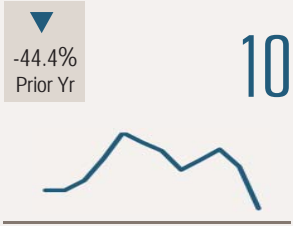


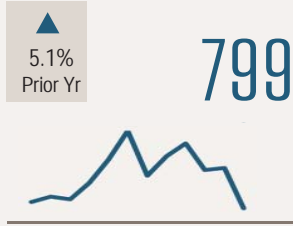
QUARTERLY PERFORMANCE REPORT

Q1 2020*

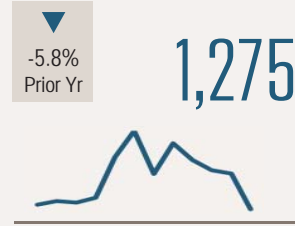
NUMBER OF
ASSISTED COMPANIES
2020



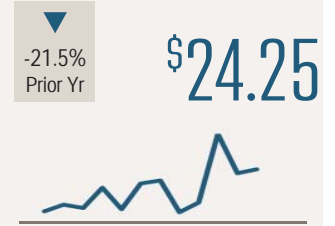
INITIAL JOBS FROM
ASSISTED COMPANIES
2020



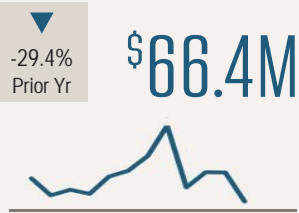
NUMBER OF
BUILD OUT JOBS
2020



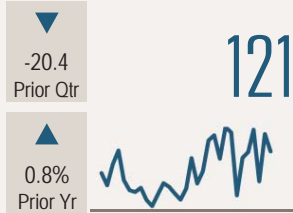
AVERAGE WAGE PAID BY
ASSISTED COMPANIES
2020



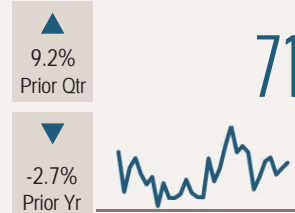
ASSISTED COMPANY
INVESTMENTS
2020



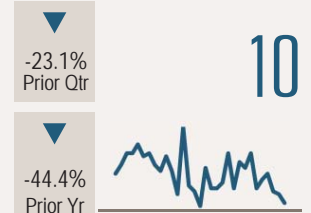
NUMBER OF LEADS
Q1 2020



NUMBER OF PROSPECTS
Q1 2020



NUMBER OF WINS
Q1 2020

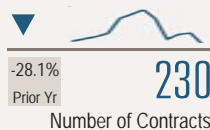


DIVISIONS

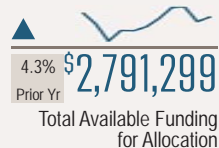
Q1 2020
GLOBAL
ENGAGEMENT



JUL - DEC 2019
EMERGING
SMALL BUSINESS
PROGRAM



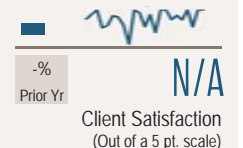
2020
RURAL
COMMUNITY
DEVELOPMENT
BLOCK GRANTS



Q3 FY20
PROCUREMENT
TECHNICAL
ASSISTANCE
CENTER



Q3 FY20
NEVADA
FILM OFFICE

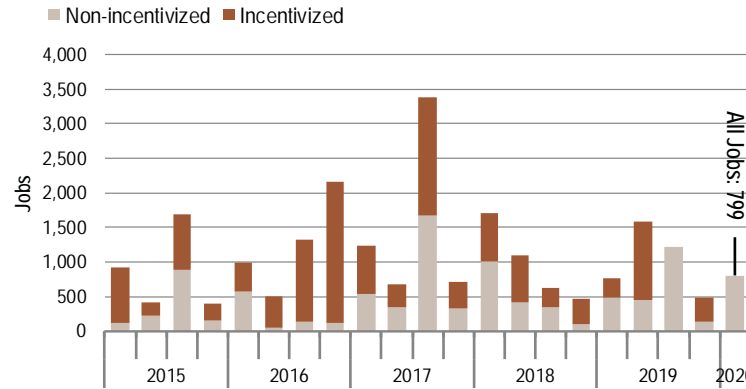


*Incomplete quarter due to March pandemic conditions

JOBS ANNOUNCED BY ASSISTED COMPANIES

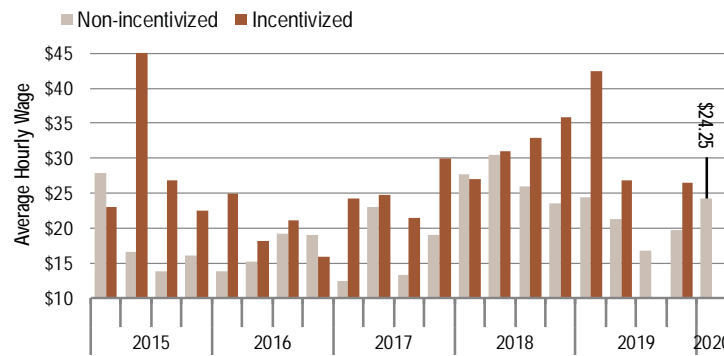
In the first quarter of this year, 10 companies added 799 jobs to Nevada's economy. Once these companies are fully staffed, the build-out job estimate is 1,275*.

In 2020, 50 percent of the assisted companies were manufacturers followed by logistics and operations (30 percent), and information technology (20 percent).



WAGES PAID BY ASSISTED COMPANIES

The average hourly wage paid by assisted companies was \$24.25 in 2020. This compares to a historical average of \$21.31*.

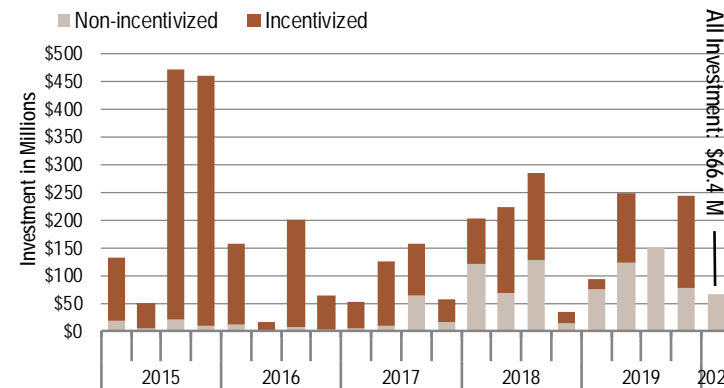


ASSISTED COMPANY INVESTMENT

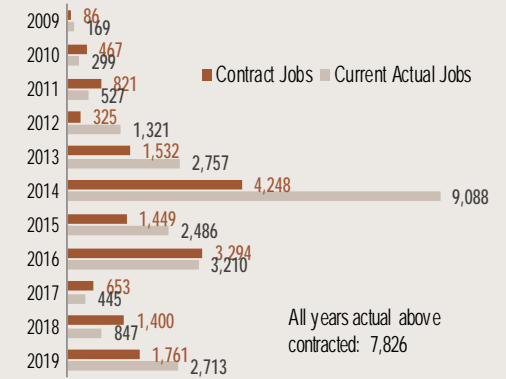
Capital investment by assisted companies came in at \$66.4 million in the first quarter. Historically, capital investment averaged \$172.2 million per quarter.

Note: Excludes large scale projects like Boulder Solar Power (\$1B), Apple (\$1B), Tesla (\$5B), or companies that qualified for Aviation or Data Center abatements.

* No assisted companies received tax abatements in the third quarter of 2019 or the first quarter of 2020. Making direct comparisons to the business development activity in previous periods is inappropriate.

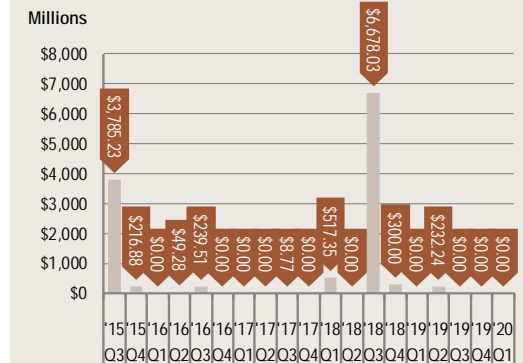


CONTRACT AND ACTUAL JOBS BY NEW INCENTIVIZED COMPANIES



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

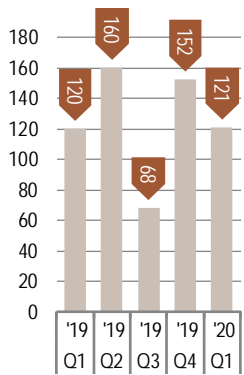
CAPITAL INVESTMENT BY ASSISTED AVIATION AND DATA CENTER COMPANIES



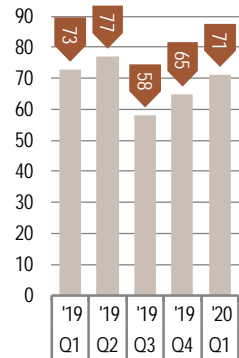
So far this year, no companies have received Aviation or Data Center abatements*.

RECRUITMENT ACTIVITY: 2019 Q1 – 2020 Q1

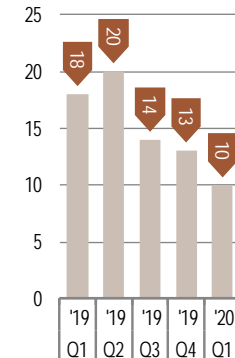
NEW LEADS



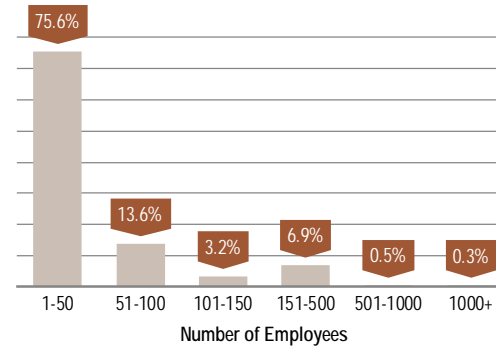
NEW PROSPECTS



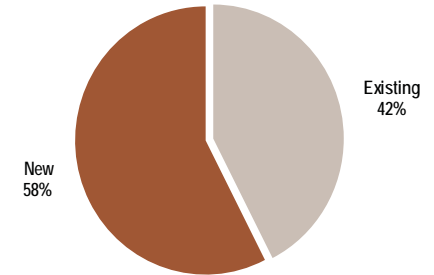
WINS



SIZE OF COMPANY ASSISTED



NEW AND EXISTING INCENTIVIZED COMPANIES



There were 10 wins in the first quarter of 2020. This represents a 23.1 percent decrease from the fourth quarter of 2019, and a 44.4 percent decrease from last year.

Activity in the earlier stages of the recruitment pipeline during the first quarter were mixed. When compared to the previous quarter, Leads were down by 20.4 percent while Prospects were up by 9.2 percent. When compared to last year, Leads were up by 0.8 percent, and Prospects were down by 2.7 percent.

Nevada's official definition of a small business are those which employ fewer than 150 employees and 92.4 percent of companies assisted by economic development over the past eight years fit that definition. Less than one percent employ 500 or more workers and over 75.6% employed 50 or less.

Of total companies receiving abatements since 2012, 57.5 percent are new companies who have relocated to the state and 42.5 percent are existing Nevada businesses expanding their operations.

ANNUAL ASSISTED COMPANY STATISTICS

	COMPANIES	ALL COMPANIES				INCENTIVIZED COMPANIES					NON-INCENTIVIZED COMPANIES				
		INITIAL JOBS	BUILD-OUT JOBS	AVERAGE WAGE	CAPITAL INVESTMENT	COMPANIES	INITIAL JOBS	BUILD-OUT JOBS	AVERAGE WAGE	CAPITAL INVESTMENT	COMPANIES	INITIAL JOBS	BUILD-OUT JOBS	AVERAGE WAGE	CAPITAL INVESTMENT
2014	97	7,033	14,700	\$22.21	\$12,071,696,217	32	5,356	12,294	\$23.08	\$11,827,951,641	65	1,677	2,406	\$19.43	\$243,744,576
2015	86	3,406	7,350	\$22.62	\$5,116,142,613	53	2,056	5,629	\$27.15	\$5,061,620,607	33	1,350	1,721	\$15.71	\$54,522,006
2016	61	4,982	12,570	\$18.07	\$2,103,622,702	34	4,106	10,881	\$18.62	\$2,081,798,202	27	876	1,689	\$15.52	\$21,824,500
2017	74	6,014	9,681	\$19.48	\$399,536,189	35	3,137	5,866	\$23.56	\$306,712,272	39	2,877	3,815	\$15.03	\$92,823,917
2018	88	3,875	7,952	\$29.35	\$8,157,922,024	48	2,017	5,123	\$30.79	\$7,829,424,122	40	1,858	2,829	\$27.80	\$328,497,902
2019	65	4,052	7,397	\$23.70	\$967,610,132	25	1,761	3,883	\$29.14	\$541,120,103	40	2,291	3,514	\$19.51	\$426,490,029
2020 Q1	10	799	1,275	\$24.25	\$66,391,865	0	0	0	\$0.00	\$0	10	799	1,275	\$24.25	\$66,391,865

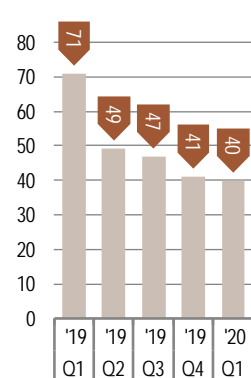
GLOBAL RECRUITING: Q1 2020

In the first quarter, there were an additional two leads and four prospects added to the Global Recruiting Pipeline.

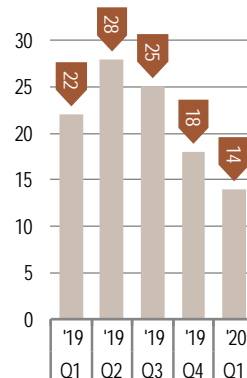
After removing those which have become inactive, the current inventory of all active global leads and prospects now stands at 40 and 14, respectively.

There were four company wins in the first quarter.

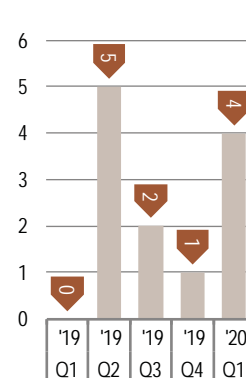
ACTIVE LEADS



ACTIVE PROSPECTS



WINS



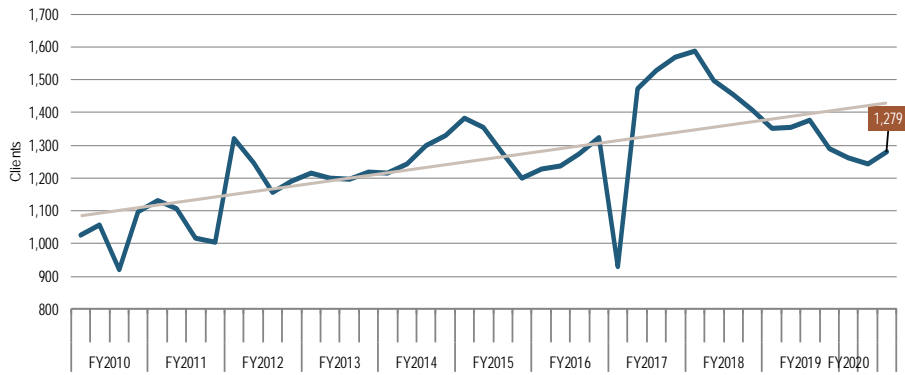
INTERNATIONAL FUNDED EDUCATION AND GOVERNMENT AGREEMENTS

FOREIGN PARTNER	AMOUNT
Polish Institute of Aviation and the Nevada Institute for Autonomous Systems	\$480,000
Province of Lubelskie Poland and Nevada GOED – Nevada Lubelskie Acceleration Bridge 2018-2020	\$462,000
Warsaw School of Economics and the University of Nevada Reno	\$207,000
Province of Mazowieckie Poland and Nevada GOED (Nevada Global)	\$50,000
National Center for Research and Development and GOED (Nevada Global)	\$100,000

INTERNATIONAL TRADE

- » On January 28, 2020, GOED received the State Trade Expansion Program STEP 8 award in the amount of \$249,080 for their export promotion activities, to benefit from virtual opportunities, attend international trade shows, export training, state-led trade missions and participate in international sales trips. This grant is funded in part by the U.S. Small Business Administration.
- » During the Consumer Electronics Show (CES) trade show in Las Vegas, the International Trade Division discussed investment, partnership and collaboration projects with over 100 representatives from the foreign government, diplomatic and business delegations.
 - » Representatives by country included: Japan (Japan External Trade Organization- JETRO, J-start up, Ministry of Economy of Japan, and NTT Data Services), Slovenia (companies brought by the U.S. Embassy in Slovenia), Korea (Seoul National University, Seoul Smart City and Seoul Institute of Technology), India (India start-ups and US-India Strategic Partnership Forum), Italy (Ministry of Innovation, Consulate General of Italy and Embassy of Italy to US), and France (French Ministry of Tourism and tech start-ups).
- » From January 19 through February 2, GOED's International Division, under the umbrella of Nevada Lubelskie Acceleration Bridge (NLAB), hosted a Nevada Global Immersion Program for 11 prospect companies from Poland looking to relocate or expand in Nevada.
- » In January, for the first time, the U.S. Department of Commerce approved Nevada for the SelectUSA Investment Spinoff. This will be highlighted at the Nevada Global Smart Tech Summit (the highest profile U.S. event to connect global companies and U.S. economic development organizations to facilitate business investment in the United States).
 - » The event will be held first virtually in January 2021 and then the "real" Summit will be held in Las Vegas in June 2021.
 - » GOED is partnering with UNLV – Office of Economic Development, Caesars Entertainment, LVGEA, Vegas Chamber, and other Nevada Global partners to host the SelectUSA event.
- » In mid-March 2020, GOED led the largest ever trade and education mission to Poland, Slovenia, Croatia, and the Czech Republic.
 - » 9 companies who participated in this mission were awarded grants from the Nevada (STEP) to assist with approved costs.
 - » During the mission, the company and academic delegation from the University of Nevada, Reno were able to participate in numerous meetings with local government officials, academic institutions, chambers of commerce, and businesses.
- » In the first quarter of 2020, two university agreements were signed between the University of Nevada, Reno, University of Ljubljana and University of Gdansk, and two partnership agreements were signed with Gdansk Economic Development Agency and Starter Incubator. In addition to those wins, GOED International Division assisted in MOU on smart cities' collaboration between UNR Nevada Center for Applied Research (NCAR), and Seoul National University (SNU) - the latter ranked as one of the most innovative research institutions in the world.

PROCUREMENT TECHNICAL ASSISTANCE CENTER

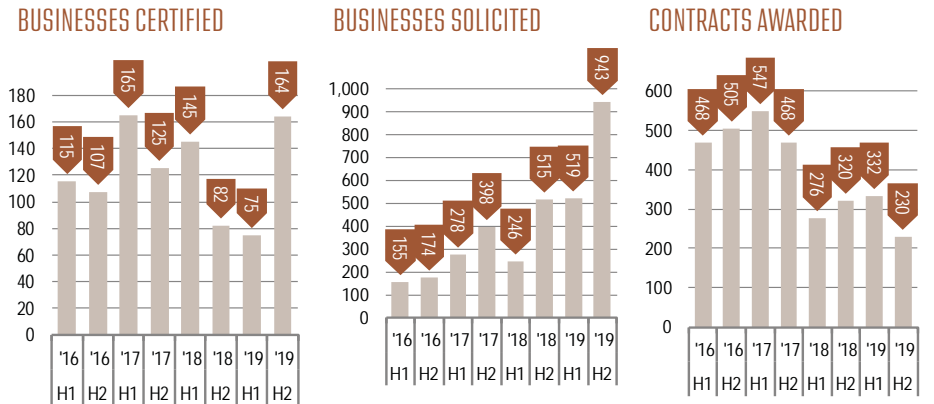


	PRIME CONTRACT AWARDS				SUBCONTRACT AWARDS		
	CLIENTS	NO.	AMOUNT	AVERAGE	NO.	AMOUNT	AVERAGE
FY 2015	1,303	338	\$67,021,273	\$198,288	31	\$7,260,074	\$234,196
FY 2016	1,266	366	\$42,579,799	\$116,338	38	\$9,634,197	\$253,532
FY 2017	1,375	662	\$129,047,457	\$194,936	43	\$4,326,685	\$100,621
FY 2018	1,486	1,309	\$328,285,762	\$250,791	57	\$14,701,162	\$257,915
FY 2019	1,343	1,209	\$169,325,057	\$140,054	36	\$9,461,682	\$262,825
FY 2020 YTD	1,262	821	\$159,050,784	\$193,728	64	\$16,637,819	\$259,966

PROCUREMENT TECHNICAL ASSISTANCE CENTER
OVERVIEW FY2020

- » The Nevada Procurement Technical Assistance Center (PTAC) reported 222 contracts and 39 subcontracts for its clients in the third quarter, bringing the total number of prime contracts to 821, and 64 total subcontracts, during the first three-quarters of the fiscal year. The number of clients increased from the second quarter from 1,244 to 1,279 in the third quarter.
- » Consistent growth in PTAC metrics persist as the division continues its one-on-one counseling sessions as clients pursue local, state, and federal government-related contracts and subcontracts in Nevada and across the country. Counseling, in part, includes help with solicitation document review, draft proposal review, and contract administration guidance. The PTAC also provides no-charge outreach events such as small business matchmakers, in-person workshops, and webinars.

EMERGING SMALL BUSINESS PROGRAM



	BUSINESSES		CONTRACTS		
	CERTIFIED	SOLICITED	NUMBER	AMOUNT	AVERAGE
January – June 2016	115	155	468	\$3,671,437	\$7,845
July – December 2016	107	174	505	\$5,721,589	\$11,330
January – June 2017	165	278	547	\$4,497,936	\$8,223
July – December 2017	125	398	468	\$5,635,403	\$12,041
January – June 2018	145	246	276	\$3,950,738	\$14,314
July – December 2018	82	515	320	\$6,978,338	\$21,807
January – June 2019	75	519	332	\$6,552,283	\$19,736
July – December 2019	164	943	230	\$6,010,495	\$26,133

EMERGING SMALL BUSINESS PROGRAM
OVERVIEW

- » The current number of Emerging Small Businesses (ESB's) that have been certified has expanded by 5.3 percent since the end of last year to a total of 1,605.
- » Local government agencies have until the end of March to report solicitation and contract metrics. Soon after those are received, the complete annual ESB activity report of both state and local agencies will be sent to the Governor's Office, the Legislative Council Bureau, and posted to the GOED website.

NEVADA FILM OFFICE

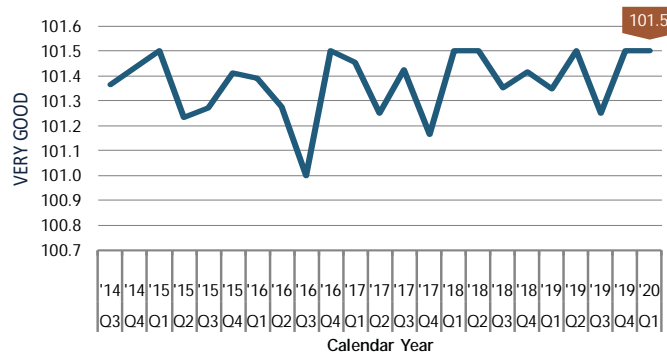
NEVADA FILM OFFICE ANNUAL PRODUCTION REVENUE*

FISCAL YEAR	NUMBER OF PRODUCTIONS	REVENUE*
2005	789	\$120,208,978
2006	776	\$102,945,418
2007	425	\$113,748,400
2008	436	\$82,727,400
2009	361	\$91,900,600
2010	367	\$81,130,250
2011	479	\$102,525,600
2012	520	\$88,783,700
2013	559	\$67,571,708
2014	370	\$58,716,755
2015	500	\$65,159,732
2016	495	\$73,160,712
2017	501	\$40,134,588
2018	333	\$50,066,857
2019	414	\$46,586,786
2020	406	\$36,017,226

*Revenue to Nevada, i.e. local production expenditures.

CLIENT SATISFACTION INDEX*

100=AVERAGE



VERY GOOD = 101.5-100.9 | GOOD = 100.9-100.3 | AVERAGE = 100.3-99.7 | POOR = 99.7-99.1 | VERY POOR = 99.1-98.5

There were no responses to the Nevada Film Office Client Satisfaction Survey for the second quarter of FY2020; however, customer responses to the survey were solidly in the "very good" range of 101.5 and 100.9 over the previous two quarters.

*The Index is an aggregate measure on how customers rated their experience on availability, responsiveness, knowledge, willingness to help, and overall level of service. Since inception in 2014, client responses to the Nevada Film Office's Satisfaction Survey have consistently been very good.

SIGNIFICANT PROJECTS* FY2020 Q3

PROJECT	PROJECT TYPE
Property Brothers: Forever Home Season 2	Reality
Queens of Vegas	Reality
Fool Us Season 7	TV Series
Z H2 International Press Introduction	Corporate
The Circus	TV Series
Vegas High	TV Series
Sound of TV	Documentary

*More than \$11.1 million in local production expenditures.

COMMUNITY DEVELOPMENT BLOCK GRANTS

2020 GRANTS

- » Sixteen grants totaling \$3,283,881
- » Rural Nevada: Ten grants with a total allocation of \$2,791,299
- » Carson City (Urban): Six grants with a total allocation of \$492,582

RURAL COMMUNITY DEVELOPMENT BLOCK GRANTS

YEAR	NUMBER OF GRANTS	TOTAL ALLOCATION*	AVERAGE GRANT AWARD	PERCENT ECONOMIC DEVELOPMENT
2013	22	\$2,445,704	\$111,168	9%
2014	24	\$2,439,168	\$101,632	22%
2015	20	\$2,544,500	\$127,225	84%
2016	18	\$2,487,320	\$153,296	61%
2017	13	\$2,803,961	\$234,183	69%
2018	9	\$2,621,876	\$340,213	70%
2019	8	\$2,666,348	\$334,641	91%
2020 YTD	10	\$2,791,299	\$279,130	97%

RURAL GRANT PROGRESS

- » During the first quarter, \$63,860 was paid to one rural county, two rural cities, and one consolidated municipality (Carson City).
- » CDBG staff closed two grants representing \$139,350 in CDBG funds. There were no leveraged funds on these projects.
- » Closed grants assisted 1,500 Nevadans; 1,030 (68.4 percent) were considered Low to Moderate Income.
- » There are currently 26 open grants: 5 from 2017, 9 from 2018, and 12 from 2019. Ten projects were recommended for funding in March 2020 and are not yet posted, as the grant agreement has not been received.

URBAN COMMUNITY DEVELOPMENT BLOCK GRANTS

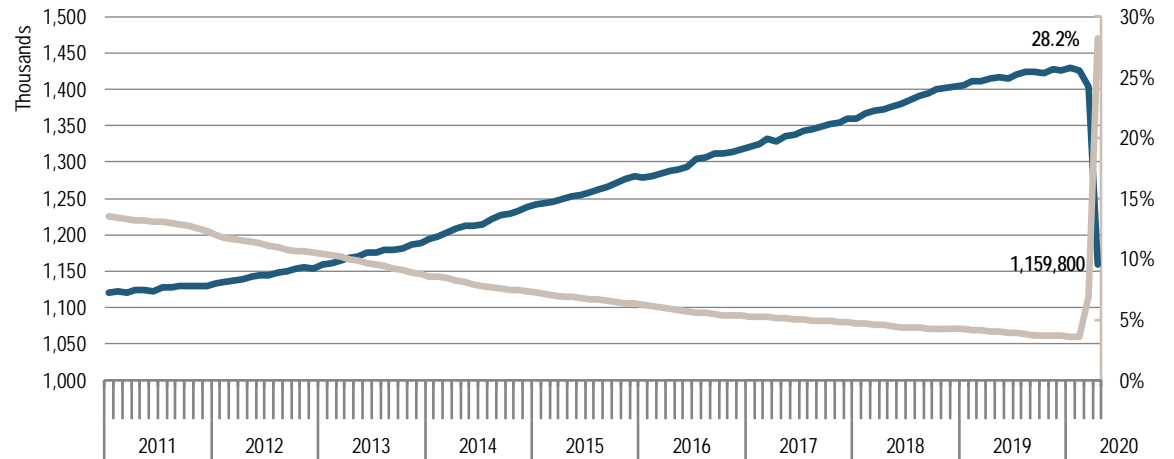
- » Carson City reverted to the state's CDBG program in 2017. Carson City's focus is urban with different priorities than GOED's existing rural programs.
- » Future urban project recommendations for funding will be reviewed to award grants with greater economic development impact.

*Total Allocation includes HUD allocation as well as recaptured funds

NEVADA JOBS AND UNEMPLOYMENT

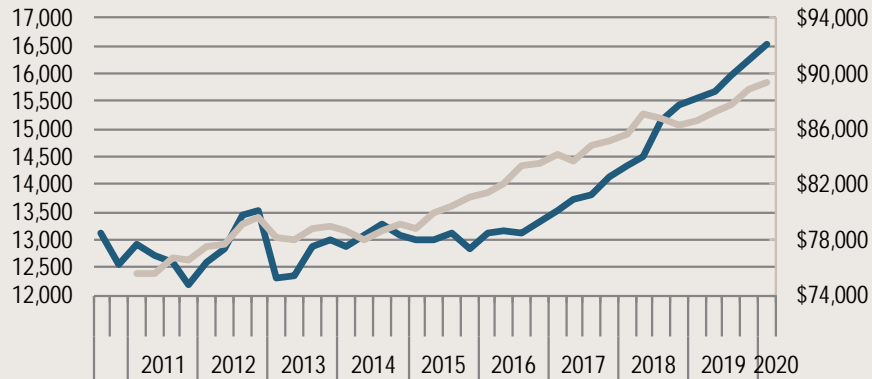
Due to the COVID-19 disaster, the number of workers in Nevada's economy dropped to 1,159,800. This reflects a loss of 269,800 jobs since the pre-recessionary high in January 2020. Annual job growth is currently -18.0 percent, which compares to a -13.3 percent growth rate in the U.S. as a whole.

The unemployment rate currently stands at 28.2 percent; a 24.2 percentage point increase from this time last year and 24.6 points above the pre-recessionary low of 3.6 percent.



— Jobs (in thousands) — Unemployment Rate

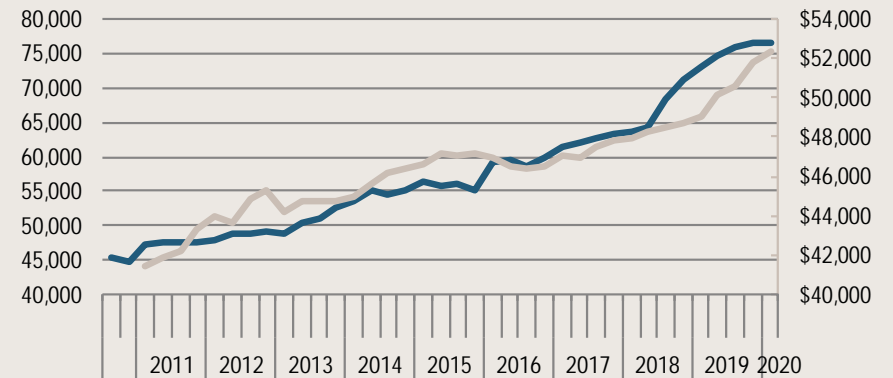
AEROSPACE AND DEFENSE



With the addition of 290 jobs, there are currently 16,535 workers employed in Nevada's Aerospace and Defense sector. Average annual earnings increased by \$365 to \$89,305 per year. When compared to last year, there has been a 6.2 percent increase in jobs and a 3.2 percent increase in earnings*.

*Current industry data does not account for the COVID-19 recession. Current quarterly data is not available.

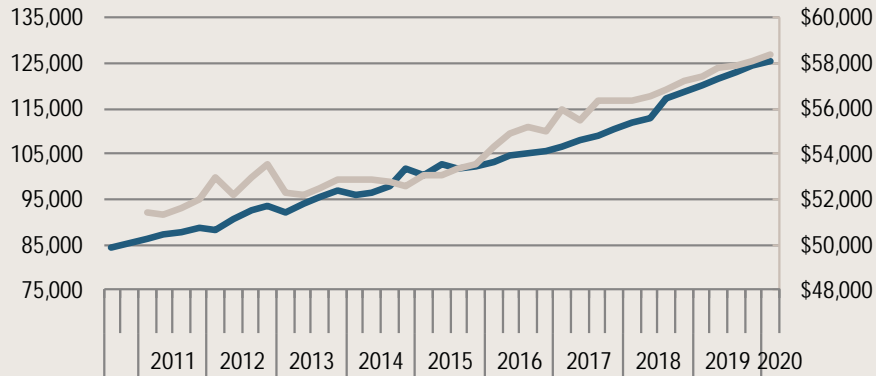
BUSINESS INFORMATION TECHNOLOGY



The number of jobs in Nevada's Business Information Technology sector expanded by 190 in the current quarter to a total of 76,690 workers in the sector. Average annual earnings realized an increase of \$630 per year and now stand at \$52,390. For the year, job counts have improved by 5.1 percent and earnings by 6.7 percent*.

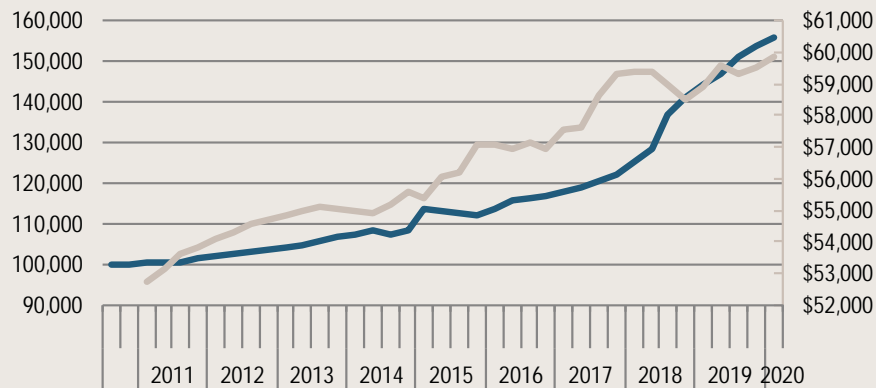
— Jobs — Average Earnings per Job

HEALTH AND MEDICAL



When compared to last quarter, an additional 1,100 jobs were added to Nevada's Health and Medical sector for a total of 124,460 workers employed. The sector also realized an \$350 per year bump in annual earnings which now stands at \$58,390. When compared to last year, job counts in Nevada's healthcare sector have expanded by 4.6 percent and earnings by 1.7 percent*.

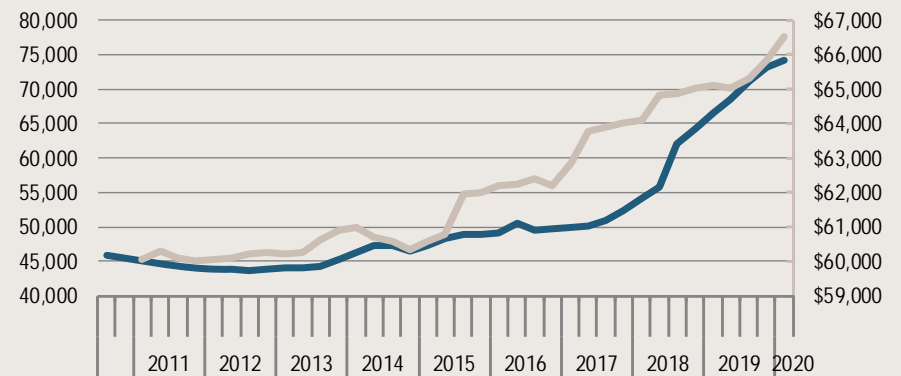
MANUFACTURING AND LOGISTICS



There was an increase of \$350 in average annual earnings in Nevada's Manufacturing and Logistics sector which now stands at \$59,850. In total, job counts improved by 2,440 workers bringing total employment in the sector to 156,120. For the year, jobs have grown by 8.3 percent and earnings have increased by 1.6 percent*.

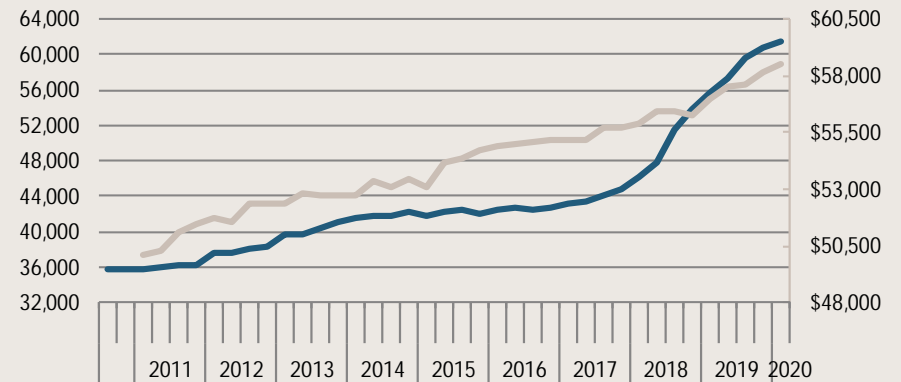
*Current industry data does not account for the COVID-19 recession. Current quarterly data is not available.

NATURAL RESOURCE TECHNOLOGIES



There are currently 74,140 workers in Nevada's Natural Resource Technologies sector with the addition of 990 jobs in the current quarter. Average annual earnings increased by \$700 over the quarter, and currently stand at \$66,520. When compared to last year, job counts have improved by 11.6 percent and earnings increased by 4.1 percent*.

MANUFACTURING

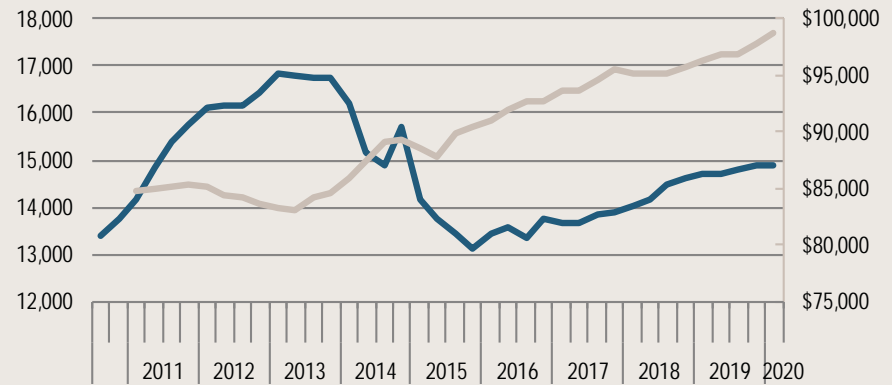


Growth continues to be strong in Nevada's Manufacturing sector with the addition of 690 workers in the first quarter. Currently there are 61,440 workers employed in the sector making, on average, \$58,550 per year. Since last year, job counts have grown by 10.3 percent and average annual earnings by 2.7 percent*.

— Jobs — Average Earnings per Job

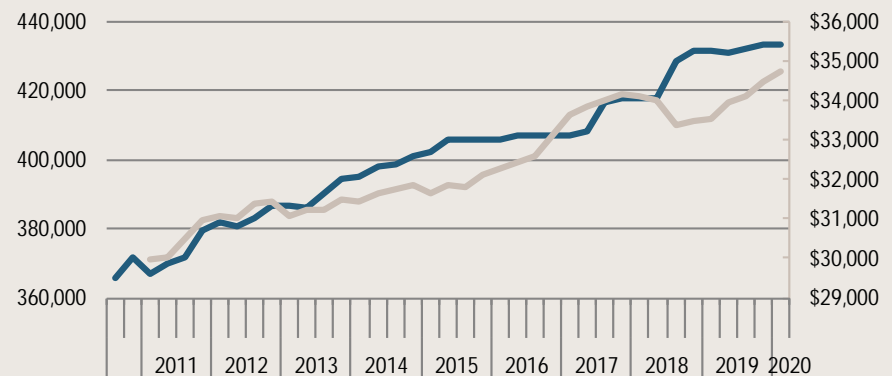
MINING

Job counts in Nevada's Mining sector held steady in the first quarter, with 14,870 employed in the industry. Meanwhile, average annual earnings grew by \$790 this quarter, and currently stand at \$98,660. When compared to last year, job counts have improved by 1.2 percent and earnings grew by 2.5 percent*.



TOURISM, GAMING, AND ENTERTAINMENT

Job counts in Nevada's Tourism, Gaming, and Entertainment sector added 120 positions in the current quarter bringing total employment in Nevada's largest sector to 433,520. Annual earnings increased by \$300 to a total of \$34,760. For the year, jobs have grown by 0.5 percent and earnings increased 3.7 percent.*



*Current industry data does not account for the COVID-19 recession. Current quarterly data is not available.