

Arbitech, LLC

64 Fairbanks, Irvine, CA 92618

Brandon Seedorf, Chief Operating Officer

Date: September 12, 2023**Application Facts:**

Industry **Transportation, Warehousing & Utilities**
 NAICS **423430**
 Type of App **New**
 Location **Clark County**
 RDA LVGEA, Mitch Keenan

Company Profile

Arbitech, LLC (Arbitech) is considering establishing a 50,275 sq. ft. headquarter, distribution, and fulfillment facility in Henderson. Founded in 2000, Arbitech has become the world's leading independent distributor of data center products. Over two decades, Arbitech has developed a network of supply sources that enable its customers to choose from a comprehensive catalog of the latest technology products as well as constrained and End Of Life (EOL) items that aren't always available through conventional distribution options, yet are vital to continuing operations for many organizations. The company's distribution center stocks and ships servers, storage, and networking products on a daily basis. From its configuration room, the company offers complete server, blade, storage, and networking configuration, performed by Arbitech's certified engineers. Arbitech has enjoyed solid growth since inception, and attributes much of its success to the local community and the family environment that has been a corner-stone of the business. Throughout the year, Arbitech participates in and donates to a variety of organizations including American Red Cross, Boys & Girls Club, and Make a Wish (amongst others). The company also considered Pennsylvania, South Carolina, and Kentucky as potential locations for the project. *Source: Arbitech, LLC*

Tax Abatement Requirements:

	<u>Statutory</u>	<u>Company Application</u>	<u>Meeting Requirements</u>
Job Creation	50	54	Yes
Average Wage	\$29.28	\$38.61	Yes
Equipment Capex (SU & MBT)	\$1,000,000	\$1,053,915	Yes
Equipment Capex (PP)			

Additional Requirements:

Health Insurance	65%	74%	Yes
Revenues generated outside NV	51%	80%	Yes
Business License	<input type="checkbox"/> Current	<input type="checkbox"/> Pending	<input checked="" type="checkbox"/> Will comply

Total Tax Liability (without tax abatements)**Direct (company)****\$741,489****Total****\$8,730,026****Tax Abatements****Contract Terms****Estimated Tax Abatement**

Sales Tax Abmt.	2% for 2 years	\$67,187
Modified Business Tax Abmt.	50% for 4 years	\$76,567
Personal Property Tax Abmt.	50% for 10 years	\$22,034

Total Estimated Tax Abatement over 10 yrs.**\$165,788****Net New Tax Revenues****Direct****Indirect****Taxes after Abatements****Local Taxes**

Property	\$541,464	\$3,751,460	\$4,292,924
Sales	\$35,063	\$2,088,190	\$2,123,253
Lodging	\$0	\$116,812	\$116,812

State Taxes

Property	\$29,615	\$218,279	\$247,894
Sales	\$29,615	\$699,398	\$729,013
Modified Business	\$401,773	\$615,040	\$1,016,813
Lodging	\$0	\$37,529	\$37,529

Total Estimated New Tax Revenue over 10 yrs.**\$1,037,530****\$7,526,708****\$8,564,238****Economic Impact over 10 yrs.****Economic****Construction****Total**

Total Jobs Supported	193	8	201
Total Payroll Supported	\$112,408,838	\$545,934	\$112,954,772
Total Economic Value	\$369,427,698	\$1,573,212	\$371,000,910

IMPORTANT TERMS & INFORMATION**Tax Abatements are reduction or discount of tax liability and companies do not receive any form of payment.****Total Estimated Tax Abatement** is a tax reduction estimate. This estimated amount will be discounted from total tax liability.**Estimated New Tax Revenue** is amount of tax revenues local and state government will collect after the abatement was given to applying company.**Economic Impact** is economic effect or benefits that this company and it's operations will have on the community and state economy measured by total number of jobs, payroll and created output.



July 10, 2023

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

Dear Mr. Burns,

Arbitech, LLC is applying to the State of Nevada for the Sales & Use Tax Abatement, the Modified Business Tax Abatement, and Personal Property Tax Abatement. We request that Arbitech, LLC be placed on the September 12, 2023, GOED Board meeting agenda.

Arbitech, LLC will create 54 new positions in the first 24 months of operations, with an average hourly wage of \$38.61. Arbitech, LLC will make an overall capital investment of \$2,053,915.

Arbitech, LLC meets and exceeds the statutory requirements for tax abatements. This application has the full support of the Las Vegas Global Economic Alliance.

Sincerely,

Mitch Keenan
AVP Economic Development
Las Vegas Global Economic Alliance



07/10/2023
Mr. Tom Burns
Executive Director
Governor's Office of Economic Development
808 West Nye Lane
Carson City, NV 89703

Dear Mr. Burns,

By way of this letter and the attached application, Arbitech LLC, is requesting tax incentives to assist with our planned operation in the state of Nevada. Recent strategic planning has the company focused on creating a presence in Nevada. A big part of this consideration is the economic incentives offered by the state. A review of our operating costs has shown that we will have lower operating costs in Nevada than we have at our headquarters in Irvine, CA. We anticipate hiring fifty-four full-time employees at an average wage of \$38.61 within the first 8 quarters of operations in Nevada.

Arbitech was founded in 2000 and has become the world's leading independent distributor of data center products and is a valuable complement to conventional distribution options. By providing quality products, quickly and efficiently, at low hassle-free prices, Arbitech enables its customers to win more business and be more competitive. We primarily sell IT hardware focused in the following categories: data center products, corporate computing, corporate electronics, components, security, and barcoding. Please see our website – Arbitech.com for a catalog of the products we sell.

The economic development incentives offered by the State of Nevada have been an integral factor in our decision making process to locate our operation here in the state. Arbitech was examining multiple locations throughout the western states and ultimately, after much due diligence and economic feasibility analysis, Nevada was chosen for its overall incentive package and pro-business climate.

We are considering opening a 38,775 sq. ft. facility in Henderson, NV. If incentive considerations are accepted, we will start tenant improvements on this facility in December 2023, with anticipation of opening in May of 2024. We will be increasing the square footage to 50,275 sq ft within the facility by December of 2025.

Our experience with representatives from the Las Vegas Global Economic Alliance has been positive and we look forward to your approval of our application to assist us with our efforts to relocate in your state. If you have any questions, please feel free to call me.
Thank you for your time and consideration.

Sincerely,
Brandon Seedorf

COO
Arbitech LLC www.Arbitech.com



July 11, 2023

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

Dear Director Burns:

I am pleased to provide this letter of support for Arbitech in their application for incentives from the Governor's Office of Economic Development (GOED). We are excited Arbitech is considering Henderson to establish their distribution operations and look forward to the company's continued success.

Within the first two years, Arbitech is expected to bring a total capital investment of over \$2,000,000 and at least 54 new, high-quality jobs paying an average hourly wage of \$38.61.

The City of Henderson enthusiastically supports the development of Arbitech in Henderson and looks forward to the positive economic impact that their business will provide to our community. We appreciate your assistance and favorable consideration of their application. Should you require additional information, please do not hesitate to contact me.

Sincerely,



Jared Smith
Director of Economic Development & Tourism

ECONOMIC DEVELOPMENT

Incentive Application

Company Name: Arbitech, LLC

Date of Application: July 7, 2023

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

Recycling Real Property Tax Abatement

Modified Business Tax Abatement

Other: _____

Personal Property Tax Abatement

Section 2 - Corporate Information

COMPANY NAME (Legal name under which business will be transacted in Nevada) <u>Arbitech, LLC</u>		FEDERAL TAX ID # <u>330907636</u>	
CORPORATE ADDRESS <u>64 Fairbanks</u>	CITY / TOWN <u>Irvine</u>	STATE / PROVINCE <u>CA</u>	ZIP <u>92618</u>
MAILING ADDRESS TO RECEIVE DOCUMENTS (If different from above)	CITY / TOWN	STATE / PROVINCE	ZIP
TELEPHONE NUMBER <u>949-936-2367</u>	WEBSITE <u>www.arbitech.com</u>		
COMPANY CONTACT NAME <u>Brandon Seedorf</u>	COMPANY CONTACT TITLE <u>COO</u>		
E-MAIL ADDRESS <u>brandon.seedorf@arbitech.com</u>	PREFERRED PHONE NUMBER <u>310-864-0664</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 the 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 both urban and rural 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.

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

Section 4 - Nevada Facility

Type of Facility:

Headquarters

Service Provider

Technology

Distribution / Fulfillment

Back Office Operations

Manufacturing

Research & Development / Intellectual Property

Other: _____

PERCENTAGE OF REVENUE GENERATED BY THE NEW JOBS CONTAINED IN THIS APPLICATION FROM OUTSIDE NEVADA <u>80%</u>	EXPECTED DATE OF NEW / EXPANDED OPERATIONS (MONTH / YEAR) <u>Jun-2024</u>		
NAICS CODE / SIC <u>423430</u>	INDUSTRY TYPE <u>Wholesaler and Value-added reseller of computer hardware</u>		
DESCRIPTION OF COMPANY'S NEVADA OPERATIONS <u>Reseller of computer hardware</u>			
PROPOSED / ACTUAL NEVADA FACILITY ADDRESS <u>1191 Center Point Drive</u>	CITY / TOWN <u>Henderson</u>	COUNTY <u>Clark County</u>	ZIP <u>89074</u>
WHAT OTHER STATES / REGIONS / CITIES ARE BEING CONSIDERED FOR YOUR COMPANY'S RELOCATION / EXPANSION / STARTUP? <u>Pennsylvania, South Carolina, Kentucky</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%.
- 5 (D) Company Information Form

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>If No, skip to Part 2. If Yes, continue below:</p> <p style="padding-left: 40px;">What year(s)? <u>2023</u></p> <p style="padding-left: 40px;">How much space (sq. ft.)? <u>50,275</u></p> <p style="padding-left: 40px;">Annual lease cost of space: <u>\$555,036.00</u></p> <p>Do you plan on making building tenant improvements? <u>Yes</u></p> <p>If No, skip to Part 2. If Yes *, continue below:</p> <p style="padding-left: 40px;">When to make improvements (month, year)? <u>Dec, 2023</u></p> <hr style="border-top: 1px dashed black;"/> <p>Part 2. Are you currently/planning on buying an owner occupied facility in Nevada? <u>No</u></p> <p>If No, skip to Part 3. If Yes *, continue below:</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>If No, skip to Part 3. If Yes *, continue below:</p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr style="border-top: 1px dashed black;"/> <p>Part 3. Are you currently/planning on building a build-to-suit facility in Nevada? <u>No</u></p> <p>If Yes *, continue below:</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>If No, skip to Part 2. If Yes, continue below:</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>If No, skip to Part 3. If Yes, continue below:</p> <p>Expanding at the current facility or a new facility? _____</p> <p style="padding-left: 40px;">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>If No, skip to Part 3. If Yes *, continue below:</p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr style="border-top: 1px dashed black;"/> <p>Part 2. Are you currently operating at an owner occupied building in Nevada? _____</p> <p>If No, skip to Part 3. If Yes, continue below:</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>If No, skip to Part 3. If Yes *, continue below:</p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr style="border-top: 1px dashed black;"/> <p>Part 3. Do you plan on building or buying a new facility in Nevada? _____</p> <p>If Yes *, continue below:</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>
<p>* Please complete Section 7 - Capital Investment for New Operations / Startup.</p>	<p>* Please complete Section 7 - Capital Investment for Expansions below.</p>

BRIEF DESCRIPTION OF CONSTRUCTION PROJECT AND ITS PROJECTED IMPACT ON THE LOCAL ECONOMY (Attach a separate sheet if necessary):
 Arbitech will be investing into Tenant Improvements and is estimating construction costs to be \$1,000,000.- The amount of constructions jobs will depend on the scope of the project. Arbitech will keep the state abreast as the project progresses.

Section 7 - Capital Investment (Fill in either New Operations/Startup or Expansion, not both.)

New Operations / Start Up	Expansions
How much capital investment is planned? (Breakout below):	How much capital investment is planned? (Breakout below):
Building Purchase (if buying): _____	Building Purchase (if buying): _____
Building Costs (if building / making improvements): <u>\$1,000,000</u>	Building Costs (if building / making improvements): _____
Land: _____	Land: _____
Equipment Cost: <u>\$1,053,915</u>	Equipment Cost: _____
Total: <u>\$2,053,915</u>	Total: _____
	Is the equipment purchase for replacement of existing equipment? _____
	Current assessed value of personal property in NV: _____
	(Must attach the most recent assessment from the County Assessor's Office.)

Section 8 - Employment (Fill in either New Operations/Startup or Expansion, not both.)

New Operations / Start Up	Expansions
How many full-time equivalent (FTE*) employees will be created by the end of the first eighth quarter of new operations?: <u>54</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: <u>\$38.61</u>	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 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 is an option for dependents offered? Yes (**attach health plan and quote or invoice**) No

Package includes (check all that apply):

- | | | | |
|---------------------------------------------|--------------------------------------------|--------------------------------------------|---------------------------------------|
| <input checked="" type="checkbox"/> Medical | <input checked="" type="checkbox"/> Vision | <input checked="" type="checkbox"/> Dental | <input type="checkbox"/> Other: _____ |
|---------------------------------------------|--------------------------------------------|--------------------------------------------|---------------------------------------|

Qualified after (check one):

- | | | | |
|------------------------------------------|-------------------------------------------------------|-----------------------------------------------------|---------------------------------------|
| <input type="checkbox"/> Upon employment | <input type="checkbox"/> Three months after hire date | <input type="checkbox"/> Six months after hire date | <input type="checkbox"/> Other: _____ |
|------------------------------------------|-------------------------------------------------------|-----------------------------------------------------|---------------------------------------|

Health Insurance Costs:	Percentage of health insurance premium by (min 65%):
Plan Type: <u>UHC Harmony HMO and SignatureValue HMO</u>	
Employer Contribution (annual premium per employee): <u>\$ 13,279.73</u>	Company: <u>74%</u>
Employee Contribution (annual premium per employee) <u>\$ 4,665.85</u>	Employee: <u>26%</u>
Total Annual Premium: <u>\$ 17,945.58</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.

Brandon Seedorf

Name of person authorized for signature



Signature

COO

Title

July 10, 2023

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.goed.nv.gov

Site Selection Factors

Company Name: Arbitech, LLC

County: Clark

Section I - Site Selection Ratings

Directions: Please rate the select factors by importance to the company's business (1 = very low; 5 = very high). Attach this form to the Incentives Application.

Availability of qualified workforce:	<u>5</u>	Transportation infrastructure:	<u>4</u>
Labor costs:	<u>4</u>	Transportation costs:	<u>4</u>
Real estate availability:	<u>3</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>3</u>	Business permitting & regulatory structure:	<u>3</u>
Utility costs:	<u>3</u>	Access to higher education resources:	<u>4</u>

The economic development incentives offered by the State of Nevada have been an integral factor in our decision making process to locate our operation here in the state. Arbitech was examining multiple locations throughout the western states and ultimately, after much due diligence and economic feasibility analysis, Nevada was chosen for its overall incentive package and pro-business climate.

5(B) Employment Schedule

Company Name: Arbitech, LLC

County: Clark

Section 1 - Full-Time Equivalent (FTE) Employees

Directions: Please provide an estimated list of full time employees [columns (a) through (d)] that will be hired and employed by the company by the end of the first eighth quarter of new / expanded operations. For example, if the effective date of new / expanded operations is April 1, 2023, the date would fall in Q2, 2025. The end of the first eighth quarter would be the last day of Q2, 2025 (i.e., June 30, 2025). Attach this form to the Incentives Application. A qualified employee must be employed at the site of a qualified project, scheduled to work an average minimum of 30 per week, if offered coverage under a plan of health insurance provided by his or her employer, is eligible for health care coverage, and whose position of a "primary job" as set forth in NAC 360.474.

Please use the Bureau of Labor Statistics Standard Occupational Classification System (SOC) link to populate section (b): https://www.bls.gov/soc/2018/major_groups.htm#11-0000

(a) New Hire Position Title/Description	(b) Position SOC Code	(c) Number of Positions	(d) Company Average Hourly Wage	(e) Region Average Hourly Wage*	(f) Average Weekly Hours	(g) Annual Wage per Position	(h) Total Annual Wages
Chief Executives	11-1011	4	\$96.15	\$101.11	40	\$199,992.00	\$799,968.00
General and Operations Managers	11-1021	2	\$43.26	\$60.02	40	\$89,980.80	\$179,961.60
Laborers and Freight, Stock, and Material Movers, Hand	53-7062	25	\$19.00	\$18.17	40	\$39,520.00	\$988,000.00
Sales Managers	11-2022	1	\$96.15	\$57.05	40	\$199,992.00	\$199,992.00
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	41-4011	7	\$48.07	\$42.42	40	\$99,985.60	\$699,899.20
Sales Engineers	41-9031	1	\$64.90	\$53.35	40	\$134,992.00	\$134,992.00
Purchasing Managers	11-3061	1	\$96.15	\$43.72	40	\$199,992.00	\$199,992.00
Buyers and Purchasing Agents	13-1028	3	\$43.26	\$31.50	40	\$89,980.80	\$269,942.40
Transportation, Storage, and Distribution Managers	11-3071	2	\$35.82	\$41.44	40	\$74,505.60	\$149,011.20
Computer and Information Systems Managers	11-3021	1	\$48.07	\$61.89	40	\$99,985.60	\$99,985.60
Computer Hardware Engineers	17-2061	5	\$40.86	\$50.19	40	\$84,988.80	\$424,944.00
Executive Secretaries and Executive Administrative Assistants	43-6011	2	\$45.68	\$29.52	40	\$95,014.40	\$190,028.80
TOTAL		54	\$38.61	\$36.65			\$4,336,716.80

Section 2 - Employment Projections

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

(a) Year	(b) Number of New FTE(s)	(c) Average Hourly Wage	(d) Payroll
3-Year	10	\$31.50	\$655,200.00
4-Year	10	\$31.50	\$655,200.00
5-Year	10	\$31.50	\$655,200.00

* Column (e) determines if wage is commensurate to current wage ranges in the region the company plans to locate/is located. For these purposes the mean average hourly wage for the location has been used.

U = Unknown / data set for region is not currently available.

Source: Lighcast™ county wages based on the Bureau of Labor Statistics Occupational Employment and Wage Statistics program and county-level administrative wage data.

5(C) Evaluation of Health Plans Offered by Companies

Company Name: Arbitech, LLC

County: Clark

Total Number of Full-Time Employees: 54

Average Hourly Wage per Employee \$38.61

Average Annual Wage per Employee (implied) \$80,308.80

COST OF HEALTH INSURANCE

Annual Health Insurance Premium Cost: \$17,945.58

Percentage of Premium Covered by:

Company 74%

Employee 26%

HEALTH INSURANCE PLANS:

Base Health Insurance Plan*: UHC Harmony HMO and SignatureValue HMO

Deductible - per employee	\$ -	Copay \$20/\$40
Coinsurance	N/A	PCP/Specialist
Out-of-Pocket Maximum per employee	\$ 2,500	

Additional Health Insurance Plan*:

Deductible - per employee	\$ 1,000	In Network
Coinsurance	30% / 50%	in/out of network
Out-of-Pocket Maximum per employee	\$ 5,000	in network

Additional Health Insurance Plan*:

Deductible - per employee	\$ 250	in network
Coinsurance	20% / 50%	in/out of network
Out-of-Pocket Maximum per employee	\$ 3,500	in network

*Note: **Please list only "In Network" for deductible and out of the pocket amounts.**

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	7.9%	MEC
Annual Out-of-Pocket Maximum not to exceed \$9,450 (2024)	\$2,500	MEC

Minimum essential health benefits covered (Company offers PPO):

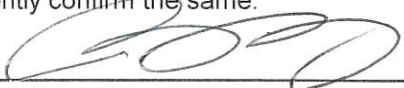
- (A) Ambulatory patient services
- (B) Emergency services
- (C) Hospitalization
- (D) Maternity and newborn care
- (E) Mental health/substance use disorder/behavioral health treatment
- (F) Prescription drugs
- (G) Rehabilitative and habilitative services and devices
- (H) Laboratory services
- (I)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

Brandon Seedorf

Name of person authorized for signature



Signature

COO

Title

7/10/2023

Date

5(D) Company Information

Company Name: Arbitech, LLC

County: Clark

Section 1 - Company Interest List

Directions: Please provide a detailed list of owners and/or members of the company. *The Governor's Office of Economic Development strives to maintain the highest standards of integrity, and it is vital that the public be confident of our commitment. Accordingly, any conflict or appearance of a conflict must be avoided. To maintain our integrity and credibility, the applicant is required to provide a detailed list of owners, members, equity holders and Board members of the company.*

(a) Name	(b) Title
Jimmy Whalen	CEO
David Walker	CFO
Doug Kari	CLO
Brandon Seedorf	COO
Tj Currens	Senior Account Executive
Jeremy Bailey	Director of Sales
Tom Larsen	President
Jared Kvidera	Senior Account Executive
Kevin Whalen	Senior Account Executive
Stuart Jefferies	Executive Director Sourcing
Greg Flanders	VP of Purchasing
Glenn Harrick	Senior Account Executive
Jamie Carwana	Controller
Brian Collins	Senior Account Executive
Josh Jackson	Director of E-Commerce

Section 2 - Company Affiliates and/or Subsidiaries

Are there any subsidiary or affiliate companies sharing tax liability with the applicant company? No Yes

If Yes, continue below:

Directions: In order to include affiliates/subsidiaries, under the exemption letter, they must to be added to the Contract. Per standard practice GOED requires a corporate schematic to understand the exact relationships between the companies. Please populate the below table to show the exact relationships between the companies and include:

1. The names as they would read on the tax exemption letter.
2. Which entity(ies) will do the hiring?
3. Which entity(ies) will be purchasing the equipment?

Name of Subsidiary or Affiliate Entity, Role and Legal Control Relationship

Please include any additional details below:

ENTITY INFORMATION

ENTITY INFORMATION	
ARBITECH, LLC	Entity Name:
E19072822021-6	Entity Number:
Foreign Limited-Liability Company	Entity Type:
Active	Entity Status:
11/22/2021	Formation Date:
NV20212285848	NV Business ID:
Perpetual	Termination Date:
11/30/2023	Annual Report Due Date:
<input type="checkbox"/>	Series LLC:
Arbitech, LLC	Domicile Name:
California - United States	Jurisdiction:

WELCOME TO ARBITECH

YOUR PREMIER INDEPENDENT DISTRIBUTOR

Our Story



- Founded in 2000 in Laguna Beach, CA
- 150 Employees
 - 10 Person Sourcing Team
 - 25 Sales and Support reps
 - 7 Certified Engineers
- 55,000 sq ft Warehouse
- \$20M+ in physical inventory
- 100% channel-focused distributor
- 2022 Revenue of \$230M

We Deliver Results!

Executive Leadership



Jimmy Whalen – CEO,
President



David Walker - CFO



Doug Kari - CLO



Stuart Jeffries – Exec
Dir of Sourcing



Bill Cox – Director of Sales



Jamie Carwana – Sr.
Controller



Jason McCarty – Director
of IT

Customer Service



Each account is assigned a dedicated, experienced account team that is committed to assisting with quotes, answering technology questions, and offering alternative solutions at competitive prices. By providing quality products, quickly and efficiently, and at low, hassle-free prices, Arbitech enables you to win more business.

Customer Service

- Every salesperson has an ISR rep to help manage client relationships
- We offer a single point of contact, making the customer experience better
- Our goal is to provide the best buying experience
- We are much more efficient than bigger distributors
- Quotes are turned around in hours, not days
- We are problem solvers, with outside the box thinking
- IT Consultants that are vendor agnostic

Stage and Configuration Center



Capabilities

- Config, Flash & Test 60+ servers/day
- Asset tagging
- Custom Imaging
- Software/firmware updates
- Pre-Configure switches
- Rack up equipment for deployment or development
- IT Services (customer sends us the gear)

Engineering Services

- Pre/Post Sales engineering support
- Reverse logistics for older assets
- Certified engineers on all major OEM platforms

Customer Success Stories



CDW

- Arbitech was founded on the broker sales of Compaq memory and HDDs in 2000
- This business evolved into full server configurations, networking, storage and other high run rate IT products
- The “Arbitrage Technology” model was born



Synnex

- Not only one of our largest vendors, but also one of our largest clients
- Arbitech acts as a strategic source for select product lines, as well as discontinued, end of life, used/refurb products



Amazon Marketplace

- Our largest active customer
- 2022 Revenue – over \$30M
- Primary products : IT networking, headsets, docking stations, document scanners, printers, barcode scanners, consumer electronics



ProSys

- Helped them source constrained HP toner for one of their largest clients, State Farm
- Our procurement team was able find stock overseas, utilizing strategic partnerships



MGM Hotel

- Initial relationship formed with proof-of-concept to virtualize Honeywell NVR servers.
- Mandalay Bay shooting – FBI required replication of 50+ servers in 72 hours.
- Arbitech delivered in 48 hours, cementing our relationship with MGM.
- Velasea formed with authorized OEM partnerships – Lenovo, Nvidia, DELL, NetApp, HPE, Durabook, Evolv, etc.



HID Global

- Matt Williams (former Velasea customer, current Amazon team) requested help sourcing constrained NXP components.
- Upon confirming pricing/availability, Matt introduced us to HID and we were onboarded as a vendor immediately.
- Since we fulfilled 9 separate orders with revenues exceeding \$2.4M



Zenitel

- Our main contact at HID referred an industry friend to Velasea to help with constrained components, ironically more NXP chips.
- Upon confirming pricing/availability we were onboarded as a vendor immediately, selling directly to Fideltroniks plant in Poland.
- First order of \$725k

Our Catalog of Products



SERVERS

Dell
HPE
Lenovo
Supermicro

PCs

Laptops
Desktops
Chromebooks

TABLETS

iPads
Samsung
Microsoft
Lenovo

DOCKING STATIONS

Dell
Lenovo
HP

HEADSETS

Poly
Microsoft
Jabra
Logitech
Plantronics

AIDC/BARCODE SCANNERS

Zebra / Motorola / Symbol
Honeywell

PRINTERS - BARCODE & POS

Honeywell / Intermec
Epson
Zebra

STORAGE

NetApp
DDN
HPE
Dell EMC
Seagate

IP PHONES

Polycom
Mitel / ShoreTel / Astra
Avaya
Cisco
Digium


SECURITY

AXIS Cameras

NETWORKING

Ruckus
HPE / Aruba
Allied Telesis
Extreme/Avaya
Cisco
Fortinet
Alcatel-Lucent

COMPONENTS

DACs and SFPs by 
Memory
SSD
Hard Drives
Broadcom LSI

POWER

APC Smart-UPS
APC Management Cards
APC Batteries
Xtreme Power

FIREWALLS

Fortinet
Cisco

DOC SCANNERS

Fujitsu
Epson
Canon

MONITORS

Dell
Samsung
HP
LG

SERVICES

Full System Configuration
Capabilities
Pre and Post-Support
3rd Party Maintenance