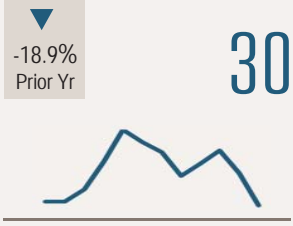


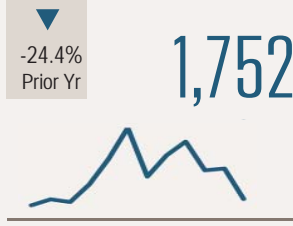
QUARTERLY PERFORMANCE REPORT

Q3 2020

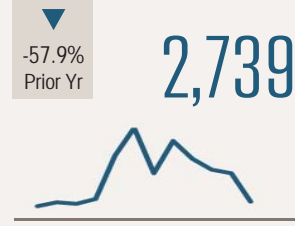
NUMBER OF
ASSISTED COMPANIES
2020 YTD



INITIAL JOBS FROM
ASSISTED COMPANIES
2020 YTD



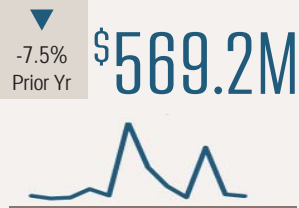
NUMBER OF
BUILD OUT JOBS
2020 YTD



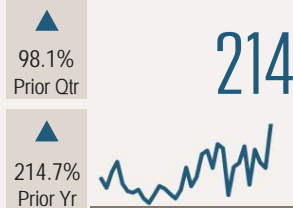
AVERAGE WAGE PAID BY
ASSISTED COMPANIES
2020 YTD



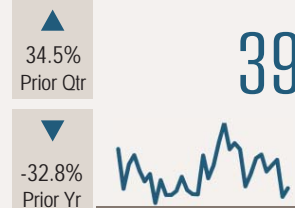
ASSISTED COMPANY
INVESTMENTS
2020 YTD



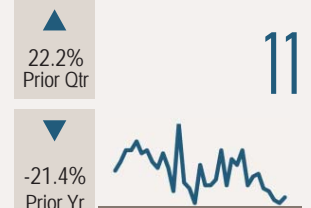
NUMBER OF LEADS
Q3 2020



NUMBER OF PROSPECTS
Q3 2020



NUMBER OF WINS
Q3 2020

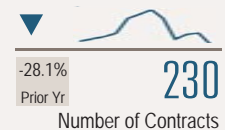


DIVISIONS

Q3 2020
GLOBAL
ENGAGEMENT



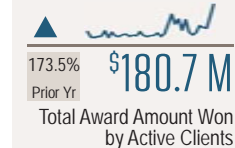
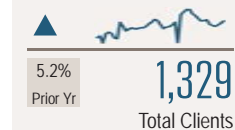
JUL - DEC 2019
EMERGING
SMALL BUSINESS
PROGRAM



2020
RURAL
COMMUNITY
DEVELOPMENT
BLOCK GRANTS



Q1 FY21
PROCUREMENT
TECHNICAL
ASSISTANCE
CENTER



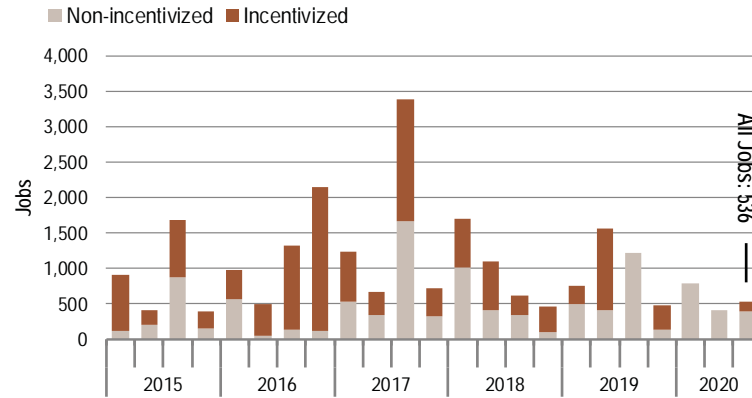
Q1 FY21
NEVADA
FILM OFFICE



JOBS ANNOUNCED BY ASSISTED COMPANIES

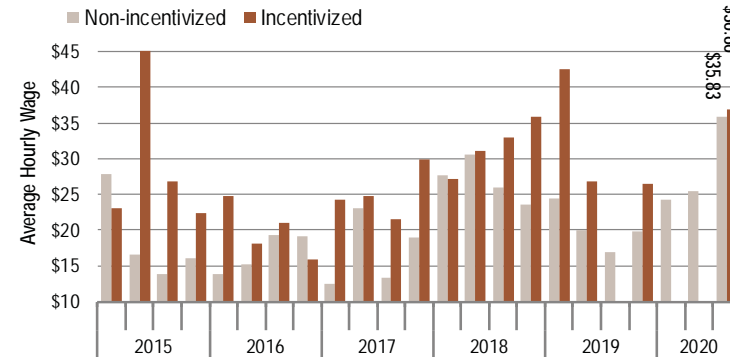
In the third quarter of this year, 11 companies added 536 jobs to Nevada's economy. Once these companies are fully staffed, the build-out job estimate is 831*.

In 2020, 36.7 percent of the assisted companies were manufacturers followed by logistics and operations (23.3 percent), and information technology (20.0 percent).



WAGES PAID BY ASSISTED COMPANIES

The average hourly wage paid by assisted companies was \$28.17 in 2020. Year-to-date, non-incentivized average wages have increased 42.8% from the same period last year to an average of \$27.45. This compares to an incentivized average wage of \$36.86 so far this year. It should be noted that incentives were approved for the first time in 2020 during the third quarter.

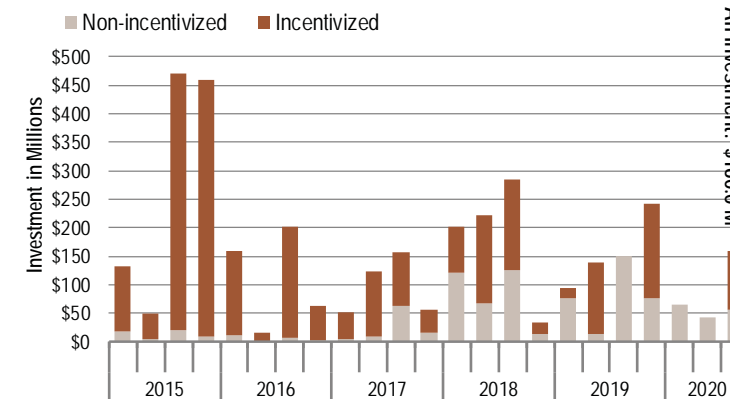


ASSISTED COMPANY INVESTMENT

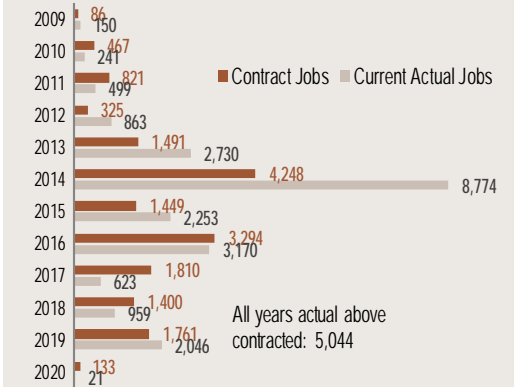
Capital investment by assisted companies came in at \$160.0 million in the third quarter, bringing the year-to-date total to \$269.2 million. Historically, capital investment for all assisted companies averaged \$165.0 million per quarter.

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, the first quarter of 2020, or the second quarter of 2020. Making direct comparisons to the business development activity in previous periods is inappropriate.

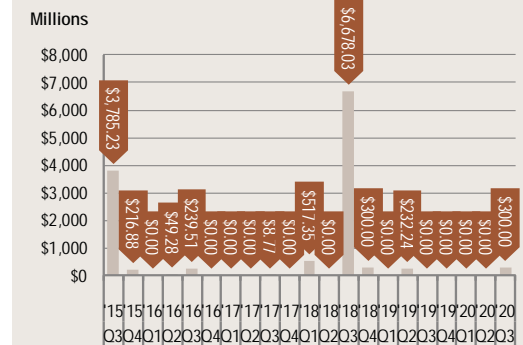


CONTRACT AND ACTUAL JOBS BY NEW INCENTIVIZED COMPANIES



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

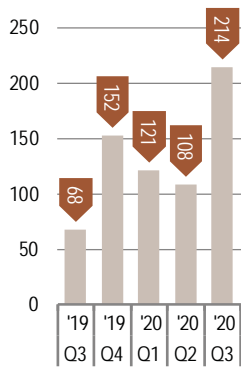
CAPITAL INVESTMENT BY ASSISTED AVIATION AND DATA CENTER COMPANIES



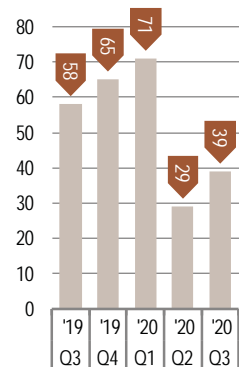
One company received a Data Center abatement in the third quarter. Capital investment into the State by this company stands at \$300 million. There were no Aviation abatements in the third quarter*.

RECRUITMENT ACTIVITY: 2019 Q3 – 2020 Q3

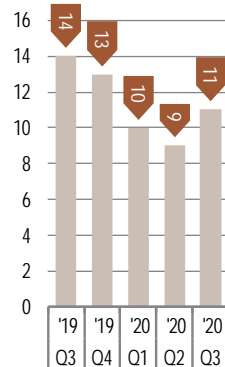
NEW LEADS



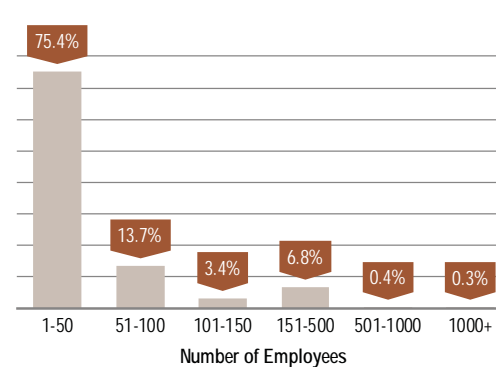
NEW PROSPECTS



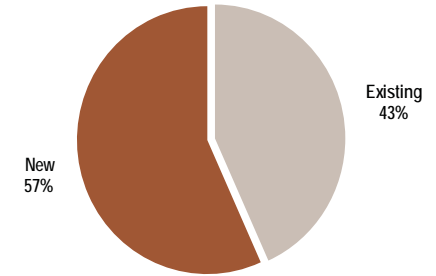
WINS



SIZE OF COMPANY ASSISTED



NEW AND EXISTING INCENTIVIZED COMPANIES



There were 11 wins in the third quarter of 2020. This represents a 22.2 percent increase from the second quarter of 2020, but a 21.4 percent decrease from last year. Activity in the earlier stages of the recruitment pipeline during the third quarter were mixed. When compared to the previous quarter, Leads were up by 98.1 percent and Prospects were up by 34.5 percent. When compared to last year, Leads were up by 214.7 percent while Prospects were down by 32.8 percent. Increased activity in the early stages of the pipeline is an indicator that companies plan to expand post-pandemic.

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 75.4% employed 50 or less.

Of total companies receiving abatements since 2012, 56.7 percent are new companies who have relocated to the state and 43.3 percent are existing Nevada businesses expanding their operations.

ANNUAL ASSISTED COMPANY STATISTICS

Year	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	64	4,017	7,362	\$23.59	\$857,627,103	25	1,761	3,883	\$29.14	\$541,120,103	40	2,291	3,514	\$19.51	\$426,490,029
2020 YTD	30	1,752	2,739	\$28.17	\$569,222,141	2	133	186	\$36.86	\$403,738,776	28	1,619	2,553	\$27.45	\$165,483,365

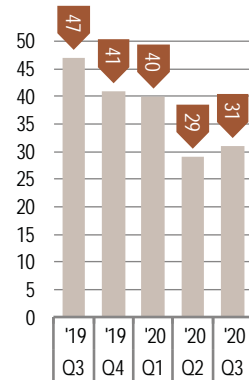
GLOBAL RECRUITING: Q3 2020

In the third quarter, there were eight additional leads and one prospect added to the Global Recruiting Pipeline.

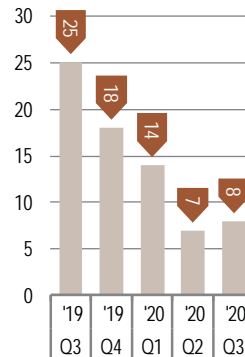
After removing those which have become inactive, the current inventory of all active global leads and prospects now stands at 31 and eight, respectively.

There was one company win in the third quarter.

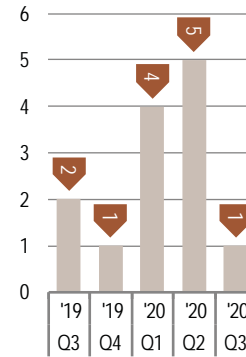
ACTIVE LEADS



ACTIVE PROSPECTS



WINS



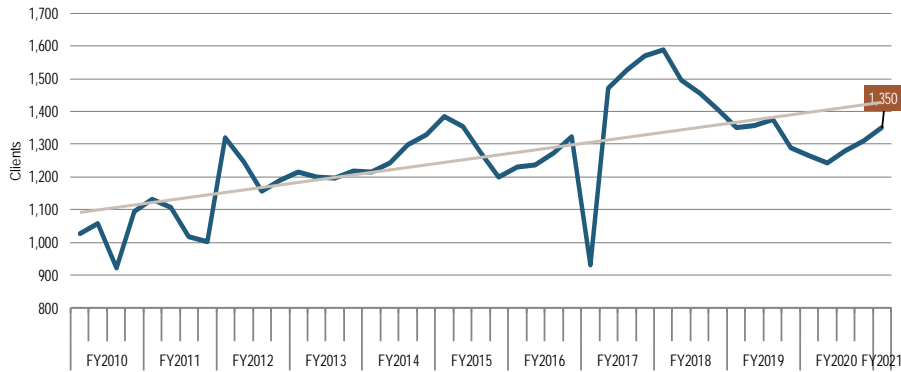
INTERNATIONAL FUNDED EDUCATION AND GOVERNMENT AGREEMENTS

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 ACTIVITY

- » GOED's International Trade Division finalized discussions with the SBA Office of International Trade and agreed on a Collaboration and Referral Protocol that will increase coordination and cooperation between GOED, SBA, SBDC, Department of Commerce, and other export promotion partners in facilitating Nevada small business entry and/or expansion into global markets.
- » Discussions have advanced between the GOED International Trade Division and the Israel Economic Mission to the West Coast, Ministry of Economy and Industry, to create a Memorandum of Understanding with GOED, as well as, formal agreements with interested institutions in Nevada. This is a joint effort to bring additional external resources to Nevada to support innovation at a time of major budgetary shortfalls.
 - » The Israel Innovation Authority will provide financial support to pilot and deploy relevant Israeli technologies in Nevada. Additionally, the GOED International Trade Division is in discussion with the Israeli-American Civic Action/Israeli-American Civic Education Institute about the creation of a business council or chamber to enhance economic diversification and boost Israeli-Nevada relations.
- » GOED's International Trade Division has been working with the U.S. Commercial Service at the U.S. Embassy in the Czech Republic on attracting Foreign Direct Investment to Nevada. This partnership lead to securing seven prosperous leads. GOED's International Trade Division will continue collaboration with each company individually and support their international expansion plans in Nevada.
- » GOED's International Trade Division is also increasing collaboration with Japan External Trade Organization to discuss international investment opportunities and ways to support Japanese companies based in Nevada.
- » In cooperation with the Confederation of Indian Industry for North America and the Las Vegas India Chamber of Commerce and Tourism, the GOED International Trade Division in arranging a virtual Business Roundtable to attract future investments to Nevada from India. So far, Nevada has received \$150 million in Indian Federal Direct Investments.
- » This year, 500 Startups approached GOED about possible collaboration with Nevada business accelerators and how they can complement the Nevada Global Virtual Initiatives. This prompted a discussion on startup ecosystems and what Nevada needs to boost its entrepreneurial growth. It was agreed the areas for cooperation include exploring complementary partnerships with the NV Global Platform and various Nevada-based accelerators for the sports and entertainment, gaming, and hospitality sectors.

PROCUREMENT TECHNICAL ASSISTANCE CENTER

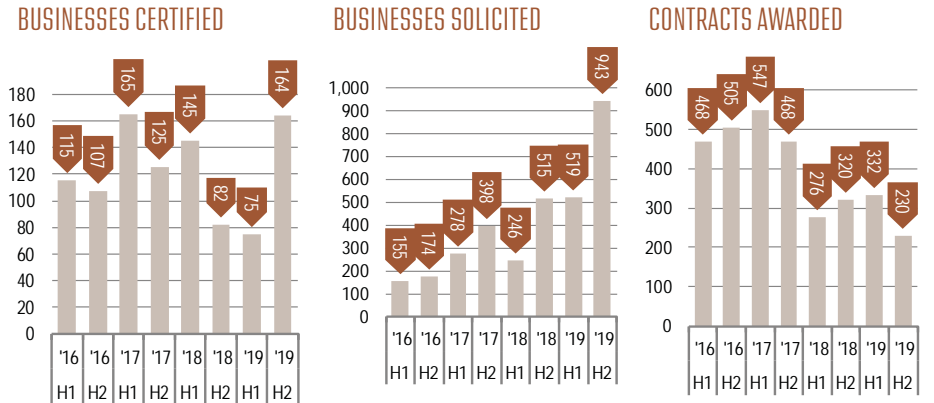


	PRIME CONTRACT AWARDS				SUBCONTRACT AWARDS		
	CLIENTS	NO.	AMOUNT	AVERAGE	NO.	AMOUNT	AVERAGE
FY 2016	1,266	366	\$42,579,799	\$116,338	38	\$9,634,197	\$253,532
FY 2017	1,375	662	\$129,047,457	\$194,936	43	\$4,326,685	\$100,621
FY 2018	1,486	1,309	\$328,285,762	\$250,791	57	\$14,701,162	\$257,915
FY 2019	1,343	1,209	\$169,325,057	\$140,054	36	\$9,461,682	\$262,825
FY 2020	1,275	1,396	\$263,399,314	\$188,681	106	\$25,350,150	\$239,152
FY 2021 YTD	1,350	545	\$164,331,473	\$301,526	18	\$16,364,003	\$909,111

PROCUREMENT TECHNICAL ASSISTANCE CENTER OVERVIEW FY2021

- » The Nevada Procurement Technical Assistance Center (PTAC) reported 545 contracts and 18 subcontracts for its clients in the first quarter of FY21. The number of clients increased from 1,312 in the fourth quarter to 1,350 in the first 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 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.
- » For the year, the number of ESB's solicited to submit a quote, bid, or proposal on a contract improved by 92.1 percent. This growth was largely because of the increased interest and number of applications submitted for the ESB Program.

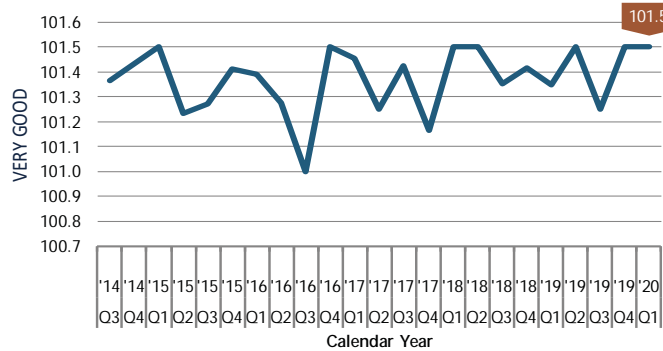
NEVADA FILM OFFICE

NEVADA FILM OFFICE
ANNUAL PRODUCTION REVENUE*

FISCAL YEAR	NUMBER OF PRODUCTIONS	REVENUE*
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	428	\$33,599,018
2021 YTD	78	\$28,118,043

*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 or third quarters of 2020; 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* FY2021 Q1

PROJECT	PROJECT TYPE
Love Island	Reality
The Adventures Of Tikki The Wonder Dog	Feature Film
Once Upon A Main Street	Feature Film
JSFV4	Reality
Pawn Stars	TV Series
Property Brothers: Forever Home, Season 2	Reality

* Each of the projects contributed more than 500,000 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 third quarter (July/August/September), \$202,181 was paid to one rural county and one rural city.
- » CDBG staff closed one grant representing \$220,049 in CDBG funds. No cash or in-kind funds were contributed by the grantee.
- » The closed grant assisted 2,358 Nevadans; 1,353 (57.38 percent) were Low to Moderate Income individuals.
- » There are currently 20 open grants: 1 from 2017, 7 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

- » During the third quarter (July/August/September), \$22,475 was paid to Carson City.
- » Carson City reverted to the state's CDBG program in 2017 receiving \$459,890 in HUD allocation to fund six projects. 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