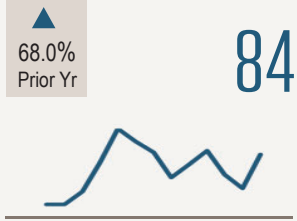


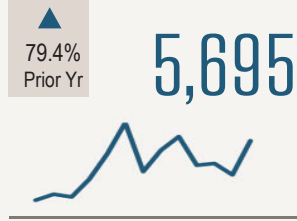
QUARTERLY PERFORMANCE REPORT

Q4 2021

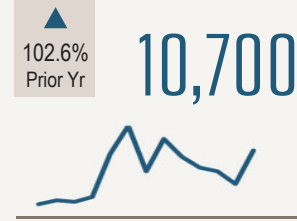
NUMBER OF
ASSISTED COMPANIES
2021



INITIAL JOBS FROM
ASSISTED COMPANIES
2021



NUMBER OF
BUILD OUT JOBS
2021



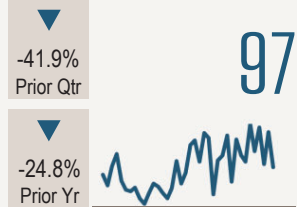
AVERAGE WAGE PAID BY
ASSISTED COMPANIES
2021



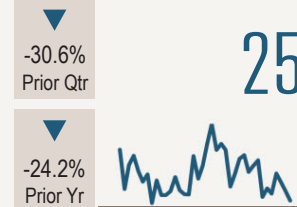
ASSISTED COMPANY
INVESTMENTS
2021



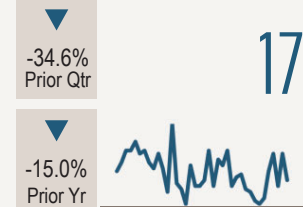
NUMBER OF LEADS
Q4 2021



NUMBER OF PROSPECTS
Q4 2021

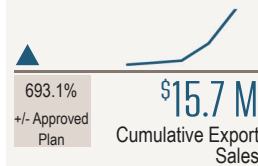
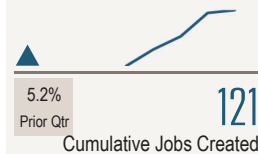


NUMBER OF WINS
Q4 2021

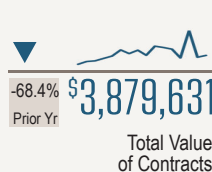
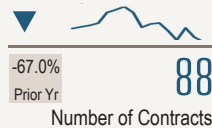


DIVISIONS

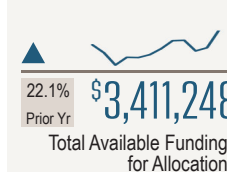
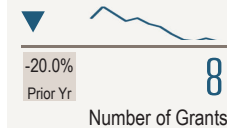
Q5 of the Biennium
GLOBAL STEP
GRANT



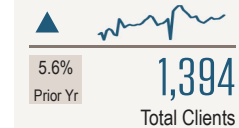
JUL-DEC 2021
EMERGING
SMALL BUSINESS
PROGRAM



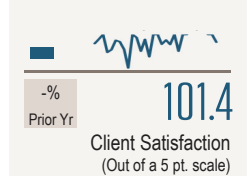
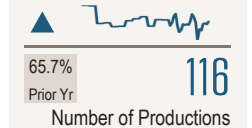
FY 2021
RURAL
COMMUNITY
DEVELOPMENT
BLOCK GRANTS



Q2 FY22
PROCUREMENT
TECHNICAL
ASSISTANCE
CENTER



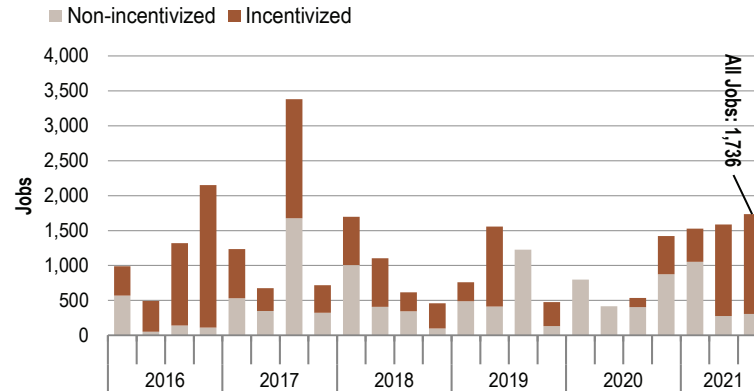
Q2 FY22
NEVADA
FILM OFFICE



JOBS ANNOUNCED BY ASSISTED COMPANIES

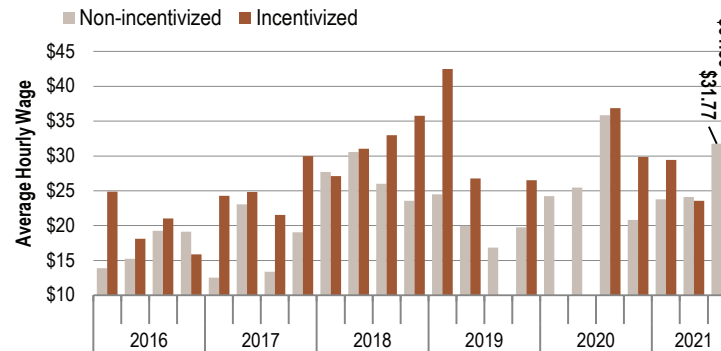
In the fourth quarter of last year, 17 companies added 845 jobs to Nevada's economy. Once these companies are fully staffed, the build-out job estimate is 1,869. Incentivized companies are bringing in 469 jobs, while non-incentivized assisted companies are adding 376 jobs to the workforce.

In 2021, 50 percent of the assisted companies were manufacturers followed by business services (21 percent) and logistics and operations (19 percent).



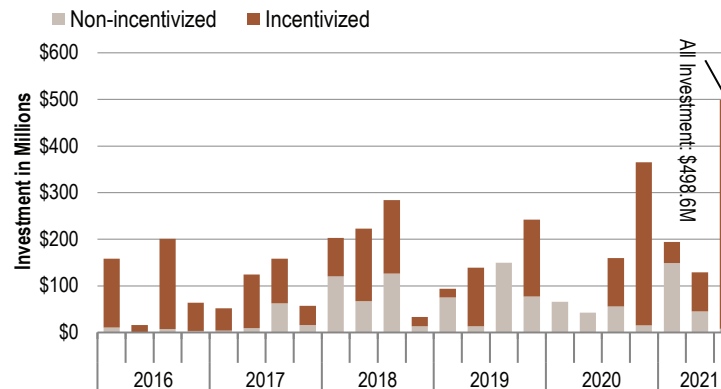
WAGES PAID BY ASSISTED COMPANIES

Wage activity remained strong in the fourth quarter. The average hourly wage paid by assisted companies came in at \$27.29 for the year, up from the \$27.17 average for the first three-quarters of 2021. Further, the 2021 average is up 3.3 percent from 2020. So far this year, the incentivized average wage is \$27.75. Meanwhile, the non-incentivized average wage came in at \$26.46.



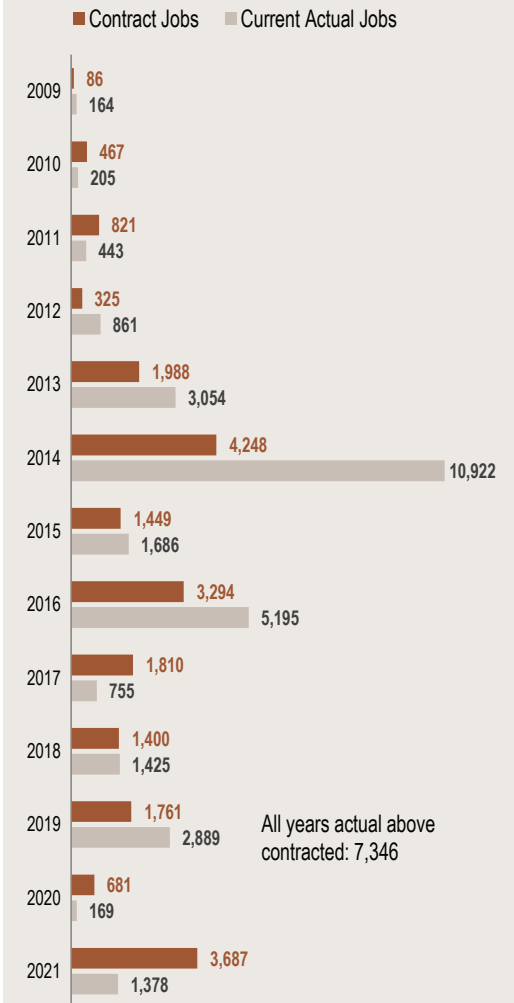
ASSISTED COMPANY INVESTMENT

Capital investment by assisted companies totaled \$413.3 million in the fourth quarter, \$145.3 million of which is attributed to incentivized companies. Capital investment for 2021 year-to-date totaled \$1.24 billion, exceeding the last year's total for the same time period by \$601.1 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.

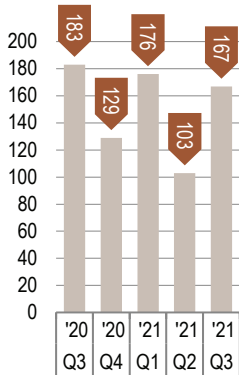
CONTRACT AND ACTUAL JOBS BY NEW INCENTIVIZED COMPANIES



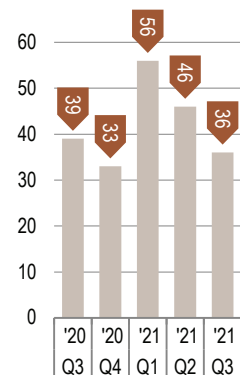
As new incentivized companies add staff, the number of actual jobs has exceeded those that were contracted.

RECRUITMENT ACTIVITY: 2020 Q4-2021 Q4

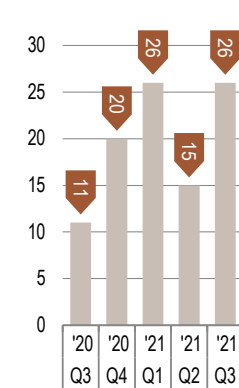
NEW LEADS



NEW PROSPECTS

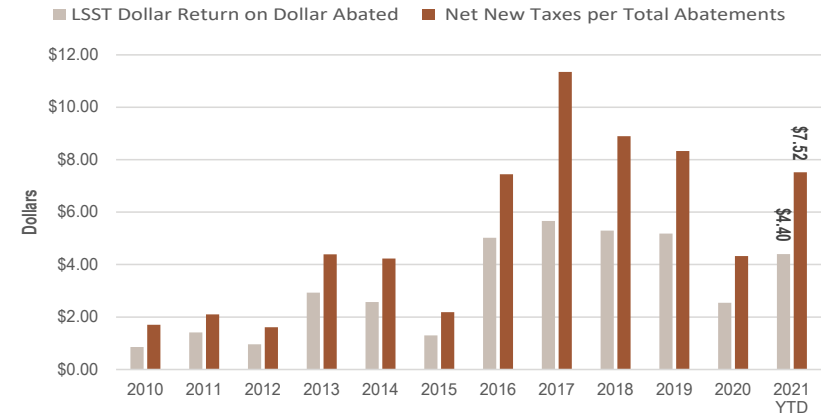


WINS



There were 17 wins in the fourth quarter of 2021. This represents a 34.6 percent decrease from the third quarter, and a 15.0 percent decrease from a year ago. Activity in the earlier stages of the recruitment pipeline during the fourth quarter were also down over prior periods. When compared to the previous quarter, Leads were down by 41.9 percent and Prospects were down by 30.6. When compared to last year, Leads were down by 24.8 percent and Prospects were down by 24.2 percent.

STANDARD ABATEMENT RETURN ON INVESTMENT



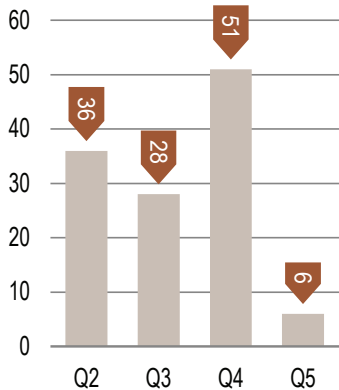
The return on investment (ROI) of abated companies is determined by dividing the estimated dollar amount of new taxes after abatements by the dollar amount of taxes abated. In 2021, for every tax dollar abated in the standard abatement, an additional \$7.05 will be collected. Looking at the Local School Support Tax (LSST) portion of the abatement over the same period, for every dollar abated, \$4.12 will be collected. Since 2010, the dollar-for-dollar return on investment of standard abatements is \$5.46 and \$3.14 for the LSST portion. The ROI for all abatements (including standard, aviation, data center, and specialized abatements) is \$2.45 since 2010, and \$7.05 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 |
| 2015 | 86 | 3,406 | 7,350 | \$22.62 | \$5,116,142,613 | 53 | 2,056 | 5,629 | \$27.15 | \$5,061,620,607 | 33 | 1,350 | 1,721 | \$15.71 | \$54,522,006 |
| 2016 | 61 | 4,982 | 12,570 | \$18.07 | \$2,103,622,702 | 34 | 4,106 | 10,881 | \$18.62 | \$2,081,798,202 | 27 | 876 | 1,689 | \$15.52 | \$21,824,500 |
| 2017 | 74 | 6,014 | 9,681 | \$19.48 | \$399,536,189 | 35 | 3,137 | 5,866 | \$23.56 | \$306,712,272 | 39 | 2,877 | 3,815 | \$15.03 | \$92,823,917 |
| 2018 | 88 | 3,875 | 7,952 | \$29.35 | \$8,157,922,024 | 48 | 2,017 | 5,123 | \$30.79 | \$7,829,424,122 | 40 | 1,858 | 2,829 | \$27.80 | \$328,497,902 |
| 2019 | 64 | 4,017 | 7,362 | \$23.59 | \$857,627,103 | 25 | 1,761 | 3,883 | \$29.14 | \$541,120,103 | 40 | 2,291 | 3,514 | \$19.51 | \$426,490,029 |
| 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 | 84 | 5,695 | 10,700 | \$27.29 | \$1,235,561,180 | 42 | 3,687 | 6,552 | \$27.75 | \$764,863,780 | 42 | 2,008 | 4,148 | \$26.46 | \$470,697,400 |

SBA STATE TRADE EXPANSION PROGRAM: Q5 PROGRESS

JOBS CREATED/RETAINED



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.

STEP is a two-year program awarded to state governments. Over eight quarters, Nevada's approved plan is projected to aid 18 firms in creating \$1.98 million in export sales. We are now beginning the second year of the program and as of the fifth quarter, Nevada has 32 participating firms that have \$15.7 million in export sales; therefore, we have exceeded our goal by 77.8% in participants and 693.1% in sales.

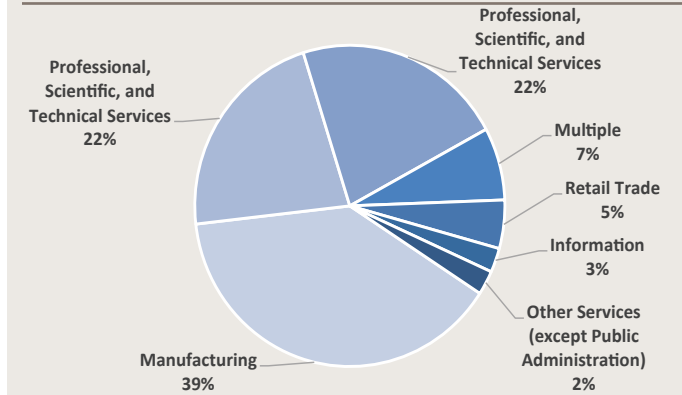
The grant also promotes job growth for participating firms. In the fifth quarter of the two-year grant, there were 6 jobs created or retained, bringing the cumulative total to 121.

| STEP QUARTER | NEW TO EXPORT FIRMS | | MARKET EXPANSION FIRMS | | TOTAL FIRMS | |
|--------------|---------------------|--------------|------------------------|--------------|-------------|--------------|
| | FIRMS | EXPORT SALES | FIRMS | EXPORT SALES | FIRMS | EXPORT SALES |
| Q2 | 5 | \$50,000 | 4 | \$525,462 | 9 | \$575,462 |
| Q3 | 4 | \$51,348 | 8 | \$520,796 | 12 | \$572,144 |
| Q4 | 1 | \$214,864 | 9 | \$4,622,015 | 10 | \$4,836,879 |
| Q5 | 0 | \$137,814 | 1 | \$9,542,369 | 1 | \$9,680,183 |

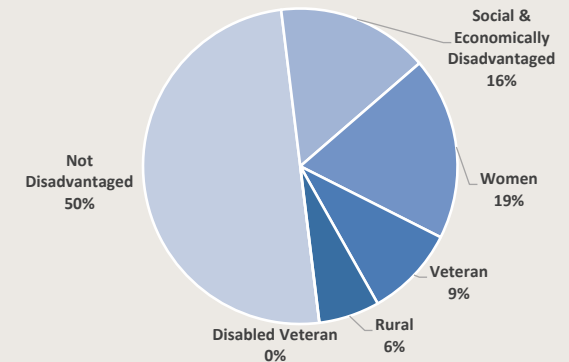
GOED INTERNATIONAL DIVISION TRADE MISSION SUMMARY Q4 2021

- » In October, GOED International Division (ID) hosted an inbound mission from the United Arab Emirates (UAE), the Ministry of Municipalities and Transport, and the Crown Prince Court. The UAE leadership was interested in learning about sustainable opportunities within the Fly Ranch.
- » In November, GOED ID hosted the Department of Culture and Tourism (DCT), another delegation from the UAE. The DCT is currently planning for the introduction of gaming to further progress the technological development and future planning of Abu Dhabi's culture and tourism sectors. To aid in their goal, GOED facilitated visits to the City of Las Vegas International Innovation Center, and the University of Nevada, Las Vegas, Black Fire Innovation office.
- » In December, GOED ID hosted European Days in partnership with the European Union Delegation to the US and the 27 EU embassies in the US. GOED ID also arranged for introductions of the EU delegates with the Las Vegas International Innovation Center, the LVCVA, and for a site visit at the Hoover Dam.

INDUSTRY MIX



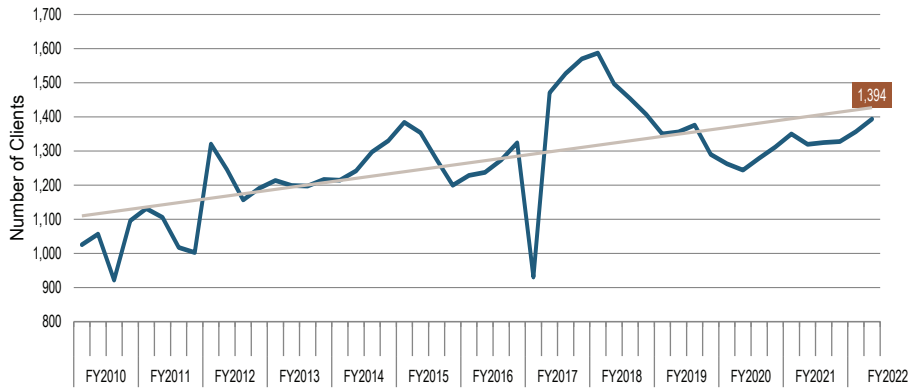
FIRM DEMOGRAPHICS



EXPORT ACTIVITIES

| EXPORT ACTIVITY TYPE | TOTAL STEP FIRMS | TOTAL EXPORT SALES |
|--|------------------|---------------------|
| Foreign trade mission | 3 | \$1,790,237 |
| Website Translation, SEO, Localization | 12 | \$8,545,887 |
| International marketing media design | 3 | \$780,386 |
| Trade show exhibition | 10 | \$3,922,158 |
| Export training workshops | 2 | \$500,000 |
| Other export initiative | 2 | \$126,000 |
| Total Cumulative Activity | 32 | \$15,664,668 |

PROCUREMENT TECHNICAL ASSISTANCE CENTER



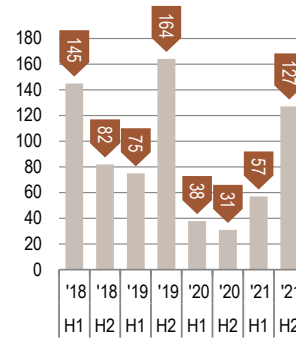
| | PRIME CONTRACT AWARDS | | | | SUBCONTRACT AWARDS | | |
|-------------|-----------------------|-------|---------------|-----------|--------------------|--------------|-------------|
| | CLIENTS | NO. | AMOUNT | AVERAGE | NO. | AMOUNT | AVERAGE |
| FY 2017 | 1,375 | 662 | \$129,047,457 | \$194,936 | 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 | 1,376 | 777 | \$143,416,633 | \$184,577 | 21 | \$90,732,235 | \$4,320,583 |

PROCUREMENT TECHNICAL ASSISTANCE CENTER OVERVIEW FY2022 Q2

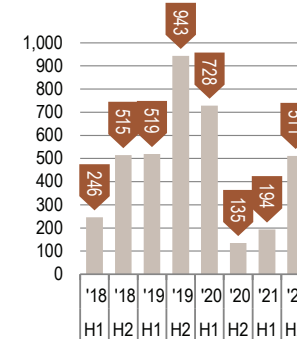
- » The Nevada Procurement Technical Assistance Center (PTAC) reported 343 prime contracts and 8 subcontracts for its subset of active clients in the second quarter of FY22. The number of clients increased from 1,357 in the first quarter to 1,394 in the second quarter.
- » Regular growth in PTAC metrics continue as a result of the division's 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 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

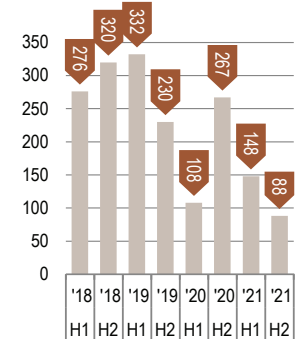
BUSINESSES CERTIFIED



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, as such, these estimates may increase.

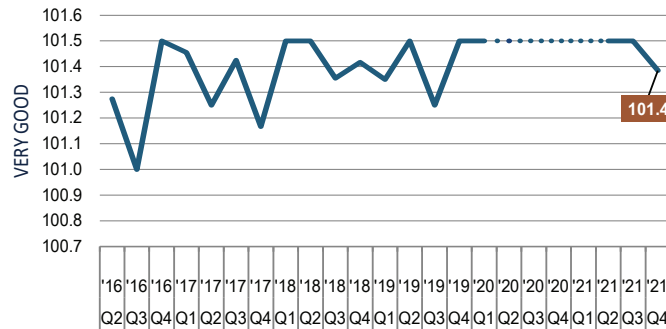
NEVADA FILM OFFICE

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 | 217 | \$51,922,544 |

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

CLIENT SATISFACTION INDEX* 100=AVERAGE



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 fourth quarter, customer responses to the survey were solidly in the “very good” range of 101.5 and 100.9. The score decreased slightly from the last quarter, at 101.4. 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 Q2

| PROJECT | PROJECT TYPE |
|---------------------|-------------------|
| Salon Show | Reality |
| Caesars | Commercial |
| Homeless | Documentary |
| Mojave Diamonds | Feature Film |
| Liger | Feature Film Ind. |
| Coercion | Other |
| GMC-CES | Commercial |
| Action Action | Feature Film Ind. |
| The Cleaning Lady | TV Series |
| The Game | TV Series |
| Married to Medicine | Reality |

* Each of the projects contributed more than \$280,000 in local production expenditures.

COMMUNITY DEVELOPMENT BLOCK GRANTS

FY2021 GRANTS

- » Fifteen grants totaling \$3,996,857.
- » 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

| FISCAL 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 second quarter (October/November/December), \$369,748 was paid to ten rural cities.
- » CDBG staff did not close any grants during this period.
- » There are currently 71 open grants. For the standard CDBG program, there are three grants from 2018, three grants from 2019, and eight grants from 2020. For the CDBG-CV program there are, 45 open grants from 2020 and 14 grants from 2021.

URBAN COMMUNITY DEVELOPMENT BLOCK GRANTS

- » During the second quarter (October/November/December), \$63,641 was paid to Carson City.
- » Carson City received \$492,582 in the HUD allocation to fund six projects.
- » 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.

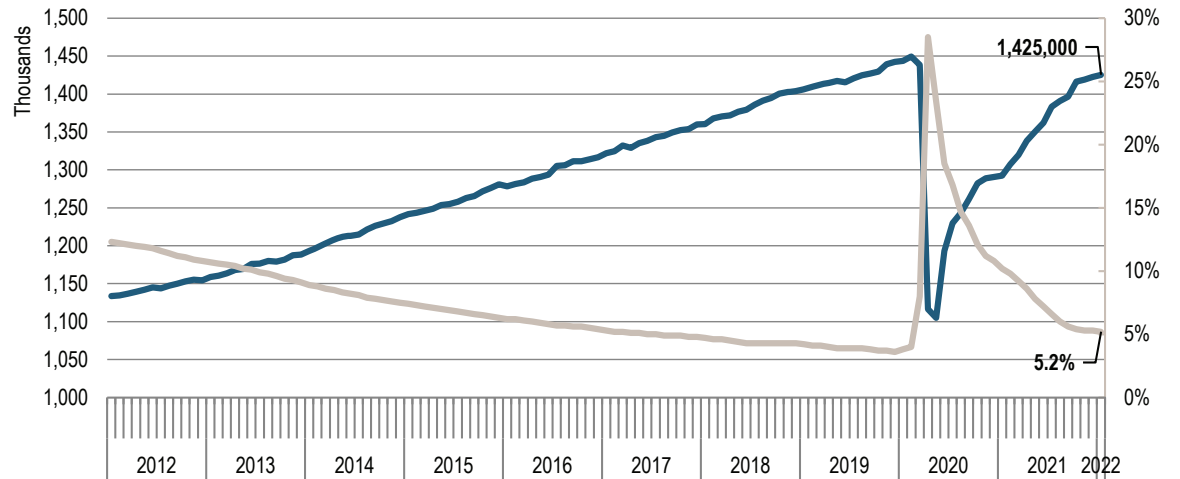
*Total Allocation includes HUD allocation as well as recaptured funds

NEVADA JOBS AND UNEMPLOYMENT

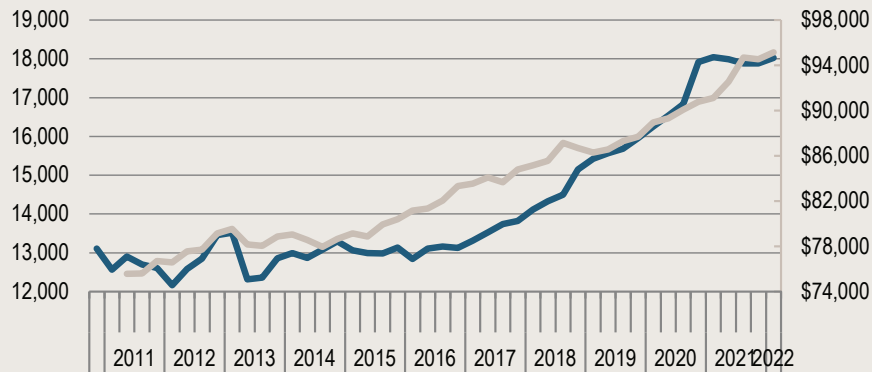
As of January, the total number of workers in the State now stands at 1,425,400. This still puts us down 24,200 jobs since the pre-pandemic high of 1,449,600 in February 2020. However, 320,300 jobs have been gained back resulting in an increase of 10.3 percent over the year. This compares to a National increase of 4.7 percent.

The unemployment rate currently stands at 5.2 percent; a 5.0 percentage point decrease from this time last year but 1.6 points above the pre-recessionary low of 3.6 percent.

— Jobs (in thousands) — Unemployment Rate

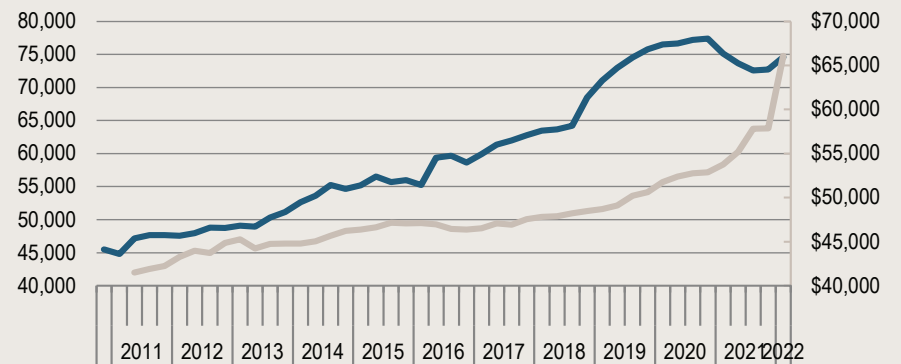


AEROSPACE AND DEFENSE



Aerospace and Defense jobs increased slightly in the first quarter of 2022, with 18,020 workers currently employed in the industry. Average annual earnings totaled \$95,140 per year, up \$590 over the quarter. When compared to last year, there has been a 0.1 percent decrease in jobs while earnings increased by 4.4 percent.

BUSINESS INFORMATION TECHNOLOGY

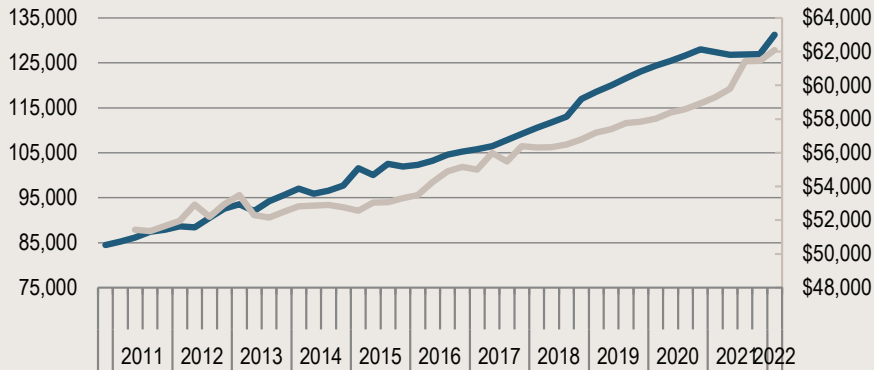


The number of jobs in Nevada's Business Information Technology sector increased by 1,850 in the current quarter to a total of 74,580 workers in the sector. Average annual earnings increased substantially, up \$8,240 from last quarter, and now stands at \$66,100. For the year, job counts have decreased by 0.8 percent, while earnings improved by 22.9 percent.

— Jobs — Average Earnings per Job

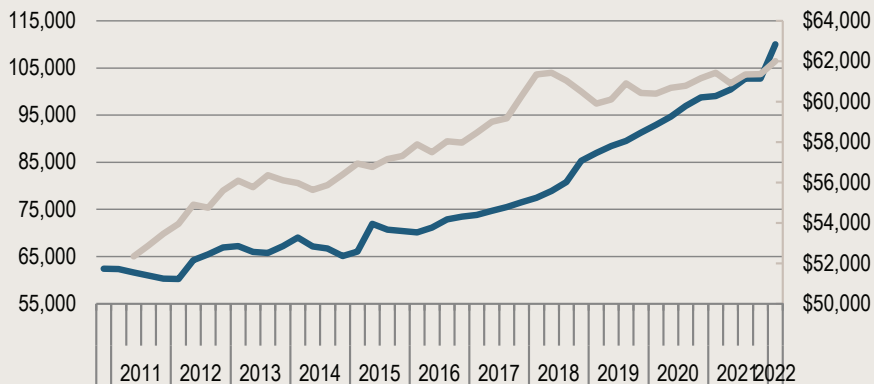
Current industry data is derived from EMSI's first quarter estimates. Industry groups do not equate to the two-digit NAICS sectors or the super-sector groups found in CES data.

HEALTH AND MEDICAL



When compared to the previous quarter, jobs in Nevada's Health and Medical sector increased by 4,330, for a total job count of 131,250 workers. Annual earnings also increased, up \$650, to a salary of \$62,100. When compared to last year, job counts in Nevada's healthcare sector have grown by 3.0 percent and earnings have increased by 4.7 percent

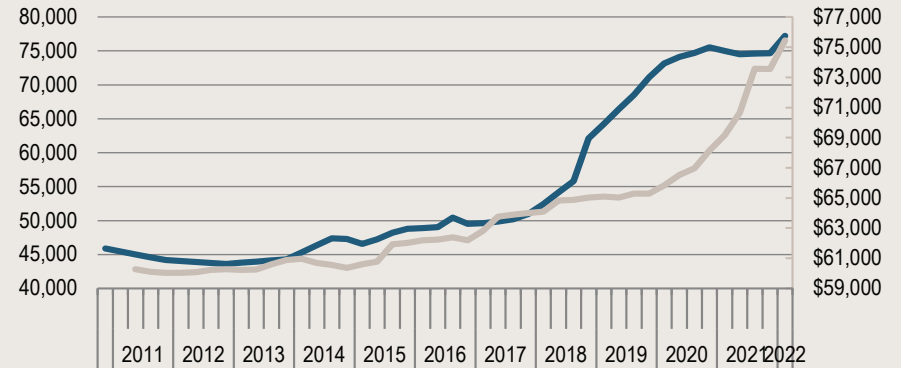
LOGISTICS AND OPERATIONS



Average annual earnings in Nevada's Logistics and Operations sector increased \$640 from last quarter's average and currently stand at \$62,007. Job counts are up 7,280 this quarter, with 110,010 total jobs in the sector. For the year, jobs have grown by 11.1 percent and earnings have increased by 0.9 percent.

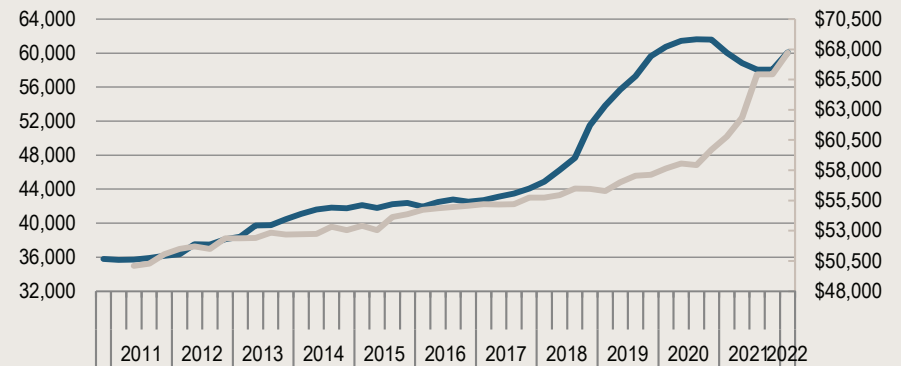
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NATURAL RESOURCE TECHNOLOGIES



There were 77,250 workers in Nevada's Natural Resource Technologies sector after an increase of 2,580 jobs in the current quarter. Average annual earnings increased by \$1,890 and currently stand at \$75,450. When compared to last year, job counts have increases by 3.0 percent and earnings have increased by 9.1 percent.

MANUFACTURING

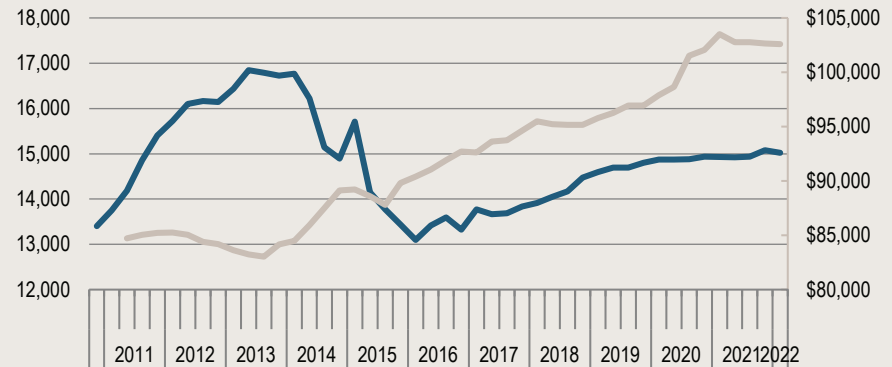


Nevada's Manufacturing sector also realized significant growth this quarter. Jobs increased by 2,040 and wages grew by \$1,780, resulting in 60,080 workers currently employed in the sector making, on average, \$67,720 per year. Since last year, job counts have increased by 0.1 percent, while average annual earnings grew by 11.4 percent.

— Jobs — Average Earnings per Job

MINING

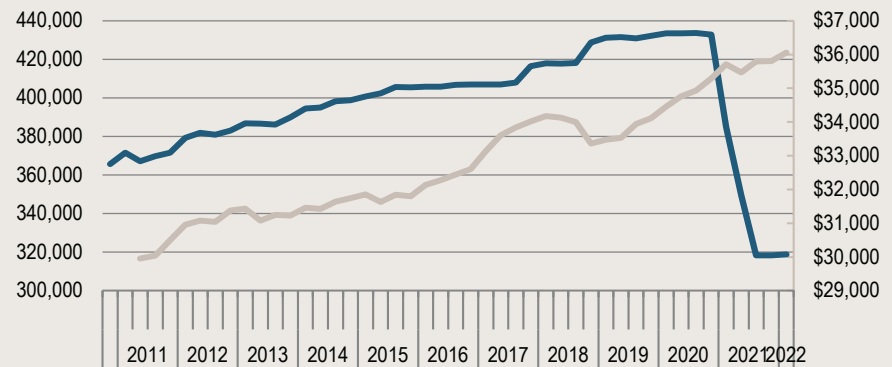
Nevada's Mining sector remained stable over the quarter and the year. Job counts contracted by 60 in the current quarter, with total industry employment of 15,020 workers. Average annual earnings also contracted slightly by \$40 this quarter, and currently stand at \$102,590. When compared to last year, job counts have improved by 0.6 percent while earnings decreased 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 318,850 workers. Annual earnings increased by \$250, and now stand at \$36,060. For the year, jobs decreased 17.2 percent, while earnings increased 1.0 percent.

It should be noted that these estimates do not include recent benchmarking revisions indicating even more jobs are starting to return.



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