

**Board Summary**

**Wilten Vegas, LLC**  
 45 Melville Park Road, Melville, New York, 11747  
 Richard M. Richer, Senior Vice President of Finance  
 Printing and Manufacturing

Date: March 21, 2019  
 Main Location: Carson City

Business Type: New                      County: Clark County                      Development Authority Representative: Michael Walsh, LVGEA

**APPLICATION HIGHLIGHTS**

- Wilten Vegas, LLC (Wilten) is planning to establish a facility in Las Vegas. The major markets to be supplied by this new facility will be all states located west of the Mississippi River.
- The company's goal is to first hire locally sourced employees from the Nevada labor pool for all qualified positions.
- Wilten anticipates commencement of operations, at its Nevada facility, in June 2019.

**PROFILE**

Wilten is a subsidiary of Wilten New York, LLC, a company founded in 1971 and based in Melville, New York. Wilten provides direct marketing communications services. The company offers direct marketing strategy, direct mail production, data insights, digital direct marketing, marketing optimization, and creative services. It serves automotive, financial services, healthcare, non-profits, publishing, retail, telecommunications, and technology industries in the United States. The company currently serves all of the United States from its Florida-based printing facility. Having a Nevada based facility will put the company in a more competitive position nationally and better rationalize both inbound and outbound shipping costs. As a local employer, Wilten commits to local hiring, internal training, and development of its employees. The company also actively recycles as part of its production processes and works closely with its local energy supplier to maintain and improve its environmental footprint and energy efficiencies. Wilten re-invests heavily in research and development regarding new processes and products, and to find new ways to more efficiently meet and exceed the marketing needs of its clients. Wilten companies are a valued, community minded employer in both New York and Florida and the company looks forward to extending these values to Nevada. *Source: Wilten Vegas, LLC*

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

California, Texas, Arizona, Florida, and Nevada were being considered by Wilten as potential locations for its newest facility. Wilten has concluded Nevada has the best combination of business culture, location, and environment to meet the strategic needs of this venture. The company anticipates investing significantly in capital equipment to be used in an expanded location for the printing and direct mail business in a new to be established facility in Las Vegas, Nevada. As such, the tax incentives are a material factor in the economics of the selection process. *Source: Wilten Vegas, LLC*

REQUIREMENTS	Statutory	Application	Sufficient	% Over / Under
Job Creation	50	50		0%
Average Wage	\$22.54	\$23.22	Company meets	3%
Equipment Capex (SU & MBT)	\$1,000,000	\$5,063,800	abatement eligibility	406%
Equipment Capex (PP)	\$5,000,000		requirements	1%

INCENTIVES	Requested Terms	Estimated \$ Amount
Sales Tax Abmt.	2% for 2 years	\$316,488
Modified Business Tax Abmt.	50% for 4 years	\$54,209
Personal Property Tax Abmt.	50% for 10 years	\$166,685
<b>Total</b>		<b>\$537,382</b>

JOB CREATION	Contracted	24-Month Projection	5-Year Projection
	50	50	60

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

ECONOMIC IMPACT ESTIMATES (10-Year Cumulative)	Total	Construction
Total Jobs Supported	138	0
Total Payroll Supported	\$62,973,486	\$0
Total Output Estimate	\$341,731,333	\$0

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
<b>Local Taxes</b>			
Property	\$158,041	\$2,170,151	\$2,328,192
Sales	\$0	\$1,154,350	\$1,154,350
Lodging	\$0	\$61,905	\$61,905
<b>State Taxes</b>			
Property	\$8,644	\$125,456	\$134,100
Sales	\$101,276	\$390,436	\$491,712
Modified Business	\$292,337	\$472,003	\$764,340
Lodging	\$0	\$21,707	\$21,707
<b>Total</b>	<b>\$560,298</b>	<b>\$4,396,008</b>	<b>\$4,956,306</b>

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: 80%.
- Health care package cost per employee - \$4,257 annually with options for dependents.
- Overtime, PTO/Sick/Vacation, Merit Increases, Bonus, Retirement Plan/Profit Sharing / 401(k).

**NOTES**

- Percentage of revenue generated by the new jobs contained in this application from outside Nevada: 95%.
- The company is also considering California, Arizona, Florida, and Texas as potential locations.



February 7, 2019

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,

Wilten Vegas, LLC is applying to the State of Nevada for tax abatement incentives to include the Sales and Use Tax Abatement, Modified Business Tax Abatement and Personal Property Tax Abatement. We request that Wilten Vegas, LLC's application be placed on the agenda for the March GOED Board Meeting.

Wilten Vegas, LLC will be hiring 50 employees. The new hires will make an average hourly wage of \$23.22. Wilten Vegas, LLC will make capital equipment purchases of \$5,063,800.00 within the first 24 months of operation.

The Las Vegas Global Economic Alliance has reviewed Wilten Vegas, LLC's application and found it to comply with the statutory requirements for abatements. Wilten Vegas, LLC's application has the full support and endorsement of the Las Vegas Global Economic Alliance.

Regards,

A handwritten signature in black ink, appearing to read "Michael Walsh", with a long horizontal flourish extending to the right.

Michael Walsh  
Vice President - Economic Development

702.791.0000  
800.634.6858

6720 VIA AUSTI PARKWAY, SUITE 330  
LAS VEGAS, NEVADA 89119

[LVGEA.ORG](http://LVGEA.ORG)

February 1, 2019

Mr. Paul Anderson  
Executive Director  
Nevada Governor's Office of Economic Development  
555 E. Washington 808 W. Nye Lane  
Carson City, NV 89703

Dear Mr. Anderson:

This letter is in support of the current application for sales tax incentives by Wilen. We are working with Michael Walsh of the LVGEA, with whom our experience has been very favorable.

We anticipate investing approximately \$5MM in capital equipment to be used in an expanded location for the printing and direct mail business in a new to be established facility in Las Vegas, NV. As such, the tax incentives are a material factor in the economics of the selection process.

The major markets to be supplied by this new facility will be all of the United States located west of the Mississippi River. The nature of our direct mail printed product requires heavy raw materials, mostly paper, to be shipped into a printing plant for production, and then redistributed back out to the markets we serve. We currently serve all of the United States from our Florida-based printing facility. Having a Nevada based facility will put us in a more competitive position nationally and better rationalize both inbound and outbound shipping costs.

Job growth plans for the company anticipate hiring 50 employees in years one, two and three, and ultimately expanding to 60 employees once operations are fully running at capacity. Our goal is to first hire locally sourced employees from the Nevada labor pool for all qualified positions, and we anticipate that an average hourly wage of \$23.22 will be reached by the end of year two of operations.

Start-up of operations is anticipated in June 2019 though is dependent on the timing and availability of equipment ordered specifically for this facility, successful negotiation with a landlord for the right space (nominally 50,000 square feet), as well as success in recruiting, retaining and training the right complement of employees.

Formally organized in 1971 by Richard Wilen, today Wilen Group is a \$1 OOMM annual sales company employing approximately 400 people in two locations in New York and Florida, focused on the direct mail, marketing agency and printing businesses. Today it is privately owned by brothers Darrin, Corey and Kevin Wilen, thus permitting continuous re-investment of the profitability that the company produces. Corporate headquarters, along with the marketing and advertising industry interface are the focus of the New York location, with printing and direct mail activities largely conducted from the Florida facility. A more detailed description of our corporate profile, history and business activities is attached.

Our business has tripled in the last ten years, and we continue to expand both our existing and growing client base. While our Florida facilities have expanded to approximately 200,000 square feet to support this growth, we believe a Nevada based facility would be better suited to support our clients in that region. California, Texas, Arizona, Florida and Nevada have been considered for this new expansion, but our conclusion is that Nevada has the best combination of business culture, location and environment to meet the strategic needs of this venture.

As a local employer, Wilen commits to local hiring, internal training and development of its employees. We have active recycling as part of our production processes, and we work closely with our local energy supplier to maintain and improve our environmental footprint and energy efficiencies. We re-invest heavily in research and development in new processes and new products, and to find new ways to more efficiently meet and exceed the marketing needs of our clients. In short, Wilen Group is a valued, community minded employer in both New York and Florida and looks forward to becoming so in Nevada as well.

We thank you in advance for your consideration and ask for your approval of our application, so we may proceed with our expansion plans.

Sincerely,



**Richard M. Richer, CMA CGEIT CTP FP&A**  
Senior VP Finance



**D:** (NY) 631.439.5195

**D:** (FL) 954.794.6436

**M:** 516.384.0464

**E:** [rricher@wilengroup.com](mailto:rricher@wilengroup.com)

45 Melville Park Road, Melville, NY 11747

[wilennewyork.com](http://wilennewyork.com)

February 1, 2019

Mr. Paul Anderson  
Executive Director  
Nevada Governor's Office of Economic Development  
555 E. Washington 808 W. Nye Lane  
Carson City, NV 89703

RE: REQUEST FOR CONFIDENTIALITY OF RECORDS AND DOCUMENTS

Dear Director Anderson:

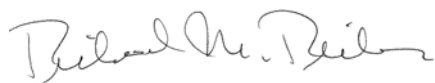
On February 1, 2019, Wilen submitted an application to you as the Executive Director of the State of Nevada Governor's Office of Economic Development ("GOED") requesting approval of economic incentives for their new operation in Nevada. The purpose of this letter is to request confidentiality pursuant to Section 4 of Assembly Bill No. 17 (2015 Regular Session) as codified in NRS 231.069.

Please be advised Wilen specifically deems the following information proprietary and confidential:

- 1) The detailed schedule of Employment List
- 2) The detailed schedule of Capital Equipment List

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

Sincerely,



**Richard M. Richer, CMA CGEIT CTP FP&A**  
Senior VP Finance



**D:** (NY) 631.439.5195

**D:** (FL) 954.794.6436

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45 Melville Park Road, Melville, NY 11747

[wilennewyork.com](http://wilennewyork.com)

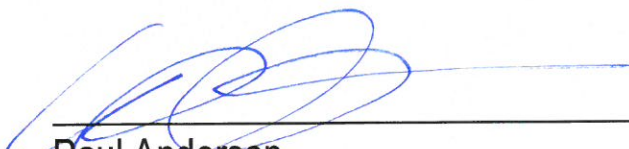


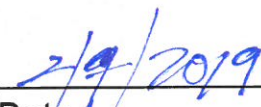
## REQUEST FOR CONFIDENTIALITY DETERMINATION

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

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

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

  
\_\_\_\_\_  
Date

**ECONOMIC DEVELOPMENT**

**Incentive Application**

Company Name: Wilén Vegas, LLC  
 Date of Application: February 1, 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) <u>Wilén Vegas, LLC</u>		FEDERAL TAX ID # <u>83-3447755</u>	
CORPORATE ADDRESS <u>45 Melville Park Road</u>	CITY / TOWN <u>Melville</u>	STATE / PROVINCE <u>New York</u>	ZIP <u>11747</u>
MAILING ADDRESS TO RECEIVE DOCUMENTS (If different from above)	CITY / TOWN	STATE / PROVINCE	ZIP
TELEPHONE NUMBER <u>631-439-5000</u>	WEBSITE <u><a href="http://www.wilengroup.com">www.wilengroup.com</a></u>		
COMPANY CONTACT NAME <u>Richard M. Richer</u>	COMPANY CONTACT TITLE <u>Senior VP Finance</u>		
E-MAIL ADDRESS <u><a href="mailto:rricher@wilengroup.com">rricher@wilengroup.com</a></u>	PREFERRED PHONE NUMBER <u>631-439-5195</u>		

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: \_\_\_\_\_

<b>PERCENTAGE OF REVENUE GENERATED BY THE NEW JOBS CONTAINED IN THIS APPLICATION FROM OUTSIDE NEVADA</b> <u>95%</u>	EXPECTED DATE OF NEW / EXPANDED OPERATIONS (MONTH / YEAR) <u>Jun-2019</u>		
NAICS CODE / SIC <u>323100</u>	INDUSTRY TYPE <u>Manufacturing</u>		
DESCRIPTION OF COMPANY'S NEVADA OPERATIONS <u>Printing and mailing facility</u>			
PROPOSED / ACTUAL NEVADA FACILITY ADDRESS	CITY / TOWN	COUNTY	ZIP
WHAT OTHER STATES / REGIONS / CITIES ARE BEING CONSIDERED FOR YOUR COMPANY'S RELOCATION / EXPANSION / STARTUP? <u>California, Arizona, Florida, Texas</u>			

**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? <u>Yes</u></p> <p><b>If No, skip to Part 2. If Yes, continue below:</b></p> <p style="padding-left: 40px;">What year(s)? <u>2019</u></p> <p style="padding-left: 40px;">How much space (sq. ft.)? <u>50,000</u></p> <p style="padding-left: 40px;">Annual lease cost of space: _____</p> <p>Do you plan on making building tenant improvements? <u>Yes</u></p> <p><b>If No, skip to Part 2. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to make improvements (month, year)? <u>Jun-2019</u></p> <hr/> <p>Part 2. Are you currently/planning on buying an owner occupied facility in Nevada? <u>No</u></p> <p><b>If No, skip to Part 3. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">Purchase date, if buying (month, year): _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p>Do you plan on making building improvements? _____</p> <p><b>If No, skip to Part 3. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr/> <p>Part 3. Are you currently/planning on building a build-to-suit facility in Nevada? <u>No</u></p> <p><b>If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to break ground, if building (month, year)? _____</p> <p style="padding-left: 40px;">Estimated completion date, if building (month, year): _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p>	<p>Part 1. Are you currently leasing space in Nevada? _____</p> <p><b>If No, skip to Part 2. If Yes, continue below:</b></p> <p style="padding-left: 40px;">What year(s)? _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p style="padding-left: 40px;">Annual lease cost at current space: _____</p> <p>Due to expansion, will you lease additional space? _____</p> <p><b>If No, skip to Part 3. If Yes, continue below:</b></p> <p style="padding-left: 40px;">Expanding at the current facility or a new facility? _____</p> <p style="padding-left: 80px;">What year(s)? _____</p> <p style="padding-left: 40px;">How much expanded space (sq. ft.)? _____</p> <p style="padding-left: 40px;">Annual lease cost of expanded space: _____</p> <p>Do you plan on making building tenant improvements? _____</p> <p><b>If No, skip to Part 3. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr/> <p>Part 2. Are you currently operating at an owner occupied building in Nevada? _____</p> <p><b>If No, skip to Part 3. If Yes, continue below:</b></p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p style="padding-left: 40px;">Current assessed value of real property? _____</p> <p>Due to expansion, will you be making building improvements? _____</p> <p><b>If No, skip to Part 3. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr/> <p>Part 3. Do you plan on building or buying a new facility in Nevada? _____</p> <p><b>If Yes *, continue below:</b></p> <p style="padding-left: 40px;">Purchase date, if buying (month, year): _____</p> <p style="padding-left: 40px;">When to break ground, if building (month, year)? _____</p> <p style="padding-left: 40px;">Estimated completion date, if building (month, year): _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</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):  Building Purchase (if buying): _____ Building Costs (if building / making improvements): <u>TBD</u> Land: _____ Equipment Cost: <u>\$5,063,800</u> <b>Total: <u>\$5,063,800</u></b>	How much capital investment is planned? (Breakout below):  Building Purchase (if buying): _____ Building Costs (if building / making improvements): _____ Land: _____ Equipment Cost: _____ <b>Total: _____</b>  Is the equipment purchase for replacement of existing equipment? _____ Current assessed value of personal property in NV: _____ (Must <b>attach</b> 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?: <u>50</u> Average hourly wage of these <u>new</u> employees: <u>\$23.22</u>	How many full-time equivalent (FTE*) employees will be created by the end of the first eighth quarter of expanded operations?: _____ Average hourly wage of these <u>new</u> employees: _____  How many FTE employees prior to expansion?: _____ Average hourly wage of these <u>existing</u> employees: _____  Total number of employees after expansion: _____

\* 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 type="checkbox"/> Tuition assistance	<input checked="" type="checkbox"/> Bonus
<input checked="" type="checkbox"/> PTO / Sick / Vacation	<input checked="" 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): <u>\$ 4,256.64</u>	Company: <u>80%</u>
Health Plan annual out-of-pocket maximum (individual): <u>\$ 6,350.00</u>	Employee: <u>20%</u>

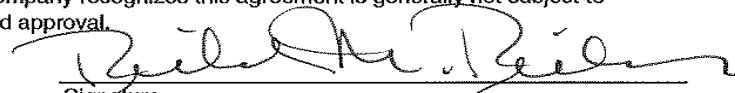
[SIGNATURE PAGE FOLLOWS]

**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.

RICHARD M. RICHER  
Name of person authorized for signature

  
Signature

SENIOR VP FINANCE  
Title

February 5, 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](http://www.diversifynevada.com)

## Site Selection Factors

Company Name: Wilen Vegas, LLC

County: Clark County

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### Section I - Site Selection Ratings

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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>5</u>	Transportation infrastructure:	<u>5</u>
Labor costs:	<u>5</u>	Transportation costs:	<u>3</u>
Real estate availability:	<u>5</u>	State and local tax structure:	<u>5</u>
Real estate costs:	<u>3</u>	State and local incentives:	<u>5</u>
Utility infrastructure:	<u>5</u>	Business permitting & regulatory structure:	<u>4</u>
Utility costs:	<u>3</u>	Access to higher education resources:	<u>4</u>

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

## **Equipment Schedule, Detailed**

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

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

Company Name: Wilén Vegas, LLC County: Clark County

Total Number of Full-Time Employees: 50

Average Hourly Wage per Employee \$23.22  
 Average Annual Wage per Employee (implied) \$48,297.60

Annual Cost of Health Insurance per Employee \$4,256.64  
 Percentage of Cost Covered by:  
     Company 80%  
     Employee 20%

Health Plan Annual Out-of-Pocket Maximum \$6,350

### 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	2.3%	MMQ
Annual Out-of-Pocket Maximum not to exceed \$7,150 (2017)	\$6,350	MMQ

Minimum essential health benefits covered (Company offers PPO):

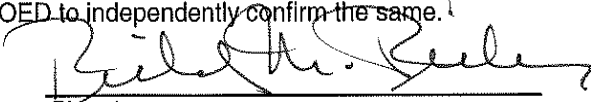
- (A) Ambulatory patient services
- (B) Emergency services
- (C) Hospitalization
- (D) Maternity and newborn care
- (E) Mental health/substance use disorder/behavioral health treatment
- (F) Prescription drugs
- (G) Rehabilitative and habilitative services and devices
- (H) Laboratory services
- (I) 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.

RICHARD M. RICHER

Name of person authorized for signature

  
Signature

SENIOR VP FINANCE

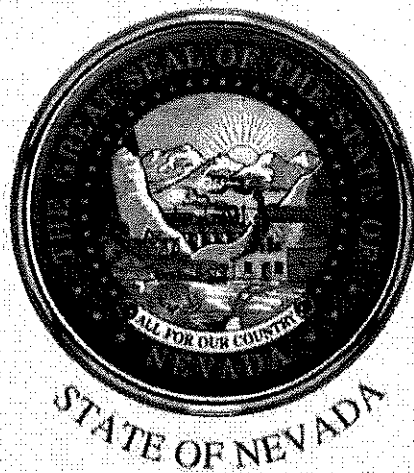
Title

5-Feb-19

Date



# SECRETARY OF STATE



## NEVADA STATE BUSINESS LICENSE

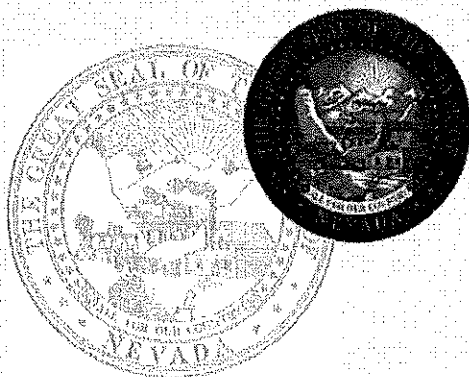
**WILEN VEGAS, LLC**

Nevada Business Identification # NV20191099721

**Expiration Date: February 29, 2020**

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 February 5, 2019

*Barbara K. Cegavske*

Barbara K. Cegavske  
Secretary of State

***You may verify this license at [www.nvsos.gov](http://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.**



**WILEN**

IN-HOUSE ANALYTICS  
EFFECTIVE STRATEGY  
AGENCY  
PRINTER  
MAILING  
MEASUREMENT  
RETARGETING



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RETARGETING

ALL IN-HOUSE





# BY THE NUMBERS



Tripled in size over the last 10 years



Only direct marketing agency with in-house, high-volume production capabilities & expertise



Top 5 direct mailers in the U.S. by volume



Most advanced measurement capabilities in the marketplace





# THE PEOPLE

Our team is comprised of industry experts that specialize in building and optimizing direct mail campaigns.







# A FEW OF OUR CLIENTS

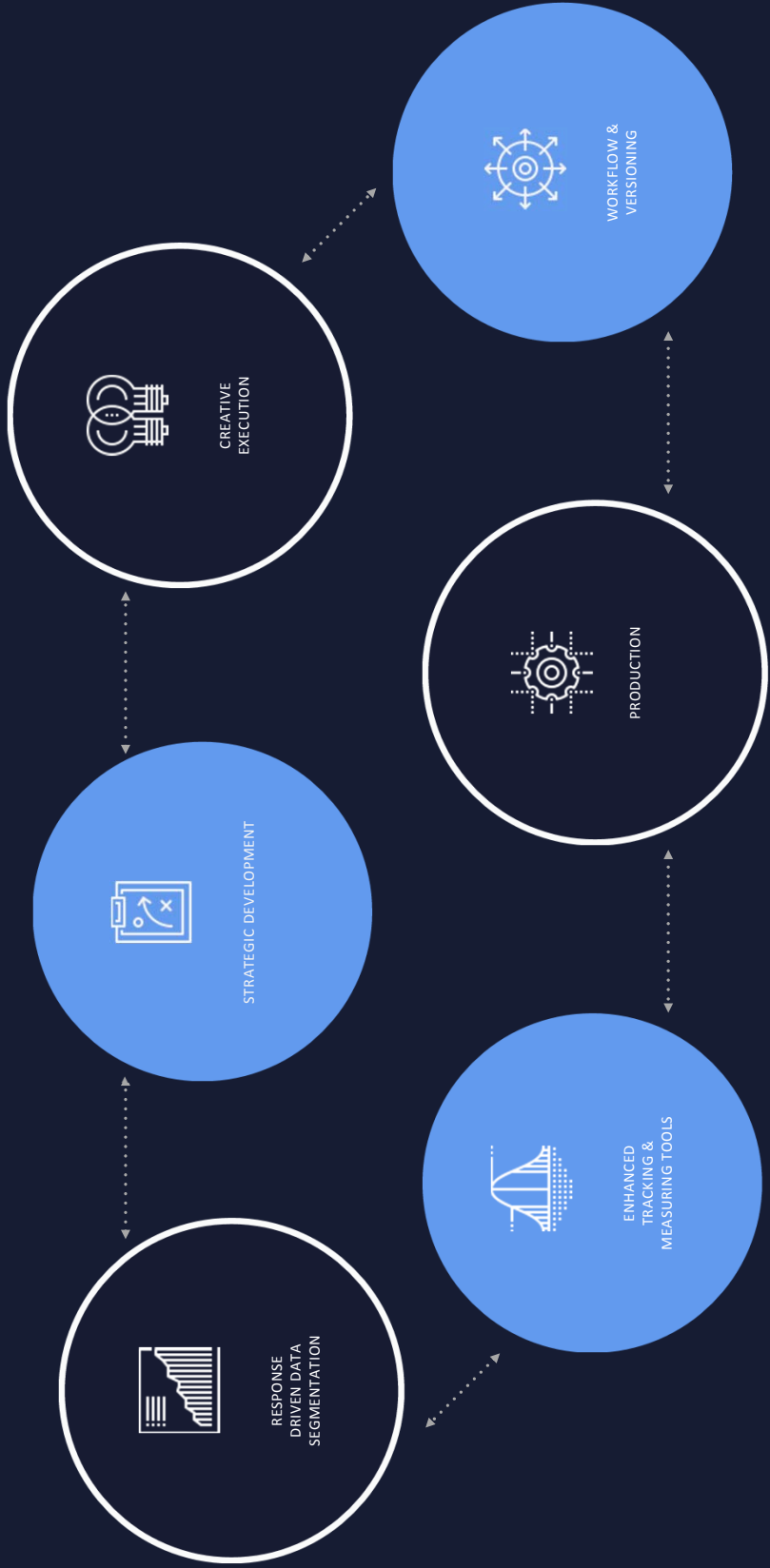


“

The days of ‘spray and pray’ direct mail are over. Effective direct mail campaigns must be surgical in nature. Mail is the new digital, and although it can seem complex, it doesn’t have to be complicated.

Paul Caravello, Managing Director  
Willen New York

# SPEED AND RELEVANCY THROUGH PROCESS INTEGRATION





THANK YOU

 WILEN