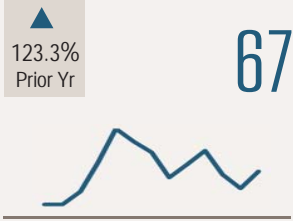


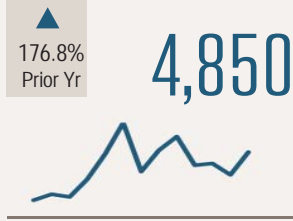
QUARTERLY PERFORMANCE REPORT

Q3 2021

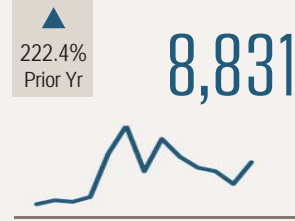
NUMBER OF
ASSISTED COMPANIES
2021 YTD



INITIAL JOBS FROM
ASSISTED COMPANIES
2021 YTD



NUMBER OF
BUILD OUT JOBS
2021 YTD



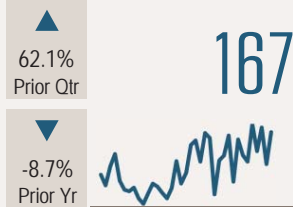
AVERAGE WAGE PAID BY
ASSISTED COMPANIES
2021 YTD



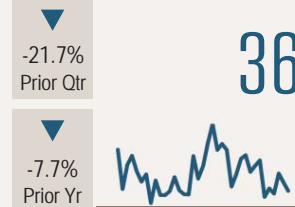
ASSISTED COMPANY
INVESTMENTS
2021 YTD



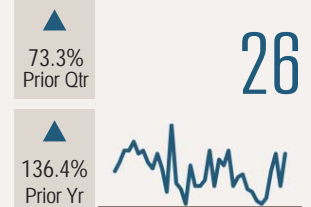
NUMBER OF LEADS
Q3 2021



NUMBER OF PROSPECTS
Q3 2021

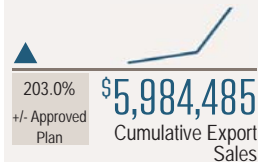


NUMBER OF WINS
Q3 2021

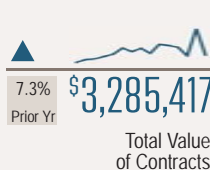


DIVISIONS

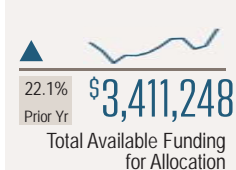
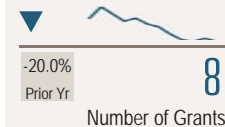
Q4 of the Biennium
GLOBAL STEP
GRANT



JAN-JUN 2021
EMERGING
SMALL BUSINESS
PROGRAM



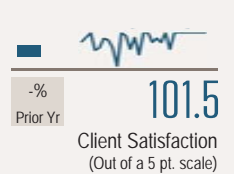
FY 2021
RURAL
COMMUNITY
DEVELOPMENT
BLOCK GRANTS



Q1 FY22
PROCUREMENT
TECHNICAL
ASSISTANCE
CENTER



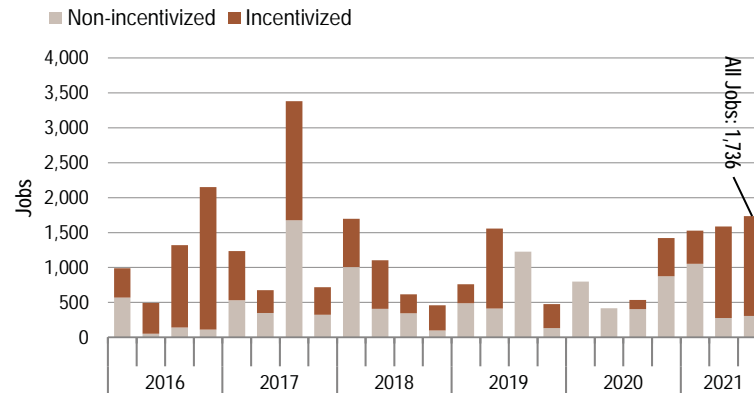
Q1 FY22
NEVADA
FILM OFFICE



JOBS ANNOUNCED BY ASSISTED COMPANIES

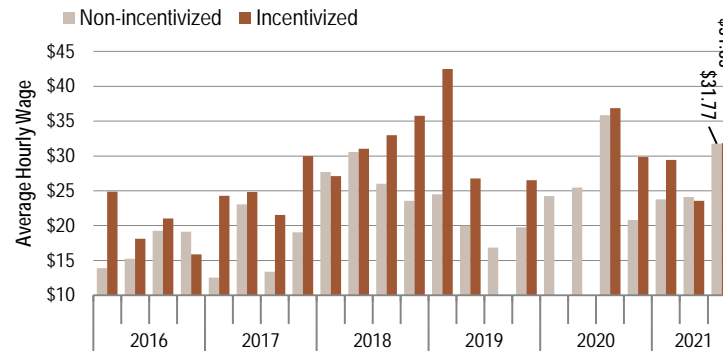
In the third quarter of this year, 26 companies added 1,736 jobs to Nevada's economy. Once these companies are fully staffed, the build-out job estimate is 3,342. Incentivized companies are bringing in 1,432 jobs, while non-incentivized assisted companies are adding 304 jobs to the workforce.

Through the first three quarters of 2021, 55 percent of the assisted companies were manufacturers followed by logistics and operations (19 percent), and business services (9 percent).



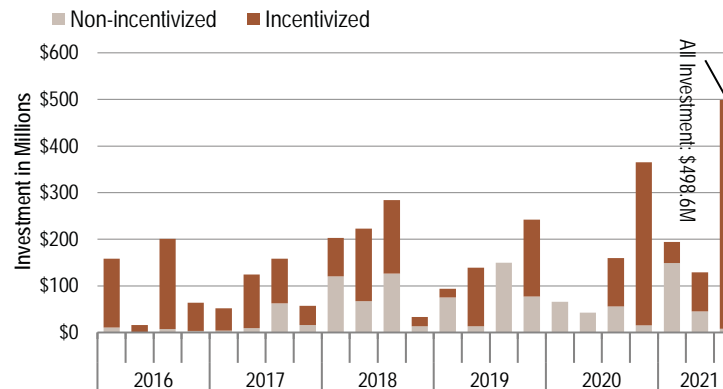
WAGES PAID BY ASSISTED COMPANIES

Wage activity in the third quarter has significantly pulled up the year-to-date average. The average hourly wage paid by assisted companies was \$27.17 for the first three-quarters of 2021 – a 3.5 percent decrease from the same time frame in 2020. So far this year, the incentivized average wage is \$28.12. Meanwhile, the non-incentivized average wage came in at \$25.32.



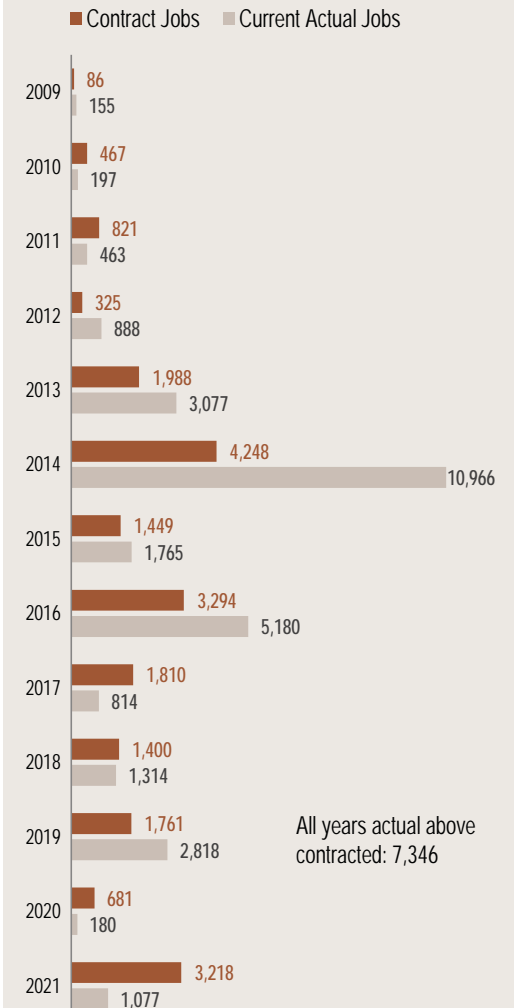
ASSISTED COMPANY INVESTMENT

Capital investment by assisted companies totaled \$498.6 million in the third quarter, \$490.1 million of which is attributed to incentivized companies. Capital investment for 2021 year-to-date totaled \$822.3 million, exceeding the last year's total for the same time period by \$553.1 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.

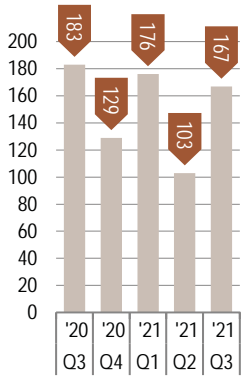
CONTRACT AND ACTUAL JOBS BY NEW INCENTIVIZED COMPANIES



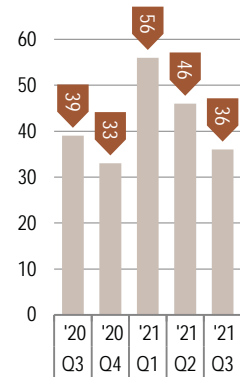
As new incentivized companies add staff, the number of actual jobs has exceeded those that were contracted.

RECRUITMENT ACTIVITY: 2020 Q3–2021 Q3

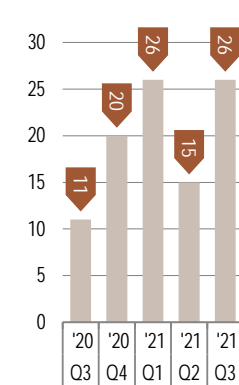
NEW LEADS



NEW PROSPECTS

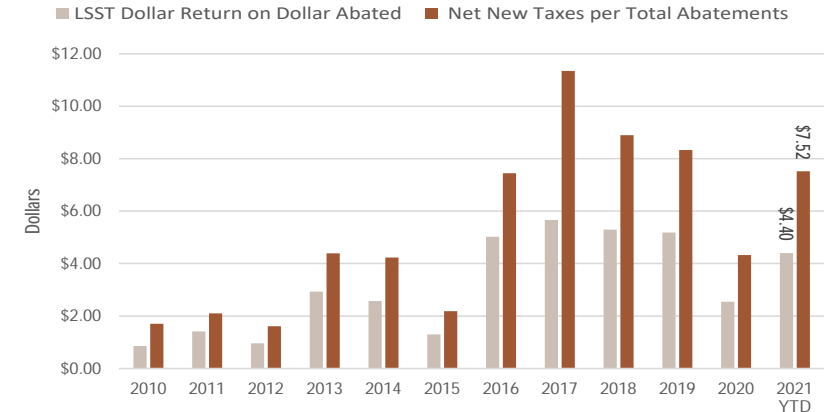


WINS



There were 26 wins in the third quarter of 2021. This represents a 73.3 percent increase from the second quarter, and a 136.4 percent increase from a year ago. Activity in the earlier stages of the recruitment pipeline during the third quarter were mixed. When compared to the previous quarter, Leads were up by 62.1 percent while Prospects were down by 21.7. When compared to last year, Leads were down by 8.7 percent and Prospects were down by 7.7 percent.

STANDARD ABATEMENT RETURN ON INVESTMENT



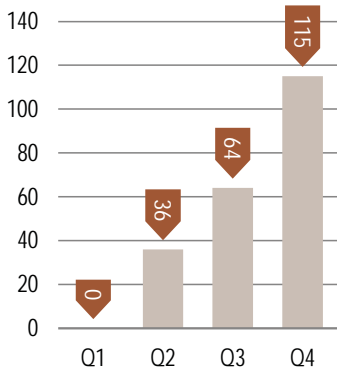
The return on investment (ROI) of abated companies is determined by dividing the estimated dollar amount of new taxes after abatements by the dollar amount of taxes abated. In 2021 so far, for every tax dollar abated in the standard abatement, an additional \$7.52 will be collected. Looking at the Local School Support Tax (LSST) portion of the abatement over the same period, for every dollar abated, \$4.40 will be collected. Since 2010, the dollar-for-dollar return on investment of standard abatements is \$5.48 and \$3.15 for the LSST portion. The ROI for all abatements (including standard, aviation, data center, and specialized abatements) is \$2.44 since 2010, and \$7.52 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 YTD	67	4,850	8,831	\$27.17	\$822,282,021	33	3,218	5,817	\$28.12	\$619,576,621	34	1,632	3,014	\$25.32	\$202,705,400

SBA STATE TRADE EXPANSION PROGRAM: Q4 PROGRESS

CUMULATIVE 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 half way through the program and as of the fourth quarter, Nevada has 31 participating firms that have \$5.98 million in export sales; therefore, we have exceeded our goal by 72.2% in participants and 203.0% in sales.

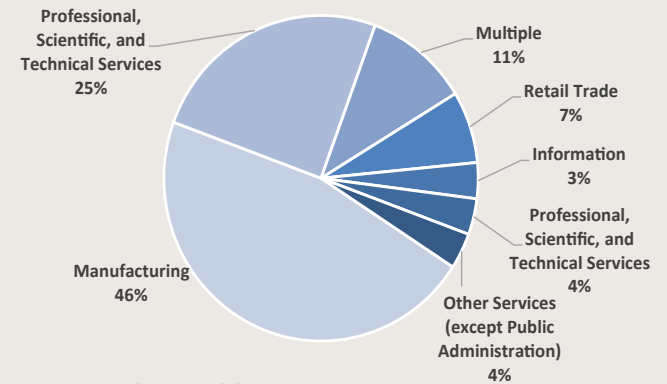
The grant also promotes job growth for participating firms. Through the first year of the two-year grant, there were 51 jobs created or retained, bringing the cumulative total to 115.

STEP QUARTER	NEW TO EXPORT FIRMS		MARKET EXPANSION FIRMS		TOTAL FIRMS	
	CUMULATIVE FIRMS	CUMULATIVE EXPORT SALES	CUMULATIVE FIRMS	CUMULATIVE EXPORT SALES	CUMULATIVE FIRMS	CUMULATIVE EXPORT SALES
Q1	0	\$0	0	\$0	0	\$0
Q2	5	\$50,000	4	\$525,462	9	\$575,462
Q3	9	\$101,348	12	\$1,046,258	21	\$1,147,606
Q4	10	\$316,212	21	\$5,668,273	31	\$5,984,485

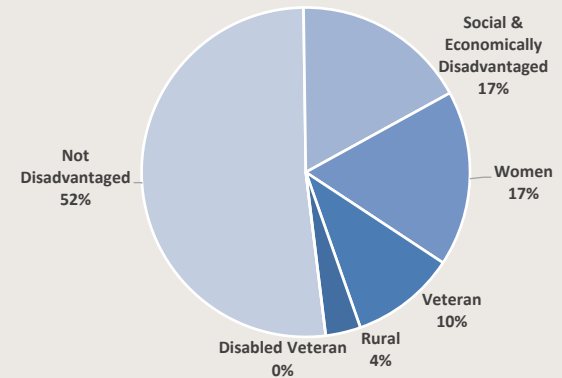
GOED INTERNATIONAL DIVISION TRADE MISSION SUMMARY Q3 2021

- » Due to the federal government restrictions on international travel, GOED's International Division (ID) was unable to conduct trade missions abroad. However, the ID hosted one inbound foreign mission in August and September for Novomatic, an Australian gaming manufacturing company.
- » In 2016, Novomatic expanded its operation and purchased the Australian gaming company, Ainsworth Game Technology Limited (AGT). They then built a state-of-the-art, 291,000 square-foot, production and operations facility in Las Vegas. Since opening the facility, Novomatic has hired 218 employees.
- » The Australian company plans to expand their presence in Nevada and in the United States, and will be recruiting over 50 new employees locally in Las Vegas. Additionally, Novomatic's global CEO will be relocating from Australia to Las Vegas.

INDUSTRY MIX



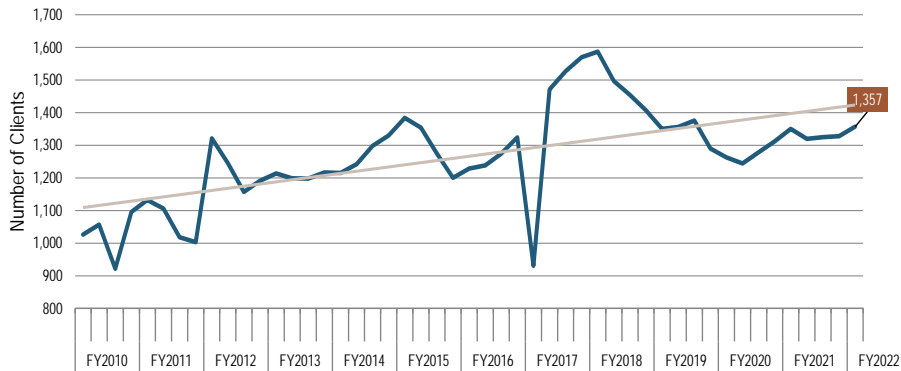
FIRM DEMOGRAPHICS



EXPORT ACTIVITIES

EXPORT ACTIVITY TYPE	TOTAL STEP FIRMS	TOTAL EXPORT SALES
Foreign trade mission	3	\$1,790,237
Website translation	11	\$1,036,682
International marketing media design	3	\$266,634
Trade show exhibition	10	\$2,764,932
Export training workshops	2	\$0
Other export initiative	2	\$126,000

PROCUREMENT TECHNICAL ASSISTANCE CENTER



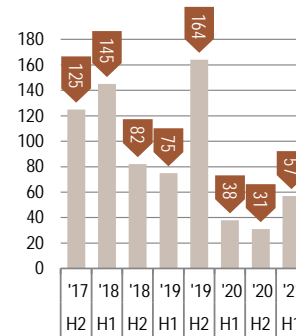
	PRIME CONTRACT AWARDS				SUBCONTRACT AWARDS		
	CLIENTS	NO.	AMOUNT	AVERAGE	NO.	AMOUNT	AVERAGE
FY 2017	1,375	662	\$129,047,457	\$194,936	43	\$4,326,685	\$100,621
FY 2018	1,486	1,309	\$328,285,762	\$250,791	57	\$14,701,162	\$257,915
FY 2019	1,343	1,209	\$169,325,057	\$140,054	36	\$9,461,682	\$262,825
FY 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	1,357	434	\$75,083,792	\$173,004	13	\$72,126,878	\$5,548,221

PROCUREMENT TECHNICAL ASSISTANCE CENTER
OVERVIEW FY2022 Q1

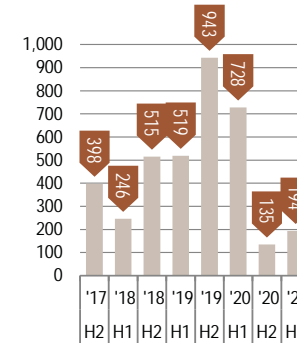
- » The Nevada Procurement Technical Assistance Center (PTAC) reported 434 prime contracts and 13 subcontracts for its subset of active clients in the in the first quarter of FY22. The number of clients increased slightly from 1,328 in the fourth quarter to 1,357 in the first quarter.
- » Regular growth 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

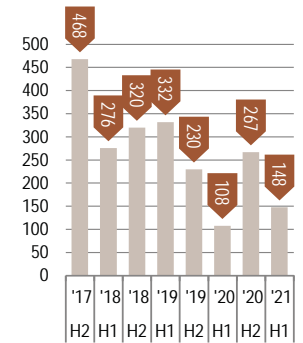
BUSINESSES CERTIFIED



BUSINESSES SOLICITED



CONTRACTS AWARDED



	BUSINESSES CERTIFIED	BUSINESSES SOLICITED	CONTRACTS NUMBER	CONTRACTS AMOUNT	CONTRACTS AVERAGE
July – December 2017	125	398	468	\$5,635,403	\$12,041
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

EMERGING SMALL BUSINESS PROGRAM
OVERVIEW

- » The number of Emerging Small Businesses (ESB's) that have been certified from January through June 2021 has increased by 50 percent over the same period last year, and 84 percent when compared to the second half of last year. Since 2014, 1,731 ESB's have been certified in total.
- » For the first half of 2021, the number of ESB's solicited to submit a quote, bid, or proposal on a contract increased by 37.0 percent over the same period last year. This growth was largely because of the increased interest and number of applications submitted for the ESB Program.

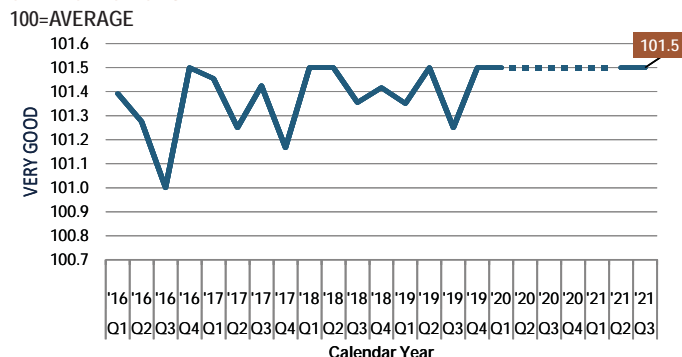
NEVADA FILM OFFICE

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 YTD	101	\$41,447,024

*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 third quarter, customer responses to the survey were solidly in the "very good" range of 101.5 and 100.9. The score held steady from the last quarter, at 101.5. 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* FY2021 Q4

PROJECT	PROJECT TYPE
The Real Magic Mike	Reality
BattleBots Season 6	TV Series
Next Level Chef	TV Series
Prisoner's Daughter	Feature Film
The Last Cowboy	Reality
LVCVA Sports Brand Campaign	Commercial
Don't Suck	Feature Film
From Vegas with Love	Commercial
Pawn Stars Season 18	Reality
Life is Beautiful Festival 2021	Other
AMEX	Commercial

* Each of the projects contributed more than 200,000 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 first quarter (July/August/September), \$1,157,873 was paid to ten rural cities.
- » CDBG staff did not close any grants during this period.
- » There are currently 82 open grants: 3 from 2018, 4 from 2019, 11 from 2020, 50 from 2020 CDBG-CV, and 14 from 2021.

URBAN COMMUNITY DEVELOPMENT BLOCK GRANTS

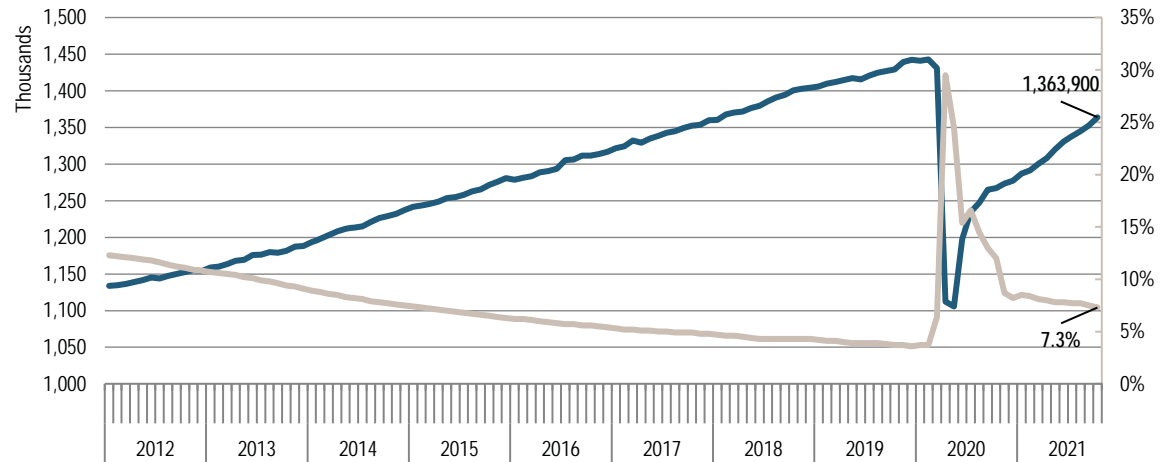
- » During the first quarter (July/August/September), \$50,758 was paid to Carson City.
- » Carson City reverted to the state's CDBG program in 2017. Carson City received \$492,582 in the HUD allocation to fund six projects. Carson City's focus is urban with different priorities than GOED's existing 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

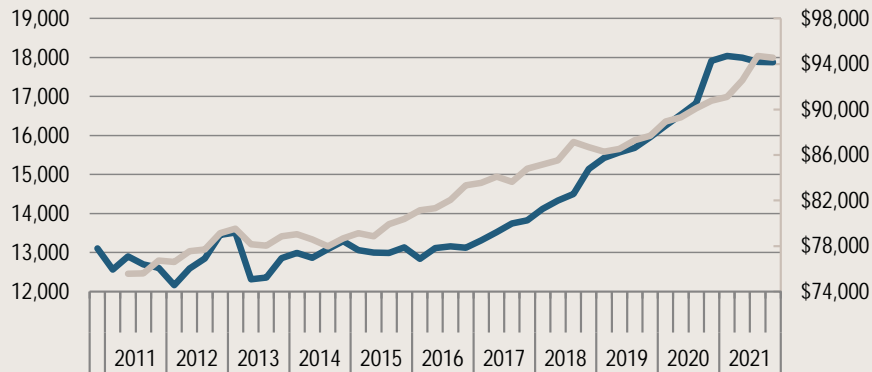
As of October the total number of workers in the State now stands at 1,363,900. This reflects a loss of 78,900 jobs since the pre-pandemic high of 1,442,800 in February 2020. However, 258,200 jobs have been gained back resulting in an increase of 7.6 percent over the year. This compares to a National increase of 4.1 percent.

The unemployment rate currently stands at 7.3 percent; a 4.7 percentage point decrease from this time last year but 3.7 points above the pre-recessionary low of 3.6 percent.



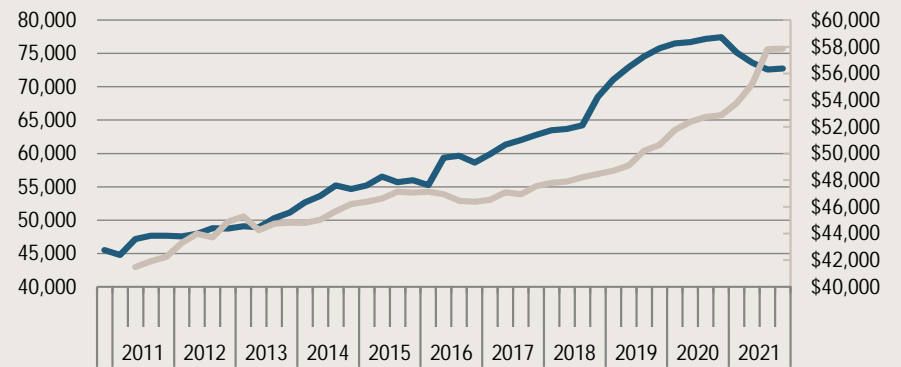
— Jobs (in thousands) — Unemployment Rate

AEROSPACE AND DEFENSE



Aerospace and Defense jobs held steady in the current quarter of 2021, with 17,880 workers currently employed in the industry. Average annual earnings realized a slight decrease of \$150 over the quarter, equating to \$94,550 per year. When compared to last year, there has been a 0.2 percent decrease in jobs while earnings increased by 5.0 percent.

BUSINESS INFORMATION TECHNOLOGY

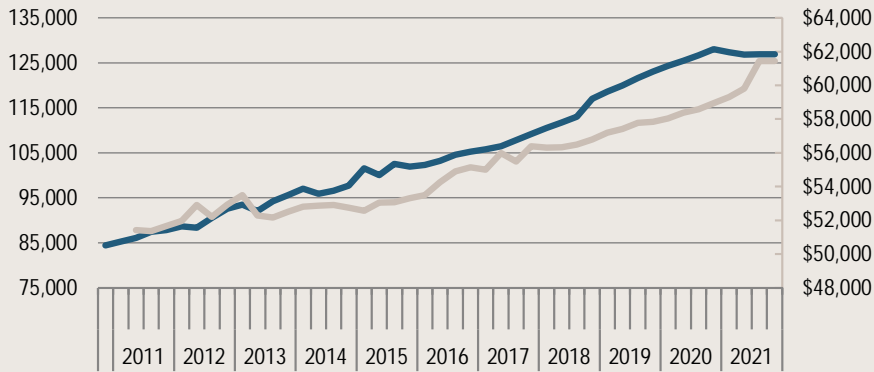


The number of jobs in Nevada's Business Information Technology sector increased by 160 in the current quarter to a total of 72,730 workers in the sector. Average annual earnings held steady and stands at \$57,870. For the year, job counts have decreased by 6.1 percent, while earnings improved by 9.7 percent.

— Jobs — Average Earnings per Job

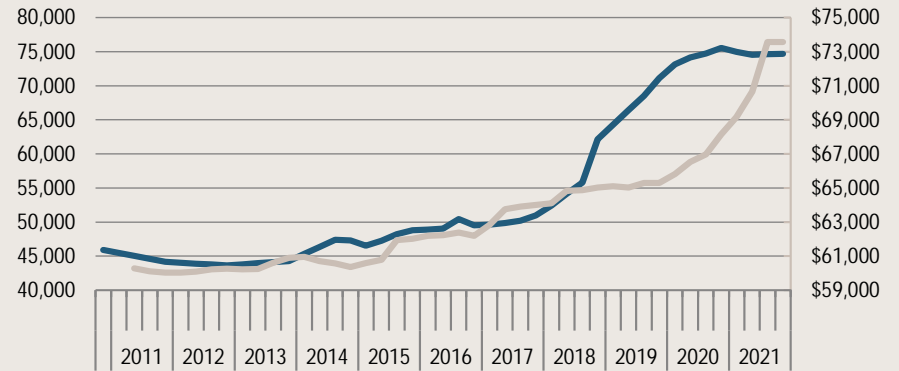
Current industry data is derived from EMSI's fourth quarter estimates. Industry groups do not equate to the two-digit NAICS sectors or the super-sector groups found in CES data.

HEALTH AND MEDICAL



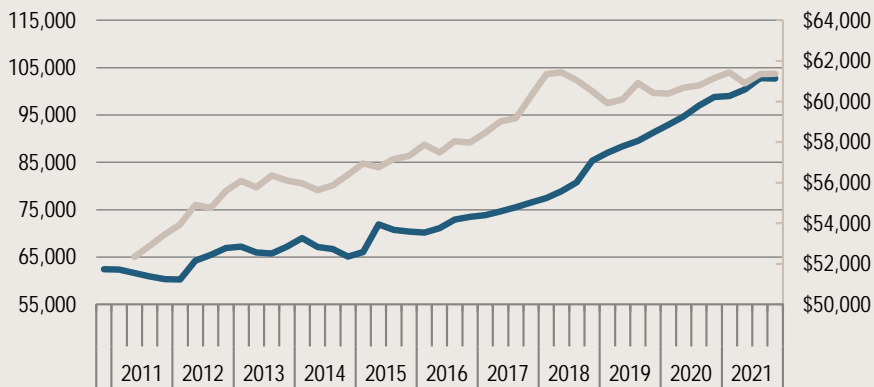
When compared to previous quarter, jobs in Nevada's Health and Medical sector held steady, for a total job count of 126,920 workers. Annual earnings were also flat, at \$61,450. When compared to last year, job counts in Nevada's healthcare sector have contracted by 0.9 percent while earnings have increased by 4.9 percent.

NATURAL RESOURCE TECHNOLOGIES



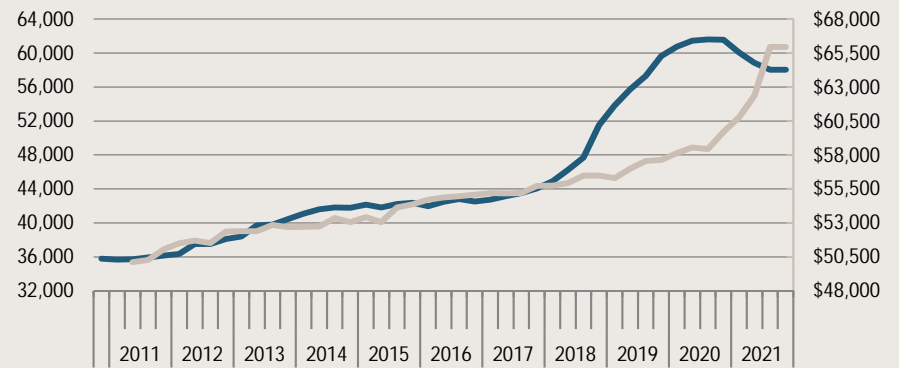
There were 74,670 workers in Nevada's Natural Resource Technologies sector after a slight increase of 40 jobs in the current quarter. Average annual earnings held steady and currently stand at \$73,560. When compared to last year, job counts have contracted by 1.2 percent while earnings have increased by 9.8 percent.

LOGISTICS AND OPERATIONS



Average annual earnings in Nevada's Logistics and Operations sector are unchanged from last quarter and currently stand at \$61,370. Job counts also remained the same this quarter with 102,740 total jobs in the sector. For the year, jobs have grown by 4.0 percent and earnings have increased by 0.9 percent.

MANUFACTURING

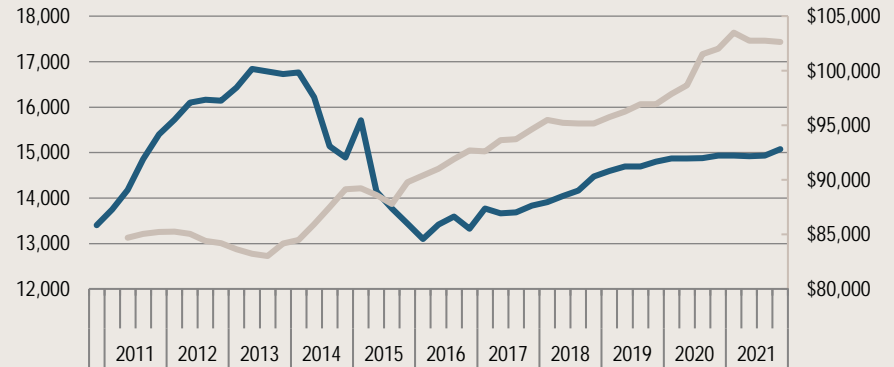


Nevada's Manufacturing sector has also held steady. There are currently 58,040 workers employed in the sector making, on average, \$65,940 per year. Since last year, job counts have decreased by 5.7 percent, while average annual earnings grew by 12.8 percent.

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

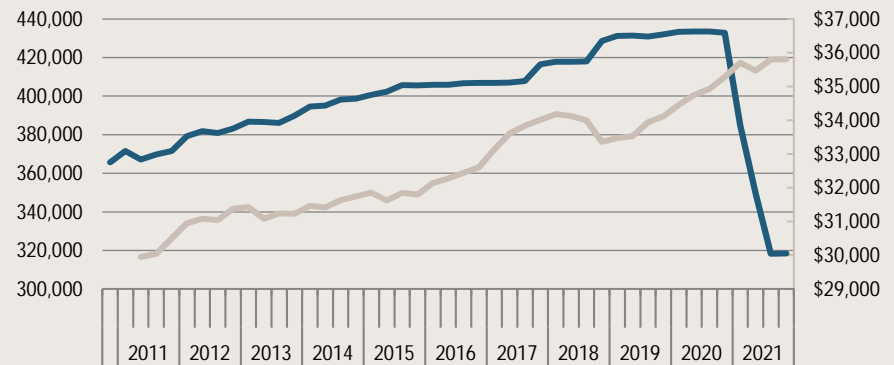
MINING

Job counts in Nevada's Mining sector grew by 140 in the current quarter, and the industry now employ 15,080 workers. Meanwhile, average annual earnings contracted by \$120 this quarter, and currently stand at \$102,640. When compared to last year, job counts have improved by 1.0 percent and earnings by 1.1 percent.



TOURISM, GAMING, AND ENTERTAINMENT

Although the pandemic hit Nevada's Tourism, Gaming, and Entertainment industry especially hard, early signals are indicating that jobs are starting to return. Total employment in Nevada's largest sector currently stands at 318,370 workers. Annual earnings were unchanged at \$35,800. For the year, jobs decreased 26.5 percent, while earnings increased 2.5 percent.



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