Nevada Governor's Office of
ECONOMIC DEVELOPMENT
Empowering Success

Workforce Innovations for a New Nevada - Program Application

The Workforce Innovations for a New Nevada (WINN) Fund was established to provide programs of workforce recruitment, assessment or training to the benefit of new or expanding companies in Nevada.

This application is to be completed by a representative of an Authorized Provider who wishes to provide a WINN Program.

Funding is provided to Authorized Providers in Nevada. Entities not approved in advance of the WINN Application may be asked to submit additional information.

Authorized Provider Information

Authorized Provider Name

Reno Technology Academy, Multnomah University

Address

1100 Kietzke

Address Line 1

Address Line 2

Reno	Nevada	89502
City	State	Zip Code

Point of Contact	**Phone**	**Email**
Steve	(775) 770-0307	steve.andreano@renotechnology.academy
First		
Andreano		
Last		

Company Information

Name each company for which the applicant will provide the proposed program, including the number of primary jobs created and the hourly wage expected to be paid to persons employed in these jobs.

Company 1

Company Name	**NV Business ID**
AMI Global	NV20091103654

Primary Point of Contact

Terrence	O'Leary

First | Last

POC Phone

POC Email
toleary@amiglobal.com

Industry
IoT

Estimated Associated Capital Investment

Number of New Jobs to be Created
30

Average Hourly Wage (New Jobs)
$38.46

Company 2

Company Name
Filament

NV Business ID
NV20131699765

Primary Point of Contact
Allison
First

Clift-Jennings
Last

POC Phone

POC Email
allison@filament.com

Industry
IoT

Estimated Associated Capital Investment

Number of New Jobs to be Created
30

Average Hourly Wage (New Jobs)
$46.00

Company 3

Company Name
Simple Sense

NV Business ID
NV20171712597

Primary Point of Contact
Eric
First

Kanagy
Last

POC Phone

POC Email
eric@simplesense.io

Industry
IoT

Estimated Associated Capital Investment

Number of New Jobs to be Created

Average Hourly Wage (New Jobs)

20	$36.06

Company 4

Company Name
GeoTraq

NV Business ID
NV20161633700

Primary Point of Contact

First	Last
Shannon	Alvarez

POC Phone

POC Email
salvarez@geotraq.com

Industry
IoT

Estimated Associated Capital Investment

Number of New Jobs to be Created
15

Average Hourly Wage (New Jobs)
$36.06

Company 5

Company Name
Breadware

NV Business ID
NV20171367803

Primary Point of Contact

First	Last
Daniel	Price

POC Phone

POC Email
dprice@breadware.com

Industry
IoT

Estimated Associated Capital Investment

Number of New Jobs to be Created
10

Average Hourly Wage (New Jobs)
$25.00

Company 6

Company Name
Elemental LED

NV Business ID
NV20131349342

Primary Point of Contact

First	Last
Christina	Tran

POC Phone

POC Email
christina.tran@elementalled.com

Industry
Manufacturing

Estimated Associated Capital Investment

Number of New Jobs to be Created
10

Average Hourly Wage (New Jobs)
$40.87

Company 7

Company Name
GroupGets

NV Business ID
NV20171338168

Primary Point of Contact

Ron
First

Justin
Last

POC Phone

POC Email
ron@groupgets.com

Industry
IoT

Estimated Associated Capital Investment

Number of New Jobs to be Created
5

Average Hourly Wage (New Jobs)
$25.00

Company 8

Company Name
NevadaNano

NV Business ID
NV20041404887

Primary Point of Contact

Mark
First

Brandemuehl
Last

POC Phone

POC Email
mark.brandemuehl@nevadanano.com

Industry
IoT

Estimated Associated Capital Investment

Number of New Jobs to be Created
4

Average Hourly Wage (New Jobs)
$40.87

Letters of Support
Upload letters of support from participant companies here. Templates can be obtained online or by emailing sbostwick@diversifynevada.com.

Statement of Need

Describe the need to develop and/or support existing training program. Include detail about employer openings and existing workforce pipelines.

The global IoT economy is growing 29% annually and presents a tremendous opportunity for Nevada to position itself as a leader in a key technology enabler for smart city, home automation, telemedicine, and a host of industrial applications including smart manufacturing and Industry 4.0. Consequently, over the last six months, Reno Technology Academy has partnered with GOED, EDAWN, and NVIE to determine the training and development needs of IoT companies throughout the state.

In meeting with dozens of Nevada companies throughout the state, we learned a course of study does not exist to train and prepare Nevadans in the practical skills necessary for placement in these high-paying IoT opportunities. It is clear that growth of existing companies and the decision of future IoT companies to locate in Nevada will be largely determined by the educational institutions' ability to develop and retain in-state IoT talent, which this program is designed to do.

To keep up with current growth, many Nevada companies are finding it necessary to recruit out of state (primarily Northern California) talent, increasing the cost of living and exacerbating existing housing shortages. In more extreme cases, companies are outsourcing work to remote employees in other states, causing concern that if Nevada does not build a robust IoT pipeline, new and expanding companies will locate where IoT talent is more plentiful.

Several employer partners with current and projected IoT workforce needs were convened to develop a plan to address this skills gap and needed training pipeline. Currently Breadware, SimpleSense, GeoTraq, GroupGets, Filament, AMI Global, Elemental LED, and NevadaNano collectively anticipate hiring 124 IoT employees at an average salary of $36.04 per hour (approx. $75,000 average annual salary) over the next two years. These companies have been an integral part of the "New Nevada" start-up landscape, bringing high-technology, high-paying jobs for Nevadans with sustainable economic growth.

Reno Technology Academy, a program of the Multnomah University in Reno, NV, has worked with these employer partners to design curriculum that addresses the current Internet-of-things (IoT) needs of these and other companies preparing Nevada to be a destination-of-choice for this growing, critical sector of the global economy.

Program Objectives and Outcomes

Program Design

Reno Technology Academy's Certified IoT Specialist program contains hands-on curriculum appropriate for ensuring a skilled workforce in hardware and software for IoT device companies, Smart Manufacturing, Industry 4.0, and industries utilizing IoT Technologies in their processes or products.

The curriculum listed below is proposed coursework developed in conjunction with Reno Technology Academy, NVIE, and a subsection of IoT companies in Nevada. This coursework will be revised, created, and finalized, through the collaboration of Reno Technology Academy, NVIE, and the entire group of companies supporting this grant. The initial training program consists of 50 units – approximately 750 hours of curriculum - that is designed to produce candidates ready to immediately contribute to IoT companies.

CERTIFIED INDUSTRIAL IOT SPECIALIST CURRICULUM: 50 units = 750 Hours of Curriculum

- Intro Software development and Coding in C++: 3 units
- Coding in C# for imbedded systems: 3 units
- Coding in Python: 3 units
- Web Development using PHP and MySQL: 3 units
- Algebra I/II; trig; scientific notation; logs; boolean/HEX number systems: 3 units
- DC/AC theory; Passive components and circuits: 3 units
- Solid State theory, components , basic circuits: 3 units
- Digital circuits and logic; TTLcircuits: 3 units
- Test and Measurement Fundamentals:multimeter, sig /function gem; oscilloscopes; logic probes; WiFi &network measurement; 3 units
- Overview of IT: A+, Network+, Security+: 5 units
- LORA; Blue tooth;WiFI; others: 3 units
- Linux, Vmware; FOG/ Cloud with AWS; Azure; Google cloud: 3 units
- Sensors, relays motors, valves: 3 units
- PLC's and PLR's: 3 units
- Raspberry pi. Arduino, others: 3 units
- Machine/process control/ factory automation: 3 units

While there is a strong need for IoT Specialists statewide, Reno Technology Academy is requesting funding to build out a successful lab program in northern Nevada before requesting to replicate it in southern Nevada. The goal is to open the program in northern Nevada the Spring of 2019 and to certify and place 40 IoT professionals in the initial 2-year period. We are also currently working on strengthening curriculum development channels in Southern Nevada with the hopes of applying for a 2nd grant in November 2018 to ensure we are granting opportunities to this part of the state. Once we have developed a strong pipeline of talent, we plan to partner with NSHE institutions to seamlessly transition this curriculum to minor and major programs. Additionally we plan to introduce these programs into high schools throughout the state. Developing this pipeline statewide will position
Nevada as a preferred IoT destination and will also provide the state with a competitive advantage in Smart Manufacturing/Industry 4.0.

Describe the training solution(s) developed in partnership with the employer partners.

Recruitment

Marketing campaigns (e.g. radio, TV, print, social media) will be tailored to reach diverse audiences, promote awareness of education opportunities, and direct interested individuals to apply for consideration in the program. We will work with DETR, workforce development partner offices, community development groups in order to ensure a diverse applicant base. Announcements will also be posted on diverse websites, social media, etc.

Reno Technology Academy will partner with NVIE, EDAWN, NNDA, LVGEA and other economic development groups to promote the curriculum through their programs.

Examples of successful efforts include but are not limited to:

- Posting job announcements in multiple languages
- Advertising on non-English speaking radio stations
- Implementing social media campaigns
- Holding events at local churches, schools, Tribal centers or other community gathering places where traditionally underserved or underrepresented segments of the community are likely to frequent

In addition to the strategies outlined above, specific initiatives will be utilized to target the following segments of the community, as outlined in our Workforce Diversity Action Plan.

Describe your plan to recruit training candidates.

Workforce Development Integration

Reno Technology Academy will partner with NVIE to connect with industry and design/deliver curriculum which meets their needs. We will also work with DETR's Bureau of Vocational Rehabilitation, JOIN, the Nevada Department of Corrections, and other agencies/economic development groups to align our efforts with the needs of the state. Reno Technology Academy provides a host of training certificates, many of which are already integrated into the WIOA system through the Eligible Training Provider List.

Describe your plan to ensure alignment with workforce development programs. Include details on plans to leverage resources.

Job Placement

We will hold internal job fairs and events, as well as partner with state and local agencies to ensure placement of trained individuals. Hiring companies will also be invited to attend class and labs to meet students and become familiar with their capabilities. This will help link students with industry professionals who may be able to offer them employment. Reno Technology Academy will design and host "Industry Days" and "Career Days" to enable a collaborative student-educator-employer dynamic to foster successful placements.

Describe your plan to ensure placement of trained individuals, with employer partners and within industry.

Outcomes

Certify 40 IoT Specialists over the next two years to develop and grow a skilled workforce pipeline to fill a projected 124 IoT openings in Nevada. Achieve 20% or less attrition of registered students from the program, as opposed to the average of 67% attrition of students from STEM-related coursework nationwide. Find placement for these new IoT Specialists at an average pay level of over $36 per hour.

The success of this program will also have a positive impact on perhaps Nevada's 2nd most important resource, just behind its people – the resource of water. Particularly, in Southern Nevada, the implementation of IoT Technology for the various facets of managing critical water supplies is growing at a rapid rate. Having a workforce well-versed in IoT and its applications in this area, will help ensure Nevada has a secure water supply to fuel continued growth.

List measurable goals this project will pursue. Projected completers of training and placements in employment must be delineated here.

Other Partners

Include information on other partners in this project who are not employer partners or the training provider.

Partner 1

Agency

Nevada Industry Excellence

Contact

Mark Anderson, manderson@nvie.nevada.edu

Describe role in

- Determining interest/need level of industry in IoT curriculum
- Connect Reno Technology Academy with industry for support letters
- Assist in navigating relationships with government, industry, education, for workforce integration
- Develop and refine curriculum through feedback, meetings, and consistent follow-up with industry
- Provide guidance in recruiting, job placement, and achieving necessary outcomes
- Promote curriculum through their industry outreach
- Assist in statewide portability of certification, conversion to associates and majors programs at Nevada System of Higher Education Institutions
- Assist in scaling, sustaining, and updating program to meet industry needs following initial two-year period
- Other guidance and leadership as needed

Partner 2

Agency

Economic Development Authority of Western Nevada

Contact

Nancy McCormick

Describe role in

- Assist in connecting Reno Technology Academy with industry support
- Assist in navigating relationships with economic development
- Promote program through their industry outreach

Workforce Diversity Action Plan

For each target population, explain your plan to promote access and workforce diversity. Include measurable goals in each section.

Veterans

We will work with public and private agencies to recruit veterans and veteran families for education opportunities for this grant.

This may include reaching out to and posting on veteran-based job sites, including but not limited to:

- Fallon Naval Air Station
- Nevada National Guard
- Nevada Green Zone Initiative

Gender (Non-traditional Employment)

We will work with women-in-business and other related organizations to recruit, admit, and place candidates from the IoT curriculum.

Race/Ethnicity

Reno Technology Academy will work to ensure equal opportunity regardless of race/ethnicity. Part of this effort will be marketing campaigns (e.g. radio, TV, print, social media) tailored to reach diverse audiences, promote awareness of education opportunities, and direct interested individuals to apply for consideration in the program. We will work with DETR, workforce development partner offices, community development groups in order to ensure a diverse applicant base. Announcements will also be posted on diverse websites, social media, etc.

Examples of successful efforts include but are not limited to:

- Posting job announcements in multiple languages
- Advertising on non-English speaking radio stations
- Implementing social media campaigns
- Holding events at local churches, schools, Tribal centers or other community gathering places where traditionally underserved or underrepresented segments of the community are likely to frequent

Recipients of Public Assistance

We will work with DETR, JOIN, and other public agencies throughout the state to promote access to the IoT educational programs.

Re-Entry or Returning Citizens

Reno Technology Academy will work with GOED to understand which level of convictions may preclude an ex-offender from applying for an educational opportunity or faculty position, consistent with best practices established by the National Workrights Institute or other similar organization. We will also work with the Nevada Department of Corrections, DETR, and area education institutions to determine if an appropriate training program can be developed and implemented for incarcerated persons or ex-offenders.

Persons with Disabilities

Reno Technology Academy will serve persons with disabilities through DETR's Bureau of Vocational Rehabilitation (BVR) and other community organizations and partners. BVR provides services, technology, education, training and workforce support to more than 5,200 individuals with disabilities in Nevada each year. BVR will assist us with recruitment, support, and retention of these individuals.

Other Diversity Action Plans

Reno Technical Academy, in collaboration with DETR and other appropriate offices and agencies, will develop, implement and evaluate strategic outreach and recruiting initiatives targeted towards underserved or underrepresented segments of the community.

During and after each part of the process, we will assess our efforts to understand the relative success of recruiting, interviewing and hiring underserved or underrepresented segments of the community. This is part of a continuous improvement feedback process that will assess performance and inform necessary modifications to the strategy.

This process will help identify gaps and barriers that may be preventing diverse segments of the community from applying for positions. For example, this process may highlight segments of the community that have been blatantly overlooked in recruiting, or may expose necessary improvements to non-English language postings that have not been well-translated, or could identify efforts that are particularly successful at engaging diverse segments of the community.

Describe any other plans to increase representation, inclusion, utilization and completion rates for this program.

Workforce Diversity Commitment Statement

Reno Technology Academy is committed to ensure opportunities for diverse communities to interview for admittance in the curriculum program while ensuring that candidates admitted to the program meet qualification requirements. This may include interviewing within or in close proximity to diverse communities in order to mitigate potential transportation issues that may prevent qualified candidates from interviewing for an opportunity. We will also work to mitigate linguistic or cultural barriers by developing admittance questions while paying close attention to how questions are phrased and how interviews are conducted.

Express your overall commitment to workforce diversity.

Statement to Comply with Federal & State Law

Reno Technology Academy is committed to comply with Title IX and all other Federal & State Laws regarding interviewing, admittance, and placement assistance for those successfully completing the curriculum.

Express your commitment to comply with all applicable federal and state laws.

Statewide Portability Plan

Potential or Existing Plan

Reno Technology Academy will work with Nevada Industry Excellence (NVIE) and other agencies to create a consensus among Nevada industry to accept the Certification of IoT Specialist through Reno Technology Academy as an indication of professional qualifications to work in the IoT industry throughout Nevada. Additionally, once a strong pipeline of talent is established, it is our desire to help Nevada strategically position itself as a long-term global leader in IoT through collaboration with NSHE 2-year and 4-year institutions by seamlessly transitioning the curriculum into minor/major IoT programs. We are also exploring the possibility of eventually taking these courses into the Washoe County School District and other High Schools throughout the state.

Authorized Provider Training Facilities

Enter requested information for each training site for this program.

Facility 1

Facility Name

Reno Technology Academy

Website

http://www.renotechnology.academy

Address

1100 Kietzke Lane

Address Line 1

Address Line 2

Reno

City

Nevada

State

89501

Zip Code

Cost Estimates

Please attach separate pdf or excel file

Cost Estimates

Estimated Program Cost - IoT WINN Proposal.xlsx

Obtain budget template online or by emailing sbostwick@diversifynevada.com.

APPLICATON FOR WINN FUNDS - BUDGET BREAKDOWN

APPLICANT NAME: Multnomah University - Reno Technology Academy

PROJECT NAME: Industrial IoT Specialist

PROJECT PERIOD: October 1, 2018 - June 30, 2019

TUITION & FEES (Participant Trainings and Certifications):

Describe the total training program costs	Per Unit Cost	# of Students	Total WINN Cost
Tuition (50 Units of specialized training defined by attached Curriculum)	$ 5,000.00	40	$ 200,000.00
Related Course Fees (40 Students)	$ 960.00	40	$ 38,400.00
Exam and Certification (40 Students)	$ 450.00	40	$ 18,000.00
		Tuition & Fees Subtotal:	**$ 256,400.00**

PERSONNEL & VARIABLE EXPENSES:

Examples of costs in this section are provided below, change as needed:	Per Unit Cost	Quantity	Total WINN Cost
NVIE Curriculum Development	$ 85,000.00	1	$ 85,000.00
Teaching Assistant	$ 4,500.00	6	$ 27,000.00
Administative Support Intake and Tracking	$ 10,000.00	1	$ 10,000.00
Engineering Instructor - BSEE	$ 85,000.00	1	$ 85,000.00
Recruitment and Advertising	$ 20,000.00	1	$ 20,000.00
		Personnel & Variable Subtotal:	**$ 227,000.00**

CAPITAL EXPENSES:

List each type of equipment/system separately:	Per Unit Cost	Quantity	Total WINN Cost
Microsoft Surface PC (8gb RAM)	$ 1,200.00	21	$ 25,200.00
Digital Multi-meter	$ 650.00	10	$ 6,500.00
Oscilloscope	$ 1,300.00	10	$ 13,000.00
Signal/Function Generator	$ 660.00	10	$ 6,600.00
Soldering Station	$ 110.00	10	$ 1,100.00
3D Printer Pro	$ 2,500.00	1	$ 2,500.00
3D Printer	$ 900.00	2	$ 1,800.00
HP Desktop PC's for 3D Printers	$ 600.00	3	$ 1,800.00
Shop Benches	$ 160.00	15	$ 2,400.00
Drill Press	$ 500.00	1	$ 500.00
Bend, Break, Cut Tool	$ 500.00	1	$ 500.00
Technologynician Tool Set	$ 100.00	20	$ 2,000.00
PLC/PLR Training Stations	$ 3,000.00	6	$ 18,000.00
Breadboard's Integrated Circuits and Supplies	$ 2,500.00	2	$ 5,000.00
Assorted Sensors	$ 3,500.00	2	$ 7,000.00
Assorted Actuators/Relays	$ 4,500.00	2	$ 9,000.00
Motors and Controllers	$ 4,500.00	2	$ 9,000.00
Miscellaneous Shop Tools	$ 3,900.00	1	$ 3,900.00
		Capital Expenses Subtotal:	**$ 115,800.00**

TOTAL WINN REQUEST: $599,200.00

Please contact Bonnie Long at 775-687-9910 with any questions regarding the budget breakdown template.

elemental led®
Technology | Engineering | Innovation

July 12, 2018

Stacey Bostwick, Program Coordinator
Governor's Office of Economic Development
555 E. Washington Ave, Suite 5400
Las Vegas, NV 89101

Subject: Workforce Innovations for a New Nevada (WINN) Application

Dear Ms. Bostwick:

Elemental LED would like to express its support and collaboration for the Workforce Innovations for a New Nevada (WINN) grant application submitted by Nevada Industry Excellence (NVIE), EDAWN, and Reno Tech Academy to develop and deliver curriculum for Industry 4.0 in IoT and Cybersecurity.

Elemental LED, a leading U.S. based engineering and technology company, is the largest provider of linear LED lighting solutions in North America. We manufacture an extensive, high-quality portfolio of superior linear, accent, and task LED lighting featuring unparalleled CRI and R values with flawless and vibrant high-fidelity color rendering. We relocated our headquarters and manufacturing operations to Reno in May 2017 with plans to eventually reshore all our overseas operations to Northern Nevada. One challenge we believe we will face in this effort is having a well-trained, prepared workforce. This is particularly the case when it comes to new developments in the lighting industry. We anticipate in the coming years that the trend of "smart lighting" incorporating IoT will continue to grow, and that the use of IoT in our manufacturing will also become necessary.

We believe the programs outlined in this grant will help Elemental LED have an "IoT-ready workforce." Taking into consideration the bigger picture, we believe that having a workforce ready for IoT job opportunities will help attract companies to Nevada who provide these services, further diversify our state's economy, and provide high wage job opportunities for Nevadans. At Elemental LED, we anticipate approximately 10 IoT-related job openings over the next 2 years at an average wage of $85,000 and are confident that this program will help provide the highly-skilled workforce we will need.

We look forward to continuing to work in partnership with NVIE, EDAWN, Reno Tech Academy and other stakeholders in this important effort.

Sincerely yours,

Jeff Johnson
Chief Administrative Officer & Executive Vice President

August 14, 2018

Stacey Bostwick, Program Coordinator
Governor's Office of Economic Development
555 E. Washington Ave, Suite 5400
Las Vegas, NV 89101

Subject: Workforce Innovations for a New Nevada (WINN) Application

Dear Ms. Bostwick:

AMI Global, headquartered in Las Vegas, Nevada, is a leading provider in simple, cost-effective, and scalable digital solutions for remote industrial assets and equipment. We specialize in IIoT systems and strategies for equipment manufacturers, distributors and other integrators in the fluid management sector. Through our work we are striving to build a world of connected industry through proven IIoT solutions that allow customers to connect equipment to the Internet, achieve data collection and analysis, and secure control of remote assets.

We would like to express our support and collaboration for the Workforce Innovations for a New Nevada (WINN) grant application submitted by Nevada Industry Excellence (NVIE), EDAWN, and Reno Tech Academy to develop and deliver curriculum for Industry 4.0 in IoT and Cybersecurity.

AMI Global desires to continue growing here in Southern Nevada, but much of that growth depends upon having a qualified workforce with the diverse set of practical skills needed in the IoT industry. Unfortunately this talent pipeline does not yet exist.

For this reason, AMI Global, other Nevada IoT companies, and high tech industry have been working with NVIE, regional economic development groups, and the education community to create a customized curriculum that will prepare students for current and future opportunities in IoT – an industry that is growing by 29% annually and a key to continuing to build the "New Nevada."

We believe the programs outlined in this grant will serve the needs of AMI Global and other IoT employers seeking high-skill workers in Nevada. At AMI Global, we anticipate approximately 30 such openings in the next 2 years at an average wage of $80k annually and are confident that this program will help provide the highly-skilled workforce we will need. More importantly, we believe this curriculum will help position Nevada in the long-term as a top destination for IoT startups and those looking to relocate their IoT operations.

We look forward to continuing to work in partnership with NVIE and other key stakeholders in this important effort.

Sincerely yours,

Terrence O'Leary
Executive Vice President
AMI Global

July 27, 2018

Stacey Bostwick, Program Coordinator
Governor's Office of Economic Development
555 E. Washington Ave, Suite 5400
Las Vegas, NV 89101

Subject: Workforce Innovations for a New Nevada (WINN) Application

Dear Ms. Bostwick:

Breadware is a high-tech company which provides turnkey product development solutions for companies launching IoT initiatives. It is our mission to lower the barrier to entry and increase access to the innovation potential of IoT and to also provide career opportunities in our field.

We would like to express our support and collaboration for the Workforce Innovations for a New Nevada (WINN) grant application submitted by Nevada Industry Excellence (NVIE), EDAWN, and Reno Tech Academy to develop and deliver curriculum for Industry 4.0 in IoT and Cybersecurity.

Breadware relocated its headquarters from Santa Barbara, California to Reno, Nevada in 2017 with the goal of truly becoming a Nevada company and building our business utilizing the existing talent pool within the state. While we have been highly-impressed with the quality of students coming from Nevada's institutions of higher education, we have come to understand that IoT demands a specific set of practical skills that are difficult to provide in a traditional classroom setting.

For this reason, Breadware, other Nevada IoT companies, and other high tech industry have been working with NVIE, EDAWN, and Reno Tech Academy to create a customized curriculum that will prepare students for current and future opportunities in IoT – an industry that is growing by 29% annually and is a key to continuing to build the "New Nevada." As the IoT industry is growing more complex and fragmented every year, we also believe that cybersecurity is a key component that the growth of IoT remains stable and strong. Consequently, we also lend our support to the Cybersecurity portion of this grant.

We believe the programs outlined in this grant will serve the needs of Breadware and other IoT employers seeking high-skill workers in Nevada. At Breadware, we anticipate approximately 10 such openings in the next 2 years at an average wage of $25/hour and are confident that this program will help provide the highly-skilled workforce we will need.

We look forward to continuing to work in partnership with NVIE, EDAWN, Reno Tech Academy and other stakeholders in this important effort.

Sincerely yours,

Daniel Price
Breadware CEO

July 27, 2018

Stacey Bostwick, Program Coordinator
Governor's Office of Economic Development
555 E. Washington Ave, Suite 5400
Las Vegas, NV 89101

Subject: Workforce Innovations for a New Nevada (WINN) Application

Dear Ms. Bostwick:

GroupGets is a high-tech group buying platform for the modern age that also produces custom IoT electronics that are sold in over 60 different countries. It is our mission to democratize access to high tech products and lower their technical barriers of entry with how-to content and accessory hardware and software.

We would like to express our support and collaboration for the Workforce Innovations for a New Nevada (WINN) grant application submitted by Nevada Industry Excellence (NVIE), EDAWN, and Reno Tech Academy to develop and deliver curriculum for Industry 4.0 in IoT and Cybersecurity.

GroupGets relocated its headquarters from Santa Barbara, California to Reno, Nevada along with Breadware Inc. back in 2017 with the goal of truly becoming a Nevada company and building our business utilizing the existing talent pool within the state. While we have been highly-impressed with the quality of students coming from Nevada's institutions of higher education, we have come to understand that IoT demands a specific set of practical skills that are difficult to provide in a traditional classroom setting.

For this reason, GroupGets, other Nevada IoT companies, and other high tech industry have been working with NVIE, EDAWN, and Reno Tech Academy to create a customized curriculum that will prepare students for current and future opportunities in IoT – an industry that is growing by 29% annually and is a key to continuing to build the "New Nevada." As the IoT industry is growing more complex and fragmented every year, we also believe that cybersecurity is a key component that the growth of IoT remains stable and strong. Consequently, we also lend our support to the Cybersecurity portion of this grant.

We believe the programs outlined in this grant will serve the needs of GroupGets and other IoT employers seeking high-skill workers in Nevada. At GroupGets, we anticipate approximately 5 such openings in the next 2 years at an average wage of $25/hr and are confident that this program will help provide the highly-skilled workforce we will need.

We look forward to continuing to work in partnership with NVIE, EDAWN, Reno Tech Academy and other stakeholders in this important effort.

Sincerely yours,

Ron Justin
GroupGets CEO

Date: August 4, 2018

SimpleSense

450 Sinclair St, Reno, NV
+1-775-453-6006
hello@simplesense.io

To: Stacey Bostwick, Program Coordinator
Governor's Office of Economic Development
555 E. Washington Ave, Suite 5400
Las Vegas, NV 89101

Re: Workforce Innovations for a New Nevada (WINN) Application

Ms. Bostwick:

SimpleSense is a Reno, Nevada startup that recently launched a human presence sensor based on infrared technology. The sensor detects people and how long they're present, much like website analytics, but for a physical location. Early customer feedback has demonstrated high demand for this location-based presence data.

We support the Workforce Innovations for a New Nevada (WINN) grant application submitted by Nevada Industry Excellence (NVIE), EDAWN, and Reno Tech Academy to develop and deliver curriculum for Industry 4.0 in IoT and Cybersecurity.

In kind, Northern Nevada has supported SimpleSense, from our founding at UNR's 2017 InNEVator Program to angel investment to testing with local Fire and Police Departments. It is our desire to hire Nevadans for our upcoming needs, however, IoT demands a specific set of skills that are difficult to provide in a traditional classroom setting. There currently is no program in the state that provides this instruction to create a pipeline of candidates with these skills.

For this reason, we and other Nevada IoT companies worked with NVIE, EDAWN, and Reno Tech Academy to create a customized curriculum that will prepare students for current and future opportunities in IoT – an industry that is growing by 29% annually and is a key to continuing to build the "New Nevada." Additionally, the IoT industry can only successfully grow if cybersecurity is a key component of that growth. Consequently, we greatly support the Cybersecurity portion of this grant.

This grant will serve the needs of SimpleSense and other IoT employers seeking high-skill workers in Nevada. We anticipate approximately 20 such openings in the next 2 years at an average wage of $75,000 and are confident this program will help provide the highly-skilled workforce we will need.

Sincerely yours,

Eric Kanagy, CEO
SimpleSense Inc.

June 31, 2018

Stacey Bostwick, Program Coordinator
Governor's Office of Economic Development
555 E. Washington Ave, Suite 5400
Las Vegas, NV 89101

Subject: Workforce Innovations for a New Nevada (WINN) Application

Dear Ms. Bostwick:

GeoTraq is an IoT company located in Las Vegas which has pioneered a new generation of cellular IoT tracking modules specifically designed to enable low cost, long range communication between Internet of Things (IoT) devices deployed worldwide.

Our wireless technology provides an alternative solution for businesses looking to take a simplified approach to the Internet of Things. Without the hassle or cost of an internet connection, our technology enables businesses to connect to their data and convert it to valuable insights that improve ROI. Be it for simple tracking, intelligent dispatching, remote diagnostics and more by providing plug and play hardware with a global network connection, GeoTraq is streamlining the process of IoT deployment, bringing affordable and available solutions to almost every corner of the world.

Like many other IoT companies in Nevada, as GeoTraq has grown we have experienced difficulties in finding qualified local talent to fill our highly technical IoT positions. This has forced us to import talent from other states or have the work completed remotely outside of Nevada. As a Nevada company, it is our goal to keep these jobs within the state, but currently there is not a pipeline of local talent to make this possible.

For this reason, we would like to express our support and collaboration for the Workforce Innovations for a New Nevada (WINN) grant application submitted by Nevada Industry Excellence (NVIE), EDAWN, and Reno Tech Academy to develop and deliver curriculum for Industry 4.0 in IoT.

We believe the program would help GeoTraq hire 15 qualified Nevadans over the next two years at an average starting wage of $75,000 per year. Even more importantly, we believe this curriculum will be the first step in positioning Nevada as a leader in IoT and Industry 4.0, making the state an even more attractive destination for high-tech companies of all types and ensuring Nevada's continued economic success.

We look forward to continuing to work in partnership with NVIE, EDAWN, Reno Tech Academy and other stakeholders in this important effort.

Sincerely yours,

Shannon Alvarez
Chief Operating Officer
GeoTraq, Inc.

August 4, 2018

Stacey Bostwick, Program Coordinator
Governor's Office of Economic Development
555 E. Washington Ave, Suite 5400
Las Vegas, NV 89101

Subject: Workforce Innovations for a New Nevada (WINN) Application

Dear Ms. Bostwick:

Filament is a high-tech company located in Reno, Nevada that builds blockchain hardware and software solutions for the enterprise and Industrial Internet of Things (IIoT). This allows companies to securely connect devices and machines that interact and transact value independent of a central authority.

We would like to express our support and collaboration for the Workforce Innovations for a New Nevada (WINN) grant application submitted by Nevada Industry Excellence (NVIE), EDAWN, and Reno Tech Academy to develop and deliver curriculum for Industry 4.0 in IoT and Cybersecurity.

Though Filament currently employs about 20 people, we plan to continue to grow here in Northern Nevada. But much of that growth depends upon having a qualified workforce with the diverse set of skills needed in our industry. While we have been highly impressed with the quality of students coming from Nevada's institutions of higher education, we have come to understand that IoT demands a specific set of practical skills that are difficult to provide in a traditional classroom setting.

For this reason, Filament, other Nevada IoT companies, and other high tech industry have been working with NVIE, EDAWN, and Reno Tech Academy to create a customized curriculum that will prepare students for current and future opportunities in IoT – an industry that is growing by 29% annually and is a key to continuing to build the "New Nevada." As the IoT industry is growing more complex and fragmented every year, we also believe that cybersecurity is a key component in ensuring the growth of IoT remains stable and strong. Consequently, we also lend our support to the Cybersecurity portion of this grant.

We believe the programs outlined in this grant will serve the needs of Filament and other IoT employers seeking high-skill workers in Nevada. At Filament, we anticipate approximately 30 such openings in the next 2 years at an average wage of $96,000 and are confident that this program will help provide the highly-skilled workforce we will need.

We look forward to continuing to work in partnership with NVIE, EDAWN, Reno Tech Academy and other stakeholders in this important effort.

Sincerely yours,

Allison Clift-Jennings

Filament CEO

NevadaNano
Digital Scent for the Internet of Things

August 1, 2018

Stacey Bostwick, Program Coordinator
Governor's Office of Economic Development
555 E. Washington Ave, Suite 5400
Las Vegas, NV 89101

Subject: Workforce Innovations for a New Nevada (WINN) Application

Dear Ms. Bostwick:

NevadaNano develops and manufactures micro-electro-mechanical systems (MEMS)-based sensor modules and subsystems for a diverse array of commercial and government applications. Our products are used by system integrator partners and by system manufacturers who benefit from the unique characteristics of our sensors — namely small size, low cost, unattended operation, and the ability to detect a broad range of threats with a single, standard sensor configuration.

The company was founded in 2004 to commercialize a unique sensor technology developed at the University of Nevada, Reno. Early R&D was supported by DARPA, the DOD, and the Department of Homeland Security. NevadaNano has now turned its focus to commercial applications, specifically, sensors connected through the Internet of Things (IOT).

We would like to express our support and collaboration for the Workforce Innovations for a New Nevada (WINN) grant application submitted by Nevada Industry Excellence (NVIE), EDAWN, and Reno Tech Academy to develop and deliver curriculum for Industry 4.0 in IoT.

While we have been highly-impressed with the quality of students coming from Nevada's institutions of higher education, we have also found that IoT demands a specific set of practical skills that are sometimes difficult to provide in a traditional classroom setting.

For this reason, Nevada-based IoT companies, and other high tech industry have been working with NVIE, EDAWN, and Reno Tech Academy to create a customized curriculum that will prepare students for current and future opportunities in this industry that is growing 29% annually and is a key to continuing to build the "New Nevada."

We believe the programs outlined in this grant will serve the needs of NevadaNano and other IoT employers seeking high-skill workers in Nevada. At NevadaNano, we anticipate approximately 4 such openings in the next 2 years at an average wage of $85,000 and are confident that this program will help provide the highly-skilled workforce we will need.

1395 Greg Street | Suite 102 | Sparks, NV | 89431
775-972-8943 http://nevadanano.com

NevadaNano
Digital Scent for the Internet of Things

We look forward to continuing to work in partnership with NVIE, EDAWN, Reno Tech Academy and other stakeholders in this important effort.

Sincerely yours,

Mark Brandemuehl
Sr. VP Marketing and Sales

1395 Greg Street | Suite 102 | Sparks, NV | 89431
775-972-8943 http://nevadanano.com