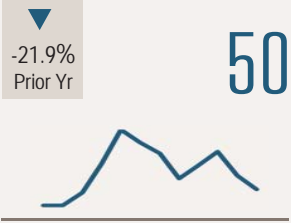


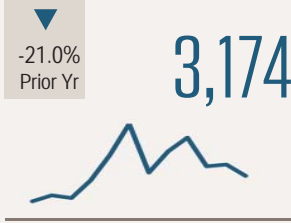
# QUARTERLY PERFORMANCE REPORT

Q4 2020

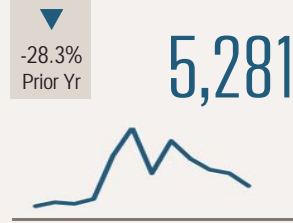
NUMBER OF  
ASSISTED COMPANIES  
2020



INITIAL JOBS FROM  
ASSISTED COMPANIES  
2020



NUMBER OF  
BUILD OUT JOBS  
2020



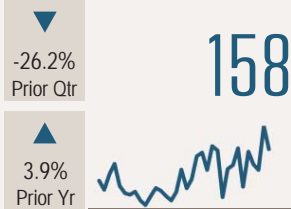
AVERAGE WAGE PAID BY  
ASSISTED COMPANIES  
2020



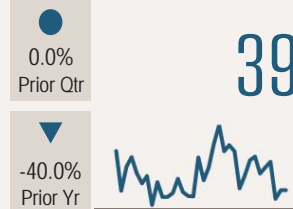
ASSISTED COMPANY  
INVESTMENTS  
2020



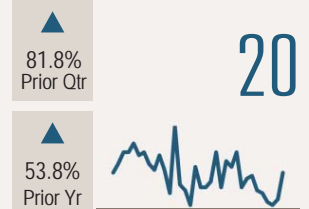
NUMBER OF LEADS  
Q4 2020



NUMBER OF PROSPECTS  
Q4 2020



NUMBER OF WINS  
Q4 2020

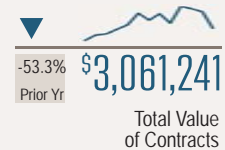
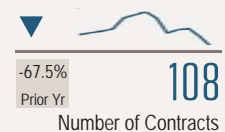


## DIVISIONS

Q4 2020  
GLOBAL  
ENGAGEMENT



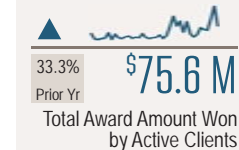
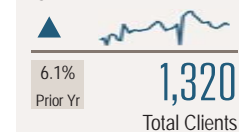
JAN - JUN 2020  
EMERGING  
SMALL BUSINESS  
PROGRAM



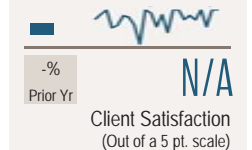
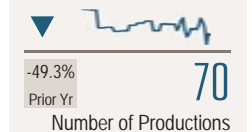
2020  
RURAL  
COMMUNITY  
DEVELOPMENT  
BLOCK GRANTS



Q2 FY21  
PROCUREMENT  
TECHNICAL  
ASSISTANCE  
CENTER



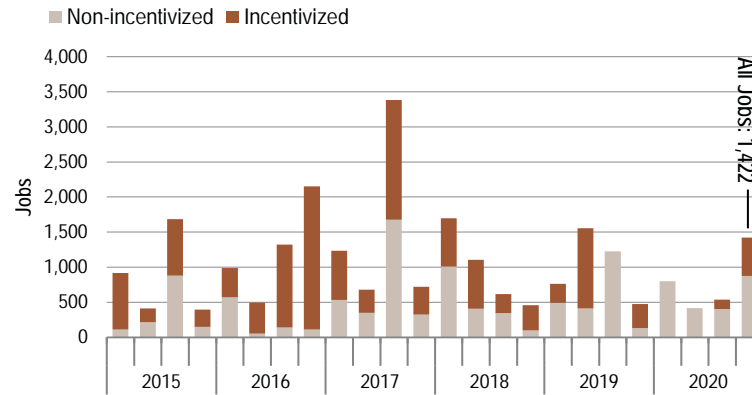
Q2 FY21  
NEVADA  
FILM OFFICE



**JOBS ANNOUNCED BY ASSISTED COMPANIES**

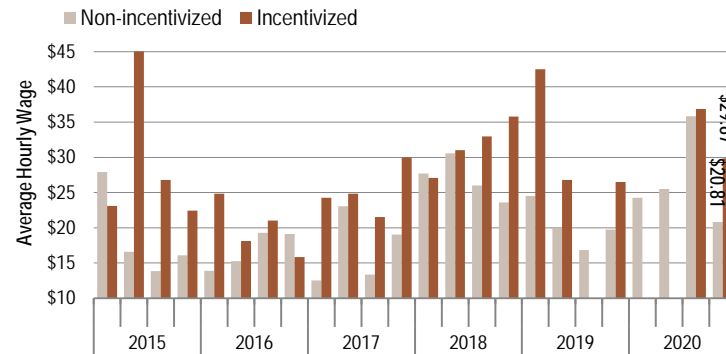
In the fourth quarter of this year, 20 companies added 1,422 jobs to Nevada's economy. Once these companies are fully staffed, the build-out job estimate is 2,542. Incentivized companies are bringing in 548 jobs, while non-incentivized assisted companies are adding 874 jobs to the workforce. In total, 3,174 jobs were brought in to Nevada over the course of the year.

In 2020, 46 percent of the assisted companies were manufacturers followed by logistics and operations (26 percent), and information technology (12 percent).



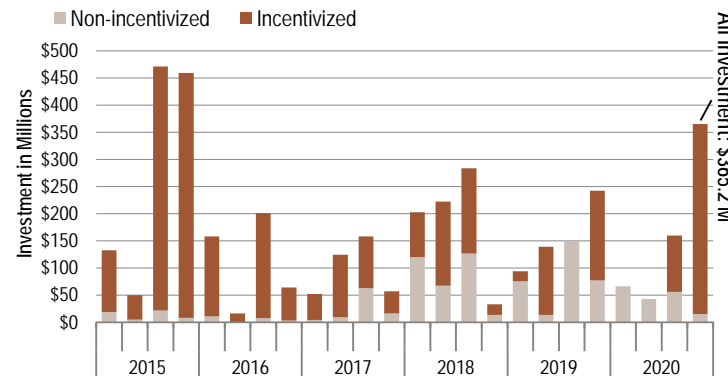
**WAGES PAID BY ASSISTED COMPANIES**

The average hourly wage paid by assisted companies was \$26.43 in 2020 – a 10.9 percent increase from 2019. For the year, the incentivized average wage is finalized at \$31.23. Meanwhile, the non-incentivized average wage came in at \$25.12.



**ASSISTED COMPANY INVESTMENT**

Capital investment by incentivized companies totaled \$365.2 million in the fourth quarter, bringing the yearly total for all assisted companies, aside from those excluded in the note below, to \$634.4 million. Capital investment for 2020 exceeded last year's total by \$9.1 million.



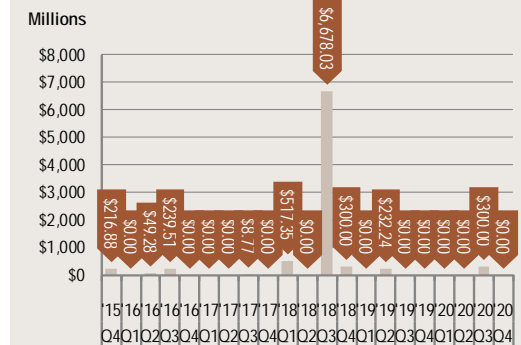
Note: Excludes large scale projects like Boulder Solar Power (\$1B), Apple (\$1B), Tesla (\$5B), or companies that qualified for Aviation or Data Center abatements.

**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.

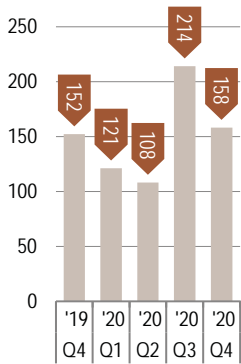
**CAPITAL INVESTMENT BY ASSISTED AVIATION AND DATA CENTER COMPANIES**



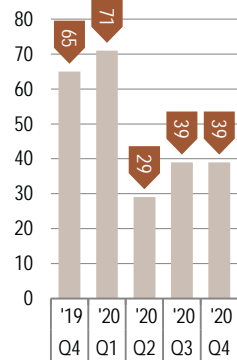
One company received a Data Center abatement in 2020. Capital investment into the State by this company stands at \$300 million. There were no Aviation abatements in 2020.

RECRUITMENT ACTIVITY: 2019 Q4 – 2020 Q4

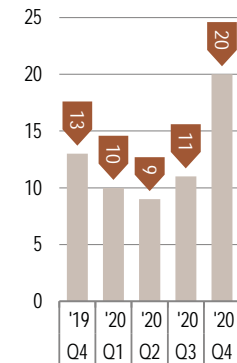
NEW LEADS



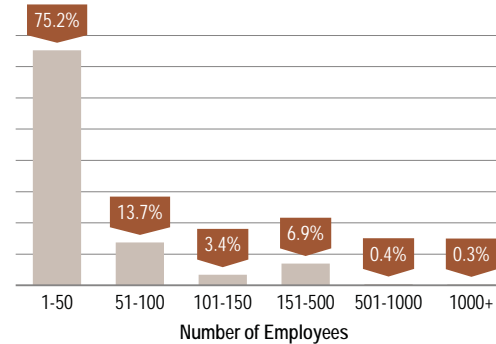
NEW PROSPECTS



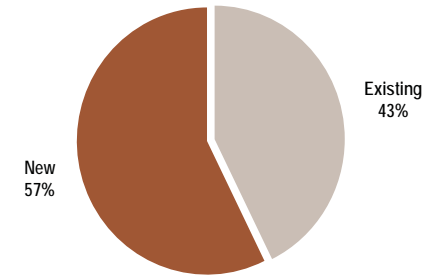
WINS



SIZE OF COMPANY ASSISTED



NEW AND EXISTING INCENTIVIZED COMPANIES



There were 20 wins in the fourth quarter of 2020. This represents a 81.8 percent increase from the third quarter of 2020, and a 53.8 percent increase from last year. Activity in the earlier stages of the recruitment pipeline during the fourth quarter were mixed. When compared to the previous quarter, Leads were down by 26.2 percent and Prospects held steady. When compared to last year, Leads were up by 3.9 percent while Prospects were down by 40 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 75.2% employed 50 or less.

Of total companies receiving abatements since 2012, 57.3 percent are new companies who have relocated to the state and 42.7 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 | 50        | 3,174         | 5,281          | \$26.43      | \$934,440,254      | 13                     | 681          | 1,449          | \$31.23      | \$753,666,889      | 37                         | 2,493        | 3,832          | \$25.12      | \$180,773,365      |

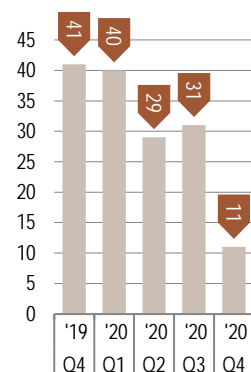
## GLOBAL RECRUITING: Q4 2020

In the fourth quarter, there were no additional leads, but two prospects were added to the Global Recruiting Pipeline.

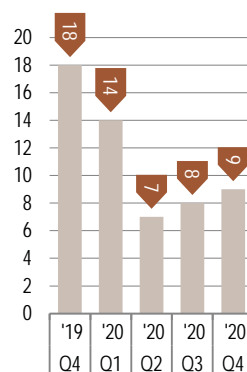
After removing those which have become inactive, the current inventory of all active global leads and prospects now stands at 11 and nine, respectively.

There were two company wins in the fourth quarter.

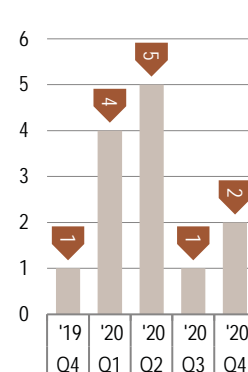
### ACTIVE LEADS



### ACTIVE PROSPECTS



### WINS



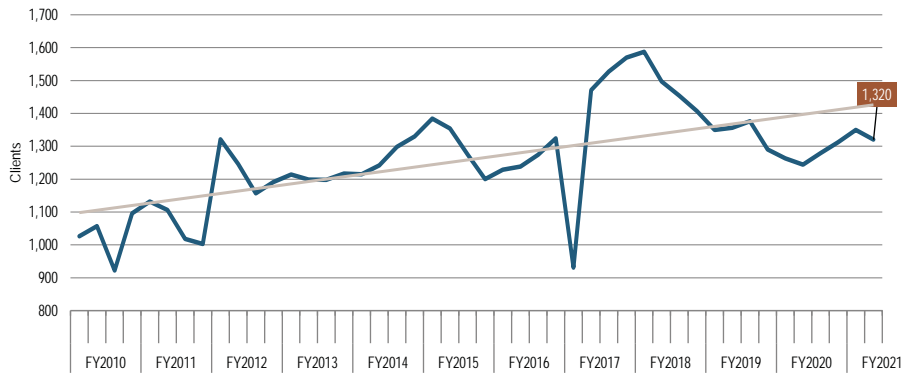
## INTERNATIONAL FUNDED EDUCATION AND GOVERNMENT AGREEMENTS

| FOREIGN PARTNER   | AMOUNT    |
|---|-----------|
| Province of Lubelskie Poland and Nevada GOED – Nevada Lubelskie Acceleration Bridge 2018-2020 | \$262,000 |
| Warsaw School of Economics and the University of Nevada Reno                                  | \$100,000 |
| Province of Mazowieckie Poland and Nevada GOED (Nevada Global)                                | \$50,000  |
| National Center for Research and Development and GOED (Nevada Global)                         | \$100,000 |
| Warsaw School of Economics – UNR NVGLOBE-L  | \$49,000  |
| MineConnect, Ontario Canada - Mining Accelerator in Elko (GOED & NNRDA)                       | \$380,000 |

## INTERNATIONAL TRADE ACTIVITY

- » In December 2020, GOED joined the Global Open Innovation Networks and Groups (GOING) initiative comprised of governmental and regional administrations as well as private businesses who share a common vision of creating a green, smart, sustainable, and prosperous world. Headquartered at the Seoul National University Smart Campus, GOING's mission is to create a global community of innovation centers, academia, research, and development institutions.
- » In collaboration with Northeastern Nevada Regional Development Authority, the Nevada Global platform built a new partnership with MineConnect (a conglomeration of over 190 hard rock mining companies employing over 8,800 people throughout Northern Ontario, Canada). This partnership will help Canadian companies in the mining sector establish subsidiaries in Nevada and connect with mentors and potential Nevada partners.
  - » Utilizing \$380,000, MineConnect hopes to establish a permanent presence in Northern Nevada for 10 of their top-tier Canadian mining companies over a three-year period, resulting in high-paying, quality Nevada jobs.
- » GOED 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 \$4.3 billion integrated resort in Las Vegas. The casino is slated to open in the summer of 2021, bringing 6,000 jobs to Nevada.
- » 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 the Hoover Dam. Partnership on developing the new technology began in October 2018 with a grant approved by the Israel-US BIRD Foundation.
- » In December 2020, GOED partnered with the Japan External Trade Organization (JETRO) Office and the Consulate-General of Japan in San Francisco, the Honorary Consul of Japan in Nevada, and Nevada Industry Excellence to organize the first ever Japan-Nevada Business Roundtable. At the roundtable, three valuable Japanese subsidiaries spoke about their business presences in Nevada: Mary's Gone Crackers, Inc., NTT (a large telecommunications company), and Sega Sammy Creation (a gaming machine manufacturer).
- » GOED connected with the University of Nevada, Reno (UNR) College of Business, the Mazovia Marshal Office, Warsaw School of Economics, and the Warsaw Stock Exchange to support their joint application and receipt of the GOSPOSTRATEG grant. This grant, offered by the National Center for Research and Development in Poland, is for identifying best practices in regional startup ecosystems supporting creation of global companies. As a recipient of the grant, UNR will research the US market, with emphasis on solutions which can be transferable to Nevada.
- » The SBA State Trade Expansion Program (STEP) 7 grant assisted 21 small business exporters over a two-year period ending in October 2020. Despite the COVID-19 challenges, Nevada companies reported \$7.8 million in export sales. Additionally, for every dollar in grant funding provided by the SBA, Nevada small businesses earned \$51.8 in export sales – the highest return on investment to date.

**PROCUREMENT TECHNICAL ASSISTANCE CENTER**

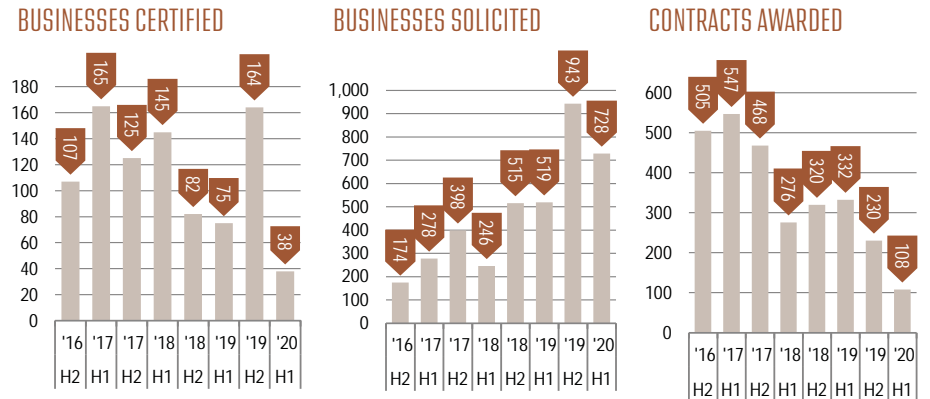


|             | PRIME CONTRACT AWARDS |       |               |           | SUBCONTRACT AWARDS |              |           |
|-------------|-----------------------|-------|---------------|-----------|--------------------|--------------|-----------|
|             | CLIENTS               | NO.   | AMOUNT        | 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 | 1,335                 | 828   | \$228,309,553 | \$275,736 | 33                 | \$28,013,331 | \$848,889 |

PROCUREMENT TECHNICAL ASSISTANCE CENTER  
**OVERVIEW FY2021**

- » The Nevada Procurement Technical Assistance Center (PTAC) reported 283 contracts and 15 subcontracts for its clients in the second quarter of FY21. The number of clients decreased slightly from 1,350 in the first quarter to 1,320 in the second 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  |
| 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 |
| January – June 2020  | 38         | 728       | 108       | \$3,061,241 | \$28,345 |

EMERGING SMALL BUSINESS PROGRAM  
**OVERVIEW**

- » The current number of Emerging Small Businesses (ESB's) that have been certified has expanded by 2.4 percent in the first half of 2020 to a total of 1,643.
- » Local government agencies have until the end of March to report metrics for the second half of 2020. 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.

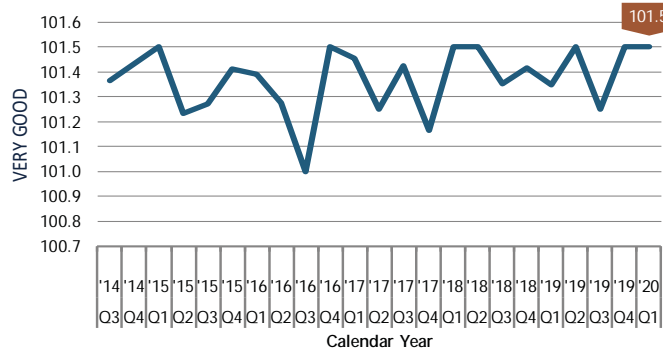
## NEVADA FILM OFFICE

### NEVADA FILM OFFICE ANNUAL PRODUCTION REVENUE\*

| FISCAL YEAR | NUMBER OF PRODUCTIONS | REVENUE*      |
|-------------|-----------------------|---------------|
| 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    | 148                   | \$32,389,700  |

\*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 last three 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 Q2

| PROJECT                    | PROJECT TYPE |
|----------------------------|--------------|
| Fool Us Season 7B          | TV Series    |
| PAWN STARS SEASON 17       | Reality      |
| American Idol              | Reality      |
| Dinner Impossible          | TV Series    |
| PBS Outdoor Nevada         | TV Series    |
| I Used To Be Your Neighbor | Documentary  |

\* Each of the projects contributed more than 200,000 in local production expenditures.

## COMMUNITY DEVELOPMENT BLOCK GRANTS

### 2020 GRANTS

- » Sixteen grants totaling \$3,283,881. Fifteen CDBG-CV grants totaling \$1,229,785.
- » Rural Nevada: Ten grants with a total allocation of \$2,791,299. Nine CDBG-CV grants with a total allocation of \$992,781.
- » Urban Nevada (Carson City): Six grants with a total allocation of \$492,582. Six CDBG-CV grants with a total allocation of \$237,004.

### 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 | 19               | \$3,784,780       | \$199,199           | 71%                          |

### RURAL GRANT PROGRESS

- » During the fourth quarter (October/November/December), \$5,600 was paid to one rural city.
- » CDBG staff closed two grants representing \$1,000,000 in CDBG funds. Leveraging funds in the amount of \$533,560 was contributed by the grantee.
- » The closed grant assisted 1053 Nevadans; 652 (61.34 percent) were Low to Moderate Income individuals.
- » There are currently 31 open grants: 1 from 2017, 5 from 2018, 6 from 2019, 10 from 2020 and 9 from 2020 CDBG-CV.

### URBAN COMMUNITY DEVELOPMENT BLOCK GRANTS

- » During the fourth quarter (October/November/December), \$7,770 was paid to Carson City.
- » Carson City reverted to the state's CDBG program in 2017. Carson City received \$492,927 in the 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.

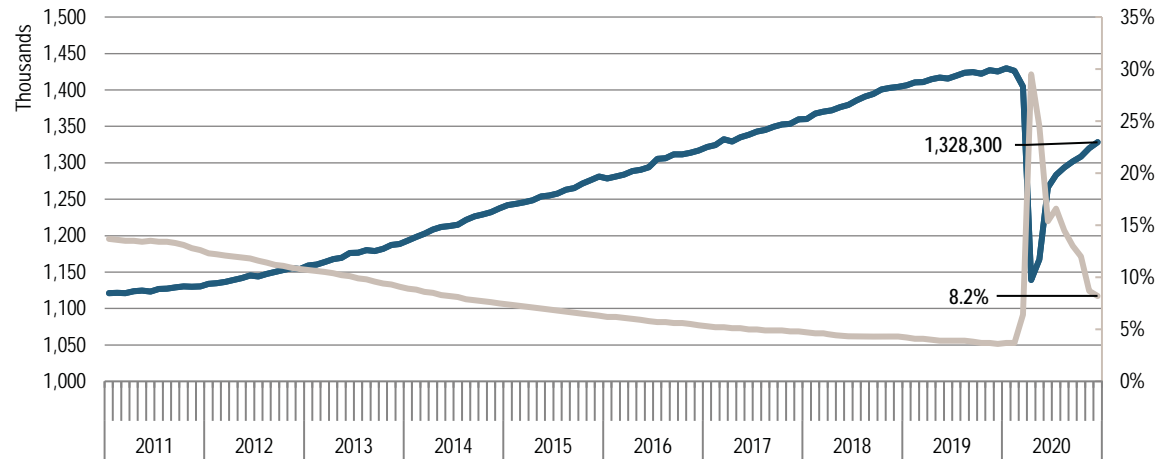
\*Total Allocation includes HUD allocation as well as recaptured funds

### NEVADA JOBS AND UNEMPLOYMENT

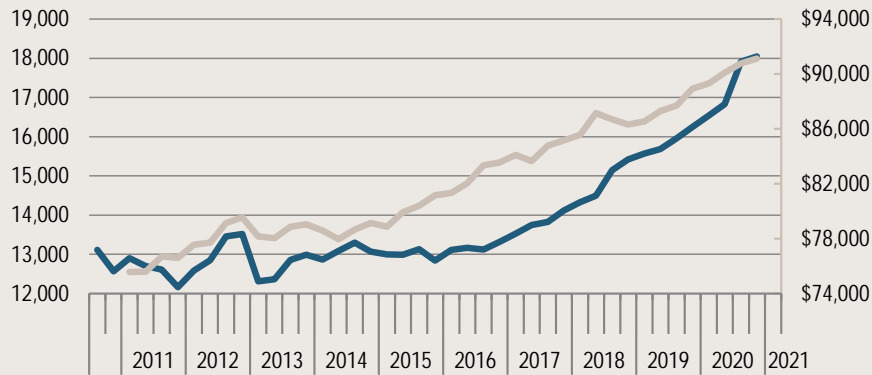
As a result of the COVID-19 pandemic, the number of workers in Nevada's economy totaled 1,328,300 in December. This reflects a loss of 101,300 jobs since the pre-recessionary high in January 2020. However, 189,300 jobs have been gained back since the recessionary low in April. Jobs in Nevada declined by 6.7 percent over the year, which compares to a National decline of 6.2 percent.

The unemployment rate currently stands at 8.2 percent; a 4.6 percentage point increase from this time last year and 4.6 points above the pre-recessionary low of 3.6 percent.

— Jobs (in thousands) — Unemployment Rate

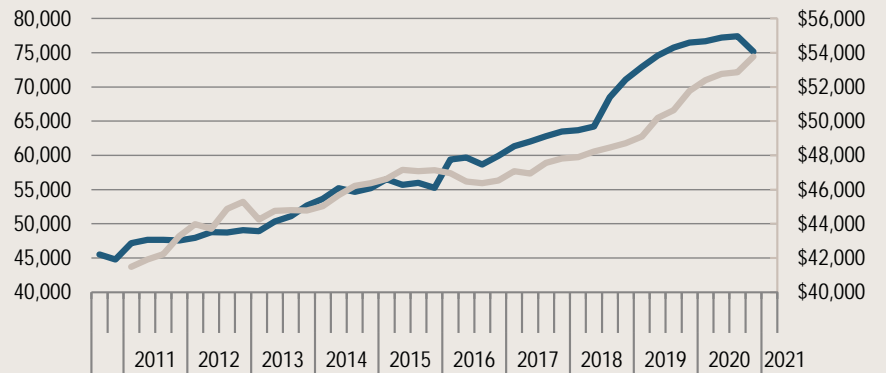


### AEROSPACE AND DEFENSE



With the addition of 126 jobs, there were 18,040 workers employed in Nevada's Aerospace and Defense sector in the fourth quarter of 2021. Average annual earnings increased by \$330 to \$91,110 per year. When compared to last year, there has been a 11.0 percent increase in jobs and a 2.4 percent increase in earnings.

### BUSINESS INFORMATION TECHNOLOGY

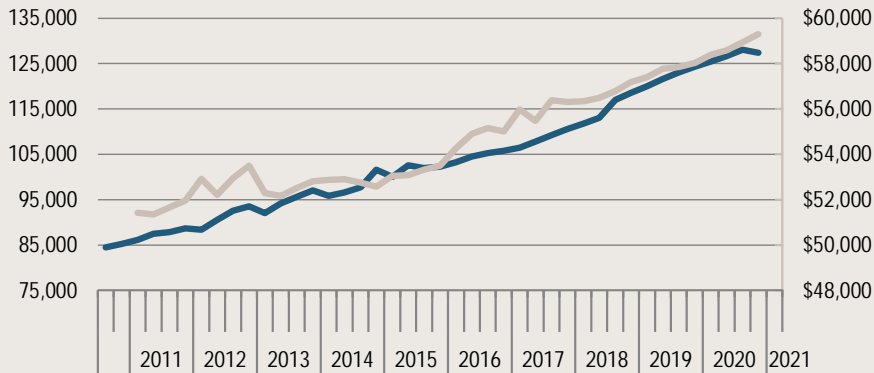


The number of jobs in Nevada's Business Information Technology sector contracted by 2,270 in the fourth quarter to a total of 75,150 workers in the sector. Average annual earnings realized an increase of \$910 per year and now stand at \$53,780. For the year, job counts have decreased by 1.8 percent, while earnings improved by 3.9 percent.

— Jobs — Average Earnings per Job

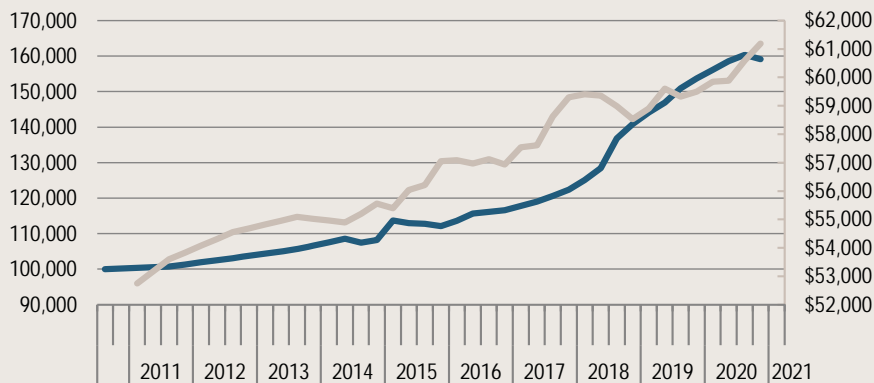


HEALTH AND MEDICAL



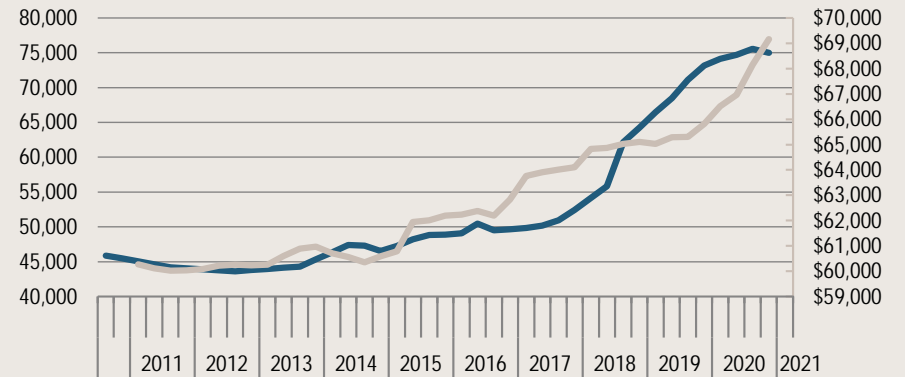
When compared to third quarter of 2020, there was a decline of 660 jobs in Nevada's Health and Medical sector, for a total of 127,370 workers employed this quarter. The sector also realized a \$360 per year bump in annual earnings which now stands at \$59,300. When compared to last year, job counts in Nevada's healthcare sector have expanded by 2.4 percent and earnings by 2.2 percent.

MANUFACTURING AND LOGISTICS



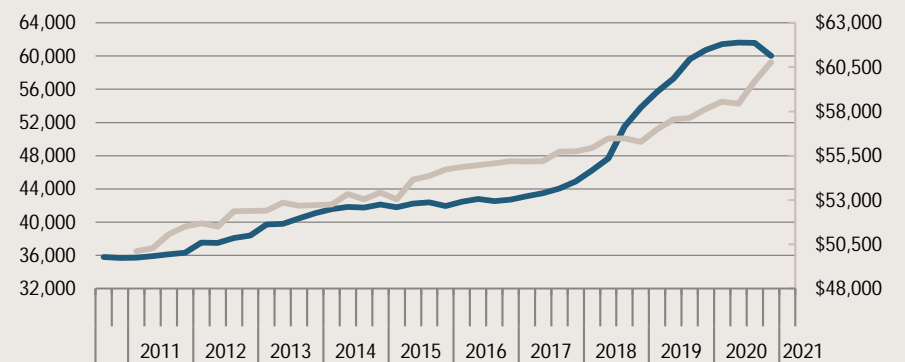
There was an increase of \$600 in average annual earnings in Nevada's Manufacturing and Logistics sector which stood at \$61,191 during the first quarter of the year. In total, job counts decreased by 1,270 workers bringing total employment in the sector to 159,080. For the year, jobs have grown by 3.5 percent and earnings have increased by 2.8 percent.

NATURAL RESOURCE TECHNOLOGIES



There were 74,990 workers in Nevada's Natural Resource Technologies sector after a decline of 570 jobs in the fourth quarter. Average annual earnings increased by \$1,010 over the quarter, and currently stand at \$69,160. When compared to last year, job counts have improved by 2.5 percent and earnings increased by 5.1 percent.

MANUFACTURING



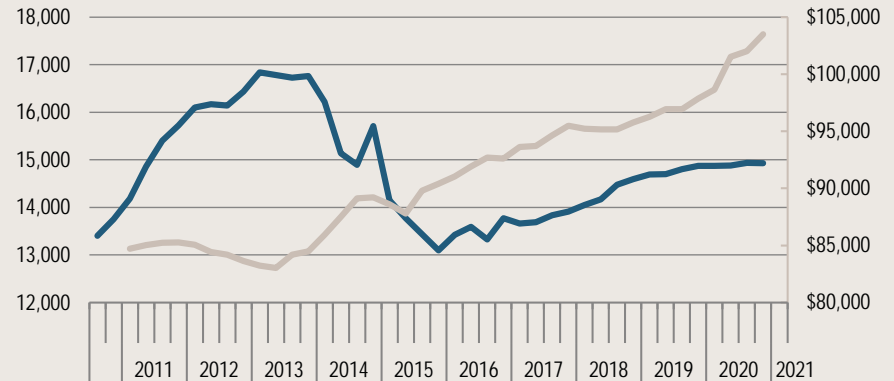
Nevada's Manufacturing sector declined by 1,540 workers in the fourth quarter. There are 60,040 workers employed in the sector making, on average, \$60,780 per year. Since last year, job counts decreased by 1.2 percent, while average annual earnings grew by 4.6 percent.

— Jobs — Average Earnings per Job



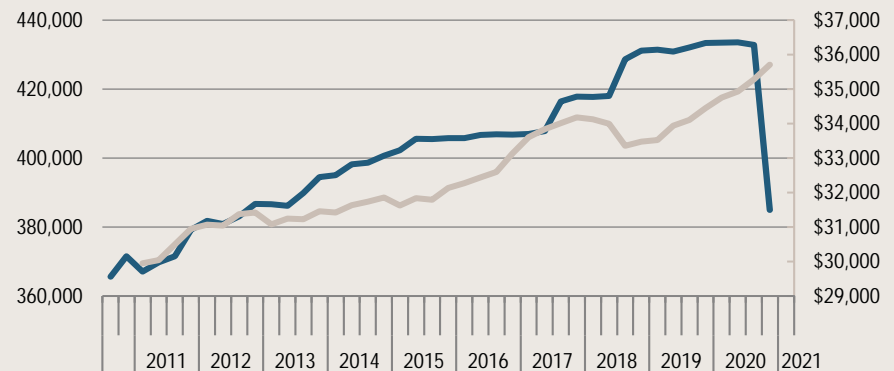
### MINING

Job counts in Nevada's Mining sector held steady in the fourth quarter, with 14,930 employed in the industry. Meanwhile, average annual earnings grew by \$1,470 this quarter, and currently stand at \$103,510. When compared to last year, job counts have improved by 0.4 percent and earnings grew by 5.8 percent.



### TOURISM, GAMING, AND ENTERTAINMENT

Job counts in Nevada's Tourism, Gaming, and Entertainment sector is down 47,860 positions in the fourth quarter bringing total employment in Nevada's largest sector to 385,010. Annual earnings increased by \$420 to a total of \$35,710. For the year, jobs decreased 11.2 percent, while earnings increased 3.6 percent.



Jobs Average Earnings per Job