

Elite Sales Solutions

2300 W. Sahara Ave, Suite 700/4, Las Vegas, 89102
Greg Paragh, Vice President of Operations

Date: November 20, 2023

Application Facts:

Industry	Service
NAICS	541690
Type of App	Expansion
Location	Clark County
RDA	LVGEA, Perry Ursem

Company Profile

Elite Sales Solutions (Elite Sales) plans to expand its existing headquarter and back office operation in Las Vegas. The construction project involves the expansion and improvement of office space, increasing its size from 2,700 sq. ft. to 12,000 sq. ft. Elite Sales is a full-service Tax Boutique Law Firm concentrating on all areas of tax throughout the nation. The company specializes in custom Tax Relief Resolution, IRS & State Audit Presentation, and Tax Preparation with a staff of CPAs, enrolled agents, and tax attorneys. Elite Sales began operations in California, in January 2018, and expanded into Nevada in November 2021. The company has experienced substantial growth and advancement within this short period. Elite is now the process of expanding its operations in Nevada, away from California. The company holds a steadfast commitment to enhancing the well-being and financial stability of the communities it serves and its CSR and community engagement initiatives are tailored to provide comprehensive support, education, and resources to low-income individuals, ensuring they can navigate the financial landscape with confidence and security. Additionally, Elite Sales believes its growth equates to the community's growth, and it plans on nurturing local talent through the local universities and agencies. *Source: Elite Sales Solutions*

Tax Abatement Requirements:

	<u>Statutory</u>	<u>Company Application</u>	<u>Meeting Requirements</u>
Job Creation	25	80	Yes
Average Wage	\$29.28	\$36.22	Yes
Equipment Capex (SU & MBT)	\$785	\$374,000	Yes
Equipment Capex (PP)			

Additional Requirements:

Health Insurance	65%	100%	Yes
Revenues generated outside NV	51%	95%	Yes
Business License	<input checked="" type="checkbox"/> Current	<input type="checkbox"/> Pending	<input type="checkbox"/> Will comply

Total Tax Liability (without tax abatements)

Direct (company)

\$684,547

Total

\$19,214,431

Tax Abatements

Contract Terms

Estimated Tax Abatement

Sales Tax Abmt.	4.6% for 2 years	\$14,119
Modified Business Tax Abmt.	50% for 4 years	\$108,242
Personal Property Tax Abmt.	50% for 10 years	\$5,941
Total Estimated Tax Abatement over 10 yrs.		\$128,302

Net New Tax Revenues

Direct

Indirect

Taxes after Abatements

Local Taxes

Property	\$165,418	\$8,623,875	\$8,789,293
Sales	\$27,255	\$4,933,482	\$4,960,737
Lodging	\$0	\$343,826	\$343,826

State Taxes

Property	\$9,047	\$501,782	\$510,829
Sales	\$12,980	\$1,646,552	\$1,659,532
Modified Business	\$1,198,349	\$1,513,100	\$2,711,449
Lodging	\$0	\$110,463	\$110,463

Total Estimated New Tax Revenue over 10 yrs.

\$1,413,049

\$17,673,080

\$19,086,129

Economic Impact over 10 yrs.

Economic

Construction

Total

Total Jobs Supported	483	4	487
Total Payroll Supported	\$265,572,929	\$272,967	\$265,845,896
Total Economic Value	\$1,106,893,874	\$786,606	\$1,107,680,480

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 its operations will have on the community and state economy measured by total number of jobs, payroll and created output.



September 29, 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,

Elite Sales Services is applying to the State of Nevada for the Sales and Use Tax, Modified Business Tax, and Personal Property Tax Abatements. We request their application be placed on the agenda for the November 2023 GOED Board Meeting.

Elite Sales Services is exploring their options to expand operations in Southern Nevada by relocating their corporate headquarters from Los Angeles to Las Vegas, growing their current staff of 18 to 80 employees over the next 24 months. These new hires will make an average hourly wage of \$36.22 and be provided with a generous health benefits package. Elite Sales Services will make an investment of \$374,000 in capital equipment.

Our team has reviewed Elite Sales Service's application and found it to comply with Nevada's statutory requirements for tax abatements. This application has the full support and endorsement of the Las Vegas Global Economic Alliance. Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Perry Ursem', with a long, sweeping underline.

Perry Ursem
Senior Vice President of Business Development

Enclosure

ENDORSEMENT LETTER TO GOED

September 27, 2023

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

Dear Mr. Burns,

By way of this letter and the attached application, Elite Sales Solutions is requesting tax incentives to assist with our expansion efforts in Nevada. Recent strategic planning has the company focused on creating a greater presence in the state. A significant part of this consideration is the economic incentives offered by the state. We are projecting to add 80 full-time employees with an average wage of \$36.22 over the next two years of operations, and a total of 200 full-time employees with an average hourly wage of \$40.00 over the next five years of operations.

We began operations in California in January 2018 and expanded into Nevada in November 2021. We have experienced substantial growth and advancement within this short period and attribute a significant part of this success to the favorable business environment in Nevada. We are in the process of expanding our operations in Nevada, away from California, and the tax abatement program has been a significant factor in our decision to make such a valuable investment in the state. As a company providing vital services to clients across the entire United States, we have many options for locations to expand our operations, yet it is the enticing prospect of tax incentives in Nevada that has inspired our commitment to grow here.

Our expansion plans are intertwined with a robust hiring strategy within the state. We perceive Nevada as fertile ground for fostering dedicated talent, innovation, and enterprise. Our vision includes positive job creation in the region, providing numerous opportunities for local residents, and contributing to the state's economic growth, community development, and workforce enhancement within Nevada. Our role in the community transcends beyond providing expert consulting services. Our growth equates to the community's growth, as we plan on nurturing local talent through the local universities and agencies, offering training programs, and fostering a culture of innovation, excellence and a long-term presence of our company within the community.

The economic development incentives offered by the State of Nevada have been an integral factor in our expansion strategy. The projected cost savings from the support of these incentives will allow Elite Sales Solutions to hire a greater number of full-time employees, supporting the Governor's initiative for providing more Nevadan's with long term work and career opportunities. Additionally, Nevada's pro-business climate provides Elite Sales Solutions with a sustainable location for ongoing strategic growth.

We will be expanding from 2,700 sq ft to 12,000 sq. ft. within the next few months. Capital projections for the next two years forecast approximately \$875,000 in investment into the company, and additional labor investment of approximately \$6,000,000.

Our experience with representatives from the Las Vegas Global Economic Alliance has been positive and we look forward to your approval in supporting our expansion efforts. We appreciate your time and consideration.

Sincerely,



Ethan J. Liss
President
Elite Sales Solutions
Enclosures

ECONOMIC DEVELOPMENT

Incentive Application

Company is an / a: (check one)

New location in Nevada

Company Name: Elite Sales Solutions

Expansion of a Nevada company

Date of Application: September 29, 2023

Section 1 - Type of Incentives

Please check all that the company is applying for on this application:

- Sales & Use Tax Abatement
- Modified Business Tax Abatement
- Personal Property Tax Abatement
- Recycling Real Property Tax Abatement
- Other: _____

Section 2 - Corporate Information

COMPANY NAME (Legal name under which business will be transacted in Nevada) <u>Elite Sales Solutions (dba American Tax Service)</u>			FEDERAL TAX ID # <u>87-3419102</u>
CORPORATE ADDRESS <u>2300 W. Sahara Ave, Suite 700/4</u>	CITY / TOWN <u>Las Vegas</u>	STATE / PROVINCE <u>NV</u>	ZIP <u>89102</u>
MAILING ADDRESS TO RECEIVE DOCUMENTS (If different from above)	CITY / TOWN	STATE / PROVINCE	ZIP
TELEPHONE NUMBER <u>(323) 798-9073</u>	WEBSITE <u>americantaxservice.com</u>		
COMPANY CONTACT NAME <u>Greg Paragh</u>	COMPANY CONTACT TITLE <u>Vice President, Operations</u>		
E-MAIL ADDRESS <u>gparagh@atstaxgroup.com</u>	PREFERRED PHONE NUMBER <u>(323) 798-9073</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 quarter in which the abatement becomes effective. In rural areas, the requirement is ten (10) or more. For an expansion, the business must increase employees on its payroll by 10% more than its existing employees prior to expansion, or by 25 (urban) or 6 (rural) employees, whichever is greater.
 - In 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 "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
- Technology
- Back Office Operations
- Research & Development / Intellectual Property
- Service Provider
- Distribution / Fulfillment
- Manufacturing
- Other: _____

PERCENTAGE OF REVENUE GENERATED BY THE NEW JOBS CONTAINED IN THIS APPLICATION FROM OUTSIDE NEVADA <u>95%</u>	EXPECTED DATE OF NEW / EXPANDED OPERATIONS (MONTH / YEAR) <u>10 / 2023</u>		
NAICS CODE / SIC <u>541690</u>	INDUSTRY TYPE <u>Other Scientific and Technical Consulting Services</u>		
DESCRIPTION OF COMPANY'S NEVADA OPERATIONS <u>Tax resolution, sales, and fulfillment.</u>			
PROPOSED / ACTUAL NEVADA FACILITY ADDRESS <u>101 Convention Drive, Suite 1200</u>	CITY / TOWN <u>Las Vegas</u>	COUNTY <u>Clark County</u>	ZIP <u>89109</u>
WHAT OTHER STATES / REGIONS / CITIES ARE BEING CONSIDERED FOR YOUR COMPANY'S RELOCATION / EXPANSION / STARTUP? <u>Austin and Dallas-Forth Worth Texas</u>			

Section 5 - Complete Forms (see additional tabs at the bottom of this sheet for each form listed below)

Check the applicable box when form has been completed.

- X 5 (A) Equipment List
- X 5 (B) Employment Schedule
- X 5 (C) Evaluation of Health Plan, with supporting documents to show the employer paid portion of plan meets the minimum of 65%.
- X 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 Ten Years	Expansions - Plans Over the Next 10 Years
<p>Part 1. Are you currently/planning on leasing space in Nevada? _____ If No, skip to Part 2. If Yes, continue below: What year(s)? _____ How much space (sq. ft.)? _____ Annual lease cost of space: _____ Do you plan on making building tenant improvements? _____ If No, skip to Part 2. If Yes *, continue below: When to make improvements (month, year)? _____</p> <hr/> <p>Part 2. Are you currently/planning on buying an owner occupied facility in Nevada? _____ If No, skip to Part 3. If Yes *, continue below: Purchase date, if buying (month, year): _____ How much space (sq. ft.)? _____ Do you plan on making building improvements? _____ If No, skip to Part 3. If Yes *, continue below: When to make improvements (month, year)? _____</p> <hr/> <p>Part 3. Are you currently/planning on building a build-to-suit facility in Nevada? _____ If Yes *, continue below: When to break ground, if building (month, year)? _____ Estimated completion date, if building (month, year): _____ How much space (sq. ft.)? _____</p>	<p>Part 1. Are you currently leasing space in Nevada? Yes If No, skip to Part 2. If Yes, continue below: What year(s)? <u>2022</u> How much space (sq. ft.)? <u>2,757</u> Annual lease cost at current space: <u>\$81,696.00</u> Due to expansion, will you lease additional space? Yes If No, skip to Part 3. If Yes, continue below: Expanding at the current facility or a new facility? <u>New</u> What year(s)? <u>2023</u> How much expanded space (sq. ft.)? <u>12,000</u> Annual lease cost of expanded space: <u>\$145,540.00</u> Do you plan on making building tenant improvements? Yes If No, skip to Part 3. If Yes *, continue below: When to make improvements (month, year)? <u>9 / 2023</u></p> <hr/> <p>Part 2. Are you currently operating at an owner occupied building in Nevada? No If No, skip to Part 3. If Yes, continue below: How much space (sq. ft.)? _____ Current assessed value of real property? _____ Due to expansion, will you be making building improvements? _____ If No, skip to Part 3. If Yes *, continue below: When to make improvements (month, year)? _____</p> <hr/> <p>Part 3. Do you plan on building or buying a new facility in Nevada? No If Yes *, continue below: Purchase date, if buying (month, year): _____ When to break ground, if building (month, year)? _____ Estimated completion date, if building (month, year): _____ How much space (sq. ft.)? _____</p>
* Please complete Section 7 - Capital Investment for New Operations / Startup.	* Please complete Section 7 - Capital Investment for Expansions below.

BRIEF DESCRIPTION OF CONSTRUCTION PROJECT AND ITS PROJECTED IMPACT ON THE LOCAL ECONOMY (Attach a separate sheet if necessary):

The construction project involves the expansion and improvement of office space, increasing its size from 2,700 sq. ft. to 12,000 sq. ft.. The project will encompass a complete overhaul of the interior, upgrading facilities, and ensuring the office meets modern standards for sustainability accessibility, and functionality. We will be enhancing various areas such as collaborative workspaces, meeting rooms, private offices, and employee facilities. This will bring significant economic benefits to the local community through job creation (the construction phase will generate employment opportunities for local residents as we hire contractors, laborers, and technicians from the vicinity. We are committed to sourcing materials, equipment, and services as much as possible to the local area, thus providing a boost to local industries. The upgrades will contribute to enhancing the local real estate value, creating a positive ripple effect to neighboring buildings. The larger office space will necessitate additional staff, contributing to further job creation. Our project will contribute to skills development in the community as we will be hiring law school graduates, newly barred attorneys, certified public accountants, enrolled agents, document preparers, and tax preparers. Lastly, our expansion project represents our commitment to the local community and our anticipation of long-term growth in the area.

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): _____	Building Costs (if building / making improvements): <u>\$500,000</u>
Land: _____	Land: _____
Equipment Cost: _____	Equipment Cost: <u>\$374,000</u>
Total: _____	Total: <u>\$874,000</u>
	Is the equipment purchase for replacement of existing equipment? <u>No</u>
	Current assessed value of personal property in NV: <u>\$3,929</u>
	(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?: _____	How many full-time equivalent (FTE*) employees will be created by the end of the first eighth quarter of expanded operations?: <u>80</u>
Average hourly wage of these <u>new</u> employees: _____	Average hourly wage of these <u>new</u> employees: <u>\$36.22</u>
	How many FTE employees prior to expansion?: <u>18</u>
	Average hourly wage of these <u>existing</u> employees: <u>\$22.00</u>
	Total number of employees after expansion: <u>98</u>

* 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):

X	Overtime	X	Merit increases	X	Tuition assistance	X	Bonus
	PTO / Sick / Vacation		COLA adjustments	X	Retirement Plan / Profit Sharing / 401(k)		Other: _____

BRIEF DESCRIPTION OF ADDITIONAL COMPENSATION PROGRAMS AND ELIGIBILITY REQUIREMENTS (Attach a separate sheet if necessary):

N/A

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)**

Package includes (check all that apply):

Medical TRUE Vision TRUE Dental TRUE Other: _____

Qualified after (check one):

Upon employment Three months after hire date Six months after hire date Other: 2 months after hire date

Health Insurance Costs:	Percentage of health insurance premium by (min 65%):
Plan Type: <u>HMO</u>	
Employer Contribution (annual premium per employee): <u>\$14,437.32</u>	Company: <u>100%</u>
Employee Contribution (annual premium per employee): <u>\$ -</u>	Employee: <u>0%</u>
Total Annual Premium: <u>\$14,437.32</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.

ETHAN LISS
Name of person authorized for signature


Signature

President
Title

27 SEP 23
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: Elite Sales Solutions

County: Clark

Section 1 - 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>4</u>	Transportation infrastructure:	<u>3</u>
Labor costs:	<u>5</u>	Transportation costs:	<u>3</u>
Real estate availability:	<u>4</u>	State and local tax structure:	<u>5</u>
Real estate costs:	<u>5</u>	State and local incentives:	<u>5</u>
Utility infrastructure:	<u>3</u>	Business permitting & regulatory structure:	<u>5</u>
Utility costs:	<u>3</u>	Access to higher education resources:	<u>5</u>

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

The abatement program stands as a pivotal factor in our decision to expand operations within Nevada, contributing substantially to our strategic growth plans. It not only benefits our company but also contributes to the broader economic and social development of the state, aligning with our values of community commitment and inclusive growth. This program will enable our company to maximize capital allocation towards essential areas such as workforce expansion, and services development, thereby fostering innovation, competitiveness, and sustainable growth. The tax incentives make the financial outlook of our expansion project more viable. It alleviates the fiscal burden, allowing us to re-invest the saved resources back into the business and the local community, thereby enhancing the economic prosperity of the area. The program will facilitate the hiring of local talent, further boosting Nevada's economy by providing ample high-quality, full time job opportunities, subsequently contributing to the reduction of unemployment rates in the area. Lastly, the program will help us contribute positively to Nevada's economy by resulting in additional local purchases, collaborations, and community engagement, driving further economic development.

5(B) Employment Schedule

Company Name: Elite Sales Solutions

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)	(b)	(c)	(d)	(e)	(f)	(g)	(h)
New Hire Position Title/Description	Position SOC Code	Number of Positions	Average Hourly Wage	Region Average Hourly Wage	Average Weekly Hours	Annual Wage per Position	Total Annual Wages
Chief Executives	11-1011	3	\$160.00	\$101.11	40	\$332,800.00	\$998,400.00
General and Operations Managers	11-1021	3	\$55.72	\$60.02	40	\$115,897.60	\$347,692.80
Marketing Managers	11-2021	1	\$58.00	\$50.73	40	\$120,640.00	\$120,640.00
Computer Occupations, All Other	15-1299	2	\$30.00	\$46.92	40	\$62,400.00	\$124,800.00
Human Resources Managers	11-3121	1	\$49.00	\$46.07	40	\$101,920.00	\$101,920.00
First-Line Supervisors of Non-Retail Sales Workers	41-1012	3	\$42.00	\$39.65	40	\$87,360.00	\$262,080.00
Legal Support Workers, All Other	23-2099	20	\$30.00	\$28.57	40	\$62,400.00	\$1,248,000.00
Sales Representatives, Services, All Other	41-4011	20	\$29.90	\$42.42	40	\$62,192.00	\$1,243,840.00
Sales and Related Workers, All Other	41-9099	4	\$29.70	\$26.39	40	\$61,776.00	\$247,104.00
Accountants and Auditors	13-2011	4	\$29.17	\$35.74	40	\$60,673.60	\$242,694.40
Bookkeeping, Accounting, and Auditing	43-3031	2	\$23.36	\$23.16	40	\$48,588.80	\$97,177.60
Postal Service Mail Sorters, Processors, and Processing Machine	43-5053	2	\$23.33	\$24.41	40	\$48,526.40	\$97,052.80
Customer Service Representatives	43-4051	4	\$29.80	\$18.74	40	\$61,984.00	\$247,936.00
Receptionists and Information Clerks	43-4171	2	\$21.00	\$16.14	40	\$43,680.00	\$87,360.00
Executive Secretaries and Executive Administrative Assistants	43-6011	1	\$27.00	\$29.52	40	\$56,160.00	\$56,160.00
Market Research Analysts and Marketing Specialists	13-1161	2	\$31.30	\$34.91	40	\$65,104.00	\$130,208.00
Tax Preparers	13-2082	6	\$30.00	\$30.93	40	\$62,400.00	\$374,400.00
TOTAL		80	\$36.22	\$36.86			\$6,027,465.60

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)	(b)	(c)	(d)
Year	Number of New FTE(s)	Average Hourly Wage	Payroll
3-Year	40	\$37.31	\$3,104,192.00
4-Year	40	\$38.43	\$3,197,376.00
5-Year	40	\$39.58	\$3,293,056.00

* 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: LighcastTM 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: Elite Sales Solutions

County: Clark

Total Number of Full-Time Employees: 80

Average Hourly Wage per Employee \$36.22

Average Annual Wage per Employee (implied) \$75,337.60

COST OF HEALTH INSURANCE

Annual Health Insurance Premium Cost: \$14,437.32

Percentage of Premium Covered by:

Company 100%

Employee 0%

HEALTH INSURANCE PLANS:

Health Plan of Nevada Solutions

Base Health Insurance Plan*:

HMO Gold 20/1000/ip

Deductible - per employee \$ -

Coinsurance 20% / na%

Out-of-Pocket Maximum per employee \$ 7,500

Additional Health Insurance Plan*:

Sierra Health Solutions PPO Gold 25/500/20%

Deductible - per employee \$ 500

Coinsurance 20% / 50%

Out-of-Pocket Maximum per employee \$ 7,500

Additional Health Insurance Plan*:

N/A

Deductible - per employee \$ -

Coinsurance 0% / 0%

Out-of-Pocket Maximum per employee \$ -

*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 0 MMQ

Annual Out-of-Pocket Maximum not to exceed \$9,450 (2024) \$7,500 MMQ

Minimum essential health benefits covered (Company offers PPO):

- (A) Ambulatory patient services
- (B) Emergency services
- (C) Hospitalization
- (D) Maternity and newborn care
- (E) Mental health/substance use disorder/behavioral health treatment
- (F) Prescription drugs
- (G) Rehabilitative and habilitative services and devices
- (H) Laboratory services
- (I) Preventive and wellness services and chronic disease management
- (J) Pediatric services, including oral and vision care

No Annual Limits on Essential Health Benefits

I, the undersigned, hereby declare to the Governor's Office of Economic Development that the facts herein stated are true, and that I have attached a qualified plan with information highlighting where our plan reflects meeting the minimum threshold for the employee paid portion of the plan for GOED to independently confirm the same.

ETHAN LISS

Ethan Liss

Name of person authorized for signature

Signature

PRESIDENT

28SEP23

Title

Date

5(D) Company Information

Company Name: Elite Sales Solutions

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
Ethan J. Liss	President
Terrance J. Selb	Chief Executive Officer
Tyler S. Bennett	Chief Operating Officer
Ethan J. Liss	Secretary
Ethan J. Liss	Treasurer

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
N/A

Please include any additional details below:

SECRETARY OF STATE



NEVADA STATE BUSINESS LICENSE

Elite Sales Solutions

Nevada Business Identification # NV20212271628

Expiration Date: 11/30/2024

In accordance with Title 7 of Nevada Revised Statutes, pursuant to proper application duly filed and payment of appropriate prescribed fees, the above named is hereby granted a Nevada State Business License for business activities conducted within the State of Nevada.

Valid until the expiration date listed unless suspended, revoked or cancelled in accordance with the provisions in Nevada Revised Statutes. License is not transferable and is not in lieu of any local business license, permit or registration.

License must be cancelled on or before its expiration date if business activity ceases. Failure to do so will result in late fees or penalties which, by law, cannot be waived.



Certificate Number: B202310194052600

You may verify this certificate
online at <http://www.nvsos.gov>

IN WITNESS WHEREOF, I have hereunto set my
hand and affixed the Great Seal of State, at my
office on 10/19/2023.

FRANCISCO V. AGUILAR
Secretary of State

Presented by
ELITE SALES SOLUTIONS
(dba American Tax Service)

CORPORATE PRESENTATION

Established: 2021
Headquarters: LAS VEGAS, NEVADA

ELITE SALES SOLUTIONS

(dba American Tax Service)

Mission Statement

Our mission is to provide expert tax guidance and strategic financial solutions that empower individuals and businesses to achieve their financial goals.

What We Do:

Tax Resolution Services

Tax Consulting

Tax Filing Assistance



COMPANY PROFILE

At Elite Sales Solutions, our mission is to provide expert, client-centric tax resolution and financial literacy services to individuals and businesses across the entire United States, empowering them to navigate complex tax challenges with confidence. We are committed to delivering innovative solutions, upholding the highest standards of integrity, and fostering enduring relationships built on trust and reliability. Through our unwavering dedication to excellence, we aim to alleviate the burdens of tax-related concerns, enabling our clients to achieve financial security and peace of mind.



BUSINESS TIMELINE

- Expand comprehensive client support system
- Continue company growth at 45+% annually
- Partner with local universities for community and talent development
- Offer pro-bono tax assistance to economically disadvantaged Nevada residents

- Continue engagement in philanthropic activities in the local community
- Host seminars and workshops on tax related topics

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- Increased Brand Visibility through new proven marketing team
- Significant company expansion in Nevada
- Expanded client base with new sales team and manager
- Enter strategic partnerships with other industry leaders

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- Increased Revenues of 100% to \$5 million per month
- Continue investing in professional development and technology development
- Gained recognition as a responsible corporate citizen

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GET IN TOUCH

Contact Information



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