

**STATE OF NEVADA  
GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT  
BOARD MEETING MINUTES  
Thursday, September 23, 2021**

**The meeting of the Board of Economic Development was called to order by Governor Steve Sisolak on the Zoom platform.**

**VOTING BOARD MEMBERS PRESENT**

Governor Steve Sisolak, State of Nevada  
Secretary of State Barbara Cegavske, State of Nevada  
Dr. Dana Bennett, Chief Executive Officer, Midas Strategies  
Mr. Raymond Specht, Chief Executive Officer, Specht Leadership Consulting  
Dr. Weldon Havins, Director, Medical Jurisprudence and Ophthalmology, Touro University Nevada

**NON-VOTING BOARD MEMBERS PRESENT**

Ms. Elisa Cafferata, Director, Department of Employment Rehabilitation and Training  
Mr. Terry Reynolds, Director of Business and Industry

**VOTING BOARD MEMBERS ABSENT**

Mr. James Barrett, Jr., President and Founder, The JABarrett Company  
Mr. Dan Klaich, Voting Member at Large

**NON-VOTING BOARD MEMBERS ABSENT**

Dr. Melody Rose, Chancellor and Chief Executive Officer, Nevada System of Higher Education

**STAFF MEMBERS PRESENT**

Bob Potts, Deputy Director, GOED  
Carli Smith, Digital Media Manager, GOED  
Chelsea Walburg, Research Manager, GOED  
Christine Guerci, Special Counsel to the Colorado River Commission and GOED  
Danny Miller, Technical Support Specialist, GOED  
Dijana Mitrovic, International Business Development Coordinator, GOED  
Greg Bortolin, Director of Communications, GOED  
James Humm, Director of Compliance & Regulatory Affairs, GOED  
Jeanette Holguin, Business Development Coordinator, GOED  
Kristopher Sanchez, Deputy Director, GOED  
Leandra Diossa, Director of Administration, GOED 2  
Michael Brown, Executive Director, GOED

Michelle Sibley, Human Resources Manager & Executive Assistant of Operations, GOED  
Melanie Sheldon, Director of Business Development, South, GOED  
Patty Herzog, Director of Rural Economic and Community Development, GOED  
Pawel Pietrasienski, Director of International Trade, GOED  
Samantha Cline, International Business Specialist, GOED  
Stacey Bostwick, Workforce Development Program Coordinator, GOED  
Susan Skaggs, Executive Assistant, GOED  
Tatjana Vukovic, Director of Business Development North, GOED

**GUESTS PRESENT**

Adrina Ramos – King, Workforce Connections  
Alan Ragsdale, City of NLV  
Alonso Quezada, Adams and Associates  
Amy Miller, NNDA  
Angelique Marello, Romeo & Juliette Inc.  
Arielle Edwards, CNLV  
Audrey Ramsaran, Ernst & Young, LLP  
Barry McCain, Ball Metal Beverage Container Corp  
Ben Nicholson, CAE SimuFlite, Inc,  
Benoit Rocheleau, CAE, SimuFlite, Inc,  
Bill Legere, City of North Las Vegas  
Blair Westmoreland, Deloitte Tax LLP  
Breanna Bensoua, LVGEA  
Caleb Cage, Nevada System of Higher Education  
Chris Weiss, Nevada Department of Business and Industry  
Chris Zunis, LVGEA  
Christine Guerci, Office of the Attorney General  
Cindy Kendall, Department of Employment, Training and Rehabilitation  
Daphne Hooper, City of Fernley  
David Newton, Office of the Nevada Attorney General  
Davis Draheim, NeuroVū  
Derek Armstrong, City of Henderson  
Douglas McLaughlin, Crown Cork & Seal USA, Inc.  
Ed Uehling, Private Citizen  
Emily Vivian, ADX Labs, Inc.  
Eric Steinmetz, State of Nevada, Department of Taxation  
Grant Cooper, Ernst & Young, LLP  
Greg Johnson, SAMSARG, Inc.  
Gustavo Perez, Ernst & Young, LLP  
Hawah Ahmad, Clark County Education Association  
Heather Crawford, Nye County Assessor's Office  
Henna Rasul, Nevada Attorney General's Office

Irene Bustamante-Adams, Workforce Connection  
Jared Smith, LVGEA  
Jason Soto, NeuroVu Studios  
Jason Berg, ADX Labs, Inc.  
Jeff Malin, Applied Manufacturing  
Jeff Brigger, NV Energy  
Jennifer Atlas, Griffin Co.  
Jill Giles, The Kroger Co.  
Jim Chittenden, CAE SimuFlite, Inc.  
Joe Frankel, AMPG  
Joe Pearce, CROWN Cork and Seal USA, Inc.  
John Griffin, The Griffin Company  
John Richey, Romeo & Juliette, Inc.  
John Restrepo, RCG Economics  
Joi Holliday, Executive Branch  
Joseph Campos, Blockchains  
Judd Price, Flowers Baking Company of Henderson, LLC  
Karen Schnog, Nevada Department of Business and Industry  
Kelson Powell, State of Nevada, Department of Taxation  
Lea Case, Belz & Case Government Affairs  
Lexia Brockett, Las Vegas Global Economic Alliance  
Lynn O'Mara, NNDA  
Marcel Schaerer, Nevada Department of Business and Industry  
Matt Goldberg, Accurate Manufactured Products Group  
Matt Goldberg, Accurate Manufactured Products Group  
Matt Watkins, Wells Enterprises  
Matthew Walker, Greenberg Traurig on behalf of Motional  
Matthew Darbous, T-Mobile US, Inc.  
Mia Rodriguez, Flowers Baking Company of Henderson, LLC  
Michael Moore, Ernst & Young  
Michael Walsh, LVGEA  
Mike Blank, Nuro, Inc.  
Nancy McCormick, EDAWN  
Netanel (Nati) Israel, Deloitte Tax LLP  
Nick Clason, LVGEA  
Patrick Walker, City of North Las Vegas  
Paul Michels, Haddington Dynamics II, Inc.  
Perry Ursem, LVGEA  
Phil Cowee, NNDA  
Rita Williams, The Kroger Co.  
Robert Boehring, KPMG, LLP  
Sam Wempe, Motional AD, Inc.

Sarah Vosler, KPMG, LLP  
Scott Anderson, Nevada Secretary of State Office  
Scott McCarty, Ball Metal Beverage Container Corp.  
Shannon Silva, State of Nevada, Department of Taxation  
Shelli Long, State of Nevada, Department of Taxation  
Stan Thomas, EDAWN  
Steve Peirce, RIBUS, Inc.  
Terri Sheridan, City of North Las Vegas  
Thomas Romeo, Northern Nevada 3PL, LLC  
Thomas Anderson, Wells Enterprises, Inc.  
Timothy Moore, NeuroVu Studios  
Todd Enerson, Haddington Dynamics II, Inc.  
Tom Wachli, Applied Manufacturing, LLC  
Valerie Saines, T-Mobile US, Inc.  
Valerie Balen, Belz & Case Government Affairs

**1. CALL TO ORDER, ROLL CALL, AND ESTABLISH QUORUM**

Governor Steve Sisolak, State of Nevada called the meeting to order. Ms. Jeanette Holguin, Business Development Coordinator, GOED, called roll, and quorum was established.

**2. PUBLIC COMMENT**

Mr. Jared Smith, Chief Operating Officer, Las Vegas Global Economics Alliance (LVGEA), expressed his thanks, to the Board, for its support of economic development. Mr. Smith also commended Director Brown and the GOED staff for their strategic partnership, the regional and municipal partners, and all of the companies helping to create jobs in the state. Mr. Smith further indicated that LVGEA is committed to diversifying the economy.

There was no additional public comment.

**3. APPROVAL OF THE JUNE 17, 2021, BOARD MEETING MINUTES**

Secretary of State Barbara Cegavske and Dr. Dana Bennett abstained from the vote as they were not present at the last GOED Board meeting.

**A MOTION WAS MADE BY DR. WELDON HAVINS TO APPROVE THE JUNE 17, 2021, BOARD MEETING MINUTES. MR. RAY SPECHT SECONDED. THE MOTION PASSED UNANIMOUSLY.**

#### **4. EXECUTIVE DIRECTOR UPDATE AND DIRECTOR'S REPORT**

Director Michael Brown, Executive Director, Nevada Governor's Office of Economic Development (GOED), began his report by informing the Board that Mr. Alex Dixon has moved out of state and as such, GOED is searching for a replacement for him on the Board. Director Brown next informed the Board that the Nevada Procurement Technical Assistance Center (PTAC), which works with the Defense Department has just completed a session with the tribal nations in the Fallon area. Director Brown further indicated that the international division has received a \$250,000 grant to promote exports, after which the Small Business Administration (SBA) provided another \$100,000, for a total of \$350,000, a record amount, from the Federal Government to support export programs in Nevada. Director Brown informed the Board that a new professional grant writer, Ms. Erin Hasty, has been added to the GOED team.

Director Brown indicated the Economic Development Administration (EDA), a division of the Department of Commerce that normally operates with a grant program of approximately \$300 million, has been given \$3 billion through ARP and as a result, has produced six funding opportunities for state governments in the area of economic development and workforce. The first opportunity is for a \$1 million planning grant, for which GOED has applied with the intent of updating the Economic Development Plan two years ahead of schedule. Director Brown explained that there is a group of four zip codes in southern Nevada that are the most poverty-stricken, and these four are organized on the Southern Nevada Enterprise Community (SNEC) of which Director Brown is a member. Director Brown indicated that if GOED receives the \$1 million grant, the intent is to try and use some of those resources in these distressed areas.

Director Brown advised GOED has requested money to assist the state's tribal nations in applying for grants as well as money for broadband and supply chain networks. A \$1 million grant application has been filed and the Congressional delegation has been briefed on it.

Director Brown stated GOED has been working with LVGEA, which has created an alliance of the cities, county, and university system in southern Nevada, to pursue an upwards of \$70 million grant for infrastructure enhancements in southern Nevada, workforce development, a program at UNLV in the innovation and medical areas, and startup opportunities with the City of Las Vegas. Additionally, there are funding opportunities for tribal nations in the workforce area, with help from the Las Vegas Chamber of Commerce.

Director Brown noted there are a record number of applications scheduled for today's meeting, reiterating that Nevada's position as a Pacific Time Zone State with access to pacific ports makes it an attractive location. Director Brown explained that all the applications have been run through the compliance process, which looks for patterns of practice or willful violations; all of today's applications are in compliance.

## **5. WORKFORCE INNOVATIONS FOR A NEW NEVADA PRIORITY**

Director Brown informed the Board of the WINN Fund, which is designed to help industries coming to the state, particularly in the area of advanced manufacturing, to train a needed workforce.

Director Brown indicated that the program has been running for approximately three years. This year, GOED went to the legislature because the program needs to be made more effective going forward, one step of which is to create a pathway for people to get trained to work in these sectors. Director Brown explained that this then becomes a potential partnership of the community college, GOED, the employer, and possibly the local government. To make this happen, a floor needs to be established as to what qualifies salary-wise for this pathway and the GOED Board needs to formally ratify it. The recommendation is to set the floor at 85 percent of the average wage for the occupation, but not less than \$17 per hour. Director Brown explained a motion and second are needed to approve this proposal to begin this process.

Governor Sisolak asked legal counsel if a motion could be made given that this action item was not agendaized. Ms. Henna Rasul, Legal Counsel, confirmed that a vote could not be taken on this item as it must be agendaized for the public to receive sufficient notice before a vote.

Director Brown confirmed GOED would bring this as an agenda item to the next meeting.

## **6. METRICS REPORT**

Ms. Chelsea Walburg, Research Manager, GOED, indicated that most metrics from the second quarter of 2021 are positive. The number of assisted companies, 41, is up 115.8 percent over the prior year's second quarter. Ms. Walburg explained that initial jobs from those companies are up 156.1 percent for a total of 3,114 employees. Ms. Walburg further indicated that the number of jobs, once the companies are fully built out, will equal 5,489, up 187.7 percent from the second quarter of 2020. The average wage paid by assisted companies during the second quarter is down to 24.5 percent, which is only 0.4 percent less. This drop is mainly because Clark County was above the 7 percent unemployment threshold last quarter, which changes the abatement eligibility criteria. Ms. Walburg next informed the Board that assisted company investments are up 196.3 percent to \$323.7 million. By contrast, the pipeline from Regional Development Authorities (RDAs) has slowed and is down 41.5 percent from the prior quarter and 4.6 percent from the prior year. Ms. Walburg indicated that the state is down 17.9 percent from the prior quarter in prospects, but up 58.6 percent from the prior year. In addition, the number of wins received from RDAs, which includes more than just those received from abatements, is down 42.3 percent from the prior quarter but up 66.7 percent from the prior year.

Ms. Walburg informed the Board that GOED's Global Trade Division has had two wins this quarter, which is flat from the prior quarter.

The Emerging Small Business Program (ESB) is up 37 percent from the prior year from January through June of 2021.

Ms. Walburg indicated that the Rural Community Development Block Grant Program is up 25 percent from the prior year, the Procurement Technical Assistance Center is up 1.2 percent in the fourth quarter of FY '21 with 1,328 total clients. The Nevada Film Office is up by 332 percent, 104 productions, from the prior year's second quarter. Ms. Walburg concluded her report by informing the Board that the client satisfaction survey, which had been temporarily down due to budget constraints, is now back up and registering at 101.5 client satisfaction.

## **7. STATE OF NEVADA UNEMPLOYMENT RATE UPDATE**

Mr. Bob Potts, Deputy Director, GOED, reiterated Ms. Walburg's assertion that the unemployment rate resolution has an impact on abatement applications in terms of eligibility and criteria. Mr. Potts explained that this resolution is put in place to help encourage job creation in the counties with high unemployment. Mr. Potts explained this was revised in the 2017 Legislative Session to include these different wage criteria. Mr. Potts further indicated that only two counties in the state are currently above the 7 percent threshold: Clark and Nye Counties, an improvement over June, at which time six counties were above the 7 percent threshold. Mr. Potts explained that a 12-month trailing average is used because the county unemployment rate is not seasonally adjusted, which is problematic because of things like holiday hiring, which would create bumps in the unemployment rate that do not accurately reflect the fundamentals of the economy. Mr. Potts indicated that at a high level, the wage criteria change in that if the unemployment rate in the county is above 7 percent, as a general rule, the company then qualifies for full abatements, which reduces the sales and use tax down to 2 percent, and the modified business and personal property tax to 50 percent.; if a county is below 7 percent, the abatements are then partial, with a sales and use tax of 4.6 percent and modified business and personal property tax at 25 percent.

Secretary of State Cegavske commented that there is a problem in southern Nevada, as well as in other parts of the state, regarding employee shortages and requested that all companies coming before the Board in today's meeting address this issue by discussing how they plan to attract workforce.

## **8. ABATEMENT APPLICATIONS FOR BOARD APPROVAL**

### **A. APPLIED MANUFACTURING, LLC**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Michael Walsh, Vice President of Business Development, LVGEA, introduced Applied Manufacturing, LLC (Applied Manufacturing), a new-generation medical device company committed to improving accessibility and affordability of high-quality healthcare globally. Mr.

Walsh explained that Applied will have a capital equipment investment of \$5.1 million, will hire 54 employees within the first 24 months of operation at an average wage of \$22.77, and will offer a comprehensive benefits package. Mr. Walsh was joined by Mr. Tom Wachli, President, Applied Manufacturing.

Mr. Wachli explained that Applied Manufacturing is a subsidiary of Applied Medical, a company that was founded on the mission to lower the cost of healthcare while bringing innovation and better clinical outcomes to customers and patients. Mr. Wachli explained that the organization, consisting of 4,600 team members, has manufacturing facilities in California, the Netherlands, as well as multiple direct distribution hubs worldwide and prides itself on its vertical integration. Mr. Wachli informed the Board that everything at Applied Manufacturing is designed and manufactured in-house, including the components and the machines that make those components. Mr. Wachli indicated that Applied Manufacturing is looking forward to locating in Las Vegas for its next R&D and manufacturing facility, which will include a team comprised of engineers, manufacturing experts, managers, and production associates. In response to Secretary of State Cegavske's request to include hiring information, Mr. Wachli informed the Board that the company will be looking for several engineers and production people, some of whom will be transferring in from California and others who will be likely hired in from both in and out of state, depending on the breadth of personnel availability in Las Vegas.

Director Brown informed the Board that he and Director Elisa Cafferata, Director, Nevada Department Employment, Training and Rehabilitation (DETR) have agreed to land the company and then move to the next steps, which include signing the contract with the state, followed by discussing workforce issues. Director Brown further indicated that he has spoken with Mr. Ken Evans, President, Urban Chamber of Commerce, and Mr. Peter Guzman, President, Latin Chamber of Commerce, regarding helping the companies to find personnel within the existing Nevada labor force.

Secretary of State Barbara Cegavske indicated her concern about approving companies without knowing what their hiring processes/policies will be.

Mr. Wachli indicated his hope to employ Las Vegans but did inform the Board that there is a plan in place to bring some existing team members from California as well as to recruit other team members from other states. Mr. Wachli indicated that this will all be dependent upon the availability of potential personnel within the state itself.

Mr. Specht requested that the companies coming before the Board today, who are considering locations in other states, inform the Board if they intend to locate in Nevada if approved.

Mr. Wachli indicated that locating in the state of Nevada is 100 percent the objective of Applied Manufacturing if approved today.

**A MOTION WAS MADE BY MR. SPECHT TO APPROVE THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL**



**PROPERTY TAX ABATEMENT FOR APPLIED MANUFACTURING, LLC. DR. BENNETT SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**B. BALL METAL BEVERAGE CONTAINER CORP.**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Walsh, LVGEA, introduced Ball Metal Beverage Container Corp.(Ball). The company will have a capital equipment investment of \$175.9 million, will hire 178 employees within the first 24 months of operation at an average wage of \$33.65 as well as a comprehensive benefits package. That the company is one of the world's leading suppliers of aluminum packaging for beverages, foods, and household products, with its largest product line being aluminum beverage containers. In addition, Ball also provides aerospace and other technology-related services to commercial and governmental customers. The company is considering the establishment of a multi-line beverage packaging facility in North Las Vegas. Mr. Walsh was joined by Mr. Scott McCarty, Director, Corporate Communications, Ball.

Mr. McCarty explained the company is US-based and 141 years old. The company is currently headquartered in Colorado following a move from Indiana in the past. Mr. McCarty explained that Ball is likely known for home canning products, but that the company exited that product line back in the 90s in favor of the aluminum beverage packaging being made today, which also addresses sustainability issues as well as plastic in the oceans and around the world.

Mr. McCarty indicated that if approved, this would be the 26th aluminum beverage packaging plant in North America, 23 of which are in the US. Mr. McCarty further stated demand for the product is currently at an unprecedented high level. Mr. McCarty advised the company is looking to hire as many people as possible locally and indicated the wages offered by the company makes it an attractive choice in the labor market. However, the company does intend to bring in some expertise from its other plants, with some employees changing plants temporarily as part of the project, and others permanently remaining in the area.

Secretary of State Cegavske asked Mr. McCarty to advise where and how the company intends to recruit employees.

Mr. McCarty indicated, over the first two years of the project, the creation of 178 jobs is anticipated first two years with 220 jobs by year five. Mr. McCarty advised the company employs a significant talent acquisition group who already has ties to numerous connections in the region and in the state. In addition, because the pay is over \$33 per hour, totaling nearly \$70,000 per year, these are high-value jobs. Mr. McCarty noted the average years of service at Ball is 14 years. For these reasons, the company will certainly advertise locally in addition to those individuals in other plants who have expressed interest in locating in Nevada. As such, Mr. McCarty expressed confidence in being able

to find employment, particularly since the projected timeline to fully staff the plant is approximately two years.

**A MOTION WAS MADE BY DR. BENNETT TO APPROVE THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR BALL METAL CONTAINER CORP. DR. WELDON HAVINS SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**C. CAE SIMUFLITE, INC.**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Chris Zunis, Vice President of Business Development, LVGEA, introduced CAE SimuFlite, Inc. (CAE). The company will have a capital investment of over \$61 million in the first two years of operation and will be hiring 78 full-time employees within the first 24 months of operation at an average wage of \$54.96 per hour as well as offering a comprehensive benefits package. Mr. Zunis was joined by Mr. Ben Nicholson, President of Washington Operations, CAE, and Mr. Benoit Rocheleau, Head Of Operations, Business Aviation, Helicopter and Maintenance Training, CAE.

Mr. Nicholson explained that CAE is the preferred training provider for aviation, defense, and healthcare customers. The company's proposed Nevada facility will not only invest locally but will be a major contributor to the rapidly expanding business aviation market as well as support strategic engagements with key defense customers. Mr. Nicholson advised the jobs will be predominately high-tech-oriented jobs with average wages in the mid-50s with a potential to grow.

Mr. Rocheleau noted the majority of employees are instructor pilots. CAE currently has a pool of over 2,000 instructor pilots around the world, some of which will be moved to the Nevada area in order to create a pool of pilots for the project. Pilots will also be hired locally and nationally. Most support function personnel will be hired locally. In addition, the facility will train between 1,500 to 2,000 pilots each year, which will drive economic benefit to the Nevada region to the tune of over \$5 million per year.

Mr. Nicholson indicated that CAE definitively planned to locate in Nevada if approved.

Dr. Havins asked what airport CAE intends to use, or if they will be located near the airport. Mr. Rocheleau indicated that the facility does not need to be on airport property as a simulator, which is a perfect replica of a cockpit, is used for pilot training. In addition, the facilities are approved by the FAA or different authorities around the world. The intent is to locate close to McCarran Airport in Clark County for the allowance of better traffic for international customers. Two types of training will be performed: current training, which is a training that takes place either every six months or annually, depending on the operator; and initial, which is for pilots learning to fly a new type of aircraft.

**A MOTION WAS MADE BY DR. HAVINS TO APPROVE THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR CAE SIMUFLITE INC. MR. SPECHT SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**D. CROWN CORK AND SEAL USA, INC.**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Zunis, LVGEA, introduced Crown Cork and Seal USA, Inc. (Crown). The company is one of the largest global can manufacturers in the world and was founded in 1982. The company plans to locate its proposed Nevada facility in Mesquite. The company will have a total capital investment of over \$180 million of which \$81.5 million will come in the form of new capital equipment. In addition, the advanced aluminum can manufacturing facility will generate 126 full-time jobs within the first 24 months of operation with an average hourly wage of \$26.18 and a comprehensive health benefits package. Mr. Zunis was joined by Mr. Doug McLaughlin, Director of Human Resources, Crown and Mr. Mr. Joe Pearce, Vice President of Corporate Tax, Crown.

Mr. McLaughlin advised that the 126 employees Crown is proposing to hire will be a mix of management and hourly employees, at a wage of approximately \$55,000 per year, or \$26 per hour. Mr. McLaughlin explained Crown will be using a hybrid approach to source these employees, including a core team approach, which involves bringing in skilled individuals from the company's 16 other beverage facilities. Mr. McLaughlin further explained that Crown hopes to employ most individuals locally through a variety of approaches.

Mr. Pearce noted Crown intends to remain in Nevada for over 50 years to be ingrained in the local community. Mr. Pearce advised that, if approved, the intention is to move forward with the project in Nevada.

Secretary of State Cegavske, indicated her concern regarding water usage and conservation, citing the fact that Crown uses 150,000 gallons per day.

Mr. Pearce confirmed this is what Crown would ideally like to have for water consumption. However, it is not necessarily what would be used. The company's newer equipment is more efficient in terms of water usage and that one of Crown's goals is to reduce water usage, wastewater compliance, and water access by 2030. Crown's overall goal is to undersell and overdeliver with respect to the water usage.

Secretary of State Cegavske asked Mr. Pearce to confirm what Crown anticipates will be used per day in terms of water and questioned if the 150,000 gallons per day she had been told was inaccurate.

Mr. Pearce confirmed that accurate information was provided. However, going forward, the hopes are to reduce that amount. Mr. Pearce further indicated that a portion of the water is recycled.

Governor Sisolak asked how much of those 150,000 gallons would be recycled, indicating that the state receives returned float credits for water added back into the lake.

Mr. Pearce indicated he did not currently have an answer for that question.

Governor Sisolak explained that unless the water is poured on the ground for use in watering or agriculture, household and industrial water is recycled, recaptured, treated, and returned to the lake.

Mr. Pearce confirmed Crown's process would be similar.

**A MOTION WAS MADE BY DR. HAVINS TO APPROVE THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR CROWN CORK AND SEAL USA, INC. DR. BENNETT SECONDED. THE MOTION PASSED UNANIMOUSLY.**

#### **E. FLOWERS BAKING COMPANY OF HENDERSON, LLC**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Perry Ursem, Vice President of Business Retention and Expansion, LVGEA, introduced Flowers Baking of Henderson, LLC (Flowers). Mr. Ursem advised Flowers is an expansion in Henderson that will add 66 new jobs over two years and more than 88 jobs over five years at an average hourly wage above the state average hourly set forth during the 2020-21 state fiscal period. Ursem was joined by Mr. Judd Price, Henderson Site General Manager, Flowers and Ms. Mia Rodriguez, Human Services, Flowers.

Mr. Price noted the company prides itself on second-chance employment. As such, Mr. Price explained that the company looks to partner with outside agencies for second-chance employment and will be hiring 66-plus high-paying career jobs. Mr. Price indicated that once up and running, all of Nevada, Utah, California, and Idaho will be served with the bread coming out of this facility. The expansion will also include the line of Dave's Killer Bread, Mr. Price explained that the company is part of a parent company that operates 47 highly efficient bakeries. Mr. Price advised that as part of the expansion, the company will use local businesses such as Bull Concrete, Wynn Electrical, and Thompson and Sons Plumbing.

Ms. Rodriguez reiterated Mr. Price's assertion that this company is a strong believer in second-chance employment. As such, staffing plans aim to hire approximately 90 percent of local Nevadans and approximately 10 percent as relocations from sister bakeries across the nation. Ms. Rodriguez indicated that the second-chance program involves expanding the hiring pool to include those who

may have some sort of criminal background. In addition, the company partners locally with the College of Southern Nevada (CSN) and has recruited students from Southwest Tech Academy.

Dr. Bennett commented she is a big fan of Dave's Killer Bread and is delighted at the prospect of it being produced locally in Nevada. In addition, Dr. Bennett indicated her support for the company's second-chance philosophy and stated this should be encouraged among many employers as there currently exists a pool of potential employees who are being overlooked.

Mr. Specht commended the company, not only for its bread, but also for its second chance program and proposed expansion.

**A MOTION WAS MADE BY SECRETARY OF STATE CEGAVSKE TO APPROVE THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR FLOWERS BAKING COMPANY OF HENDERSON, LLC. DR. BENNETT SECONDED. THE MOTION PASSED UNANIMOUSLY.**

#### **F. HADDINGTON DYNAMICS II, LLC.**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Ursem, LVGEA, introduced Haddington Dynamics II, Inc. (Haddington). Haddington is an expansion in Clark County that will add 99 new jobs over two years and 363 new jobs over five years at an hourly wage north of \$61 per hour as well as with 100 percent coverage of employees' health benefit premium costs. Capital investment projections total approximately \$500 million. Mr. Ursem was joined by Mr. Todd Enerson, President, Haddington.

Mr. Enerson explained that Haddington started in a garage in southern Nevada. The company was formed in 2015 and in 2017 began selling robot kits that could be 3D printed. Mr. Enerson explained that in December of 2020, the company was acquired by Ocado, of whom it is now a fully owned subsidiary. Haddington is looking to expand to serve the company that acquired it as well as its existing customers. Mr. Enerson explained that because Haddington is a wholly owned subsidiary, all revenue will remain in Nevada. Mr. Enerson indicated that approximately 90 percent of the parts for the company's low-cost, high-performance robotics are produced in Nevada using 3D printing or additive manufacturing. Mr. Enerson explained that current interns and employees of the company are currently students in the high schools and community colleges in Clark County. Mr. Enerson informed the Board that the savings from the tax abatements would be used to create high-quality wages to attract talent. Mr. Enerson indicated Haddington's vision is to become a top employer for Nevadans with a passion for code, calculus, CAD, robotics, and automation. Mr. Enerson advised that while California has Silicon Valley, Haddington would like to create an Automation Alley in Nevada.

**A MOTION WAS MADE BY MR. SPECHT TO APPROVE THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR HADDINGTON DYNAMICS II, LLC. DR. HAVINS SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**G. MOTIONAL AD, INC.**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Ursem, LVGEA, introduced Motional AD, Inc. (Motional). This is an expansion in Clark County that will create 111 new jobs over two years and 203 jobs over five years at an average hourly wage of approximately \$35 per hour. Capital equipment projections total approximately \$3.5 million, not including the additional \$15.5 million the company intends to invest into real property and improvements. Mr. Ursem was joined by Mr. Sam Wempe, Director of Government Relations, Motional.

Mr. Wempe indicated that one of his areas of responsibility is to engage with governments throughout the planning of potential expansion. Mr. Wempe explained that Motional is an autonomous vehicle developer that is making driverless technology safe, reliable, and accessible. Mr. Wempe explained that Motional opened its Las Vegas technical center in 2018 and has since hired more than 250 Nevadans as full-time employees. Mr. Wempe informed the Board that Motional is testing its all-electric vehicle platform on the public roads in the state in anticipation of a fully driverless commercial passenger service on a major ride hail network in 2023. Mr. Wempe advised these vehicles are not being developed for individual ownership, but rather to be used in a fleet capacity. Mr. Wempe noted to support operations in Nevada, two components are being considered for the expansion: a test track upgrade and a vehicle remote assistance center. Mr. Wempe advised that safety is the company's number one priority and as such, before any on-road testing occurs, a substantial amount of testing on closed courses takes place. The company's current site required significant modifications and expanding the test track would allow the company to undertake several new scenarios in a controlled fashion. As commercialization of autonomous vehicles approaches in the coming years, Motional also needs a place to monitor vehicles and engage passengers. Mr. Wempe equated this to air traffic control for vehicles that are operated in the US. Mr. Wempe noted new employees coming in at ground level, will have a career path to transition up through the company. Mr. Wempe confirmed that if the incentive package, being requested, is granted Motional planned to begin expansion work immediately.

Dr. Bennett asked about how the company has engaged locally and its future community engagement plans. Mr. Wempe advised, in addition to its company-wide internship program, Motional also volunteers with several different groups around Nevada. Moreover, Motional's Nevada HR lead is on the Board of Workforce Connections. In addition, before COVID, Motional did several ad hoc events such as science fairs at elementary schools. When planning to test in new

areas, Motional always sends mailers to neighborhoods and invites neighbors to reach out with questions or concerns as well as to visit its technical facility.

Director Brown added that this sector was prioritized in the state's first diversification plan, amplified again by SRI, put into the Resiliency Plan, and is also associated with climate change, thus placing Nevada on the leading edge of the future.

**A MOTION WAS MADE BY MR. SPECHT TO APPROVE THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR MOTIONAL AD, INC. DR. HAVINS SECONDED. THE MOTION PASSED UNANIMOUSLY.**

#### **H. NEUROVU STUDIOS**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Ursem, LVGEA, introduced NeuroVu Studios (NeuroVu). NeuroVu is a new company contemplating operations in Clark County that would create 20 new jobs over two years and 33 jobs over five years at an average hourly wage of at least \$32 per hour. In addition, the company will cover 100% of the employees' health benefit premium costs. Mr. Ursem was joined by Mr. Jason Soto, President for Strategy and Growth, NeuroVu.

Mr. Soto advised NeuroVu intends to bring a new business model to southern Nevada with new technology to revolutionize the film and video production industry called virtual production, which will replace traditional green-screen filming. Mr. Soto explained the company believes Las Vegas offers an exciting and established location for it to grow along with the benefits of a pro-business environment, state tax structure, affordable cost of living, incentive programs offered by the Nevada Film Office, as well as the state's vision and commitment to attracting innovative companies. Mr. Soto indicated that, if approved for abatements, the business would be located in Las Vegas and will use the tax incentive to reinvest in its technical workforce, create jobs in film and video, and grow its business. Mr. Soto noted the company has begun internal recruitment efforts with its existing production teams in Tampa and Minneapolis and has identified multiple team members wishing to relocate for the new initiative. Mr. Soto further explained that the company is working with several members of the local film industry to recruit industry professionals from southern California both in large format film, episodic, and TV commercials. Mr. Soto indicated NeuroVu's specific focus is on the exodus of film industry professionals from Hollywood, Burbank, and Costa Mesa. It is believed the company's production projects will attract visiting clients and companies that will contribute to the local economy via trade shows, hospitality, gaming, and food. Mr. Soto advised NeuroVu is working with big names in film and advertising that will establish new offices in-state to support innovative research and development focused on creating new technologies in video production. NeuroVu currently has plans underway to support higher education initiatives with UNLV and other

Nevada schools to create curriculum centered on the rapidly evolving video production industry, which will create new avenues for film students to remain in southern Nevada following graduation.

**A MOTION WAS MADE BY DR. BENNETT TO APPROVE THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR NEUROVU STUDIOS. DR. HAVINS SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**I NURO, INC.**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**

Director Brown reminded the Board that Nuro, Inc. (Nuro) was approved for abatement, under his authority, at the March 2021 GOED Board meeting. However, following that approval, the opportunity arose to establish not only the testing site, but also the end-of-line manufacturing facility. As such, Nuro pulled back its initial application with the plan of bringing forward, for Board approval, a revised application.

Mr. Walsh, LVGEA, introduced Nuro. The company will have a total capital equipment investment of \$1.9 million and will hire 250 employees within the first 24 months of operation at an average wage of \$27.50 hourly as well as offer a comprehensive benefits package. Mr. Walsh explained that Nuro was founded in 2016 with the goal of harnessing the power of robotics and artificial intelligence to solve challenges on a global scale. Nuro produces self-driving vehicles made for local grounds transportation and was the first company to receive an autonomous exemption from the National Highway Traffic Safety Administration. Mr. Walsh was joined by Mr. Michael Blank, Regional Policy Lead, Nuro.

Mr. Blank advised Nuro develops and deploys custom, electric, autonomous vehicles designed for on-road operation in the local delivery service of groceries, meals, prescriptions, and other products. Mr. Blank explained that, in addition to its partnership with industry leaders, Nuro looks forward to investing in a world-class testing facility as well as a nearby manufacturing facility in Nevada that will support the company's growth. Both facilities are expected to be fully operational in 2022. Mr. Blank reiterated Nuro's intent to create 250 highly skilled local career opportunities with long-term growth potential from the pool of Nevada's system of higher education and career-training programs.

**A MOTION WAS MADE BY DR. HAVINS TO APPROVE THE SALES TAX ABATEMENT, AND MODIFIED BUSINESS TAX ABATEMENT FOR NURO INC. MR. SPECHT SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**J. T-MOBILE USA, INC.**

- **SALES TAX ABATEMENT**



- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Walsh, LVGEA, introduced T-Mobile USA, Inc. (T-Mobile). The company will have a capital equipment investment of \$5 million, will hire 69 employees within the first 24 months of operation at an average wage of \$26.68, and will offer a comprehensive benefits package. T-Mobile is a communication services company delivering wireless to 77.2 million customers. The company is considering opening a new, non-retail facility that will specifically focus on managing corporate contracts. Mr. Walsh was joined by Ms. Valerie Saines, Director of State Income Tax, T-Mobile, and Mr. Matthew Darbous, Senior Director Corporate Real Estate, T-Mobile.

Ms. Saines advised customer experience center T-Mobile is proposing to open adjacent to the UNLV campus would be focused on managing corporate accounts. Ms. Saines explained that if the Nevada site is ultimately selected as T-Mobile's future home, the location will create a permanent location for over 500 non-retail employees that were acquired through T-Mobile's acquisition of Sprint, and the company will create over 69 new, full-time jobs. Ms. Saines explained that T-Mobile is currently leaning towards a site in southern Nevada and indicated the potential value of any tax incentives offered will be a critical factor in mitigating project costs. Ms. Saines stated T-Mobile has embraced its obligation to responsibly operate its business with a focus on people, the environment, community, and product sourcing. As such, T-Mobile is committed to serving the communities in which it operates. Ms. Saines described T-Mobile's Project 10 Million which supports online and classroom learning by providing free internet, mobile hotspots, and at-cost devices for underserved student households. In addition, T-Mobile offers three new programs, Magenta Scholars, Next Text Diversity Program, and Magenta Edge, to provide students, tech professionals, and business owners access to valuable financial, educational, and career-development resources. T-Mobile also provides annual internship opportunities for students pursuing degrees and in 2020, launched an apprenticeship program in Nevada to provide participants a year-long journey to gain skills through hands-on experience and step-by-step coaching.

Governor Sisolak asked for clarification of Ms. Saines' statement that T-Mobile is leaning towards Nevada.

Mr. Darbous indicated the company was still assessing Nevada as a good place for the company to grow.

Dr. Bennett asked for a timeline when that decision will be made and whether or not T-Mobile will be expanding its network out to places in Nevada where T-Mobile is currently not an option.

Mr. Darbous advised the decision will be made rapidly as the company is deep into the site-selection process. Mr. Darbous noted that T-Mobile is always looking to expand its network out to rural and hard-to-reach areas. Mr. Darbous cautioned that he did not know if this would specifically include the areas to which Dr. Bennett is referring but indicated the company is happy to accept recommendations.

**A MOTION WAS MADE BY DR. HAVINS TO APPROVE THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR T-MOBILE USA, INC. DR. BENNETT SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**K. WELLS ENTERPRISES, INC.**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Zunis, LVGEA, introduced Wells Enterprises, Inc. (Wells). The company is proposing expansion for its Blue Bunny Ice Cream production facility located in Henderson. The expansion would generate a capital investment of over \$64 million as well as generate an additional 87 full-time employees in the first month of expansion at an average wage of \$22.81 per hour. Wells Enterprises will also offer a comprehensive benefits package to their employees. Mr. Zunis was joined by Mr. Tom Anderson, Director of Accounting and Tax, Wells.

Mr. Anderson indicated the facility, the company wishes to expand, was purchased in 2019 and had belonged to the company's competitor, Breyer's, which was closing at the time. Mr. Anderson explained that along with the purchase of the facility, the employee base was retained. Mr. Anderson advised that the ice cream category has grown 20 percent in the last year and as such, the company needs to expand someplace in the US. The company currently owns facilities in Nevada, Iowa, and New York. Mr. Anderson indicated the company is partial to Henderson, and the state of Nevada, and would like to continue to expand in that location. Mr. Anderson explained the new investment is comprised of two main things: five production lines and additional infrastructure equipment that would allow for the future expansion of an additional two to three lines. Mr. Anderson advised the company actively recruits new personnel through billboards, radio, and other media for entry-level positions with a path to grow in the company through training and development.

Mr. Specht thanked Wells for intervening in 2019 and saving jobs in the state.

**A MOTION WAS MADE BY MR. SPECHT TO APPROVE THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR WELLS ENTERPRISES, INC. DR. BENNETT SECONDED. THE MOTION PASSED UNANIMOUSLY.**

**L. THE KROGER CO.**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Walsh, LVGEA, introduced The Kroger Co. (Kroger). The company plans to establish a state-of-the-art fulfillment center in North Las Vegas. The project will have a capital investment of 40.9

million, will hire 207 employees within the first 24 months of operation at an average wage of \$26.53, and offer a comprehensive benefits package. Kroger intends to manage and facilitate the internal sourcing for approximately 21,000 items currently sourced through locations in Utah and Arizona for the southwestern region. Mr. Walsh was joined by Ms. Rita Williams, Director of Economic Development, Kroger.

Ms. Williams advised the company is headquartered in Cincinnati, Ohio, and has operations in more than 35 states. Ms. Williams advised the new proposed Nevada state-of-the-art distribution center will be the third of its kind in Kroger's network. Ms. Williams explained Kroger currently services over 11 million customers daily and is also looking to expand its digital platform to service 4 million customers on a digital basis. In addition, the company is looking to expand its partnerships with autonomous vehicle partners, as well, to facilitate grocery deliveries to consumers. Kroger currently has more than 500,000 associates. The workforce development team will focus locally on workforce requirement. Kroger also partners with local communities and school communities.

Governor Sisolak asked if frozen foods would be distributed in this facility.

Ms. Williams confirmed the facility will house dry goods, frozen foods, fresh foods, and floral among others. This will be a full-service distribution center.

Ms. Williams further explained the distribution center will allow Kroger to source all of its products and services to the current affiliate stores in Nevada and 44 that are out of state.

Director Brown reiterated this facility will serve beyond just Smith's, indicating that it will service numerous other brands within the Kroger family.

**A MOTION WAS MADE BY SECRETARY OF STATE CEGAVSKE TO APPROVE THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR THE KROGER CO. DR. HAVINS SECONDED. THE MOTION PASSED UNANIMOUSLY.**

## **9. ABATEMENT APPLICATIONS FOR DIRECTOR APPROVAL:**

### **A. ACCURATE MANUFACTURED PRODUCTS GROUP**

- SALES TAX ABATEMENT**
- MODIFIED BUSINESS TAX ABATEMENT**
- PERSONAL PROPERTY TAX ABATEMENT**

Mr. Ursem, LVGEA, introduced Accurate Manufactured Products Group (Accurate Manufactured Products). This is a new company contemplating its western distribution operations in Clark County. This project would create 22 jobs over two years and 28 jobs over five years at an average hourly wage of at least \$27.64. Mr. Ursem explained that capital equipment projections total over \$1

million. Mr. Ursem was joined by Mr. Matt Goldberg, Founder and CEO, Accurate Manufactured Products.

Mr. Goldberg explained that, if approved, the company will set up in Las Vegas as soon as space can be leased. The company is a USA manufacturer of specialty fasteners and industrial accessories and is currently headquartered in Indianapolis.

Dr. Bennett indicated that the economic impact over 10 years indicates one total construction job supported and questioned why only one construction job over 10 years.

Mr. Goldberg indicated that the company is looking to lease space and will use local contractors to build it out.

Ms. Melanie Sheldon, Director of Business Development – Southern Nevada, GOED, indicated that GOED economic modelling calculations take in account are the costs of building improvements. As the company has projected it may make around \$100,000 worth of building improvements, one resulting construction job was calculated.

**DIRECTOR BROWN APPROVED THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR THE ACCURATE MANUFACTURED PRODUCTS GROUP.**

**B. NORTHERN NEVADA 3PL, LLC**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Stan Thomas, Executive Vice President, Economic Development Authority of Western Nevada (EDAWN) indicated that Northern Nevada 3PL, LLC (Northern Nevada 3PL) was considering locating in Fernley and constructing 450,000 to 500,000 square feet of warehouse, distribution, and e-commerce operations. Northern Nevada 3PL is a part of Bear Paw Shoes Organization. The company intends to hire 30 people in the first two years, 60 people in five years, and has just over \$2 million of capital expenditures. Mr. Thomas further indicated that the company offers a healthcare package of which 91 percent of the premium will be covered by the company. Mr. Thomas was joined by Mr. John Richey, Chief Legal Office, Northern Nevada 3PL.

Mr. Richey advised the company currently occupies approximately 400,000 square feet of space in a third-party warehouse in Fullerton, California. Mr. Richey explained that the company would like to move its warehousing operations, shipping and receiving, and e-commerce activities to the city of Fernley. The land is located on I-80, which is a main transportation artery to the majority of the company's customers. Mr. Richey explained the company is on track to build a 450,000 square-foot warehouse in Fernley, and then equip it at the cost of another \$2.4 million. Mr. Richey noted

Fernley is a good fit due to its healthy workforce from which a staff of 30-plus new positions can be hired. Mr. Richey indicated that roughly 10 to 15 people from the current facility are willing to relocate to Fernley, where they will have opportunities that they do not currently have in California. Mr. Richey further indicated that some of these employees are currently seasonal due to warehousing practices in southern California, and the company is looking to bring this in-house and create 30 full-time positions to further incentivize people to move to Fernley if a sufficient workforce cannot be found from among Fernley's existing population. Mr. Richey informed the Board that the originally proposed wage of \$21.83 was based on older information that existed before this application, and that this number will be reevaluated to offer competitive wages to attract long-term employees in addition to a benefits package including medical, dental, and vision of which the company pays 100 percent. The company also offers 401k matching, 3 percent Safe Harbor Contributions, and profit-sharing.

**DIRECTOR BROWN APPROVED THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR NORTHERN NEVADA 3PL, LLC.**

**C. RIBUS, INC.**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Mr. Thomas, EDAWN explained that RIBUS, Inc. (RIBUS) had originally intended to move its operation into McCarran and to Storey County but the space was leased before they were able to do so. As such, they are now looking to negotiate on a building in Sparks. Mr. Thomas explained that the company was founded in 1992 and supplies natural and organic rice ingredients, food, beverage, dietary supplements, and other products. RIBUS intends to hire 10 people within two years and 16 within five years at an average hourly salary of \$27.40. The company is looking at a capital investment of nearly \$2.1 million. Mr. Thomas was joined by Mr. Steve Peirce, President, RIBUS.

Mr. Peirce informed the Board that he is a resident of Henderson and that the company currently has production in the Reno-Sparks area. Mr. Peirce explained RIBUS is looking to make its first investment in an owned and operated facility and would like to put it in Sparks. Upon approval, RIBUS will begin the operation in Sparks. Mr. Peirce explained that the company uses byproducts from the rice mills in Sacramento, California and that everything is USA-made. Mr. Peirce further explained that the company is looking to bring this into a more tax-friendly, labor-friendly, and arid state because a lot of the ingredients that will be produced in-state is an all-natural anti-caking agent for use in spices, dietary supplements, and food items, that replaces synthetic chemical compounds. Mr. Peirce explained that the company is currently Reno-based contractors and will continue to do so as additional capacity is developed. Mr. Peirce informed the Board that demand has outstripped the capabilities of current operations and the new facility will meet the demand that is already on the books for the upcoming year. Mr. Peirce further indicated that due to favorable working

relationships with EDAWN and GOED, the company is happy to be considering a Nevada location. Mr. Peirce explained that the amount of water needed to clean sterilization equipment would equal one to two car washes per week. RIBUS currently has 10 employees in five different states, and the company is looking to hire an additional 10 employees, within the first two years, to fill the high-quality jobs offered.

**DIRECTOR BROWN APPROVED THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR RIBUS, INC.**

**D. SAMSARG, INC.**

- **SALES TAX ABATEMENT**
- **MODIFIED BUSINESS TAX ABATEMENT**
- **PERSONAL PROPERTY TAX ABATEMENT**

Ms. Amy Miller, Director of Business Development Northern Nevada Development Authority (NNDA), introduced SAMSARG, Inc. (SAMSARG). The company intends to locate at the Silver Springs airport in Lyon County. The company aims to provide high-quality, FAA-certified aircraft maintenance, repair, and overhaul services to the US military and general aviation customers. Ms. Miller advised that there is an increasing need for the military to extend the service life of existing fleet aircraft as well as expected future demand for maintenance and serving executive and commercial aircraft supporting the Tahoe-Reno Industrial Center. Ms. Miller indicated that SAMSARG will initially hire 25 employees at an average hourly wage of \$32.88 and pay 100 percent of employees' health insurance premiums. Ms. Miller was joined by Mr. Greg Johnson, President, SAMSARG

Mr. Johnson explained that SAMSARG began building the first hangar at Silver Springs in January of 2020 and the project was shut down as a result of the pandemic. The project has now restarted and despite delays with things like steel delivery, the project is on track for completion in approximately nine months. Mr. Johnson explained that the workforce will come from FAA-certified A&P technicians, a pool of whom are waiting to come to work for SAMSARG already. In addition, Mr. Johnson indicated that SAMSARG intends to draw its personnel from those retiring out of the Naval Air Station in Fallon as well as from the A&P schools nationwide.

Secretary of State Cegavske commended the diversity of businesses locating or expanding in the state, and thanked Director Brown for his part in making this happen.

Governor Sisolak echoed Secretary Cegavske's comments, stating that he has never seen this many applications, for the LVGEA, which is very encouraging.

**DIRECTOR BROWN APPROVED THE SALES TAX ABATEMENT, MODIFIED BUSINESS TAX ABATEMENT, AND PERSONAL PROPERTY TAX ABATEMENT FOR SAMSARG, INC.**

**10. BOARD MEMBER COMMENTS**

Secretary of State Cegavske thanked the GOED staff for their responsiveness to her and to her staff regarding her questions about the agenda for this meeting.

**11. GOVERNOR SISOLAK COMMENTS**

Governor Sisolak reiterated his happiness at the number of applications and indicated his hope that there would be many more meetings where an afternoon could be dedicated to economic development, diversifying the economy, and job creation.

**12. PUBLIC COMMENT**

There was no public comment.

**13. ADJOURNMENT**

Governor Sisolak adjourned the September 23, 2021 GOED Board meeting.