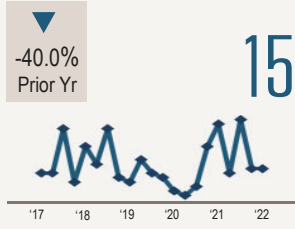


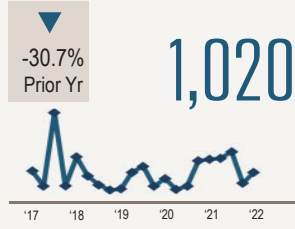
# QUARTERLY PERFORMANCE REPORT

Q1 2022

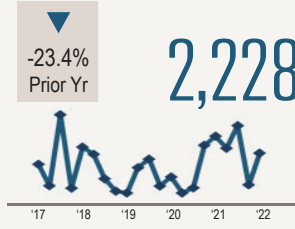
NUMBER OF  
ASSISTED COMPANIES  
2022 YTD



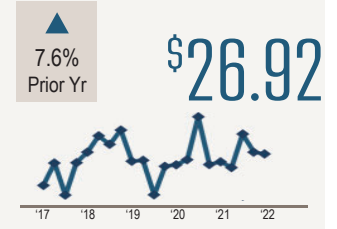
INITIAL JOBS FROM  
ASSISTED COMPANIES  
2022 YTD



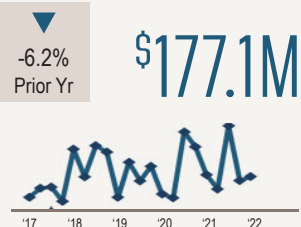
NUMBER OF  
BUILD OUT JOBS  
2022 YTD



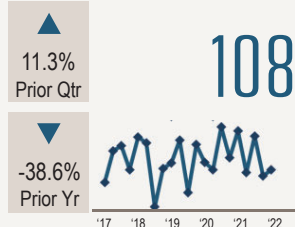
AVERAGE WAGE PAID BY  
ASSISTED COMPANIES  
2022 YTD



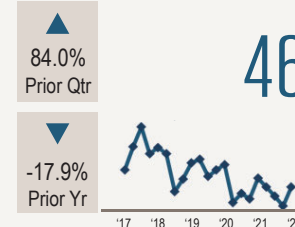
ASSISTED COMPANY  
INVESTMENTS  
2022 YTD



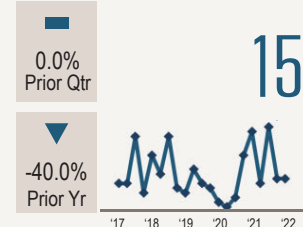
NUMBER OF LEADS  
Q1 2022



NUMBER OF PROSPECTS  
Q1 2022

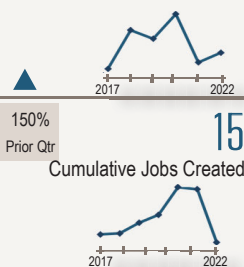


NUMBER OF WINS  
Q1 2022

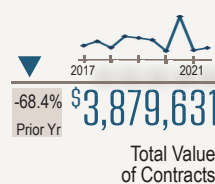
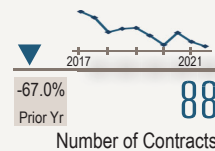


## DIVISIONS

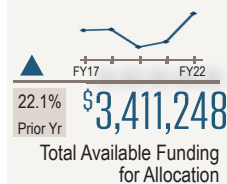
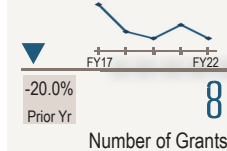
Q1 of the Grant Year  
GLOBAL STEP  
GRANT



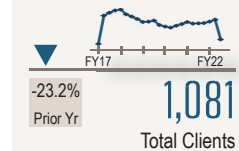
JUL-DEC 2021  
EMERGING  
SMALL BUSINESS  
PROGRAM



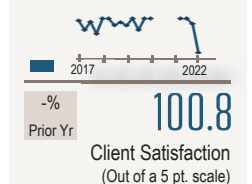
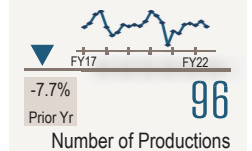
FY 2021  
RURAL  
COMMUNITY  
DEVELOPMENT  
BLOCK GRANTS



Q3 FY22  
PROCUREMENT  
TECHNICAL  
ASSISTANCE  
CENTER



Q3 FY22  
NEVADA  
FILM OFFICE



### JOBS ANNOUNCED BY ASSISTED COMPANIES

In the first quarter of 2022, 15 companies added 1,020 jobs to Nevada's economy. Once these companies are fully staffed, the build-out job estimate is 2,228. Incentivized companies are bringing in 750 jobs, while non-incentivized assisted companies are adding 270 jobs to the workforce.

In 2022 so far, 46 percent of the assisted companies were manufacturers followed by logistics and operations (27 percent) and business services (13 percent).

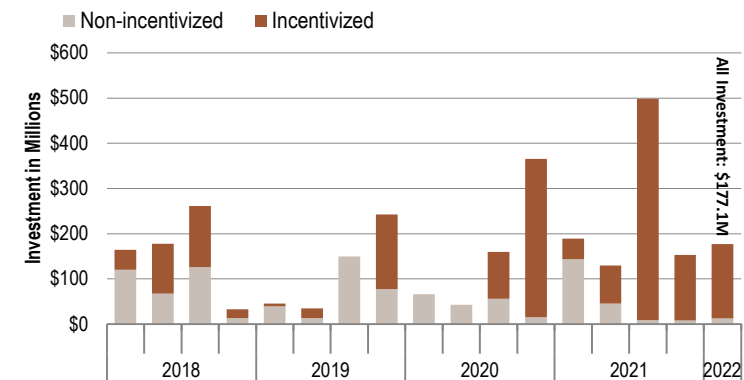
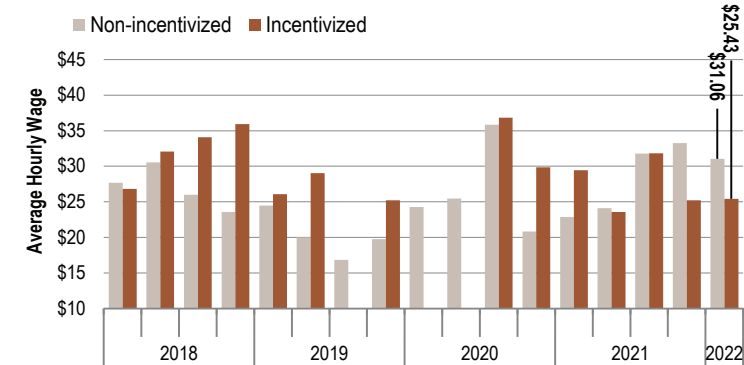
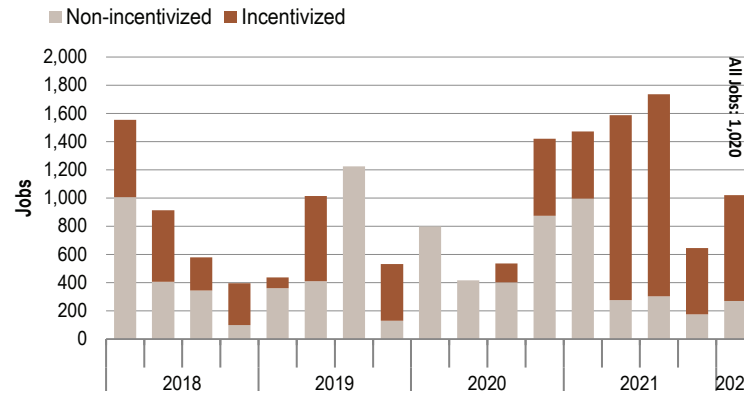
### WAGES PAID BY ASSISTED COMPANIES

Wage activity remained strong in the first quarter. The average hourly wage paid by assisted companies came in at \$26.92 so far this year, up from the \$25.01 average for the first quarter of 2021. So far this year, the incentivized average wage is \$25.43. Meanwhile, the non-incentivized average wage came in at \$31.06.

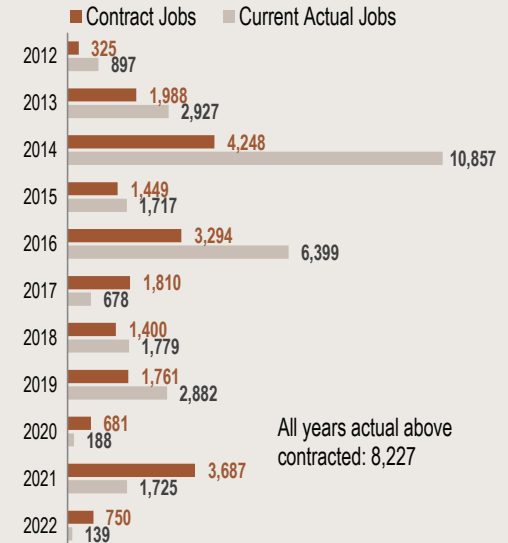
### ASSISTED COMPANY INVESTMENT

Capital investment by assisted companies totaled \$177.1 million in the first quarter, \$164.1 million of which is attributed to incentivized companies. Capital investment for 2022 year-to-date is below last year's total for the same time period by \$11.7 million.

Note: Excludes large scale projects like Boulder Solar Power (\$1B), Apple (\$1B), Tesla (\$5B), or companies that qualified for Aviation or Data Center abatements.

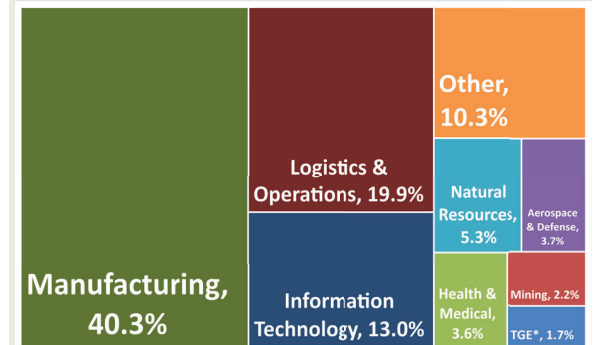


### CONTRACT AND ACTUAL JOBS BY NEW INCENTIVIZED COMPANIES



As new incentivized companies add staff, the number of actual jobs has exceeded those that were contracted.

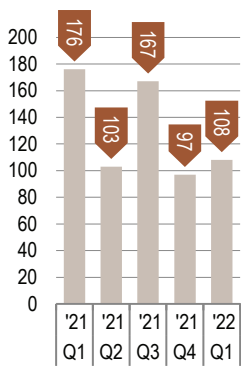
### ASSISTED COMPANY INDUSTRY MIX 2009-PRESENT



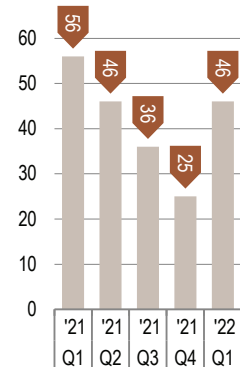
\*Tourism, Gaming, and Entertainment

RECRUITMENT ACTIVITY: 2021 Q1–2022 Q1

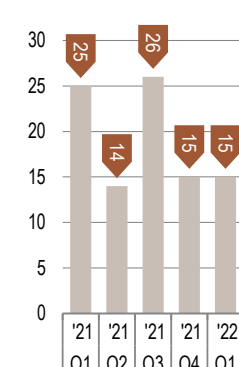
NEW LEADS



NEW PROSPECTS

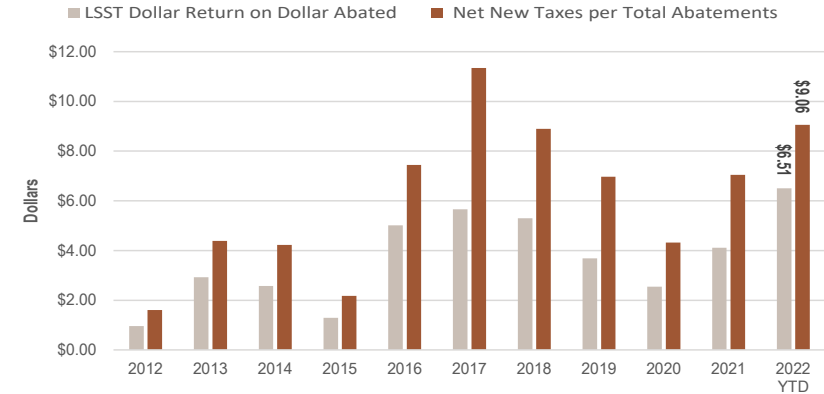


WINS



There were 15 wins in the first quarter of 2022. This is unchanged from the fourth quarter of 2021, but is a 40.0 percent decrease from a year ago. Activity in the earlier stages of the recruitment pipeline during the first quarter were mixed when compared to prior periods. When compared to the previous quarter, Leads were up by 11.3 percent and Prospects were up by 84.0 percent. When compared to last year, Leads were down by 38.6 percent and Prospects were down by 17.9 percent.

STANDARD ABATEMENT RETURN ON INVESTMENT



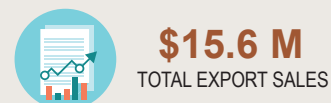
The return on investment (ROI) of abated companies is determined by dividing the estimated dollar amount of new taxes after abatements by the dollar amount of taxes abated. In 2022 so far, for every tax dollar abated in the standard abatement, an additional \$9.06 will be collected. Looking at the Local School Support Tax (LSST) portion of abatements over the same period, for every dollar abated, \$6.51 will be collected. Since 2010, the dollar-for-dollar return on investment of standard abatements is \$5.47 and \$3.15 for the LSST portion. The ROI for all abatements (including standard, aviation, data center, and specialized abatements) is \$2.47 since 2010, and \$9.06 so far this year.

ANNUAL ASSISTED COMPANY STATISTICS

Year	Companies	ALL COMPANIES				INCENTIVIZED COMPANIES					NON-INCENTIVIZED COMPANIES				
		Initial Jobs	Build-Out Jobs	Average Wage	Capital Investment	Companies	Initial Jobs	Build-Out Jobs	Average Wage	Capital Investment	Companies	Initial Jobs	Build-Out Jobs	Average Wage	Capital Investment
2016	49	3,365	5,299	\$17.32	\$541,874,577	22	2,489	3,610	\$17.95	\$520,050,077	27	876	1,689	\$15.52	\$21,824,500
2017	64	5,248	7,290	\$18.91	\$281,339,762	26	2,383	3,510	\$23.56	\$190,015,845	38	2,865	3,780	\$15.04	\$91,323,917
2018	73	3,426	6,560	\$29.38	\$1,231,982,340	34	1,586	3,764	\$31.27	\$905,651,438	39	1,840	2,796	\$27.76	\$326,330,902
2019	56	3,210	5,179	\$21.84	\$704,910,507	19	1,084	1,940	\$27.42	\$424,758,507	37	2,126	3,239	\$19.00	\$280,152,000
2020	50	3,174	5,281	\$26.43	\$934,440,254	13	681	1,449	\$31.23	\$753,666,889	37	2,493	3,832	\$25.12	\$180,773,365
2021	80	5,351	9,629	\$27.11	\$937,221,725	42	3,687	6,552	\$27.75	\$764,863,780	38	1,664	3,077	\$25.69	\$172,357,945
2022 YTD	15	1,020	2,228	\$26.92	\$177,124,147	6	750	1,786	\$25.43	\$164,139,469	9	270	442	\$31.06	\$12,984,678

## STATE TRADE EXPANSION PROGRAM 9 CONTINUATION: Q1 PROGRESS

### STEP 9 SUMMARY



The State Trade Expansion Program (STEP) helps small businesses learn to export, participate in foreign trade missions, design international marketing products and campaigns, support website globalization and e-commerce capabilities, pay for subscriptions to services provided by the U.S. Department of Commerce and other federal agencies, and participate in export trade show exhibits and training workshops.

In January, Nevada successfully closed the STEP 9 grant. While states are allotted eight quarters to distribute the grant funds to small businesses, Nevada was able to accomplish this process in only five quarters. Since Nevada was so effective in closing the STEP 9 grant, the state was approved for the STEP 9 Continuation (STEP 9-C) grant.

STEP 9-C is a year long program awarded to state governments. Over the year, Nevada's approved plan is projected to aid 33 firms in creating \$4.5 million in export sales. As of the first quarter, Nevada has 6 participating firms that have \$650 thousand in export sales; therefore, we need 27 participants and \$3.85 million in export sales to meet our approved plan.

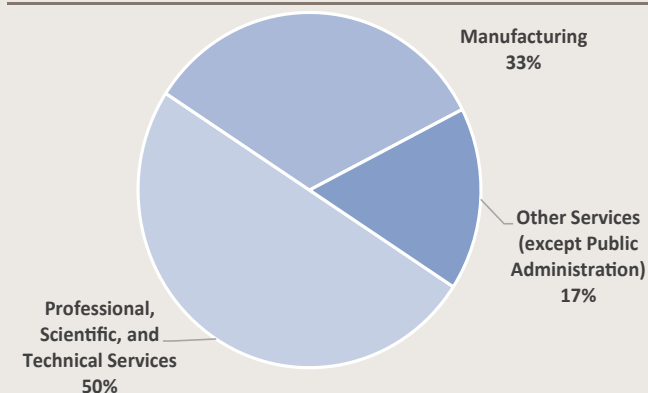
The grant also promotes job growth for participating firms. In the first quarter of the STEP 9-C grant, there were 15 jobs created or retained.

STEP QUARTER	NEW TO EXPORT FIRMS		MARKET EXPANSION FIRMS		TOTAL FIRMS	
	FIRMS	EXPORT SALES	FIRMS	EXPORT SALES	FIRMS	EXPORT SALES
Q1	3	\$100,000	3	\$550,000	6	\$650,000

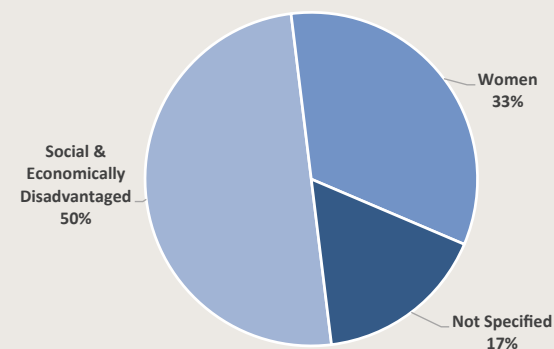
### GOED INTERNATIONAL DIVISION TRADE MISSION SUMMARY Q1 2022

- » In March, a delegation from the European Commission (EC) visited Reno as a part of a larger trip to the United States to learn about our renewable and clean energy initiatives and trade strategies with Europe. To aid the EC delegation in their mission, the GOED International Division (ID) arranged meetings with State officials and executives from Tesla, Panasonic, and Redwood Materials.
- » In March, the GOED ID participated in the Department of Commerce's Trade Winds trade mission in Dubai with a delegation of 16 companies and three academic organizations. This trade mission involves a three-day business forum where companies had the opportunity to meet directly with foreign government leadership, market experts, and potential business partners from over 20 countries in the Middle East, North Africa, and Sub-Saharan Africa.
- » During the Trade Winds trade mission trip, Nevada companies visited Istanbul where they met with the mayor and Istanbul's leading business support organizations. While there, the University of Nevada, Reno and the GOED ID organized a business event in collaboration with a top accelerator program allowing the delegation to promote their exports on the Turkish market.

### INDUSTRY MIX



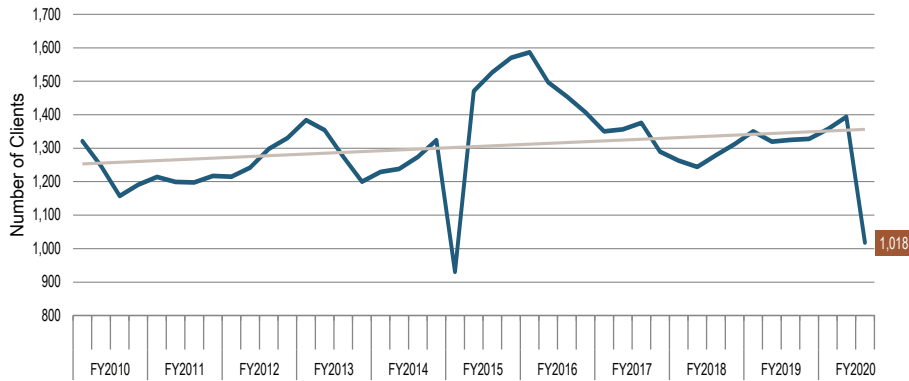
### FIRM DEMOGRAPHICS



### EXPORT ACTIVITIES

EXPORT ACTIVITY TYPE	TOTAL STEP FIRMS	TOTAL EXPORT SALES
Foreign trade mission	6	\$650,000
Website Translation, SEO, Localization	0	\$0
International marketing media design	0	\$0
Trade show exhibition	0	\$0
Export training workshops	0	\$0
Other export initiative	0	\$0
<b>Total Cumulative Activity</b>	<b>6</b>	<b>\$650,000</b>

### PROCUREMENT TECHNICAL ASSISTANCE CENTER



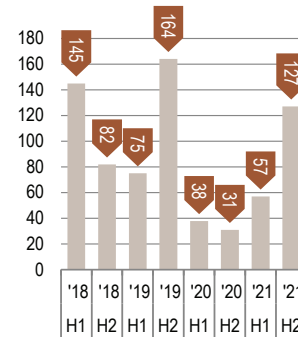
	PRIME CONTRACT AWARDS				SUBCONTRACT AWARDS		
	CLIENTS	NO.	AMOUNT	AVERAGE	NO.	AMOUNT	AVERAGE
FY 2017	1,375	662	\$129,047,457	\$194,936	43	\$4,326,685	\$100,621
FY 2018	1,486	1,309	\$328,285,762	\$250,791	57	\$14,701,162	\$257,915
FY 2019	1,343	1,209	\$169,325,057	\$140,054	36	\$9,461,682	\$262,825
FY 2020	1,275	1,396	\$263,399,314	\$188,681	106	\$25,350,150	\$239,152
FY 2021	1,331	1,380	\$303,669,213	\$220,050	102	\$43,362,549	\$425,123
FY 2022 YTD	1,256	1,110	\$166,900,637	\$150,361	47	\$94,347,057	\$2,007,384

#### PROCUREMENT TECHNICAL ASSISTANCE CENTER OVERVIEW FY2022 Q3

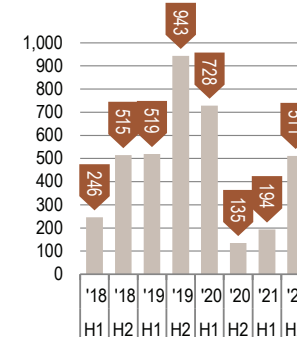
- » The Nevada Procurement Technical Assistance Center (PTAC) reported 333 prime contracts and 26 subcontracts for its subset of active clients in the third quarter of FY22. The number of clients decreased from 1,394 in the second quarter to 1,018 in the third quarter due to a variety of reasons including clients requesting inactive status and lack of response from several businesses resulting in an inactive status.
- » The PTAC division continues to teach and provide one-on-one counseling sessions as clients pursue local, state, and federal government-related contracts and subcontracts in Nevada and across the country. Counseling, in part, includes help with government solicitation document review, draft proposal review, and contract administration guidance. The PTAC also provides no-charge outreach events such as webinars.

### EMERGING SMALL BUSINESS PROGRAM

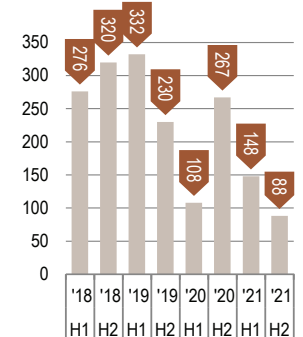
#### BUSINESSES CERTIFIED



#### BUSINESSES SOLICITED



#### CONTRACTS AWARDED



	BUSINESSES	BUSINESSES	CONTRACTS		
	CERTIFIED	SOLICITED	NUMBER	AMOUNT	AVERAGE
January – June 2018	145	246	276	\$3,950,738	\$14,314
July – December 2018	82	515	320	\$6,978,338	\$21,807
January – June 2019	75	519	332	\$6,552,283	\$19,736
July – December 2019	164	943	230	\$6,010,495	\$26,133
January – June 2020	38	728	108	\$3,061,241	\$28,345
July – December 2020	31	135	267	\$12,267,731	\$45,947
January – June 2021	57	194	148	\$3,285,417	\$22,199
July – December 2021	127	511	88	\$3,879,631	\$44,087

#### EMERGING SMALL BUSINESS PROGRAM OVERVIEW

- » The number of Emerging Small Businesses (ESB's) that have been certified from July through December 2021 has increased by 309.7 percent over the same period last year, and 122.8 percent when compared to the first half of the year. Since 2014, 1,858 ESB's have been certified in total.
- » In 2021, the number of ESB's solicited to submit a quote, bid, or proposal on a contract decreased by 18.3 percent over last year. Data is still being collected for the second half of the year, therefore, these estimates may increase.

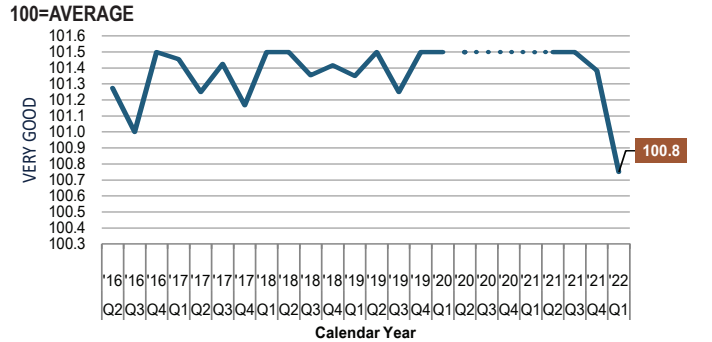
NEVADA FILM OFFICE

NEVADA FILM OFFICE  
ANNUAL PRODUCTION REVENUE\*

FISCAL YEAR	NUMBER OF PRODUCTIONS	REVENUE*
2007	425	\$113,748,400
2008	436	\$82,727,400
2009	361	\$91,900,600
2010	367	\$81,130,250
2011	479	\$102,525,600
2012	520	\$88,783,700
2013	559	\$67,571,708
2014	370	\$58,716,755
2015	500	\$65,159,732
2016	495	\$73,160,712
2017	501	\$40,134,588
2018	333	\$50,066,857
2019	414	\$46,586,786
2020	428	\$33,599,018
2021	360	\$58,013,665
2022	313	\$62,145,794

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

CLIENT SATISFACTION INDEX\*



VERY GOOD = 101.5-100.9 | GOOD = 100.9-100.3 | AVERAGE = 100.3-99.7 | POOR = 99.7-99.1 | VERY POOR = 99.1-98.5

In the first quarter, customer responses to the survey were in the “good” range of 100.9 and 100.3. The score decreased from the last quarter, at 100.8; however, there were also less respondents. Due to budget constraints, the Nevada Film Office Client Satisfaction Survey was inactive from the second quarter of 2020 through the first quarter of 2021. This is indicated by the dashed portion of the line in the chart above.

\*The Index is an aggregate measure on how customers rated their experience on availability, responsiveness, knowledge, willingness to help, and overall level of service. Since inception in 2014, client responses to the Nevada Film Office’s Satisfaction Survey have consistently been very good.

SIGNIFICANT PROJECTS\* FY2022 Q3

PROJECT	PROJECT TYPE
DRL Vegas Championship Race	TV Series
Skeletons in the Closet	Feature Film
Untitled Renner Project	TV Series
NHL All-Star Skills - Outdoor Skills	TV Special
Pro Bowl 2022 / Big Madden	Commercial
Wedding Season	TV Series
Nissan	Commercial
The Million Dollar Bet	Feature Film Ind.
Boyd Gaming	Commercial
The 2022 Mint 400	Documentary
Executive Producer	Documentary

\* Each of the projects contributed more than \$150,000 in local production expenditures.

COMMUNITY DEVELOPMENT BLOCK GRANTS

PROGRAM YEAR 2021 GRANTS

- » Fifteen grants totaling \$3,996,856.
- » Rural Nevada: Eight grants with a total allocation\* of \$3,411,248.
- » Urban Nevada (Carson City): Seven grants with a total allocation\* of \$585,609.

RURAL COMMUNITY DEVELOPMENT BLOCK GRANTS

PROGRAM YEAR	NUMBER OF GRANTS	TOTAL ALLOCATION*	AVERAGE GRANT AWARD	PERCENT ECONOMIC DEVELOPMENT
2014	24	\$2,439,168	\$101,632	22%
2015	20	\$2,544,500	\$127,225	84%
2016	18	\$2,759,320	\$153,296	61%
2017	13	\$3,044,377	\$234,183	69%
2018	9	\$3,061,919	\$340,213	70%
2019	8	\$2,677,129	\$334,641	91%
2020	10	\$2,793,254	\$279,325	97%
2021 YTD	8	\$3,411,248	\$426,406	79%

RURAL GRANT PROGRESS

- » During the third quarter (January/February/March), \$666,772 was paid to three rural cities.
- » CDBG staff closed two grant this period.
- » There are currently 68 open grants. For the standard CDBG program, there are three grants from 2018, three grants from 2019, and six grants from 2020, and 13 grants from 2021. For the CDBG-CV program, there are 43 open grants from 2020.

URBAN COMMUNITY DEVELOPMENT BLOCK GRANTS

- » During the third quarter (January/February/March), \$27,757 was paid to Carson City.
- » Carson City received \$509,071 in the HUD allocation to fund six projects for program year 2021.
- » In 2017 Carson City’s program reverted to the state with an urban focus and different priorities than GOED’s existing rural programs. Future urban project recommendations for funding will be reviewed to award grants with greater economic development impact.

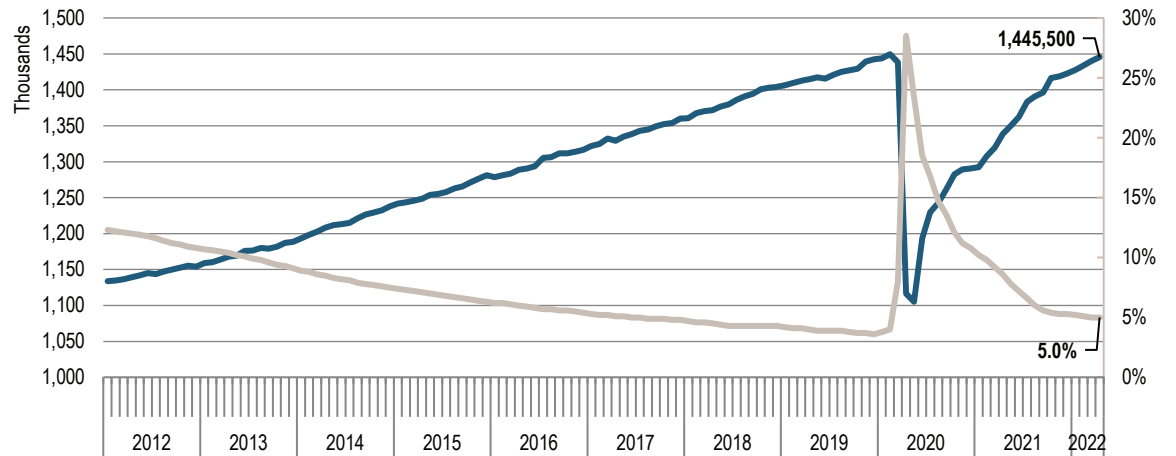
\*Total Allocation includes HUD allocation as well as recaptured funds from previous years.



### NEVADA JOBS AND UNEMPLOYMENT

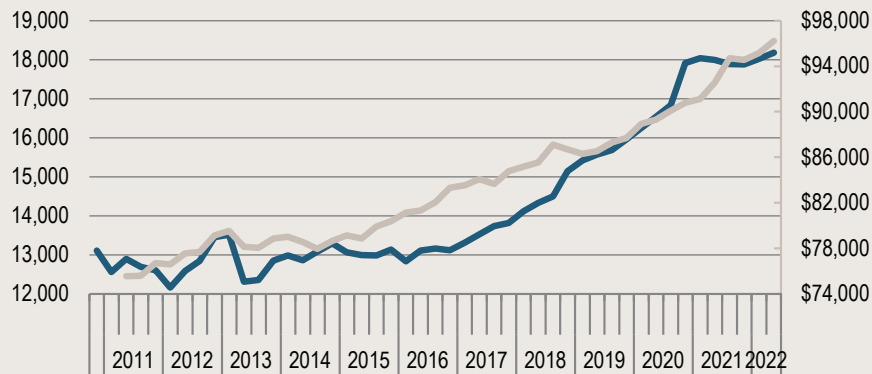
As of April, the total number of workers in the State now stands at 1,445,500. This still puts us down 4,100 jobs since the pre-pandemic high of 1,449,600 in February 2020. However, 340,400 jobs have been gained back resulting in an increase of 8.0 percent over the year. This compares to a National increase of 4.6 percent.

The unemployment rate currently stands at 5.0 percent; a 3.6 percentage point decrease from this time last year but 1.4 points above the pre-recessionary low of 3.6 percent.



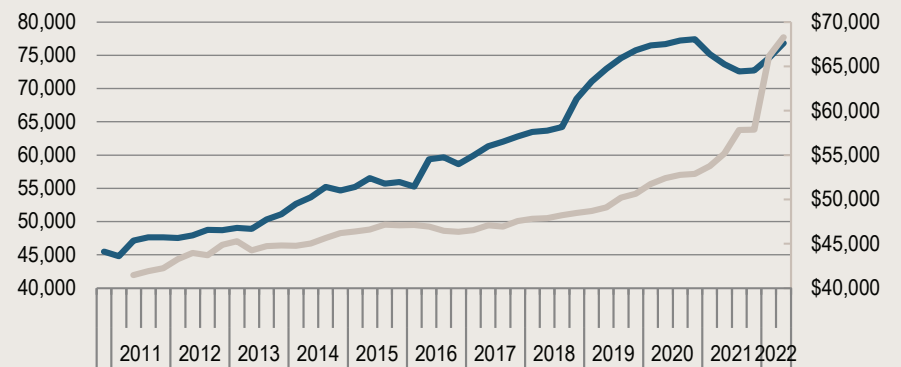
— Jobs (in thousands) — Unemployment Rate

### AEROSPACE AND DEFENSE



Aerospace and Defense added 160 jobs in the second quarter of 2022, with 18,180 workers currently employed in the industry. Average annual earnings totaled \$96,220 per year, up a staggering \$1,080 over the quarter. When compared to last year, there has been a 1.0 percent increase in jobs and a 4.0 percent increase in earnings.

### BUSINESS INFORMATION TECHNOLOGY

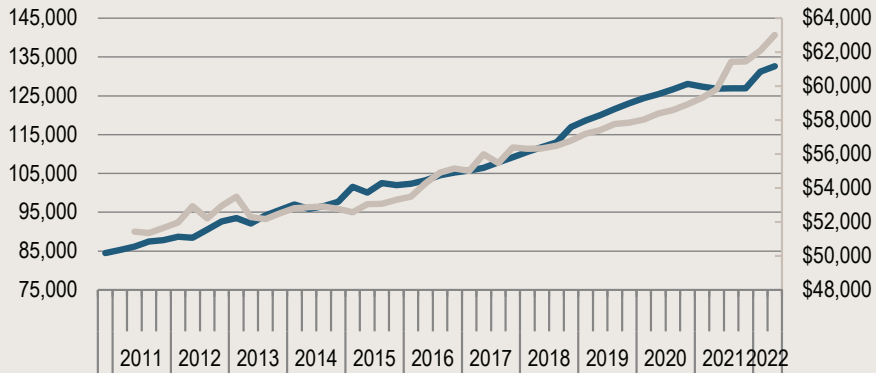


The number of jobs in Nevada's Business Information Technology sector increased by 2,230 in the current quarter to a total of 76,820 workers in the sector. Average annual earnings increased substantially, up \$2,170 from last quarter, and now stands at \$68,280. For the year, job counts have decreased by 4.3 percent, while earnings improved by 23.7 percent.

— Jobs — Average Earnings per Job

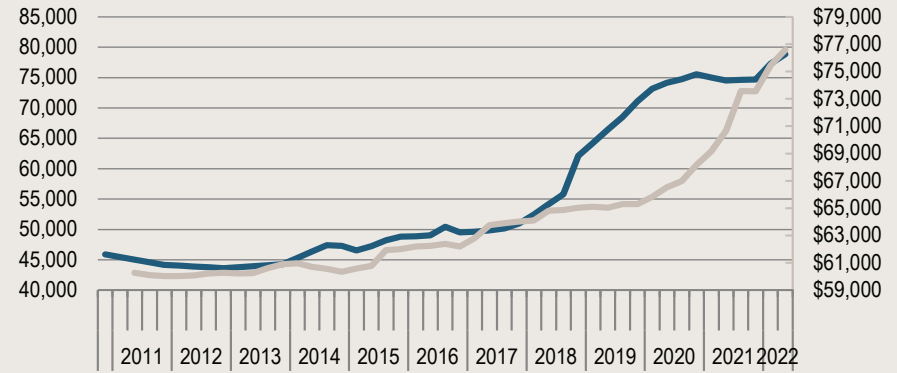
Current industry data is derived from EMSI's second quarter estimates. Industry groups do not equate to the two-digit NAICS sectors or the super-sector groups found in CES data.

**HEALTH AND MEDICAL**



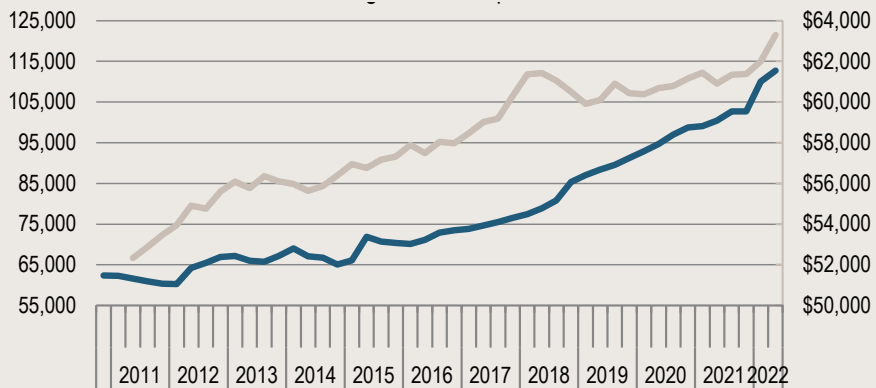
When compared to the previous quarter, jobs in Nevada's Health and Medical sector increased by 1,340, for a total job count of 132,590 workers. Annual earnings also increased, up \$920, to a salary of \$63,020. When compared to last year, job counts in Nevada's healthcare sector have grown by 4.5 percent and earnings have increased by 5.4 percent

**NATURAL RESOURCE TECHNOLOGIES**



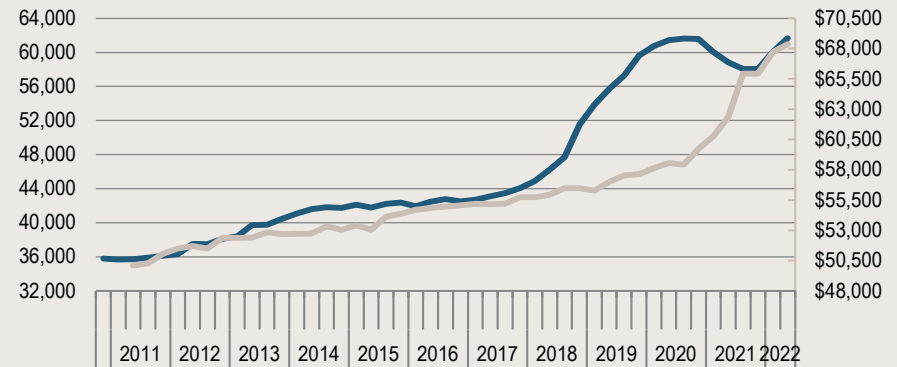
There were 78,840 workers in Nevada's Natural Resource Technologies sector after an increase of 1,590 jobs in the current quarter. Average annual earnings increased by \$1,130 and currently stand at \$76,580. When compared to last year, job counts have increases by 5.8 percent and earnings have increased by 8.4 percent.

**LOGISTICS AND OPERATIONS**



Average annual earnings in Nevada's Logistics and Operations sector increased \$1,300 from last quarter's average and currently stand at \$63,300. Job counts are up 2,670 this quarter, with 112,680 total jobs in the sector. For the year, jobs have grown by 12.2 percent and earnings have increased by 3.9 percent.

**MANUFACTURING**



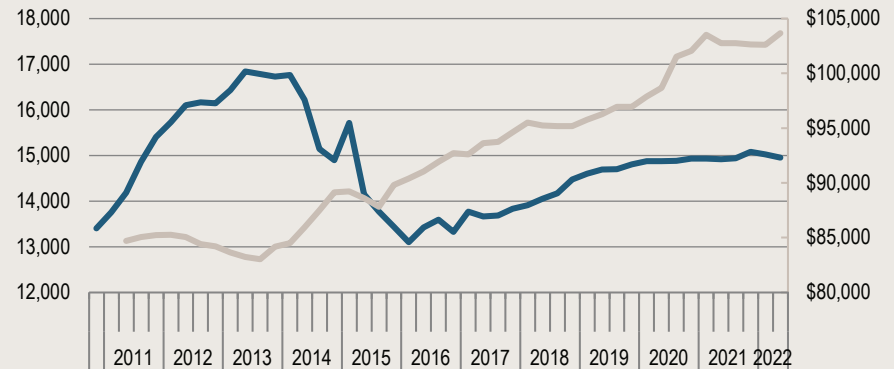
Nevada's Manufacturing sector also realized significant growth this quarter. Jobs increased by 1,570 and wages grew by \$650, resulting in 61,650 workers currently employed in the sector making, on average, \$68,370 per year. Since last year, job counts have increased by 4.8 percent, while average annual earnings grew by 9.6 percent.

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



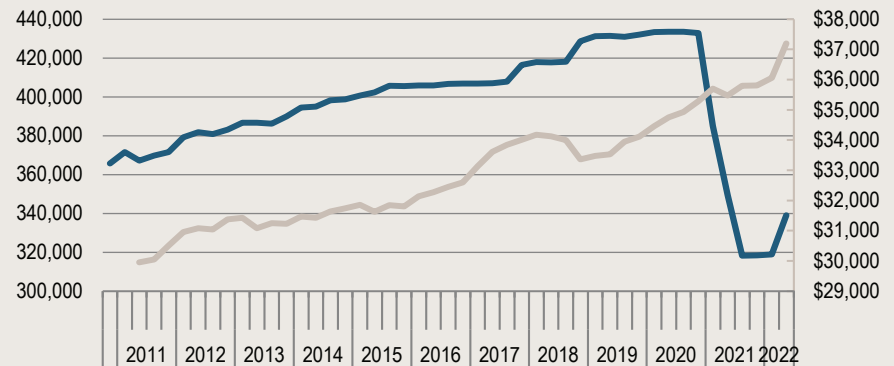
### MINING

Nevada's Mining sector remained stable over the quarter and the year. Job counts contracted by 70 in the current quarter, with total industry employment of 14,960 workers. Average annual earnings increased by \$1,060 this quarter, and currently stand at \$103,650. When compared to last year, job counts have improved by 0.6 percent while earnings increased by 0.9 percent.



### TOURISM, GAMING, AND ENTERTAINMENT

Although the pandemic hit Nevada's Tourism, Gaming, and Entertainment industry especially hard. Total employment in Nevada's largest sector currently stands at 339,000 workers, up 20,160 jobs from the previous quarter. Annual earnings increased by \$1,140, and now stand at \$37,200. For the year, jobs decreased 3.0 percent, while earnings increased 4.9 percent.



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