Please check two of the boxes below; the company must meet at least two of the three program requirements:

- A capital investment of \$1,000,000 in eligible equipment in urban areas or \$250,000 in eligible equipment in rural areas are required. This criteria is businesses. In cases of expanding businesses, the capital investment must equal at least 20% of the value of the tangible property owned by the business.
- New businesses locating in urban areas require fifty (50) or more permanent, full-time employees on its payroll by the eighth calendar quarter following quarter in which the abatement becomes effective. In rural areas, the requirement is ten (10) or more. For an expansion, the business must increase employees on its payroll by 10% more than its existing employees prior to expansion, or by 25 (urban) or 6 (rural) employees, whichever is greater.
- In urban areas, the average hourly wage that will be paid by the business to its new employees is at least 100% of the average statewide hourly wage. In rural areas, the average hourly wage will equal or exceed the lesser of the county-wide average hourly wage or statewide average hourly wage.

Note: Criteria is different depending on whether the business is in a county whose population is 100,000 or more or a city whose population is 60,000 or more (i.e., "urban" area), or if the business is in a county whose population is less than 100,000 or a city whose population is less than 60,000 (i.e., "rural" area).

Section 4 - Nevada Facility

Type of Facility:

- Headquarters
- Technology
- Back Office Operations
- Research & Development / Intellectual Property
- Service Provider
- Distribution / Fulfillment
- Manufacturing
- Other: _____

PERCENTAGE OF REVENUE GENERATED BY THE NEW JOBS CONTAINED IN THIS APPLICATION FROM OUTSIDE NEVADA 99%	EXPECTED DATE OF NEW / EXPANDED OPERATIONS (MONTH / YEAR) Q1 2020		
NAICS CODE / SIC 333914	INDUSTRY TYPE Pump Equipment Manufacturing		
DESCRIPTION OF COMPANY'S NEVADA OPERATIONS Manufacturing of cryogenic pumps used to moved liquefied natural gases and liquefied propane gases			
PROPOSED / ACTUAL NEVADA FACILITY ADDRESS 4661 Eaker Street	CITY / TOWN North Las Vegas	COUNTY Clark County	ZIP 89081
WHAT OTHER STATES / REGIONS / CITIES ARE BEING CONSIDERED FOR YOUR COMPANY'S RELOCATION / EXPANSION / STARTUP? None			

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

Section 6 - Real Estate & Construction (Fill in either New Operations/Startup or Expansion, not both.)

New Operations / Start Up - Plans Over the Next <u>Ten</u> Years	Expansions - Plans Over the Next <u>10</u> Years
<p>Part 1. Are you currently/planning on leasing space in Nevada? _____ If No, skip to Part 2. If Yes, continue below: What year(s)? _____ How much space (sq. ft.)? _____ Annual lease cost of space: _____ Do you plan on making building tenant improvements? _____ If No, skip to Part 2. If Yes *, continue below: When to make improvements (month, year)? _____</p> <hr style="border-top: 1px dashed black;"/> <p>Part 2. Are you currently/planning on buying an owner occupied facility in Nevada? _____ If No, skip to Part 3. If Yes *, continue below: Purchase date, if buying (month, year): _____ How much space (sq. ft.)? _____ Do you plan on making building improvements? _____ If No, skip to Part 3. If Yes *, continue below: When to make improvements (month, year)? _____</p> <hr style="border-top: 1px dashed black;"/> <p>Part 3. Are you currently/planning on building a build-to-suit facility in Nevada? _____ If Yes *, continue below: When to break ground, if building (month, year)? _____ Estimated completion date, if building (month, year): _____ How much space (sq. ft.)? _____</p>	<p>Part 1. Are you currently leasing space in Nevada? Yes If No, skip to Part 2. If Yes, continue below: What year(s)? 5 How much space (sq. ft.)? 7,500 Annual lease cost at current space: \$73,200.00 Due to expansion, will you lease additional space? No If No, skip to Part 3. If Yes, continue below: Expanding at the current facility or a new facility? _____ What year(s)? _____ How much expanded space (sq. ft.)? _____ Annual lease cost of expanded space: _____ Do you plan on making building tenant improvements? _____ If No, skip to Part 3. If Yes *, continue below: When to make improvements (month, year)? _____</p> <hr style="border-top: 1px dashed black;"/> <p>Part 2. Are you currently operating at an owner occupied building in Nevada? _____ If No, skip to Part 3. If Yes, continue below: How much space (sq. ft.)? _____ Current assessed value of real property? _____ Due to expansion, will you be making building improvements? _____ If No, skip to Part 3. If Yes *, continue below: When to make improvements (month, year)? _____</p> <hr style="border-top: 1px dashed black;"/> <p>Part 3. Do you plan on building or buying a new facility in Nevada? Yes If Yes *, continue below: Purchase date, if buying (month, year): _____ When to break ground, if building (month, year)? Apr-2019 Estimated completion date, if building (month, year): Mar-2020 How much space (sq. ft.)? 15,000</p>
* Please complete Section 7 - Capital Investment for New Operations / Startup.	* Please complete Section 7 - Capital Investment for Expansions below.

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): _____	Building Purchase (if buying): _____
Building Costs (if building / making improvements): _____	Building Costs (if building / making improvements): <u>\$3,000,000</u>
Land: _____	Land: _____
Equipment Cost: _____	Equipment Cost: <u>\$3,317,000</u>
Total: _____	Total: <u>\$6,317,000</u>
	Is the equipment purchase for replacement of existing equipment? <u>No</u>
	Current assessed value of personal property in NV: <u>\$2,022,934</u>
	(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 end of the first eighth quarter of new operations?: _____	How many full-time equivalent (FTE*) employees will be created by the end of the first eighth quarter of expanded operations?: <u>29</u>
Average hourly wage of these <u>new</u> employees: _____	Average hourly wage of these <u>new</u> employees: <u>\$29.83</u>
	How many FTE employees prior to expansion?: <u>112</u>
	Average hourly wage of these <u>existing</u> employees: <u>\$36.00</u>
	Total number of employees after expansion: <u>141</u>

* FTE represents a permanent employee who works an average of 30 hours per week or more, is eligible for health care coverage, and whose position is a "primary job" as set forth in NAC 360.474.

OTHER COMPENSATION (Check all that apply):

- | | | | |
|---|---|---|---|
| <input checked="" type="checkbox"/> Overtime | <input checked="" type="checkbox"/> Merit increases | <input checked="" type="checkbox"/> Tuition assistance | <input checked="" type="checkbox"/> Bonus |
| <input checked="" type="checkbox"/> PTO / Sick / Vacation | <input type="checkbox"/> COLA adjustments | <input checked="" type="checkbox"/> Retirement Plan / Profit Sharing / 401(k) | <input type="checkbox"/> Other: _____ |

BRIEF DESCRIPTION OF ADDITIONAL COMPENSATION PROGRAMS AND ELIGIBILITY REQUIREMENTS (Attach a separate sheet if necessary):

Section 9 - Employee Health Insurance Benefit Program

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 Vision Dental Other: _____

Qualified after (check one):

- Upon employment Three months after hire date 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):	Company: <u>70%</u>
Health Plan annual out-of-pocket maximum (individual):	Employee: <u>30%</u>

[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.

Kerry H. Walters

Name of person authorized for signature

Kerry H. Walters

Signature

Controller

Title

2/6/2019

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: Nikkiso Cryo Inc.

County: Clark County

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.

Availability of qualified workforce:	<u>3</u>	Transportation infrastructure:	<u>3</u>
Labor costs:	<u>2</u>	Transportation costs:	<u>2</u>
Real estate availability:	<u>5</u>	State and local tax structure:	<u>5</u>
Real estate costs:	<u>5</u>	State and local incentives:	<u>3</u>
Utility infrastructure:	<u>2</u>	Business permitting & regulatory structure:	<u>2</u>
Utility costs:	<u>2</u>	Access to higher education resources:	<u>2</u>

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

5(A) Capital Equipment List

Company Name: Nikkiso Cryo Inc.

County: Clark County

Section I - Capital Equipment List

Directions: Please provide an estimated list of the equipment [columns (a) through (c)] which the company intends to purchase over the two-year allowable period. For example, if the effective date of new / expanded operations begins April 1, 2015, the two-year period would be until March 31, 2017. Add an additional page if needed. For guidelines on classifying equipment, visit: tax.nv.gov/LocalGovt/PolicyPub/ArchiveFiles/Personal_Property_Manuals. Attach this form to the Incentives Application.

(a) Equipment Name/Description	(b) # of Units	(c) Price per Unit	(d) Total Cost
Overhead Crane	1	\$1,250,000.00	\$1,250,000.00
Flare System	1	\$1,500,000.00	\$1,500,000.00
Office Equipment	1	\$200,000.00	\$200,000.00
Test Stand Equipment	1	\$312,000.00	\$312,000.00
New Forklift	1	\$55,000.00	\$55,000.00
TOTAL EQUIPMENT COST			\$3,317,000.00

Is any of this equipment* to be acquired under an operating lease? Yes No

*Certain lease hold equipment does not qualify for tax abatements

5(B) Employment Schedule

Company Name: Nikkiso Cryo, Inc

County: Clark County

Section 1 - Full-Time Equivalent (FTE) Employees

Directions: Please provide an estimated list of full time employees [columns (a) through (d)] that will be hired and employed by the company by the end of the first eighth quarter of new / expanded operations. For example, if the effective date of new / expanded operations is April 1, 2015, the date would fall in Q2, 2015. The end of the first eighth quarter would be the last day of Q2, 2017 (i.e., June 30, 2017). Attach this form to the Incentives Application.

A qualified employee must be employed at the site of a qualified project, scheduled to work an average minimum of 30 per week, if offered coverage under a plan of health insurance provided by his or her employer, is eligible for health care coverage, and whose position of a "primary job" as set forth in NAC 360.474.

(a) New Hire Position Title/Description	(b) Number of Positions	(c) Average Hourly Wage	(d) Average Weekly Hours	(e) Annual Wage per Position	(f) Total Annual Wages
Professional	5	\$39.00	40	\$81,120.00	\$405,600.00
Administrative	5	\$20.00	40	\$41,600.00	\$208,000.00
Technicians, Operations	19	\$30.00	40	\$62,400.00	\$1,185,600.00
TOTAL	29	\$29.83			\$1,799,200.00

Section 2 - Employment Projections

Directions: Please estimate full-time job growth in Section 2, complete [columns (b) through (c)]. These estimates are used for state economic impact and net tax revenue analysis that this agency is required to report. The company will not be required to reach these estimated levels of employment. **Please enter the estimates on a year by year basis (not cumulative amounts)**

(a) Year	(b) Number of FTE(s) Projected	(c) Average Hourly Wage	(d) Payroll
3-Year	5	\$32.75	\$340,600.00
4-Year	7	\$33.75	\$491,400.00
5-Year	4	\$34.76	\$289,203.20

5(C) Evaluation of Health Plans Offered by Companies

Company Name: Nikkiso Cryo Inc.

County: Clark County

Total Number of Full-Time Employees:	29
Average Hourly Wage per Employee	\$29.83
Average Annual Wage per Employee (implied)	\$62,046.40
Annual Cost of Health Insurance per Employee	\$5,198.19
Percentage of Cost Covered by:	
Company	70%
Employee	30%
Health Plan Annual Out-of-Pocket Maximum	\$2,228

Generalized Criteria for Essential Health Benefits (EHB)

[following requirements outlined in the Affordable Care Act and US Code, including 42 USC Section 18022]

Covered employee's premium not to exceed 9.5% of annual wage	3.6%	<input type="checkbox"/> MMQ
Annual Out-of-Pocket Maximum not to exceed \$7,150 (2017)	\$2,228	<input type="checkbox"/> MMQ

Minimum essential health benefits covered (Company offers PPO):

- (A) Ambulatory patient services
- (B) Emergency services
- (C) Hospitalization
- (D) Maternity and newborn care
- (E) Mental health/substance use disorder/behavioral health treatment
- (F) Prescription drugs
- (G) Rehabilitative and habilitative services and devices
- (H) Laboratory services
- (I) Preventive and wellness services and chronic disease management
- (J) Pediatric services, including oral and vision care

No Annual Limits on Essential Health Benefits

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 employee paid portion of the plan for GOED to independently confirm the same.

Kerry H. Walters
 Name of person authorized for signature

Controller
 Title

Kerry H Walters
 Signature

2/6/2019
 Date

SECRETARY OF STATE



NEVADA STATE BUSINESS LICENSE

NIKKISO CRYO, INC.

Nevada Business Identification # NV19961136782

Expiration Date: June 30, 2019

In accordance with Title 7 of Nevada Revised Statutes, pursuant to proper application duly filed and payment of appropriate prescribed fees, the above named is hereby granted a Nevada State Business License for business activities conducted within the State of Nevada.

Valid until the expiration date listed unless suspended, revoked or cancelled in accordance with the provisions in Nevada Revised Statutes. License is not transferable and is not in lieu of any local business license, permit or registration.



IN WITNESS WHEREOF, I have hereunto set my hand and affixed the Great Seal of State, at my office on June 26, 2018

Barbara K. Cegavske

Barbara K. Cegavske
Secretary of State

You may verify this license at www.nvsos.gov under the Nevada Business Search.

License must be cancelled on or before its expiration date if business activity ceases. Failure to do so will result in late fees or penalties which by law cannot be waived.



SUBMERGED MOTOR CRYOGENIC PUMPS



CLIENTS

Some of the global companies you know - depend on us.



Statoil



Nikkiso Cryo is proud of our strong reputation for integrity – earned through our Technical Partnership approach that increases peace of mind for our customers.



CHIYODA CORPORATION

We enjoy a history of meeting specifications as well as delivering on time and on budget.



Our Project Engineering leadership allows for seamless integration of Nikkiso Cryo equipment with our customers' operating systems.



Hamworthy

Nikkiso Cryo offers ongoing service and support after installation, from monitoring pump operating condition, to field service and maintenance.

At maintenance time, we work with you to determine the proper overhaul plan and provide skilled personnel for technical assistance at the site.



TECNICAS REUNIDAS



KOGAS

We offer a unique condition monitoring service that reduces cost through longer, more efficient operating life and strategically planned maintenance.



PETRONAS



Eni

Each customer is assigned a dedicated Project Manager for consistent, individualized care.

SAFETY

With the motor submerged in the pumped fluid, where no oxygen is present during operation, the submerged motor pump design provided by Nikkiso Cryo provides the highest level of safety.

The design uses a common shaft between the motor and the pump section that removes the need for a rotating seal, which eliminates the possibility of hazardous gases leaking into the atmosphere.

In addition, the terminal header, which provides connections for the power cables to penetrate through a static seal from the pumped fluid to the external conduit section, is certified for use in hazardous areas for the safest installation possible.



QUALITY IS THE FOUNDATION ON WHICH EVERYTHING WE DO IS BASED; FROM THE TIME WE FIRST INTERACT WITH OUR CUSTOMERS WE STRIVE TO ACHIEVE THE HIGHEST LEVEL OF QUALITY POSSIBLE.

Nikkiso Cryo is committed to continuous improvement of our products and services and to meet or exceed the requirements of our customers. It is through this commitment that Nikkiso Cryo has developed a reputation as a loyal and trustworthy supplier producing a quality product known for its high reliability.



**品質管理システムをとおし
なやまぬサービス向上に努め
その優れたサービスの提供で
顧客のご要望にお応えする**

QUALITY POLICY

To meet or exceed
Customer expectations
by
Providing superior services
and
Continuously improve them
through the
Quality Management System



NIKKISO CRYO, INC.
4661 EAKER STREET
NORTH LAS VEGAS, NV, 89081 USA

Bureau Veritas Certification certifies that the Management System of the above organization has been audited and found to be in accordance with the requirements of the management system standards detailed below

Standards

ISO 9001:2008

Scope of certification

SALES, DESIGN, MANUFACTURE, TESTING & SERVICE OF PUMPS

Certification cycle start date: 24 March 2014
Subject to the continued satisfactory operation of the organization's Management System, this certificate expires on: 23 March 2017
Original certification date: 26 March 2002

Certificate No. U5006763-1




Local office: Bureau Veritas Certification North America, Inc.
200 Rembrandt Drive, Houston, Texas, USA
www.us.bureauveritas.com/bv

Further clarifications regarding the scope of this certificate and the replicability of the management system requirements may be obtained by consulting the organization. To check this certificate validity please call +1(800) 937-9211

NIKKISO CRYO IS CERTIFIED TO ISO 9001

Our internal corrective action system helps assure that any lessons learned are immediately corrected not only for the current project, but in all of our internal systems to ensure all future processes and designs are as trouble-free as possible.

We believe that quality is a continuous process that requires us to never stop trying to improve.

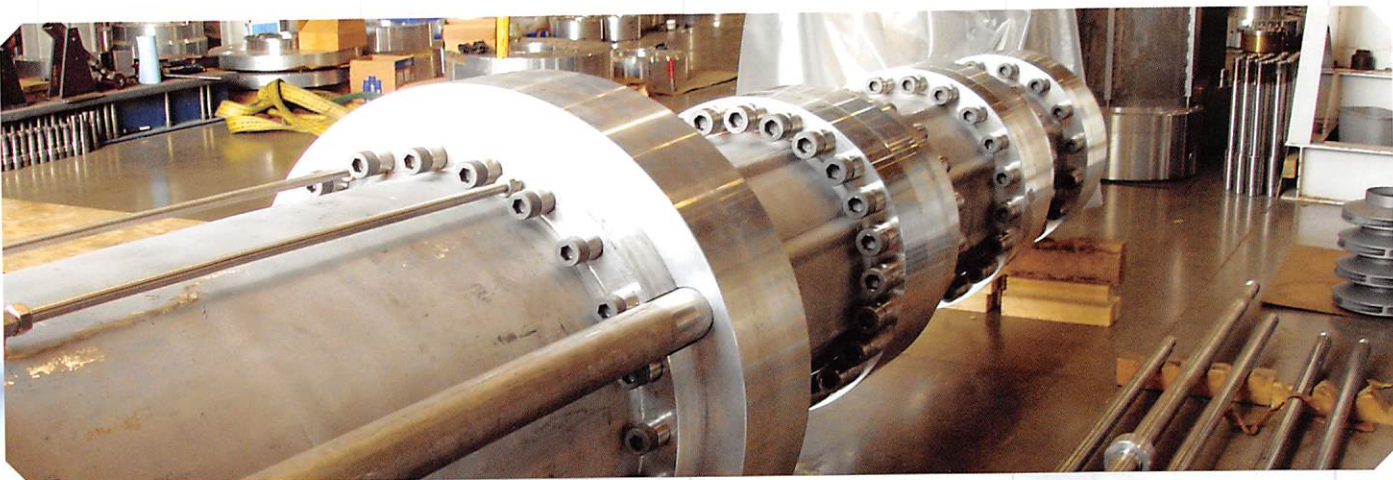
NIKKISO CRYO, INC., IS ONE OF THE WORLD'S FOREMOST SUPPLIERS OF SUBMERGED MOTOR LIQUEFIED GAS PUMPS, OFFERING UNMATCHED RELIABILITY, QUALITY AND SAFETY.

As part of the Nikkiso Company global organization, our "original technologies" provide our customers with the confidence in knowing they are receiving the latest technology and the highest standards of engineering available.

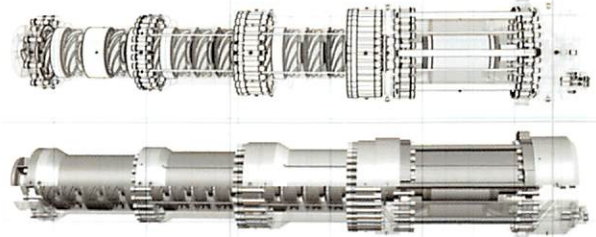
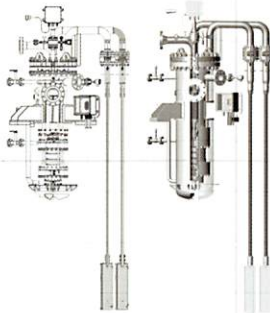
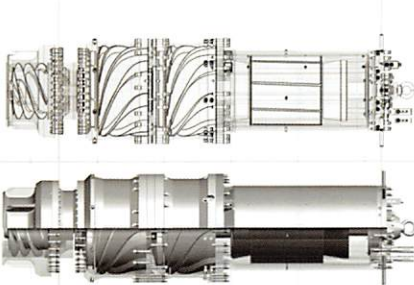
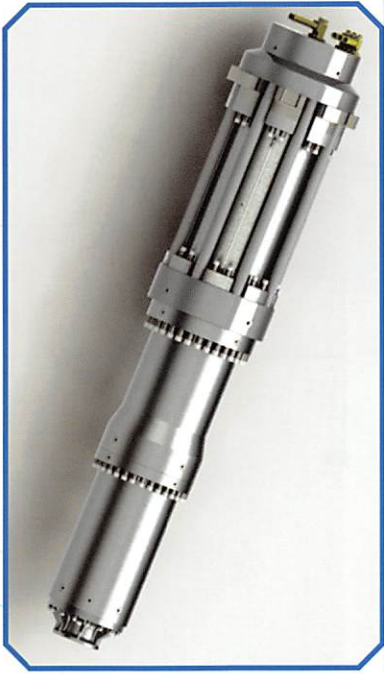
Located in North Las Vegas, Nevada, in the USA, Nikkiso Cryo offers a full range of submerged pumps for LNG, LPG, LEG, LN2, liquid propylene and many other liquefied gases.



With design, production and test facilities in both the USA and Japan, sales offices in Las Vegas, Houston, London and Tokyo, Nikkiso Cryo offers prompt and full support for all of our customers worldwide.



PRODUCTS

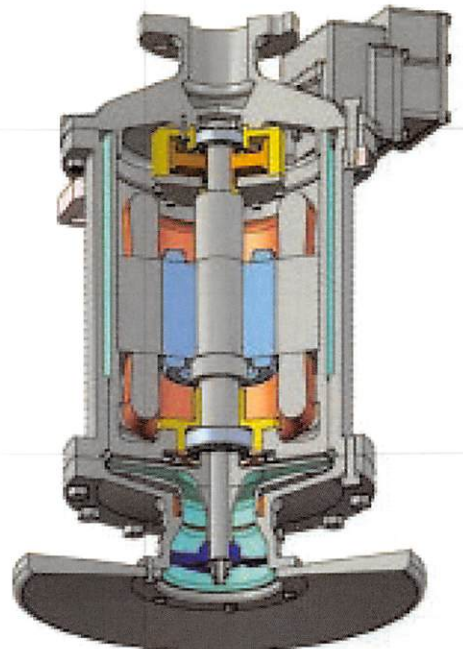


FIXED IN-TANK PUMP

This pump type is mounted directly to supports in the bottom of a storage tank, and connected to a discharge pipe which extends to the top of the tank and out to the discharge piping.

This simple and low cost design is primarily used in liquefied gas carriers and in any other application where removing the liquid from the tank for maintenance is a normal or required process and can be accomplished without excessive costs to the tank or system.

This design is ideal for smaller, horizontal storage tanks providing a totally submerged pump and motor that has no bottom penetrations providing a safe, leak-free installation.



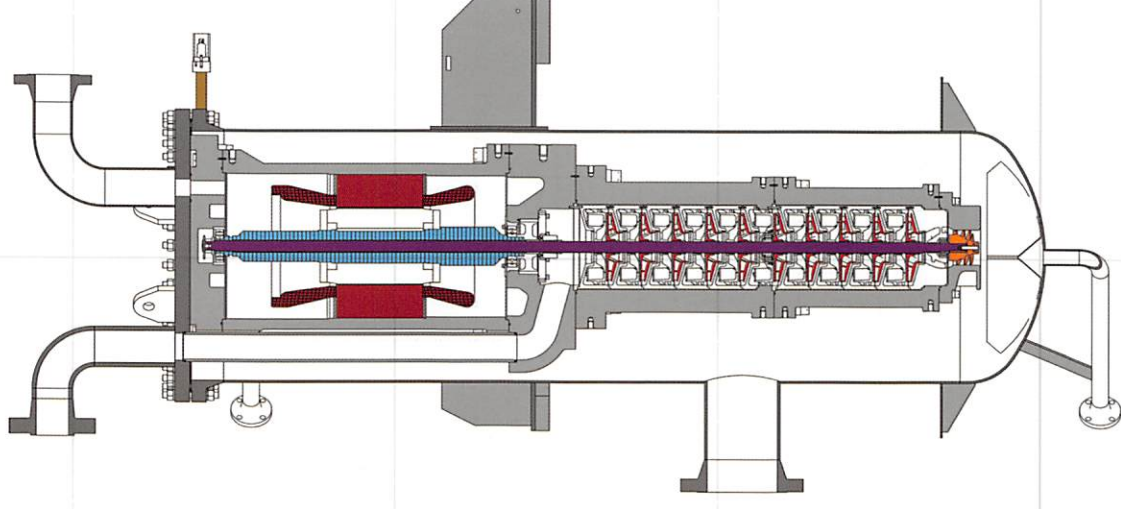
A FULL RANGE OF SUBMERGED MOTOR CRYOGENIC PUMPS

SUCTION VESSEL MOUNTED

This design is provided with the pump and suction vessel which become an integral part of the piping system with external suction and discharge connections. The pump is mounted to the top or headplate of the vessel such that the pump, motor and fluid product are totally contained within the pressure vessel.

Shaft seals are eliminated. The pump inlet is below the suction vessel inlet which allows the source tank liquid levels to be lowered to a minimum.

The suction vessel also serves to allow entrained vapors to be separated and go through the vent line of the vessel and not into the pump. Removal of the pump requires only that the suction and discharge valves be closed with subsequent purging of the suction vessel. The pump is then removed by unbolting the top flange.

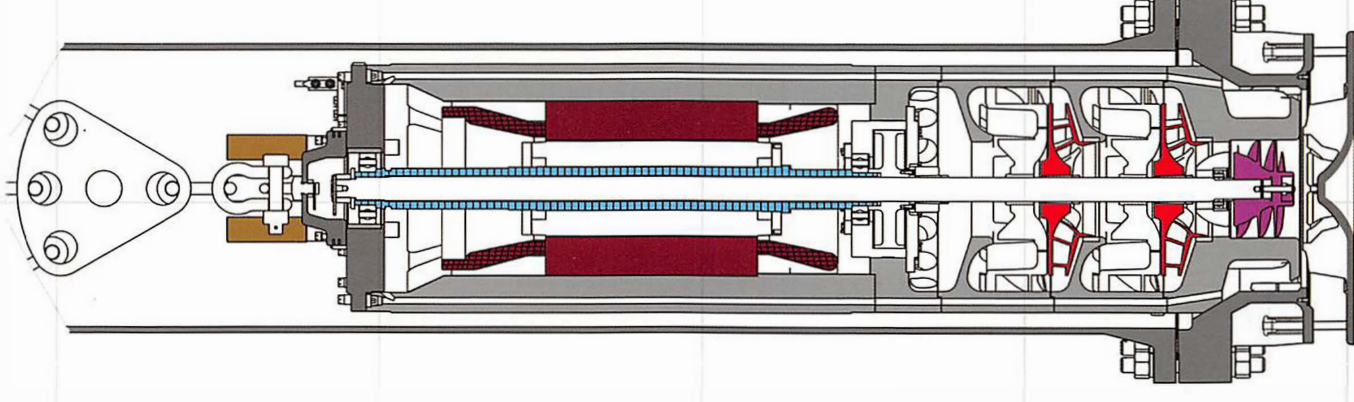


REMOVABLE (IN-TANK)

Removable, or in-tank pumps offer the advantage of overhead removal and installation without taking the tank out of service. The pump operates at the bottom of a purpose-built pump column through which it is installed and removed. The column provides the fluid discharge from the pump to the top of the tank and contains the lifting cables as well as the power cables.

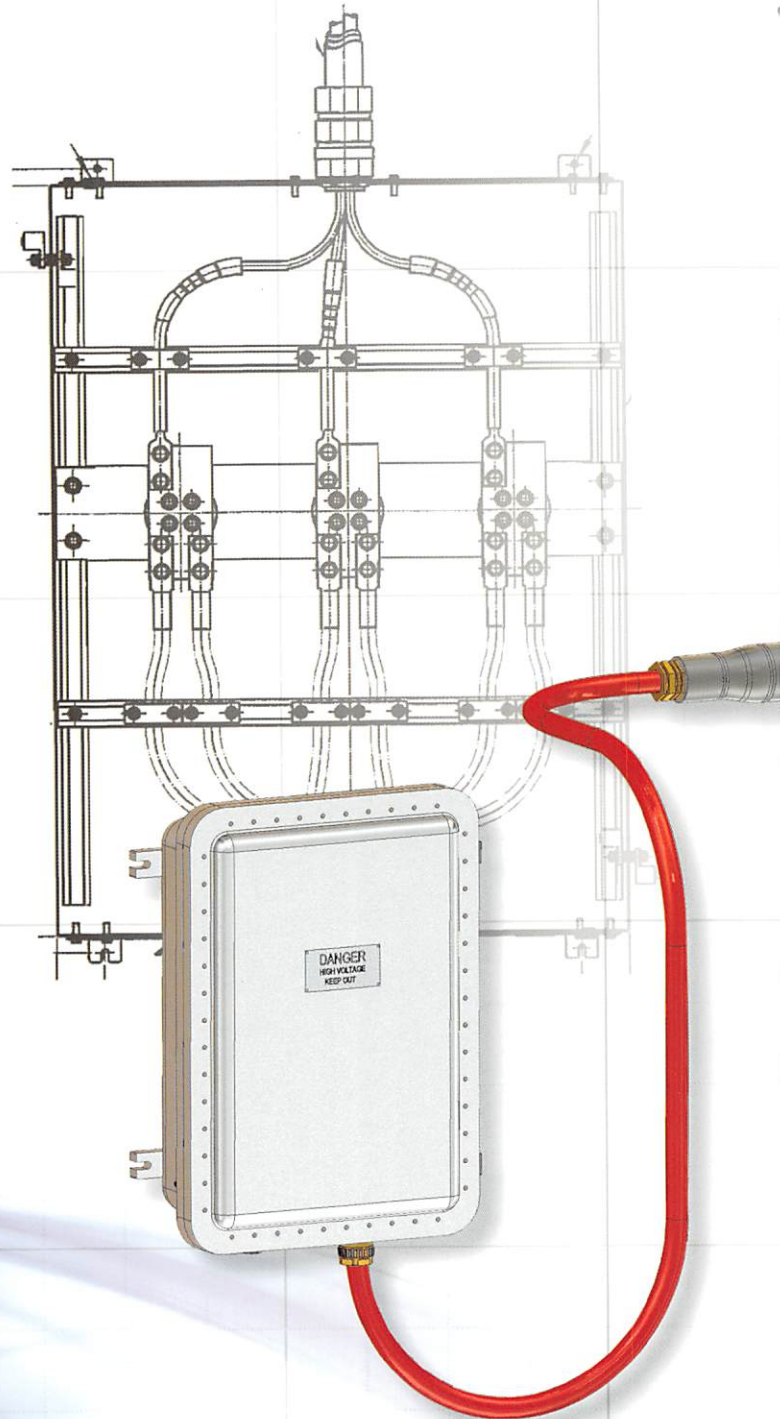
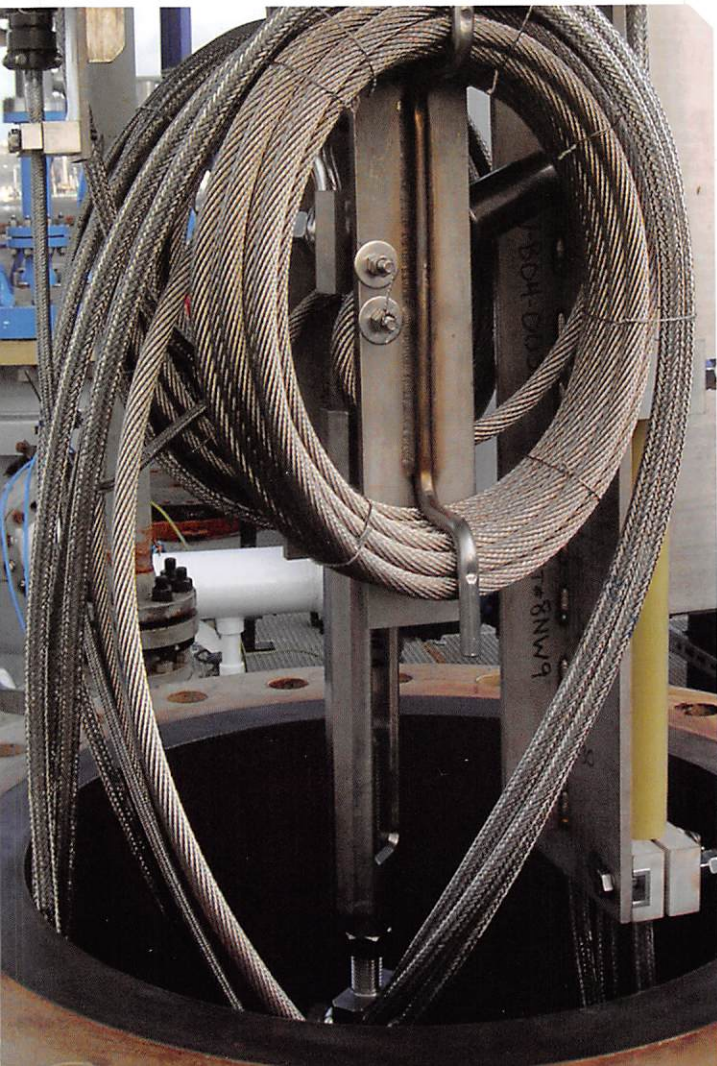
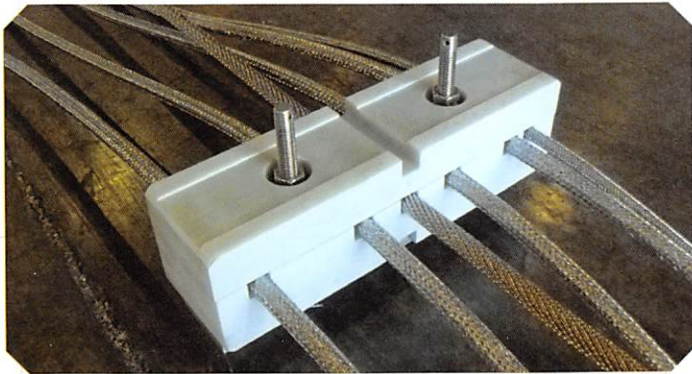
When lowered into position, the pump is seated on a conical seat in the suction or "foot" valve at the bottom of the column. The weight of the pump opens the spring loaded foot valve, allowing the pumped fluid to enter the pump inlet where it is then pumped to the top of the column and out through the discharge piping.

When the weight of the pump is removed, the foot valve closes, and the column can be purged and the pump safely removed. This design eliminates the need for piping connections below the tank liquid level for a very safe installation.



ELECTRICAL SYSTEMS THAT INCORPORATE THE LATEST IN TERMINAL HEADER DESIGN USING SINGLE OR DUAL SEAL POWER CABLE PENETRATIONS

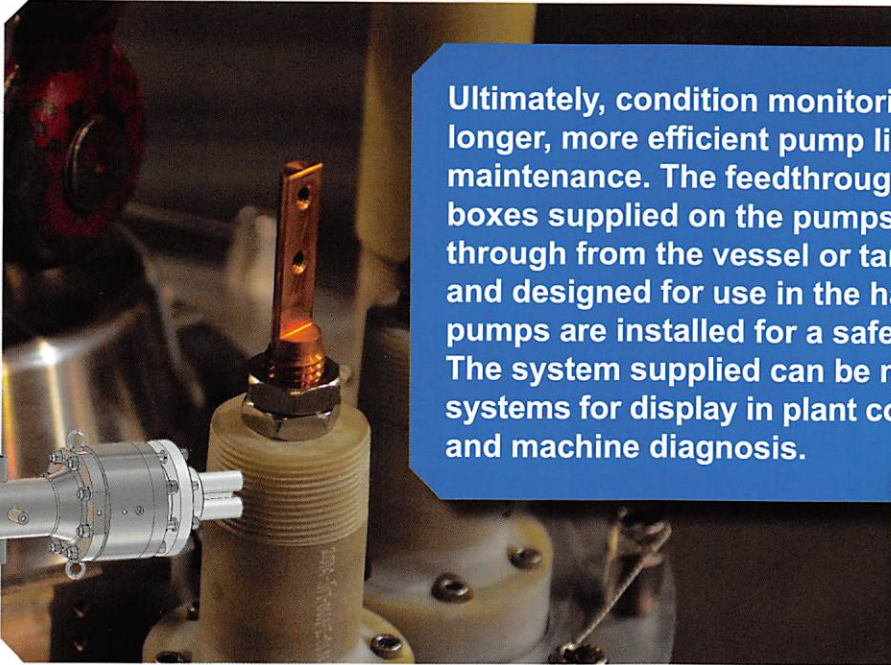
As a supplier of submerged motor pumps operating in hazardous environments, Nikkiso Cryo has extensive experience in the selection and design of the proper electrical components to ensure a safe and certified system. These systems can be purged with nitrogen gas to remove moisture from the boundary section between cold and warm, and the purge gas pressure can also be monitored to determine if leakage exists. Electrical systems are supplied to meet plant specifications as well as US, European and any other international codes as required. The systems supplied by Nikkiso Cryo are of the highest quality and are fully tested prior to shipment to ensure the highest level of reliability.



SYSTEMS

VIBRATION SYSTEMS

As a result of Nikkiso Cryo's research and development and through our Aftermarket Service organization, operating personnel can be trained to interpret data acquired from the condition monitoring system. Nikkiso Cryo's research and extensive experience allows for correlation of monitoring specific vibration modes with specific operating and wear conditions. Condition monitoring and trend analysis has the potential to provide more complete diagnostic information on an operating pump than physical inspection of the disassembled pump. This facilitates optimum timing of maintenance considering factors of reliability, operation and costs. Condition monitoring permits scheduling maintenance only when essential and indicates the need for immediate maintenance to prevent outages and loss of production.



Ultimately, condition monitoring saves money through longer, more efficient pump life and strategically planned maintenance. The feedthroughs and instrument junction boxes supplied on the pumps to enable the cables to pass through from the vessel or tank to the outside are selected and designed for use in the hazardous areas where the pumps are installed for a safe and reliable installation. The system supplied can be monitored with most monitoring systems for display in plant control rooms for trend monitoring and machine diagnosis.

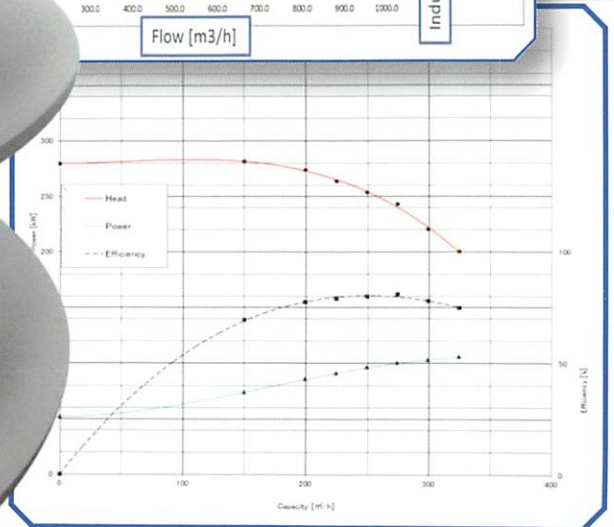
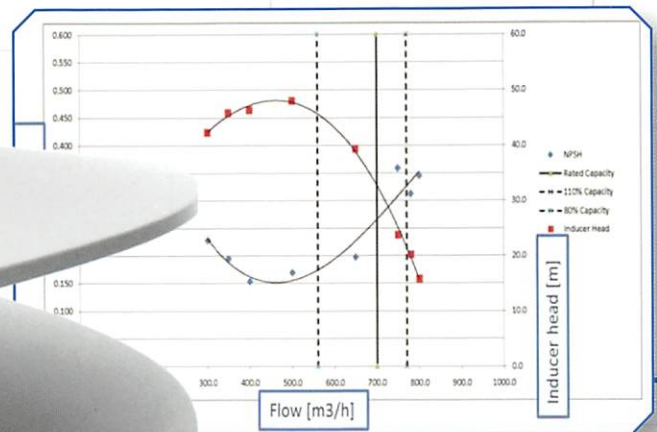
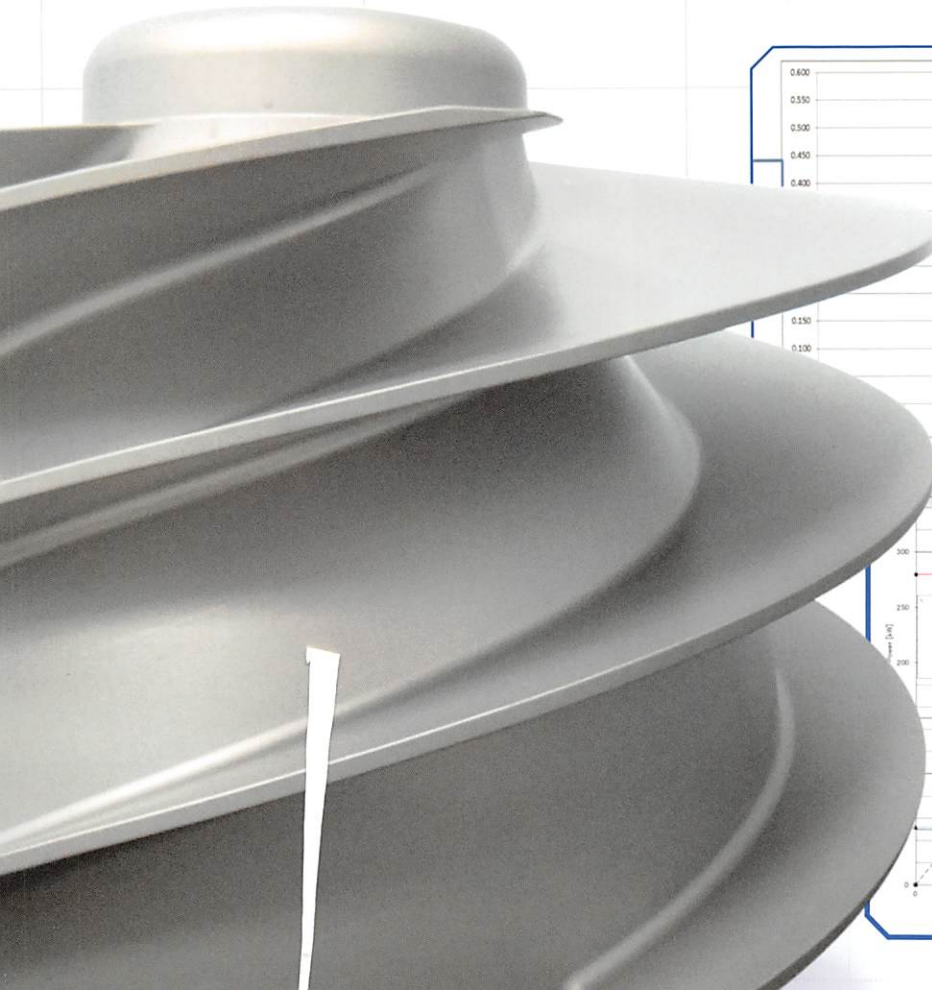
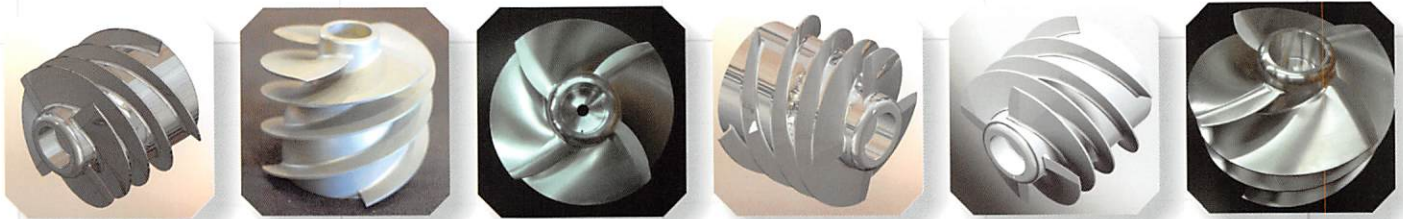
Monitoring Pump vibration is an excellent means to determine pump condition. However, this is particularly challenging for submerged motor cryogenic pumps which have no exposed surfaces or shaft for making direct measurements from the outside of the containment vessel. Nikkiso Cryo can supply piezoelectric accelerometers designed for use directly submerged in the pumped liquid, mounted on the pump housings, and can also locate accelerometers on the outside of suction vessel mounted pumps to provide monitoring of pump vibration. These sensors can measure pump acceleration vibration directly and, with signal conditioning, provide velocity and displacement amplitude data. The condition of internal parts and the extent of wear can be determined by trend monitoring and frequency analysis.



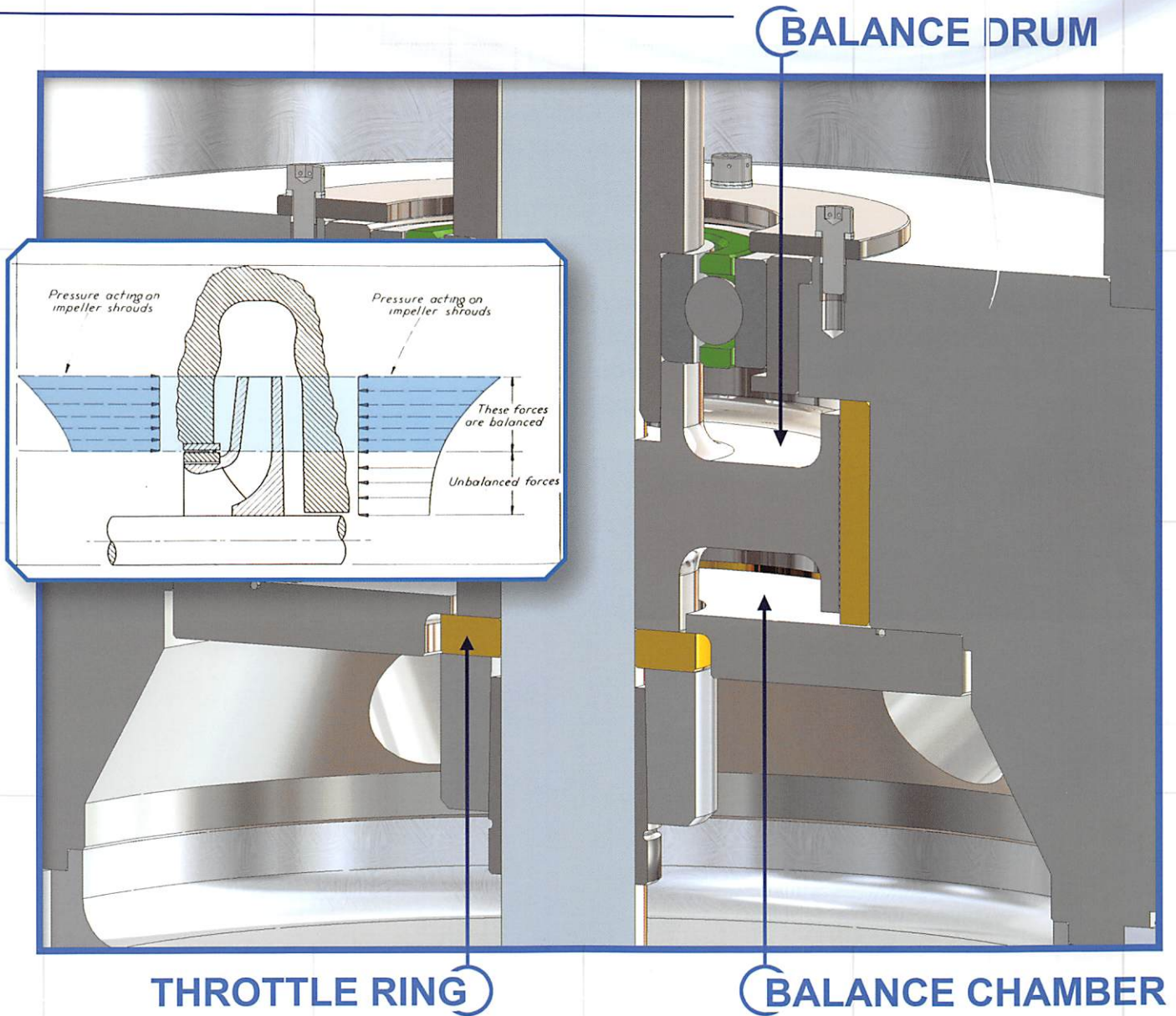
STATE OF THE ART INDUCERS SPECIALLY DEVELOPED BASED ON HIGH SPEED INDUCER TECHNOLOGY FROM THE AEROSPACE INDUSTRY TO ALLOW THE PUMPS TO REDUCE LIQUID LEVELS TO EXTREMELY LOW LEVELS

For pumps operating in liquefied gases, where pressures and temperatures of the pumped fluid are sometimes near their boiling point, the use of inducers in the pump inlet is necessary to ensure adequate NPSHR (Net Positive Suction Head Required) is supplied to the main centrifugal impellers. Nikkiso Cryo uses low solidity "fan" type inducers as well as high solidity "spiral" type inducers depending on the application. These inducers, with high suction specific speeds, provide excellent low suction pressure performance over a wide flow range.

For applications which require tank levels to be minimized as much as possible, Nikkiso Cryo has developed a spiral inducer with very high suction specific speeds. Our ZEN™ (Zero Enabled NPSH) inducer was specially developed based on high speed inducer technology from the aerospace industry to allow the pumps to reduce liquid levels to extremely low levels, which maximizes usable tank volume.



BALANCE



THRUST BALANCING

Nikkiso Cryo pumps include an automatic axial thrust balancing mechanism which utilizes pressure to produce zero net thrust loading on the bearings. This is accomplished with a variable, axial orifice which controls the pressure entering the balance drum. Fluid enters into the variable orifice onto the lower face of the balance drum producing "lift" of the rotating assembly.

The balance drum outer clearance provides a fixed orifice which reduces the pressure as it passes through to the upper surface. During operation, the variable orifice adjusts automatically until the two pressures above and below the balance drum reach equilibrium, which results in very stable and reliable operation with no thrust loads on the bearings throughout the entire flow range. During performance testing of Nikkiso Cryo pumps, axial shaft position is measured to assure the system is balanced and no load is being taken up by the bearings.

TESTING & RELIABILITY

Nikkiso Cryo offers performance testing at full speed, power and flow using LNG, LPG or LN2 at our facility in Las Vegas, Nevada, or using LN2 at our facility in Tokyo, Japan. The pumps undergo rigorous testing throughout the flow range, with flow, pressure, motor power and many other measurements taken using calibrated systems to ensure compliance with project requirements.

NPSH as well as complete pumpdown can be measured as well as axial shaft position to ensure the thrust balance system is performing as designed.

Testing is performed to very strict Nikkiso Cryo standards in addition to API, ASME and other international standards and project requirements. Factory performance testing ensures that each and every pump meets exacting standards and provides trouble-free performance once it has been installed and is operating at the customer's site.



RELIABILITY – SECOND TO NONE

As a result of unique design features that control bearing loads and our multiple bearing technology, Nikkiso Cryo pumps provide unparalleled reliability. In many cases, mean time between overhauls exceeds 20,000 hours, with some pumps recording more than 40,000 hours!