

# DIRECTOR'S REPORT

*Please note: Previously Approved Company updates attached as an addendum to report (as per Secretary of State Cegavske's request at the December GOED Board Meeting)*

To: GOED Board Members

From: Director Michael Brown



Date: March 31<sup>st</sup>, 2021

Subject: Director's Report

---

## ECONOMIC DEVELOPMENT

### Nevada's Plan for Recovery and Resilience

- On January 19th GOED released Nevada's Plan for Recovery and Resilience which was prepared by SRI International, in collaboration with RCG Economics and Brookings Mountain West. The report contains the following components:
  - An economic forecast from RCG Economics on the situation expected for Nevada—GDP and employment—in the fall of 2021 (subject to all the present uncertainties faced by Nevada and the country as a whole).
  - A series of immediate actions, in which GOED plays a leadership role, to shelter and prepare for recovery key components of Nevada's economy. The particular focus is on "Main Street" and small and medium sized businesses.
  - A set of visionary strategies, firmly grounded in Nevada's underlying assets, that will accelerate the diversification of the state's economy and the transition towards technology intensive and skill intensive employment.
  - An inventory of necessary capabilities that must be developed or upgraded in order to realize the vision of a diversified, innovative, and sustainable economy.
- The report constitutes an agenda for the whole state, urban and rural, for which GOED plays a critical coordinating role. In short, GOED will target immediate recovery and long-term resilience. This plan, along with immediate and long-term efforts to recover and reimagine Nevada's economy, will be completed through collaborative efforts between state and local leaders, stakeholders from the business community, higher education, and workers. Importantly, with an ongoing pandemic, there can be no "return to normal" or economic recovery without a public health recovery.

### Regional Development Authority Calls

- Since March 17th of last year Mr. Bob Potts, Deputy Director, GOED, has been facilitating weekly Regional Development Authority (RDA) calls. With the onset of COVID-19 and the rollout of Federal financial assistance it was critically important to coordinate members of the state's economic development ecosystem in addressing both the health and economic fallout associated with the pandemic. Each meeting begins with an update from GOED leadership on current events and is followed by a guest speaker appropriate to current conditions, and then a report out from each of the RDA Executive Directors. These calls have been extremely important and effective messaging tool in providing health and economic updates, available stimulus funding, mitigation policies, vaccine availability and dissemination, and a host of other relevant and timely topical updates. The value of this information has resulted in over 50 other stakeholders beyond just the RDA Executive Directors listening in on the calls.

### **Economic Advisory Group Calls**

- Since March 11th of last year Deputy Director Potts, as State Lead on the Governor's Economic Advisory Group, began conveying calls with public and private economists in addressing the current and potential economic damage to Nevada's economy as a result of COVID-19. Because the downturn is the result of policy decisions in response to the pandemic each of the calls begins with an overview of the health situation by a staff from the Department of Health and Human Services. Then each economist from the functional areas of the labor market, fiscal, tourism, real estate and the private sector provide report-outs which has, in turn, led to a comprehensive understanding of Nevada's economy and its regions. From these discussions the group has not only identified the current challenges and opportunities related to the pandemic, but also potential expectations of where the economy is headed. The end goal of these efforts is to support leadership with thoughtful, data-driven briefings for policy and decision making, and to help build-out the State Plan. To date, 10 to 12 economists have regularly participated on the calls, with another 20 stakeholders listening in to stay current on the information shared.

### **Public Outreach**

- Over the past seven months, GOED has joined with members of Nevada's Community College system in the National Governor's Association's (NGA) Reskilling and Recovery Network. This effort, led by the NGA in collaboration with the American Association of Community Colleges, convened 21 states to share their questions, challenges, and solutions to support students, communities, and states.
- GOED has also participated in a leading role capacity supporting the Northern Nevada Development Authority's (NNDA) Technology Corridor Infrastructure and Prosperity Caucus and roundtable discussions. The Caucus was facilitated by Congressman Jon Porter and included roundtable discussions on infrastructure, workforce, and COVID solutions for business led by Mr. Kris Sanchez, Deputy Director, GOED, Deputy Director Potts, and Mr. Vance Farrow, Health Industry Specialist, GOED, respectively. The purpose of the meeting was to identify opportunities to build out a north-south technology corridor with a focus on infrastructure and workforce development as we navigate through the pandemic. The goal was to identify a short list of priority requests for Congressional Delegates to be shared with them in an upcoming virtual fly-in event.
- GOED has also participated in and supported the ongoing recovery and resiliency efforts of the nine county Western Nevada Development District (WNDD). As a recipient of a CARES ACT U.S. Economic Development Administration (EDA) grant award, the WNDD has formed a broad-based regional stakeholder council to lead the development of an Economic Recovery and Resiliency Plan which will be tied to the WNDD Comprehensive Economic Development Strategy (CEDS) document and compliments GOED's Plan for Recovery and Resilience.
- Director Michael Brown, Executive Director, GOED and Deputy Directors Potts and Sanchez have presented to several economic forums including the Las Vegas Chamber's Preview Las Vegas, LVGEA's State of Economic Development, the Department of Business and Industry's Business Roundtable, Nevada Tech Corridor Stakeholders, Reno-Sparks Chamber of Commerce, the Nevada District Export Council, the Workforce Connections Board, and Nevada Cooperative Extension's Nevada Ag Outlook. They participated in international forums with the U.S. Department of Commerce International Trade Administration on UAV/UAS systems, MineConnect, a group of supply chain companies in Canada and did a roundtable with Japanese businesses operating in Nevada that included the Japanese Embassy. They also did extensive economic development interviews with the Nevada Independent and the Las Vegas Review-Journal.
- A considerable amount of outreach has been conducted on the Commercial Rental Assistance Grant Program (CRAG) and the Pandemic Emergency Technical Support Grant Program (PETS). CRAG resulted in \$7.1 million issued to 770 small Businesses for lease assistance. So far, the PETS grant has allocated \$51 million to help small businesses to cover expenses.

## WORKFORCE DEVELOPMENT

### COVID Response

- GOED has launched the SkillsMatch platform developed by EMSI in partnership with the Governor's Office of Workforce Innovation (OWINN). The platform is expediting the reemployment of displaced workers and increasing the visibility of workforce training programs that can propel workforce reentry:
  - Over 2100 Nevadans have accessed the site
  - Over 300 Nevadans have researched courses or programs recommended to address skill gaps
  - Over 1400 Nevadans have actively utilized the job listings
  - GOED engaged Growth Services Group (GSG) to complete a statewide Labor Certification Study which was completed in December 2020. GSG has provided an Executive Report, a detailed Report and contact information for respondents seeking assistance. The data is expected to be shared with stakeholders imminently and will be used to align workforce and economic development systems to expedite a return to work of displaced workers through strategic response systems based on the needs of business and the workforce pipeline. GOED also partnered with Nevada's Local Workforce Development Boards to directly reach out to over 600 Nevadans who responded with the need to learn about training opportunities that could get them back to work or to advance their employment. Representatives from the two systems will be able to assess the individual and provide a broad array of resources through their networks. Respondents were also provided access to the newly launched Nevada SkillsMatch platform as a resource.
  - Ms. Stacey Bostwick, Director of Workforce Development, GOED, provided thought leadership and a framework to pursue the National Governor's Association Workforce Innovation Network and the Cognizant U.S. Foundation Grant to help states build capacity for near-term innovation and longer-term strategies to prepare their workforces for a post-COVID-19 economy. Nevada was recently selected as one of 9 States to participate and obtain funding. The State team includes Ms. Bostwick and representatives from OWINN, the Governor's Office of Science, Innovation and Technology (OSIT), the Division of Welfare and Support Services, the Department of Employment, Training and Rehabilitation (DETR) and the Nevada System of Higher Education (NSHIE). The 5-month project aims to:
    - Begin the systemic reorganization of State Government to better serve dislocated workers.
    - Support operationalization of the Nevada Governor's strategic vision of the Nevada Job Force through development of a state action plan.
    - Create and support innovation in coordination of state, local, non-profit, and private job training to expand delivery and access of services.

### WINN Fund Activities

- WINN Fund resource was presented to representatives of the newly launched EmployNV Business Hubs in southern Nevada. The Employ NV Business Hubs are designed to connect employers to free resources and help them create a plan for the future. Employ NV Business Hubs are a coordinated effort between Workforce Connections, DETR, the Nevada Department of Business and Industry (B&I), the Vegas Chamber, and the Las Vegas-Clark County Library District.
- Actively engaged in the development and design of the recently approved College of Southern Nevada Advanced Manufacturing WINN project. The first cohort is expected to enroll this fall in partnership with Pepsico.
- Supporting the outreach and launch of Western Nevada College's WINN-funded Mobile Mech-Tech Lab serving rural Nevada. The lab will be deployed for the first time this quarter, in partnership with the City of Yerington, Yerington Library and Nevada Copper.
- Supporting the launch of a newly approved technology micro-credential effort in partnership with Truckee Meadows Community College

- Engaged in several emerging or evolving workforce training need discussions including green energy, advanced manufacturing, healthcare, and technology
- With statutory authority, Director Brown, Executive Director, GOED approved a new GOED WINN Fund project that will resource an innovative technology skills training program at Truckee Meadows Community College (TMCC) that launches a micro-credential and badge system to aggregate skills into bundles of stackable credentials unique to employers or technology occupations while also maintaining relevance in a rapidly evolving skill environment. TMCC worked with GOED and EDawn to develop this proof of concept as a Software Development Boot Camp to afford flexibility on the part of the learner and employer partners, with special attention on delivering needed short-term, stackable training programs. The program is self-paced, offered online with access to in-person support, includes test-out options to demonstrate competency and integrated career exploration activities. The funding request of \$99,962 will enable content and curriculum development, purchasing equipment and initial cohort launch prior to June 30, 2021.

### **Workforce Development Leadership**

- Ms. Bostwick and Deputy Director Potts participated in the joint review of STEM Workforce Challenge Grant Round IX proposals submitted to OSIT.
- DETR invited GOED's Director of Workforce Development to participate in a joint Technical Assistance session with the U.S. Department of Labor that focused on Business Engagement and Layoff Aversion.
- OWINN invited GOED to participate in a Non-Degree Credential Workshop for States offered by the National Skills Coalition. Ms. Bostwick joined a team of 20+ Nevada leaders who participated in learning about policies, practices and initiatives that can boost workforce preparation and alignment.
- Ms. Bostwick continues to represent GOED on the Governor's Workforce Development Board Subcommittee on Performance and Reporting. The mission of this group is to identify the state workforce system resources and to inform the programming, policy, and funding decisions of the Governor's Workforce Development Board.

## **STATE INFRASTRUCTURE DEVELOPMENT**

- In support of Nevada's Plan for Recovery & Resilience, GOED launched the Southern Nevada Strategic Infrastructure Development Working Group. The group is comprised of leaders representing over 24 organizations in the region who will be convening monthly to identify infrastructure projects that will enhance the growth of new industries, support long-term sustainable job growth, and growth across sectors throughout the region.
- The working group will identify, integrate, and enhance infrastructure development priorities, across southern Nevada that will serve as catalyst for regional economic diversification. A central theme for the working group will be to work toward technology, integration, and incorporation. Nevada must lead by embracing 21st Century technology platforms. More directly, Nevada's ability to lead and stay competitive is tied to how new technologies are integrated into infrastructure planning. We define infrastructure broadly to include broadband, 5G telecommunications technology, computing power (data capture and storage), entrepreneur support, and more traditionally referenced assets such as roads and intermodal facilities. The working group is chaired by Deputy Director Sanchez.
- GOED is partnering with the Nevada Department of Transportation to identify opportunities that will enhance the state's rail infrastructure and support sustainable economic development in our rural communities. GOED is exploring regional approaches to expanding Nevada's role in the Southwest supply chain ecosystem through formulating strategic partnerships with states in the region.
- GOED continues to work closely with the states Chamber of Commerce to identify ways in which our small business community can receive federal assistance and resources that will sustain their operations. GOED staff and leadership are in frequent conversations with the Urban, Latin, and Asian chambers seeking to

establish and enhance diversity and inclusion programs within the economic development community and processes.

## KNOWLEDGE FUND / BATTLE BORN GROWTH ESCALATOR

### Knowledge Fund

- Bioelectronica, which incubated at NCAR and utilized UNR's well-equipped wet bench facility for emerging early-stage startups, which has been supported by the Knowledge Fund, announced the addition of new members to their team in Reno. In addition, the company recently received venture funding from Proxima Ventures before expanding to their new corporate headquarters in Reno. NCAR and its support through the Knowledge Fund are essentially providing startups like Bioelectronica a safe environment to grow and expand. This is particularly relevant for startups in an industry where startup failure rates are higher than other sectors, due to the capital-intensive nature of biotechnology. Bioelectronica's technology Hypercell® is being used in labs globally to accelerate early-stage drug discovery and development.

### Workforce Development

- Nevada's Project SANDI's (Supporting and Advancing Nevada's Dislocated Individuals) is progressing with approvals obtained by the interim Finance Committee (IFC) and the Board of Examiners (BOE). GOED's Director of Strategic Programs, Mr. Karsten Heise, together with the Nevada State Library, Archives and Public Records (NSLA) shepherded the components pertaining to building the digital platform which amounts close to forty percent of the \$13.8M grant. In addition, under the grant the NSLA has hired Tammy Westergard, the former Nevada State Librarian, to take up the key position of SANDI Project Director for NSLA reporting to GOED's Director of Strategic Programs. An equivalent position at NSHE is currently being posted. Following BOE approval, the remaining hires for the digital platform portion will be made shortly and the technology work on the expansion of the Nevada Career Explorer has begun. This comprises enhancement of remote access to short-term training and educational opportunities utilizing digital platforms and digital technologies (e.g., VR and AR); and ii. scale an existing digital career navigation tool (Nevada Career Explorer) that integrates career services and opportunities through real time labor market data, case management, and online learning. In addition, Mr. Heise together with OWINN and the community colleges as well as other stakeholders commenced to build out the fourth component of the grant which seeks to expand of Entrepreneurship Training and Entrepreneurship Support leveraging digital platforms.

### Battle Born Growth Escalator – SSBCI

- Battle Born has issued a conditional commitment letter for participation in startup NoFire Zone, Inc.'s current funding round. The company is a spinout from the University of Nevada Las Vegas (UNLV) and a direct result of a Knowledge Fund project. Battle Born is utilizing second generation SSBCI funds to participate in the pre-seed round following similar examples of TuBiomics (DRI and Knowledge Fund spinout) and Heligenics (UNLV and Knowledge Fund spinout). NoFire Zone licenses UNLV technology for fire retardant applications.

## INTERNATIONAL TRADE

- In collaboration with Northeastern Nevada Regional Development Authority (NNRDA), GOED International Trade Division (ID) has been working with Northern Ontario for nearly 5 years now to identify and capitalize on synergies that exist within our two world class mining districts. In 2020 Nevada Global platform has built a new partnership with MineConnect, which represents the interests of Canada's largest concentration of hard rock mining expertise and is made up of over 190 companies, employing over 8,800 people throughout Northern Ontario. The partnership will help Canadian companies in the mining sector establish their subsidiaries in Nevada and the Nevada Global platform will connect the companies with mentors and potential Nevada

partners. Over a three-year period, MineConnect, which secured \$500K CAD (approx. \$380K USD) intends to cycle in 20 to 30 top tier companies through their new office established in Elko, with an end goal of having at least 10 of them establishing a permanent presence in northern Nevada. The selected Ontario companies will have the resources to ensure such a transition possible and would offer products that are technologically advanced and considered step changers within the global mining industry resulting in high-paying quality jobs for Nevada workforce.

- In December 2020 GOED ID organized the first ever Japan-Nevada Business Roundtable in partnership with Japan External Trade Organization (JETRO) Office in San Francisco, the Consulate-General of Japan in San Francisco, Honorary Consul of Japan in Nevada, and Nevada Industry Excellence. Japan has a strong economic friendship with Nevada, and many Japanese businesses operate here providing their services to our state. There are over 7,300 jobs supported by FDI from Japan and in 2020 Nevada's exports of goods to Japan was \$184 million, while the value of imports was \$597 million. At the roundtable, which was opened by Executive Director Brown, three valuable Japanese subsidiaries spoke about their business presences in Nevada: Mary's Gone Crackers, Inc. (the largest organic and gluten free cracker company in the United States, a wholly owned subsidiary of Kameda Seika, Japan's largest manufacturer of rice crackers), NTT (the fourth largest telecommunications company in the world in terms of revenue), and Sega Sammy Creation (a gaming machine manufacturer). Each company represents a different business sector, but all were unequivocal about Nevada's business-friendly environment and reliable consumer base.
- In December 2020 GOED ID joined GOING initiative (Global Open Innovation Networks and Groups), which is envisioned to be a global community of global innovation centers, academia, research, and development institutes, governmental or regional administrations and private businesses who share a common vision of pursuing innovative transformation toward green, smart, sustainable, and prosperous world. GOING aspires to have a global network of partners, members, and communities, with its global hub at Seoul National University Smart Campus in Siheung and regional hubs at core locations throughout all continents globally. Through GOED initiative UNR Nevada Center for Applied Research (Knowledge Fund supported project) has recently joined GOING and presented smart cities' technologies implemented and being tested in Nevada.
- GOED ID met with a Malaysian based company, Zouk Group, which is partnering with Resorts World Las Vegas, the first brand-new major casino resort on the Strip in more than a decade to build a US\$4.3 billion integrated resort in Las Vegas. It is slated to open in summer 2021 and marks the company's first venture in the United States. The project will create 6,000 jobs.
- In terms on expanding Israeli-Nevada bilateral relations, GOED ID supported collaborative project on bridge inspections. Working in close collaboration with the Nevada Department of Transportation (NDOT), the Israeli team from Manam Applications and the team from AviSight (Las Vegas) completed a demo of their UAS based bridge inspection technology at the Tillman Bridge at Hoover Dam. Partnership on developing the new technology began in October 2018 with a grant approved by the Israel-US BIRD Foundation.
- In collaboration with the U.S. Department of Commerce's SelectUSA (and support of U.S. Commercial Service), GOED ID worked on two projects: SelectUSA - Nevada Unmanned Aircraft Systems/ Unmanned Aerial Vehicle Inbound Investment Mission and SelectUSA Nevada Virtual Tour (Smart City, IoT, Manufacturing, and Hospitality).
- The State of Nevada was selected by SelectUSA and the Embassy of the United States in London as one of the seven states to host an Unmanned Aircraft Systems/ Unmanned Aerial Vehicle Inbound Investment Mission (held on January 25-29, 2021). Nevada was nominated to participate in the mission together with six other official FAA (Federal Aviation Administration) test sites: North Dakota, Alaska, New Mexico, Virginia, New York, and Texas. Nevada, led by Executive Director Brown, showcased investment opportunities in the UAS/UAV sectors and GOED prepared a bespoke virtual program tailored to the interests and expertise of the 122

international delegates, from 19 different countries (UK, Israel, Spain, Turkey, France, Romania, Austria, Estonia, Germany, Norway, etc.) representing 70 companies vetted by the US Department of Commerce / SelectUSA and ready to land in the U.S. Nevada representatives from Nevada Institute for Autonomous Systems, Nevada Center for Applied Research and Polish Institute of Aviation ILOT highlighted unique opportunities about Nevada FAA test site and the reasons why we are the world leader for innovation in the industry. International companies offer solutions for military, commercial, agriculture, emergency, energy & power, construction & mining and other industries will decide on the locations for their future test operations, R&D projects, and establishment of the U.S. offices. GOED ID and NIAS are participating in numerous follow-up meetings with international investors.

- On February 16 and 25, 2021 GOED hosted a SelectUSA Virtual Tour of Nevada and organized B-2-G meetings with international investors in smart city / advanced manufacturing, and hospitality sectors. The project benefits Nevada by bringing FDI to the state and assists existing Nevada businesses who are interested in forming partnerships and doing business with foreign entities. In partnership with City of Las Vegas, NTT Smart World, Nevada Industry Excellence, UNLV, and Mr. Jim Murren, as a keynote speaker, Nevada showcased opportunities in our state and connected GOED, RDAs, and city governments with potential foreign investors and businesses. The first event on February 16, opened by Executive Director Brown, was a huge success for Nevada with over 180 registrants who received the recording and 120 who watched live streaming. This was the first time in GOED history having such a well-attended event by the international community. On the webinar, GOED hosted 19 countries from around the world and is looking forward to further collaboration with foreign governments, businesses, and academic institutions.
- GOED ID coordinated and led the first Export Partners' Network meeting to support Nevada exporting businesses. In collaboration with the SBA Office of International Trade, SBA Nevada District Office, Nevada Industry Excellence (NVIE), U.S. Department of Commerce (DoC), Small Business Development Center (SBDC), partners discussed strategies to facilitate Nevada small business entry and/or expansion into global markets.
- SBA State Trade Expansion Program (STEP 9) recruitment campaign has been incredibly successful, and GOED partners at the Department of Commerce, Nevada Industry Excellence, City of Las Vegas, Small Business Development Center, and SBA Nevada District Office assisted with client referrals and marketing & outreach efforts. The competition among Nevada small business has never been stronger. GOED ID received 44 applications and together with B&I and U.S. Commercial Service, members of the STEP Evaluation Committee selected 28 companies, committing \$129,500 to support their export-oriented activities. Their STEP projects will be focused on international website development, E-commerce, international marketing, foreign sales trips, virtual trade shows and export training. GOED was focused on reaching women-owned, minority-owned, rural, and other disadvantaged communities in meaningful ways.
- Deputy Director Sanchez and Mr. Pawel Pietrasienski International Trade Director, GOED continue a dialog with 500 Startups – one of the world's top venture capital company. The goal is to create and foster funding opportunities for existing and new startup companies in Nevada, as well as attract high-growth firms from other states and countries to Nevada with the 500 Startups' joint acceleration program. GOED's ultimate goal is to position Nevada as notorious tech hub by identifying and supporting high-growth ventures from an array of sectors, including hospitality and entertainment; Blockchain and Smart City technologies; UAS/UAV sector; professional sports; and infrastructure sector with a focus on logistics and industry 4.0.



RURAL / MINING

**Community Development Block Grant (CDBG)- CV**

- CDBG-CV Allocation #2 and Allocation #3 were announced on November 5th. Allocation #2, for \$9,963,639, is a statewide formula distribution. Allocation #3, for \$2,474,984, is for Non-Entitlement. Applications are due April 27, 2021. Funding must be used for the response to, prevention of, and preparation for Coronavirus and infectious diseases.
- CDBG-CV Allocation #1 funded projects include:

Elko County	NV Health Center: Covered Parking Structure Project	\$139,100.00
Lyon County	Healthy Communities Coalition: Silver Springs Food Pantry Expansion Project	\$97,034.00
Lyon County	Healthy Communities Coalition: Silver Springs Transportation Expansion Project	\$70,000.00
Washoe County	Food Bank of No. NV: Food Distribution Expansion Project	\$144,300.00
Washoe County	Food Bank of No. NV: Trailers for Food Distribution Expansion Project	\$30,000.00
Washoe County	Rural Senior Centers Food Distribution Project	\$11,747.00
City of Wells	Senior Center Facility Project	\$332,000.00
City of Yerington	Boys and Girls Club Expanded Services Project	\$125,000.00
Carson City	NVHC Covered Parking Structure Project	\$57,191.00
Carson City	Spirit of Hope-Vehicle Purchase Project	\$51,585.00
Carson City	Boys and Girls Club Expanded Services Project	\$19,826.00
Carson City	Nights Off The Streets Warming Shelter Project	\$20,080.00
Carson City	COVID-19: Planning and Grant Management	\$28,322.00
Carson City	Boys and Girls Club Transportation Expansion Project	\$60,000.00
Elko County	NV Health Center: Negative Pressure Rooms Project	\$43,600.00
Esmeralda County	Fish Lake Valley Community Expansion	\$200,000.00
Esmeralda County	Goldfield & Silver Peak HVAC Replacement Project	\$70,000.00
Mineral County	Boys and Girls Club Expanded Services Project	\$105,000.00
Mineral County	Boys and Girls Club Expansion Project	\$150,000.00
Carson City	Senior Meals on Wheels	\$70,426.00
Carson City	Domestic Violence Shelter Transportation Project	\$35,677.00
Carson City	Nevada Health Centers Vaccine Storage Project	\$45,275.00

**CDBG**

- The Fiscal Year (FY) 2021 budget for CDBG, CDBG Recovery Housing Program (RHP), HOME Investment Partnerships (HOME), Housing Opportunities for Persons with AIDS (HOPWA), and Emergency Solutions Grants (ESG).

NAME	CDBG	RHP	HOME	ESG	HOPWA
Henderson	\$1,475,880	\$0	\$696,260	\$0	\$0
Las Vegas	\$5,295,388	\$0	\$2,287,072	\$446,850	\$2,166,457
North Las Vegas	\$1,871,762	\$0	\$0	\$161,241	\$0
Reno	\$2,102,798	\$0	\$1,398,033	\$184,067	\$0
Sparks	\$685,850	\$0	\$0	\$0	\$0
Clark County	\$8,098,810	\$0	\$4,076,310	\$686,009	\$0
Nevada Nonentitlement	\$3,549,565	\$773,125	\$3,000,000	\$481,746	\$444,940

- The CDBG Advisory Committee will meet March 24. The following projects are under consideration in CDBG 2021 funding cycle:

<b>Application # 1</b>	
Grantee:	City of Caliente
Project Name:	Caliente Depot Restoration Phase 3
Grant Amount:	\$513,000.00
Project Cost:	\$521,333.00
<b>Application # 2</b>	
Grantee:	City of Ely
Project Name:	Murry Street Sewer & Water Improvement Project Phase 3
Grant Amount:	\$261,787.00
Project Cost:	\$349,050.00
<b>Application # 3</b>	
Grantee:	City of Fallon
Project Name:	Broadway and Sherman Street ADA Improvement Project
Grant Amount:	\$885,462.50
Project Cost:	\$2,580,202.75
<b>Application # 4</b>	
Grantee:	Esmeralda County
Project Name:	Esmeralda County Emergency Generator Project Phase 2
Grant Amount:	\$350,000.00
Project Cost:	\$380,694.00
<b>Application # 5</b>	
Grantee:	Lyon County
Project Name:	SSMWC Water System Renovation to meet NAC 445A.5713.2c, Isolation Valves Requirements
Grant Amount:	\$95,035.61
Project Cost:	\$180,320.03
Other funding sources:	Silver Springs Mutual Water Company

- Currently, GOED is administering 41 grants (18 CDBG, 23 CDBG-CV). For historical reference, GOED managed 13 grants in 2019, 14 grants in 2018, 17 grants in 2017, 16 grants in 2016, and 22 grants in 2015.

**Nevada Main Street**

- Nevada Main Street communities continue working on grant projects until June 30, 2021. Funded projects include:

<b>Grant # 1</b>	
Grantee:	Main Street Gardnerville
Grant Amount:	\$4,012
Project Cost:	\$5,015
Description: The purpose of the project is the update information in the Main Street Gardnerville brochure. Main Street Gardnerville will have a professional company provide insight and feedback for the brochure. The brochures will be printed and distributed to the community with each business getting 20 brochures to showcase Main Street Gardnerville.	
<b>Grant # 2</b>	
Grantee:	Downtown Reno Partnership
Grant Amount:	\$50,000
Project Cost:	\$201,300
Description: The purpose of the project is to complete Phase 1 of the ReTRAC Plaza Beautification including physical enhancements which will include irrigation, planting and electrical and lighting throughout the Plaza.	
<b>Grant # 3</b>	
Grantee:	Tonopah Main Street
Grant Amount:	\$14,913
Project Cost:	\$19,459.33
Description: The purpose of the project is to purchase and replace outdated and damaged benches located in downtown Tonopah.	
<b>Grant # 4</b>	
Grantee:	Wells Main Street
Grant Amount:	\$40,000
Project Cost:	\$90,189
Description: The purpose of the project is to repair and replace the windows and stucco on the Old Ford Dealership which is now Wells Community Internet, Fitness center and gymnasium and tumbling. This project will not only allow for a more energy efficient building, but also restore the exterior to the historic look that it was originally. City of Wells also has plans to paint murals on the Sage Motel and on the Victory Motel. One mural will say Welcome to Wells, and the other will be a tribute to the Victory Highway- Battle Born, Red, White, and Blue.	
<b>Grant # 5</b>	
Grantee:	White Pine Main Street
Grant Amount:	\$11,700
Project Cost:	\$16,310
Description: The White Pine Main Street Committee will lead the charge by working with businesses in the downtown corridor to help welcome customers back as they reopen from restrictions due to COVID-19. The reopening strategy is a comprehensive communication plan paired with social events, contests, and deals. Businesses will not open all at one time. The idea is to give each business their time in the spotlight when they do reopen without taking another businesses spotlight. Through localized marketing people will be invited to each business to cash mob them on certain days to be entered drawings for some great prizes.	
<b>Grant # 6</b>	
Grantee:	White Pine Main Street
Grant Amount:	\$18,875
Project Cost:	\$26,600
Description: The purpose of the project is to create a pocket-sized guidebook featuring 50 fabulous places to visit and explore in White Pine County, on Aultman Street (Main Street) in Ely and in other areas and towns on the roads, off the beaten path, below the earth and in the dark night sky.	

The goal is to elevate civic pride by reconnecting residents and direction visitors to locally owned restaurants, unique shops and services, arts and culture offerings, and recreational opportunities. The guidebook will have a social media component that will encourage people to post photos at the designed location to earn Main Street prizes.

#### **Nevada Opportunity Fund**

- No new loans
- Bank of Nevada Bank administers loans for this fund and has worked with clients to mitigate defaults and collections. Throughout the pandemic, Bank of Nevada has assisted clients through payment deferrals, reducing interest rates, and waiving late payment fees.

#### **SSBCI - Collateral Support Program**

- No new loans

#### **Mining**

- GOED staff support for the Division of Minerals virtual booth at the Prospectors and Developers Association of Canada virtual convention March 8-11. (<https://pdacnv.com/>)

#### **Miscellaneous**

Department of Emergency Management – Recovery Support Function (RSF) 2

- GOED staff support as RSF 2 lead. Scope: Integrates the expertise of state government to help local and tribal governments and the private sector sustain and rebuild businesses and employment, as well as develop economic opportunities that result in sustainable and economically resilient communities after disasters.
  - Participate in Daily Operations Briefing
  - RSF bi-weekly meetings
  - Complete biweekly report on objectives related to RSF 2 (ICS 204)

### **PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)**

#### **Nevada PTAC: COVID-19 Pandemic-Related**

- Since before and after the start of the COVID-19 pandemic, the Nevada Procurement Technical Assistance Center (PTAC) continues to be a regular participant of B&I-led Small Business Roundtable Discussion meetings.
- Around since the 1980s, the PTAC continues to offer and provide government contracting opportunity-related virtual training such as webinars or webinar participation to resource partners' small business clients, in order for them to consider diversifying their revenue sources by selling their goods and/or services in the public sector (i.e., local, state, and federal government agencies and government prime contractors inside or outside of Nevada) and competing for contracts and/or subcontracts. Government contracts and subcontracts help Nevada businesses scale and create jobs, keep jobs, and diversify the economy, and businesses work to fulfill their respective missions, while helping government agencies and their prime contractors meet their organizational missions.
  - As requested, and on December 7, 2020, the PTAC conducted an outreach presentation about its program and fielded questions about government contracting during a Clark County Business Development Advisory Council (BDAC) Small Business Opportunity Program (SBOP) virtual event. The event helped to provide training to SBOP graduates, small business owners looking to grow

their firms, and to small, emerging, disadvantaged, and minority businesses seeking new contract opportunities.

- The PTAC continues to teach as well as counsel its clients about local, state, and federal government contracting and subcontracting on a one-on-one basis through remote means such as using the phone, email, and both videoconferencing and webinar capabilities.
- Since December 4, 2020, the PTAC has issued email campaigns to its stakeholders for the following (many of which were shared further by GOED Communications via social media and/or by the PTAC's small business resource partners):
  - Business capacity signage requirements
  - U.S. Department of Veterans Affairs (VA) hosted a virtual business information session on January 27, 2021 that featured AT&T, a government contractor, which is seeking small businesses
  - VA also hosted a virtual business information session on January 28, 2021 that featured Amazon Business, a government contractor
  - PTAC-Nevada Small Business Development Center (SBDC) co-sponsored monthly virtual training on government contracting and subcontracting topics
    - the November 18, 2020 PTAC-led webinar: small business certifications
    - the December 1, 2020 PTAC-led webinar: how to do business with the State of Nevada that featured a representative from State Purchasing
    - the December 16, 2020 PTAC-led webinar: resources for veteran-owned businesses
    - the January 27, 2021 PTAC-led webinar: how to do business with Clark County that featured a representative from Clark County Purchasing and Contracts
    - the February 23, 2021 PTAC-led webinar: how to do business with the City of Las Vegas that featured two representatives from City of Las Vegas Purchasing and Contracts
  - MKD Construction, Inc. (MKD), a government contractor, looking for Disadvantaged Business Enterprises (DBEs) that sell specific goods and/or services to be either a subcontractor and/or a supplier to MKD
- The PTAC has been continuing to disseminate its monthly e-newsletter, which has included information regarding, but not limited to, the following:
  - COVID-19 Nevada Business Recovery Resources-related information via B&I's website
  - PTAC client success stories about contract and/or subcontract award wins
    - PTAC client, Live Electric, Inc., is a woman-owned small business and Nevada Local Emerging Small Business. The company's core competencies include electrical services in commercial and industrial areas.
      - The business was awarded a prime contract by the Nevada System of Higher Education, College of Southern Nevada for the North Las Vegas, West Charleston, Building-B generator installation. Based on the contract award, the company was able to retain three (3) full-time jobs and create one (1) temporary job.
      - The company was awarded: a prime contract by the 99<sup>th</sup> Contracting Squadron, Nellis Air Force Base, to provide hanger door switches and installation services; a subcontract by Clark County prime contractor NDL, Group, Inc. (NDL), to provide temporary power, demolition, and upgrading of electrical services at building six, Spring Mountain Youth Camp; another subcontract by NDL to provide electrical and lighting upgrades at Lone Mountain Dog Park; and a purchase order by Las Vegas Metropolitan Police Department for electrical panel relocation and installation services. Based on these awards, the

company was able to create three (3) full-time jobs and retain four (4) full-time jobs.

- PTAC client, Allegiant Electric, LLC, is a certified woman-owned small business, woman business enterprise, minority business enterprise, disadvantaged business enterprise, small business enterprise, and Nevada Local Emerging Small Business. The company specializes in electrical services to include those for solar, battery storage, and electric vehicle charging stations. The business was awarded a prime contract by the U.S. Department of Veterans Affairs (VA), VA Southern Nevada Healthcare System to install new electrical circuits. Based on the contract award, the business was able to create one (1) full-time job.
  - PTAC client, Barel, LLC, is a small business that provides primarily aircraft structural component parts, accessories, space vehicle components, locomotive and rail car accessories and components, and miscellaneous electrical components. The company was awarded a purchase order by the U.S. Department of Veterans Affairs to provide supplies for community therapy workshops, and a purchase order by the U.S. Department of Defense/Defense Logistics Agency, Aviation, to provide aircraft component parts. Based on the award of the purchase orders, the business was able to create one (1) full-time job.
- Website links to local, state, and federal government contracting opportunities and subcontracting opportunities under government prime contractors, all of which contain formal COVID-19 and non-COVID-19 related solicitations (e.g., Request for Proposal, Invitation for Bid, etc.) for companies to review, narrow down and target, and compete to win contract and/or subcontract awards
  - Upcoming PTAC-led, no-charge webinars and links to recordings of past PTAC webinars
  - Per its **previous** cooperative agreement with the U.S. Department of Defense/Defense Logistics Agency (DLA), the Nevada PTAC prepared its final performance metric report, on a cumulative basis, for the program year August 1, 2019 - July 31, 2020. The following metrics were provided to federal and state personnel for the timeframe: (a) \$312,702,291 total of a subset of active clients' contract awards with local, state, and federal government agencies and subcontract awards with government prime contractors (all inside and outside of Nevada), and (b) participation in 51 outreach events. According to DLA, which helps to fund the PTAC with federal dollars to ensure complete alignment with GOED in helping Nevada for-profit businesses, especially the small businesses, pursue government-related procurements at all levels of government, the federal agency shared in November 2020 that \$49,764 is the equivalent of one job (DLA's source is the U.S. Bureau of Labor Statistics). Therefore, the \$312,702,291 amount is the equivalent of about (c) 6,284 jobs.
  - Per its **current** cooperative agreement with DLA, the PTAC reported on performance metrics, on a cumulative basis, that include, but are not limited to, the aggregate total of a subset of active clients' government-related contracts and subcontracts and the overall total of procurement outreach-related events. The following metrics were provided to federal and state personnel for the interim period August 1, 2020 – December 31, 2020: (a) \$204,742,629 total of a subset of active clients' contract awards with local, state, and federal government agencies and subcontract awards with government prime contractors (all inside and outside of Nevada), and (b) participation in 12 outreach events. Using the methodology in the previous bullet, the \$204,742,629 amount is the equivalent of about (c) 4,114 jobs.
  - For the period from August 1, 2020 – December 31, 2020, a total of about 146 business representatives attended statewide PTAC webinars that were conducted in real-time. These government contracting-related webinars led by the PTAC are part of an educational series co-sponsored by the PTAC in collaboration with the NSBCD. These webinars are separate from the ones that the PTAC conducts, or participates in, for other small business resource partners.
  - The PTAC is working on its annual funding application to DLA for the upcoming cooperative agreement covering the program year August 1, 2021 - July 31, 2022.

NEVADA FILM OFFICE (NFO)

- As of March 12, 2021, the status of In Progress Productions for the Nevada Film Tax Incentive is summarized below:

Nevada Film Office  
 Transferable Tax Credit for Film and Other Productions

Production Title	Total Budget	NV Direct Expenses	Out of State Payroll in NV	NV Resident Payroll	Total Payroll	Total Nevada	Total FTEs	NV FTEs	Approved Incentive	Status
<b>In Progress Productions</b>										
Who Wants to be a Millionaire - Season 17	\$ 9,727,053	\$ 2,701,127	\$ 4,348,747	\$ 869,208	\$ 5,217,955	\$ 6,162,648	38.0	12.6	\$ 1,154,760	Audit in Process
7 Days Alive Eps 7-12	\$ 2,280,000	\$ 1,259,666	\$ 390,653	\$ 501,217	\$ 891,870	\$ 1,783,151	22.9	12.9	\$ 355,962	Audit in Process
7 Days Alive Eps 13-18	\$ 2,280,000	\$ 1,259,666	\$ 390,653	\$ 501,217	\$ 891,870	\$ 1,783,151	22.9	12.9	\$ 355,962	Audit in Process
Downtown Vegas Reality Show	\$ 1,807,008	\$ 321,025	\$ 210,290	\$ 1,022,100	\$ 1,232,390	\$ 1,553,415	13.5	12.0	\$ 304,374	Audit in Process
Hell's Kitchen S19 & 20	\$ 36,103,617	\$ 4,306,075	\$ 2,491,003	\$ 4,957,129	\$ 7,448,132	\$ 11,754,207	40.4	22.7	\$ 2,276,111	Audit in Process
Christmas Reservations	\$ 1,514,463	\$ 240,926	\$ 772,466	\$ 229,062	\$ 1,001,528	\$ 1,242,454	4.2	3.0	\$ 204,682	Audit in Process
Untitled Bleacher Report	\$ 4,849,456	\$ 928,735	\$ -	\$ 2,777,227	\$ 2,777,227	\$ 3,575,429	18.0	18.0	\$ 715,212	Audit in Process
Catch 21 Reboot - Cycle 1	\$ 3,273,108	\$ 1,350,572	\$ 564,489	\$ 462,308	\$ 1,026,797	\$ 2,377,369	5.4	3.8	\$ 458,539	Audit in Process
Get A Clue	\$ 3,257,237	\$ 1,310,352	\$ 368,905	\$ 663,953	\$ 1,032,858	\$ 2,343,210	7.7	5.5	\$ 457,575	Audit in Process
Live with Kelly and Ryan Las Vegas	\$ 2,259,617	\$ 691,030	\$ 1,039,015	\$ 177,450	\$ 1,216,465	\$ 1,907,495	2.1	1.0	\$ 350,329	Filming Completed
Divorzio a Las Vegas	\$ 2,087,507	\$ 458,461	\$ 432,739	\$ 546,627	\$ 979,366	\$ 1,437,827	6.6	5.2	\$ 274,583	Audit in Process
<b>TOTAL</b>	<b>\$ 69,439,066</b>	<b>\$ 14,827,635</b>	<b>\$ 11,008,960</b>	<b>\$ 12,707,498</b>	<b>\$ 23,716,458</b>	<b>\$ 35,920,356</b>	<b>181.7</b>	<b>109.6</b>	<b>\$ 6,908,089</b>	

- The NFO has since March of 2020 been responding to COVID by providing information and resources to the production community during this time. Facilitating and providing guidance to productions on safe set protocols and additional resources to maintain limited production during this time in accordance with state mandated compliance protocols. We are actively working with the community to keep the industry producing content.
- The NFO is working with different stakeholders on proposals to build needed infrastructure in Las Vegas to facilitate content creation and develop much need studio space that is currently lacking in our market. We have recently engaged in several different discussions with 2 developers of studio complexes. These 2 opportunities would represent significant investment in Nevada that would result in substantial support and economic development of the entertainment industry in Nevada.
- The NFO is currently working with several independent film productions in Las Vegas. Uncertainty in other jurisdictions has created opportunities for several films to be produced in Nevada that otherwise may have filmed in other states. Maintaining safe sets is a priority for productions, and Nevada offers an attract alternative to other locations.
- Gaining attention to Nevada through content created here is the mission of the NFO. On May 21 the Netflix film Army of the Dead, directed by Zach Snyder, will premier. This highly anticipated film centers on Las Vegas and is expected to generate significant attention to the destination.
- Soon to film if only briefly in Las Vegas will be the new limited series: CSI-Vegas. The most watched drama series of the 21st century! CSI opens a new chapter in Las Vegas, the city where it all began. Facing an existential threat that could bring down the Crime Lab, a brilliant team of forensic investigators must welcome back old friends and deploy new techniques to preserve and serve justice in Sin City.
- Our lack of adequate infrastructure in stages/studios continues to prevent us from capturing the full impact of these productions to hire and training local crew members and support local small businesses and vendors.

This challenge continues to be our focus moving forward to realize the full economic benefit of the media/content industry.

## HEALTHCARE INDUSTRY

- Mr. Farrow moderated the COVID-19 "Solutions: Keeping Nevada Open for Business" panel for the Nevada Technology Corridor and Prosperity Caucus on Friday, February 5, 2021. This Caucus was co-hosted by the Northern Nevada Development Authority, Adams Hub for Innovation and The Porter Group. Mr. Farrow followed up the Caucus panel with a Healthcare Roundtable discussion addressing the needs of Nevada businesses regarding the impact of Covid-19 on their employees and patrons. Health and safety recommendations will be made to Nevada legislators in the coming weeks.
- Mr. Farrow chairs the Nevada Partners 'Promise Neighborhood Healthy Children, Families & Communities Pillar' addressing underserved Nevada residents of Las Vegas and North Las Vegas. Combining this role with his membership on the Immunize Nevada Flu and Covid-19 Task Force, events are taking place to distribute Covid-19 vaccinations, in addition to flu vaccinations. Statewide coordination for the greatest reach along with the development of communication materials and systematic data tracking are the priority. Radio shows, townhalls, and webinars have also been implemented throughout the season to educate the public and are being administered by key stakeholder groups free to providers and interested Nevadans.
- Mr. Farrow has been working with Pills2Me to expand their new pharmaceutical delivery services footprint to Nevada. Pills2Me is one of the nation's first pharmaceutical delivery service providers and currently offers services free of charge to seniors, serving both Medicare and Medicaid patients. The Pills2Me team has opened their initial Nevada location within the City of Las Vegas International Innovation Center as of February 1, 2021, with plans to expand throughout Nevada in the coming years. With partnerships including the City of Las Vegas, Nevada Partners and the Southern Nevada Faith and Health Coalition, their growth will be exponential, especially given the need for delivery services throughout the pandemic.

## MINORITY AND BUSINESS SUPPORT

The Governor's Office of Economic Development Office of Minority and Business Support has just celebrated its one-year anniversary. Established in February 2020 by Director Brown, the position allows for full support on minority businesses and community affairs throughout the agency. Effectively, it gives a voice to all aspects of DE & Inclusion in the GOED.

### **PETS Grant-Round 3**

- The Governor's approval of additional funding to the PETS grant allowed for additional minority businesses to receive funding that were previously approved but were not funded. The Nevada Treasurers Office and the Nevada Department of Business and Industry (B&I) continued to work together to consolidate efforts to deploy the Pandemic Emergency Technical Support (PETS) Grant Program. Minority and Business support responded to all Spanish language applicants in Spanish through conversation or emails in their first language. Applicant approval rates were over 80 percent of those applicants reached in Spanish.

### **The Constituent Service Team**

- Responded to all inquiries to the Governor's site requesting assistance. Queries included economic development, county, and city information. Nevada questions regarding other matters were given the appropriate resources to be of assistance. Spanish speaking inquiries were responded to in Spanish with follow-up calls to ensure completion of assistance.



### Opportunity Zones

- Responded to Opportunity Zone inquiries and worked with Deputy Director Sanchez to create a process to address the needs of Opportunity Zones throughout the entire state. The newly created process will offer immediate web access to census tract maps and questions for businesses seeking to invest in opportunity zones. New site anticipated to be live on or before May 1, 2021.

### VCOZ (Valley Center Opportunity Zones)

- February Board meeting for VCOZ with Urban Chamber and Latin Chamber of Commerce members met to approve grant funding to small minority businesses. GOED supports VCOZ efforts and attended this quarterly meeting and approved funding for 5 small minority businesses in NLV Opportunity Zones.

### National Governor's Association Funding opportunity

- Working with Nevada Grow Director, Kevin Raiford of CSN to apply for Venture Grant due April 29.

### Legislative Activity

- SB16
  - Revises Provisions relating to NV Commission on Minority Affairs of the Dept. of B & I. Partner with B & I Minority Affairs Commission staff, Emily Ku, to support this bill and offer support in sharing information throughout the state on DE & I items.
- BDR-18-245
  - Worked with Treasurer's Office to support bill effort to have designated Diversity, Equity & Inclusion contact in every state agency to be responsive to diversity needs and efforts in each state agency.

## GOED 2021 AGENCY BILLS

- For the 81<sup>st</sup> (2021) Nevada Legislative Session, the Nevada Governor's Office of Economic Development (GOED) will sponsor five (5) agency generated bills.
  - ***AB20: Revises provisions relating to transferable tax credits for film and other productions.***
    - AN ACT relating to taxation; revising the types of film and other productions for which a production company may apply for certain transferrable tax credits; revising provisions governing the eligibility of a production company for certain transferrable tax credits; revising provisions governing the calculation of the amount of transferrable tax credits issued to a qualified production company; expanding the circumstances under which the Office of Economic Development is authorized to withhold transferrable tax credits; and providing other matters properly relating thereto. *Link:* <https://www.leg.state.nv.us/App/NELIS/REL/81st2021/Bill/7262/Overview>
  - ***AB29: Revises provisions governing programs for the development and commercialization of research and technology in the State.***
    - AN ACT relating to economic development; redesignating the Knowledge Account as the Nevada Innovation Account; requiring the Executive Director of the Office of Economic Development to establish a competitive grant program to facilitate research and development of technology and address market gaps in the development of technology in this State; revising provisions governing commercialization revenue allocated between the Office, the research universities and the Desert Research Institute; revising the duties of the Executive Director; expanding the services that must be provided by a technology outreach program; and providing other matters properly relating thereto. *Link:* <https://www.leg.state.nv.us/App/NELIS/REL/81st2021/Bill/7271/Overview>

- **AB66: *Revises provisions relating to the abatement of certain taxes.***
  - AN ACT relating to taxation; revising requirements for agreements between the Office of Economic Development and applicants for an abatement or partial abatement of certain taxes; and providing other matters properly relating thereto. *Link:* <https://www.leg.state.nv.us/App/NELIS/REL/81st2021/Bill/7319/Overview>
- **AB69: *Revises provisions governing economic development.***
  - AN ACT relating to economic development; revising provisions relating to the membership of the Board of Economic Development; revising provisions governing the appointment of the Executive Director of the Office of Economic Development within the Office of the Governor; renaming and revising provisions relating to the Division of Motion Pictures within the Office of Economic Development; and providing other matters properly relating thereto. *Link:* <https://www.leg.state.nv.us/App/NELIS/REL/81st2021/Bill/7322/Overview>
- **SB24: *Revises provisions relating to workforce development.***
  - AN ACT relating to workforce development; revising requirements governing the approval of a program of workforce development by the Office of Economic Development; revising provisions governing the administration of the Workforce Innovations for a New Nevada Account; and providing other matters properly relating thereto. *Link:* <https://www.leg.state.nv.us/App/NELIS/REL/81st2021/Bill/7199/Overview>
- For additional information or any questions, please contact Jimmy Humm at NV GOED, [j.humm@diversifynevada.com](mailto:j.humm@diversifynevada.com).

#### STAFF ANNOUCEMENTS

- Mr. Danny Miller joined GOED as the Technical Support Specialist and the agency's Information Security Officer in the Carson City office. For the past few years, Mr. Miller has worked with several start-up companies to market their business, set up their networks, and increase their positive exposure through press and other forms of media. Before starting his own business, Danny worked as the Art Director for Nevada Tourism and Nevada Magazine. He also worked in the Governor's Office, and Health and Human Services, Silver State Health Insurance Exchange. Danny has extensive experience in graphic design and desktop support.

## ADDENDUM TO DIRECTOR'S REPORT

### BOARD APPROVED COMPANIES – UPDATES

#### Rural Nevada Updates

<b>Lithium Nevada Humboldt County NNRDA</b>	<ul style="list-style-type: none"><li>• The BLM recently issued its Record of Decision (ROD), which allows us to proceed with the project under the conditions they outlined in the ROD. Much of our focus over the past eight years has been conducting environmental impact studies to get us to this point. We are pleased with the outcome.</li><li>• The company is still awaiting some key state permits and approval of water rights transfers. We expect those later this year.</li><li>• The company is currently working to complete a Definitive Feasibility Study (DFS), which is essentially the detailed engineering and precise accounting for the project. We expect to provide an update on the DFS and project schedule this quarter. We are also continuing to explore financing options for construction, including the possibility of a joint venture partner.</li></ul>
---	---

#### Northern Nevada Updates

<b>Acorn Pulp Group, LLC Washoe County EDAWN</b>	<ul style="list-style-type: none"><li>• Signed lease and has moved into new facility in Reno.</li></ul>
<b>American Battery Company Washoe County EDAWN</b>	<ul style="list-style-type: none"><li>• Signed lease and has moved into new facility in Reno.</li></ul>
<b>Beyond Meat, Inc. Washoe County EDAWN</b>	<ul style="list-style-type: none"><li>• Negotiating lease in Reno.</li></ul>
<b>Nanotech Energy Washoe County EDAWN</b>	<ul style="list-style-type: none"><li>• Committed to Nevada and is talking with a couple of developers on existing facility in Reno. May still buy land and do a BTS.</li></ul>
<b>Sonoma Creamery, LLC Washoe County EDAWN</b>	<ul style="list-style-type: none"><li>• Has offer in on land in Spanish Springs. Will build 125,000sf manufacturing facility.</li></ul>
<b>Performance Food Group, Inc. Washoe County EDAWN</b>	<ul style="list-style-type: none"><li>• Has signed lease and is fully operational.</li></ul>
<b>Centerline Structural Innovations, Inc. Washoe County EDAWN</b>	<ul style="list-style-type: none"><li>• Company is now doing business as NVO Construction for which we have obtained a Certificate of Fictitious Name. Over the past few months, we have made tremendous progress toward our goal of becoming the leading manufacturer of wood building components, including roof and floor trusses and wall panels, as well as a high production framing contractor.</li></ul>

	<ul style="list-style-type: none"> <li>• Facility – Company took possession of our 75,000 SF facility at 10990 Lear Boulevard, Suite 101 in Reno on January 1, 2021. While we had contemplated building a facility, we were delighted to find a building that met our needs, with few modifications. We are in the process of upgrading electrical, adding fencing around our yard, and completing office and plant modifications in anticipation of receiving our manufacturing equipment.</li> <li>• Equipment – We have completed orders for nearly all of the equipment needed for our factory and our temporary onsite facility for our first large residential project. The equipment will begin arriving the week of February 22 and we expect to have all of the equipment installed in the facility by mid-April. The total equipment cost to date is just over \$3 Million.</li> <li>• Employees – We have begun producing wall panels in our factory on a limited basis while we await additional equipment. To date, we have hired the following employees: <ul style="list-style-type: none"> <li>○ CEO</li> <li>○ VP Manufacturing</li> <li>○ VP Production</li> <li>○ Foreman - \$32.50/HR (starting 2/22)</li> <li>○ Carpenter II - \$29/HR</li> <li>○ 2 - Carpenter I - \$22-25/HR</li> <li>○ 1 – Apprentice - \$17/HR</li> <li>○ 1 – Administrative Assistant - \$24/HR (start date 2/22)</li> <li>○ 1 – Office Manager - \$80,000/YR (start date 3/8)</li> </ul> </li> <li>• We are very grateful for the tax abatement program and look forward to sharing our continuing growth and success with you.</li> </ul>
<b>ZLINE Kitchen and Bath Washoe County EDAWN</b>	<ul style="list-style-type: none"> <li>• Since being approved for the incentives, ZLINE has hired on several new team members and is in the process of hiring on many more. Continuing that growth, they have begun plans to expand their current Reno facility's size and have purchased many pieces of equipment, including expanding their vehicle fleet and warehouse equipment.</li> </ul>

**Southern Nevada Updates**

<b>Lithion Battery, Inc. Clark County LVGEA</b>	<ul style="list-style-type: none"> <li>• Currently in lease negotiations for 1350 Wigwam Parkway in Henderson</li> </ul>
<b>Safe Life Defense Clark County LVGEA</b>	<ul style="list-style-type: none"> <li>• Tennant improvements will be completed by May for their new location at 1379 Raiders Way in Henderson</li> </ul>
<b>GigaCrete, Inc. Clark County LVGEA</b>	<p>We are happy to say we are most definitely staying in Nevada. We have been heavily recruited by Senator Rick Scott of Florida and Gov Abbott of Texas. We are staying here in Las Vegas. We are in the process of moving to a larger factory as our business keeps expanding rapidly. With the new factory our hiring process will begin in earnest and we will be operating a double shift (20 hours) to meet our pipeline of business.</p> <p>I want to also recognize Perry Ursem for his professionalism and his thorough understanding of our companies needs in helping us with our economic development and to help us continue to grow.</p>