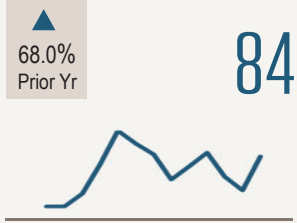


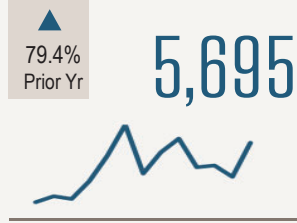
# ANNUAL PERFORMANCE REPORT

2021

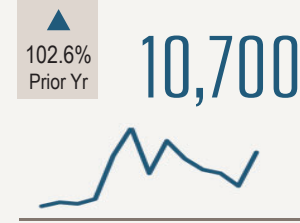
NUMBER OF ASSISTED COMPANIES 2021



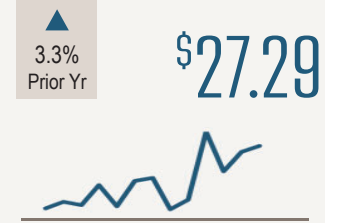
INITIAL JOBS FROM ASSISTED COMPANIES 2021



NUMBER OF BUILD OUT JOBS 2021



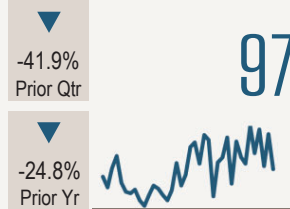
AVERAGE WAGE PAID BY ASSISTED COMPANIES 2021



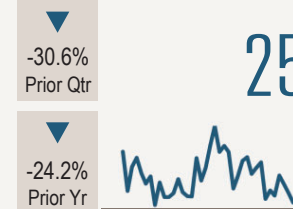
ASSISTED COMPANY INVESTMENTS 2021



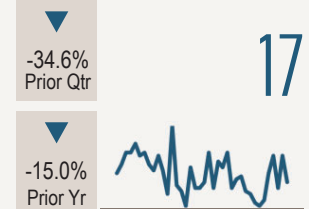
NUMBER OF LEADS Q4 2021



NUMBER OF PROSPECTS Q4 2021

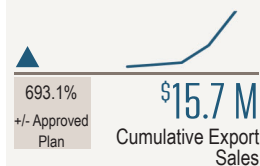
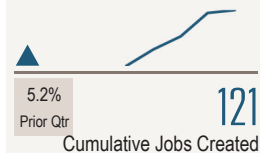


NUMBER OF WINS Q4 2021

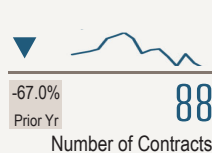


## DIVISIONS

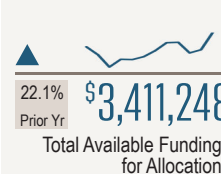
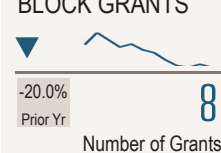
Q5 of the Biennium  
GLOBAL STEP GRANT



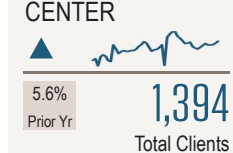
JUL-DEC 2021  
EMERGING SMALL BUSINESS PROGRAM



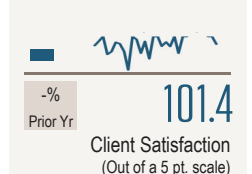
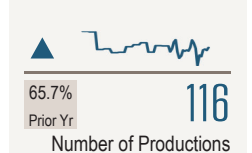
FY 2021  
RURAL COMMUNITY DEVELOPMENT BLOCK GRANTS



Q2 FY22  
PROCUREMENT TECHNICAL ASSISTANCE CENTER



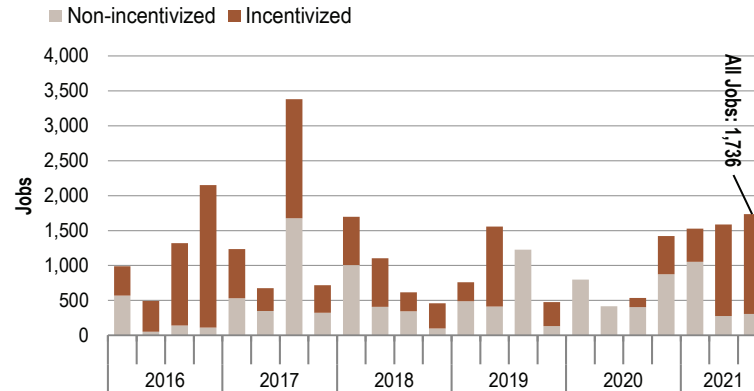
Q2 FY22  
NEVADA FILM OFFICE



**JOBS ANNOUNCED BY ASSISTED COMPANIES**

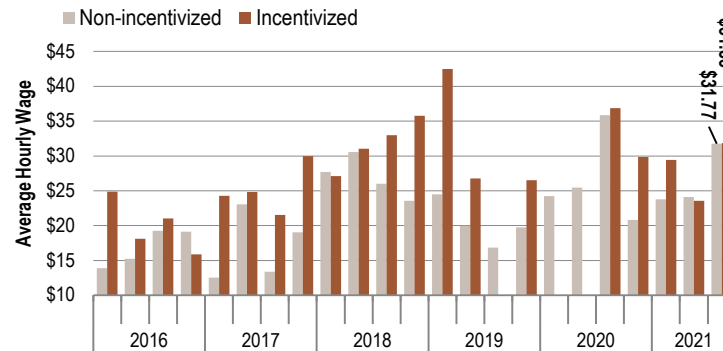
In the fourth quarter of last year, 17 companies added 845 jobs to Nevada's economy. Once these companies are fully staffed, the build-out job estimate is 1,869. Incentivized companies are bringing in 469 jobs, while non-incentivized assisted companies are adding 376 jobs to the workforce.

In 2021, 50 percent of the assisted companies were manufacturers followed by business services (21 percent) and logistics and operations (19 percent).



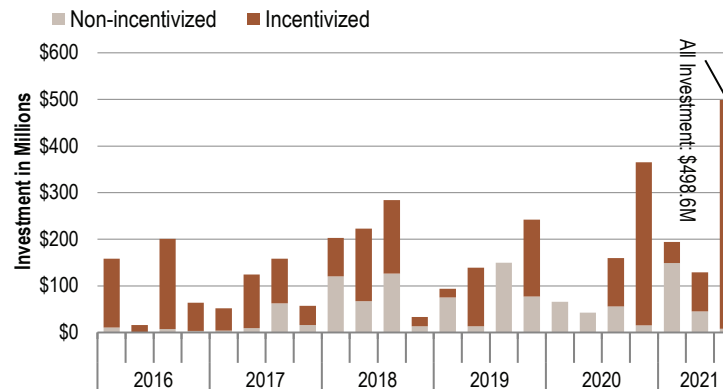
**WAGES PAID BY ASSISTED COMPANIES**

Wage activity remained strong in the fourth quarter. The average hourly wage paid by assisted companies came in at \$27.29 for the year, up from the \$27.17 average for the first three-quarters of 2021. Further, the 2021 average is up 3.3 percent from 2020. So far this year, the incentivized average wage is \$27.75. Meanwhile, the non-incentivized average wage came in at \$26.46.



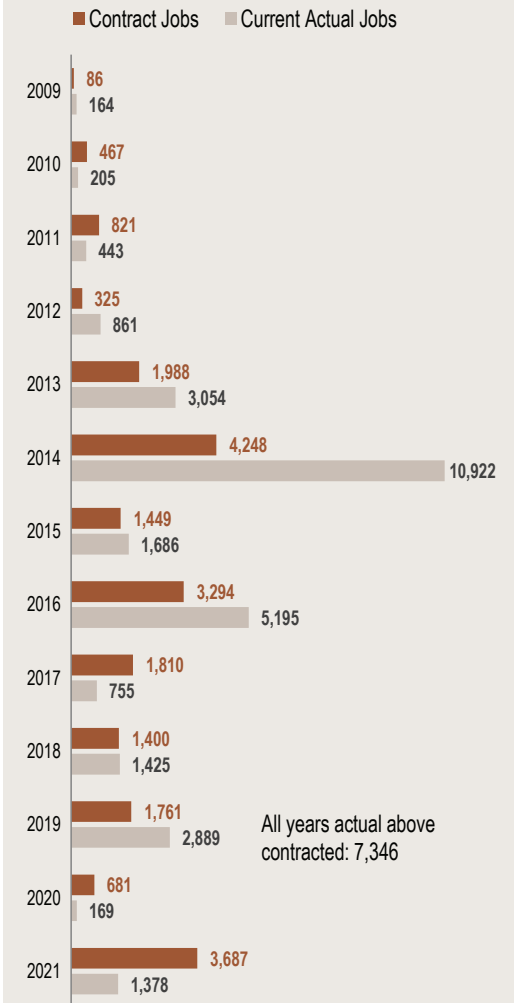
**ASSISTED COMPANY INVESTMENT**

Capital investment by assisted companies totaled \$413.3 million in the fourth quarter, \$145.3 million of which is attributed to incentivized companies. Capital investment for 2021 year-to-date totaled \$1.24 billion, exceeding the last year's total for the same time period by \$601.1 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.

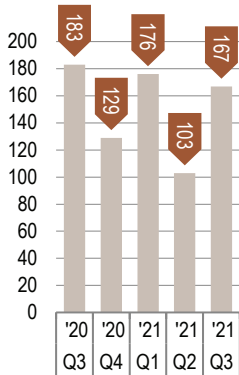
**CONTRACT AND ACTUAL JOBS BY NEW INCENTIVIZED COMPANIES**



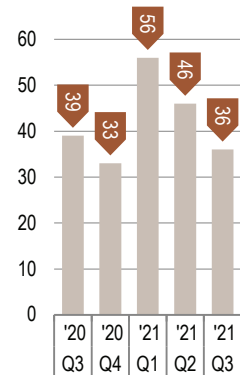
As new incentivized companies add staff, the number of actual jobs has exceeded those that were contracted.

RECRUITMENT ACTIVITY: 2020 Q4-2021 Q4

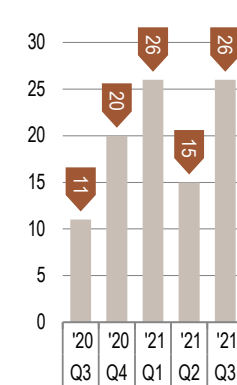
NEW LEADS



NEW PROSPECTS

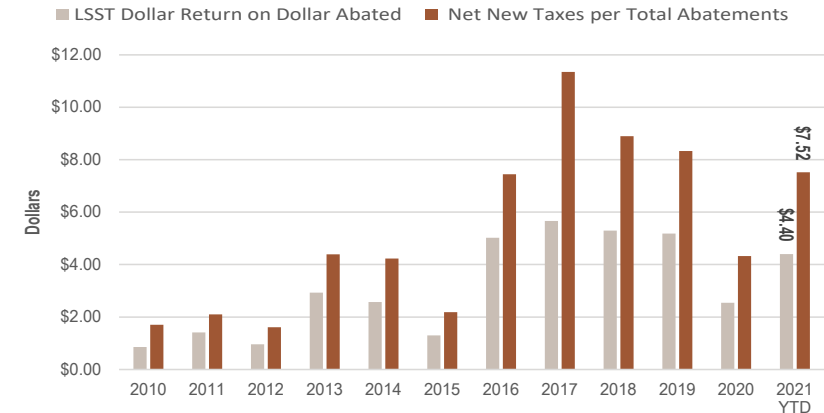


WINS



There were 17 wins in the fourth quarter of 2021. This represents a 34.6 percent decrease from the third quarter, and a 15.0 percent decrease from a year ago. Activity in the earlier stages of the recruitment pipeline during the fourth quarter were also down over prior periods. When compared to the previous quarter, Leads were down by 41.9 percent and Prospects were down by 30.6. When compared to last year, Leads were down by 24.8 percent and Prospects were down by 24.2 percent.

STANDARD ABATEMENT RETURN ON INVESTMENT



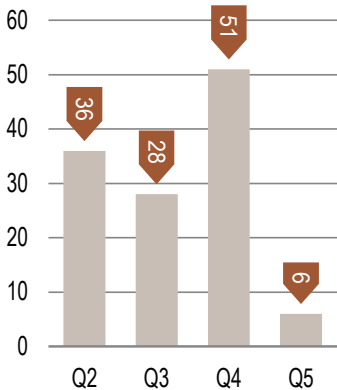
The return on investment (ROI) of abated companies is determined by dividing the estimated dollar amount of new taxes after abatements by the dollar amount of taxes abated. In 2021, for every tax dollar abated in the standard abatement, an additional \$7.05 will be collected. Looking at the Local School Support Tax (LSST) portion of the abatement over the same period, for every dollar abated, \$4.12 will be collected. Since 2010, the dollar-for-dollar return on investment of standard abatements is \$5.46 and \$3.14 for the LSST portion. The ROI for all abatements (including standard, aviation, data center, and specialized abatements) is \$2.45 since 2010, and \$7.05 so far this year.

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
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
2021	84	5,695	10,700	\$27.29	\$1,235,561,180	42	3,687	6,552	\$27.75	\$764,863,780	42	2,008	4,148	\$26.46	\$470,697,400

**SBA STATE TRADE EXPANSION PROGRAM: Q5 PROGRESS**

**JOBS CREATED/RETAINED**



The State Trade Expansion Program (STEP) helps small businesses learn to export, participate in foreign trade missions, design international marketing products and campaigns, support website globalization and e-commerce capabilities, pay for subscriptions to services provided by the U.S. Department of Commerce and other federal agencies, and participate in export trade show exhibits and training workshops.

STEP is a two-year program awarded to state governments. Over eight quarters, Nevada's approved plan is projected to aid 18 firms in creating \$1.98 million in export sales. We are now beginning the second year of the program and as of the fifth quarter, Nevada has 32 participating firms that have \$15.7 million in export sales; therefore, we have exceeded our goal by 77.8% in participants and 693.1% in sales.

The grant also promotes job growth for participating firms. In the fifth quarter of the two-year grant, there were 6 jobs created or retained, bringing the cumulative total to 121.

STEP QUARTER	NEW TO EXPORT FIRMS		MARKET EXPANSION FIRMS		TOTAL FIRMS	
	FIRMS	EXPORT SALES	FIRMS	EXPORT SALES	FIRMS	EXPORT SALES
Q2	5	\$50,000	4	\$525,462	9	\$575,462
Q3	4	\$51,348	8	\$520,796	12	\$572,144
Q4	1	\$214,864	9	\$4,622,015	10	\$4,836,879
Q5	0	\$137,814	1	\$9,542,369	1	\$9,680,183

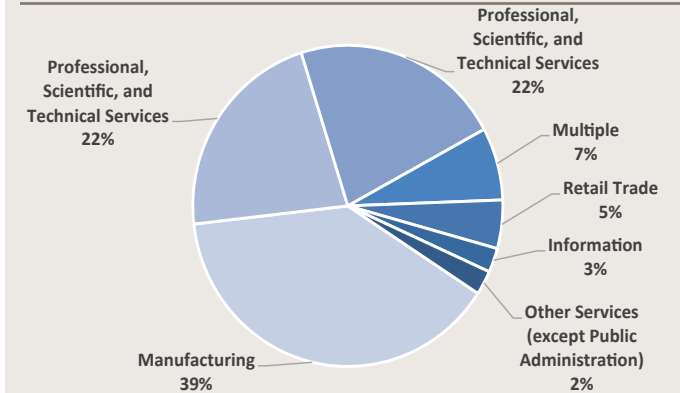
**STEP 8**

In addition to the current (STEP 9) grant, the GOED International Division also closed a year-and-a-half long grant, STEP 8, in May of 2021. Nevada's approved plan projected to aid 36 firms export \$2.6 million in sales. By the sixth quarter, 39 firms exported \$13 million in export sales, exceeding the goal by 3 firms and \$10.4 million in export sales. Over the duration of the program, grant assisted companies brought in 239 jobs to Nevadans.

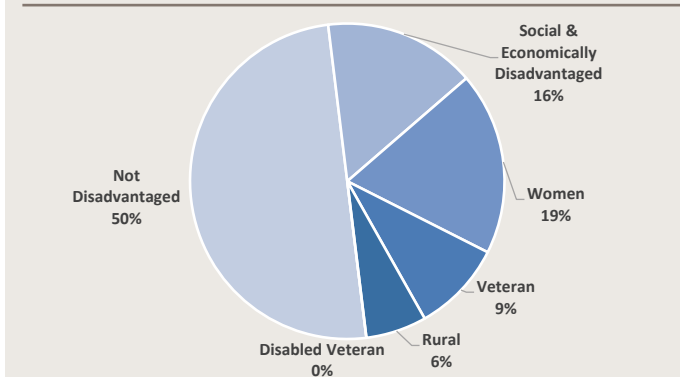
GOED INTERNATIONAL DIVISION  
**TRADE MISSION SUMMARY 2021**

- » Due to the federal government restrictions on international travel, GOED's International Division (ID) was unable to conduct trade missions abroad. However, the ID hosted several inbound foreign missions.
- » In August and September GOED ID hosted Novomatic, an Australian gaming manufacturing company. In October, GOED ID hosted an inbound mission from the United Arab Emirates (UAE), the Ministry of Municipalities and Transport, and the Crown Prince Court. In November, GOED ID hosted the Department of Culture and Tourism (DCT), another delegation from the UAE. Finally, in December, GOED ID hosted European Days in partnership with the European Union Delegation to the US and the 27 EU embassies in the US.

**INDUSTRY MIX**



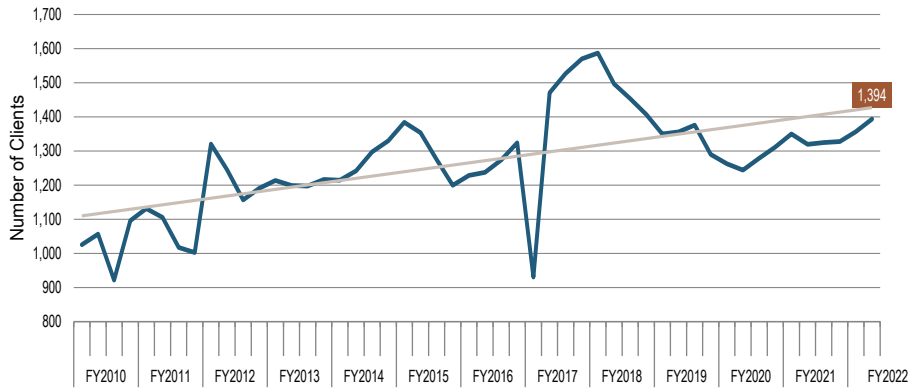
**FIRM DEMOGRAPHICS**



**EXPORT ACTIVITIES**

EXPORT ACTIVITY TYPE	TOTAL STEP FIRMS	TOTAL EXPORT SALES
Foreign trade mission	3	\$1,790,237
Website Translation, SEO, Localization	12	\$8,545,887
International marketing media design	3	\$780,386
Trade show exhibition	10	\$3,922,158
Export training workshops	2	\$500,000
Other export initiative	2	\$126,000
<b>Total Cumulative Activity</b>	<b>32</b>	<b>\$15,664,668</b>

**PROCUREMENT TECHNICAL ASSISTANCE CENTER**



	PRIME CONTRACT AWARDS				SUBCONTRACT AWARDS		
	CLIENTS	NO.	AMOUNT	AVERAGE	NO.	AMOUNT	AVERAGE
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	1,331	1,380	\$303,669,213	\$220,050	102	\$43,362,549	\$425,123
FY 2022 YTD	1,376	777	\$143,416,633	\$184,577	21	\$90,732,235	\$4,320,583

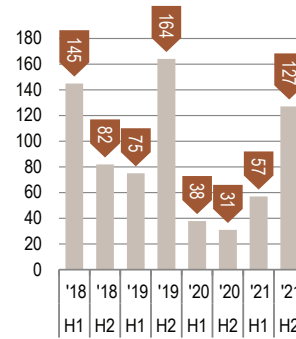
PROCUREMENT TECHNICAL ASSISTANCE CENTER

**OVERVIEW FY2022 Q2**

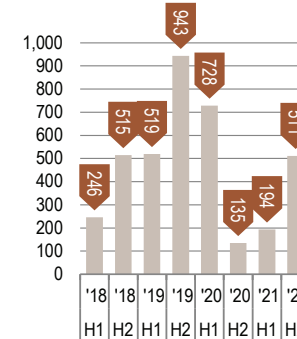
- » The Nevada Procurement Technical Assistance Center (PTAC) reported 343 prime contracts and 8 subcontracts for its subset of active clients in the second quarter of FY22. The number of clients increased from 1,357 in the first quarter to 1,394 in the second quarter.
- » Regular growth in PTAC metrics continue as a result of the division's 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**

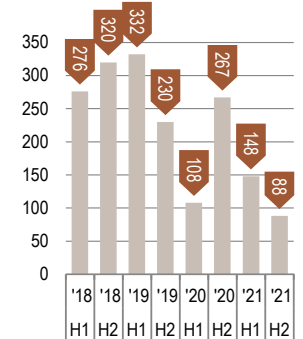
**BUSINESSES CERTIFIED**



**BUSINESSES SOLICITED**



**CONTRACTS AWARDED**



	BUSINESSES	BUSINESSES	CONTRACTS		
	CERTIFIED	SOLICITED	NUMBER	AMOUNT	AVERAGE
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
July – December 2020	31	135	267	\$12,267,731	\$45,947
January – June 2021	57	194	148	\$3,285,417	\$22,199
July – December 2021	127	511	88	\$3,879,631	\$44,087

EMERGING SMALL BUSINESS PROGRAM

**OVERVIEW**

- » The number of Emerging Small Businesses (ESB's) that have been certified from July through December 2021 has increased by 309.7 percent over the same period last year, and 122.8 percent when compared to the first half of the year. Since 2014, 1,858 ESB's have been certified in total.
- » In 2021, the number of ESB's solicited to submit a quote, bid, or proposal on a contract decreased by 18.3 percent over last year. Data is still being collected for the second half of the year, as such, these estimates may increase.

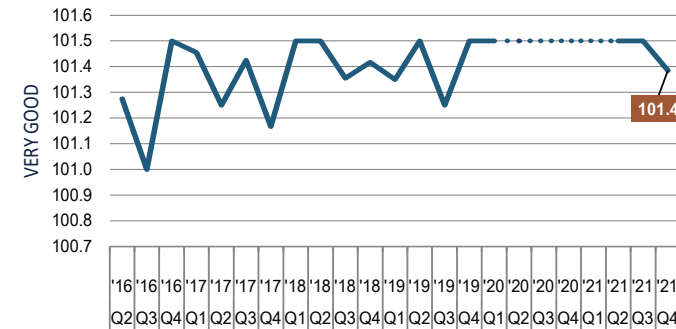
NEVADA FILM OFFICE

NEVADA FILM OFFICE  
ANNUAL PRODUCTION REVENUE\*

FISCAL YEAR	NUMBER OF PRODUCTIONS	REVENUE*
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	360	\$58,013,665
2022	217	\$51,922,544

\*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

In the fourth quarter, customer responses to the survey were solidly in the "very good" range of 101.5 and 100.9. The score decreased slightly from the last quarter, at 101.4. Due to budget constraints, the Nevada Film Office Client Satisfaction Survey was inactive from the second quarter of 2020 through the first quarter of 2021. This is indicated by the dashed portion of the line in the chart above.

\*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\* FY2022 Q2

PROJECT	PROJECT TYPE
Salon Show	Reality
Caesars	Commercial
Homeless	Documentary
Mojave Diamonds	Feature Film
Liger	Feature Film Ind.
Coercion	Other
GMC-CES	Commercial
Action Action	Feature Film Ind.
The Cleaning Lady	TV Series
The Game	TV Series
Married to Medicine	Reality

\* Each of the projects contributed more than \$280,000 in local production expenditures.

COMMUNITY DEVELOPMENT BLOCK GRANTS

FY2021 GRANTS

- » Fifteen grants totaling \$3,996,857.
- » Rural Nevada: Eight grants with a total allocation of \$3,411,248.
- » Urban Nevada (Carson City): Seven grants with a total allocation of \$585,609.

RURAL COMMUNITY DEVELOPMENT BLOCK GRANTS

FISCAL YEAR	NUMBER OF GRANTS	TOTAL ALLOCATION*	AVERAGE GRANT AWARD	PERCENT ECONOMIC DEVELOPMENT
2014	24	\$2,439,168	\$101,632	22%
2015	20	\$2,544,500	\$127,225	84%
2016	18	\$2,759,320	\$153,296	61%
2017	13	\$3,044,377	\$234,183	69%
2018	9	\$3,061,919	\$340,213	70%
2019	8	\$2,677,129	\$334,641	91%
2020	10	\$2,793,254	\$279,325	97%
2021 YTD	8	\$3,411,248	\$426,406	79%

RURAL GRANT PROGRESS

- » During the second quarter (October/November/December), \$369,748 was paid to ten rural cities.
- » CDBG staff did not close any grants during this period.
- » There are currently 71 open grants. For the standard CDBG program, there are three grants from 2018, three grants from 2019, and eight grants from 2020. For the CDBG-CV program there are, 45 open grants from 2020 and 14 grants from 2021.

URBAN COMMUNITY DEVELOPMENT BLOCK GRANTS

- » During the second quarter (October/November/December), \$63,641 was paid to Carson City.
- » Carson City received \$492,582 in the HUD allocation to fund six projects.
- » In 2017 Carson City's program reverted to the state with an urban focus and 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.

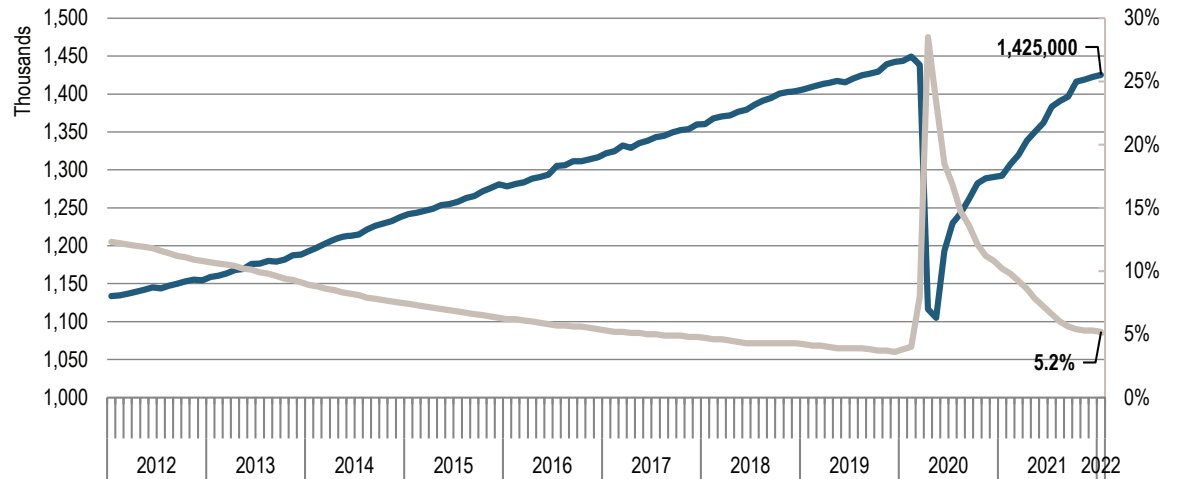
\*Total Allocation includes HUD allocation as well as recaptured funds

**NEVADA JOBS AND UNEMPLOYMENT**

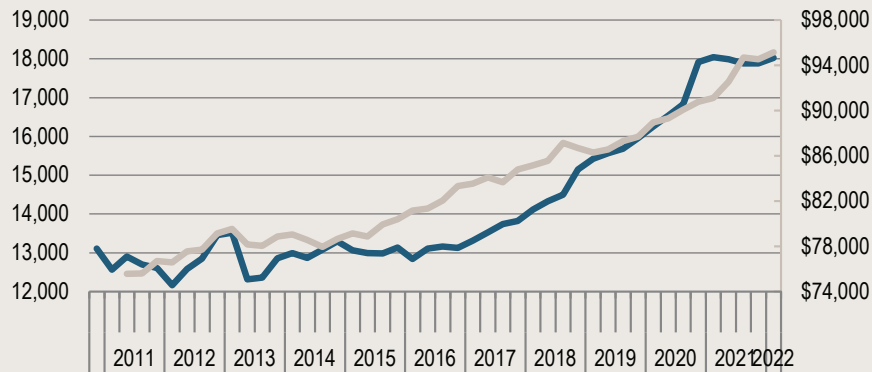
As of January, the total number of workers in the State now stands at 1,425,400. This still puts us down 24,200 jobs since the pre-pandemic high of 1,449,600 in February 2020. However, 320,300 jobs have been gained back resulting in an increase of 10.3 percent over the year. This compares to a National increase of 4.7 percent.

The unemployment rate currently stands at 5.2 percent; a 5.0 percentage point decrease from this time last year but 1.6 points above the pre-recessionary low of 3.6 percent.

— Jobs (in thousands) — Unemployment Rate

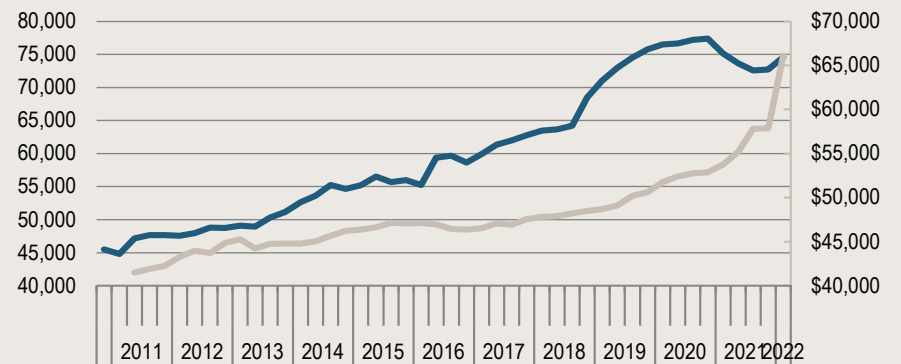


**AEROSPACE AND DEFENSE**



Aerospace and Defense jobs increased slightly in the first quarter of 2022, with 18,020 workers currently employed in the industry. Average annual earnings totaled \$95,140 per year, up \$590 over the quarter. When compared to last year, there has been a 0.1 percent decrease in jobs while earnings increased by 4.4 percent.

**BUSINESS INFORMATION TECHNOLOGY**

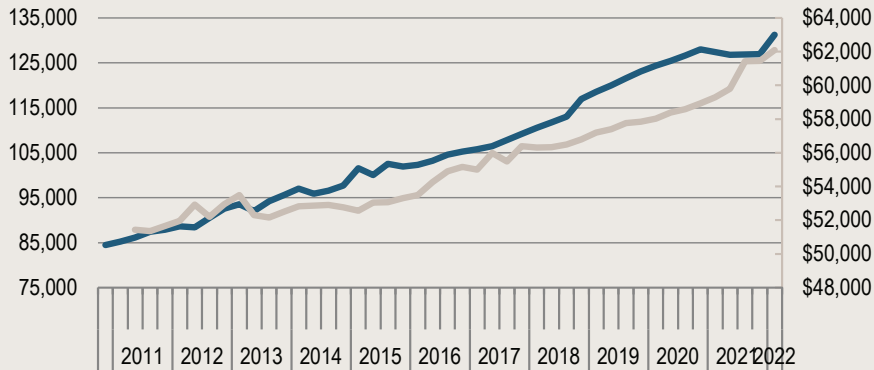


The number of jobs in Nevada's Business Information Technology sector increased by 1,850 in the current quarter to a total of 74,580 workers in the sector. Average annual earnings increased substantially, up \$8,240 from last quarter, and now stands at \$66,100. For the year, job counts have decreased by 0.8 percent, while earnings improved by 22.9 percent.

— Jobs — Average Earnings per Job

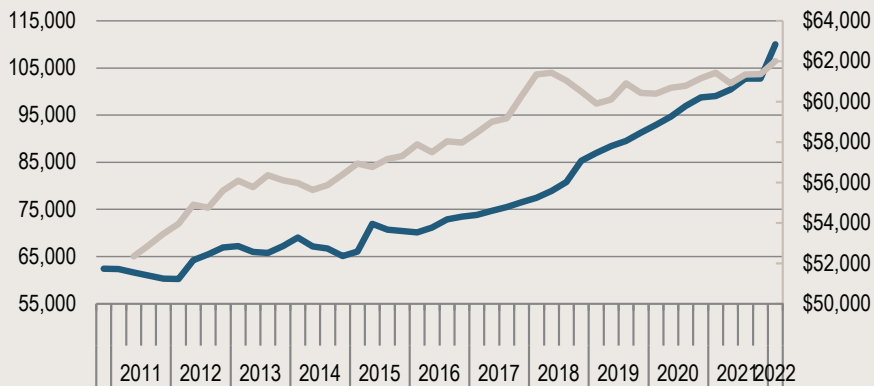
Current industry data is derived from EMSI's first quarter estimates. Industry groups do not equate to the two-digit NAICS sectors or the super-sector groups found in CES data.

HEALTH AND MEDICAL



When compared to the previous quarter, jobs in Nevada's Health and Medical sector increased by 4,330, for a total job count of 131,250 workers. Annual earnings also increased, up \$650, to a salary of \$62,100. When compared to last year, job counts in Nevada's healthcare sector have grown by 3.0 percent and earnings have increased by 4.7 percent

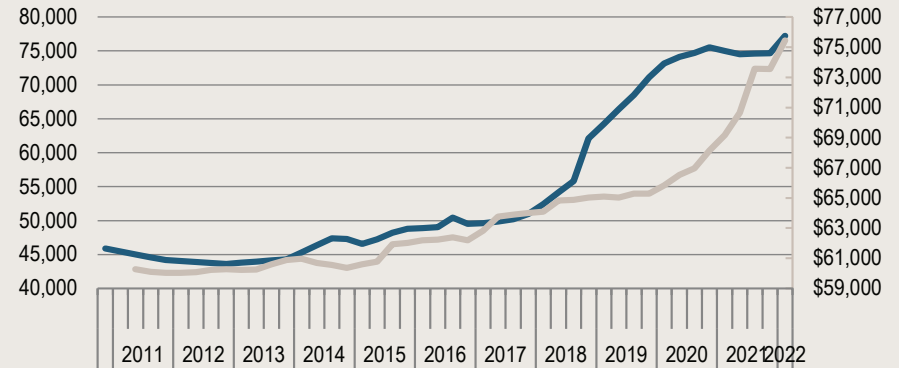
LOGISTICS AND OPERATIONS



Average annual earnings in Nevada's Logistics and Operations sector increased \$640 from last quarter's average and currently stand at \$62,007. Job counts are up 7,280 this quarter, with 110,010 total jobs in the sector. For the year, jobs have grown by 11.1 percent and earnings have increased by 0.9 percent.

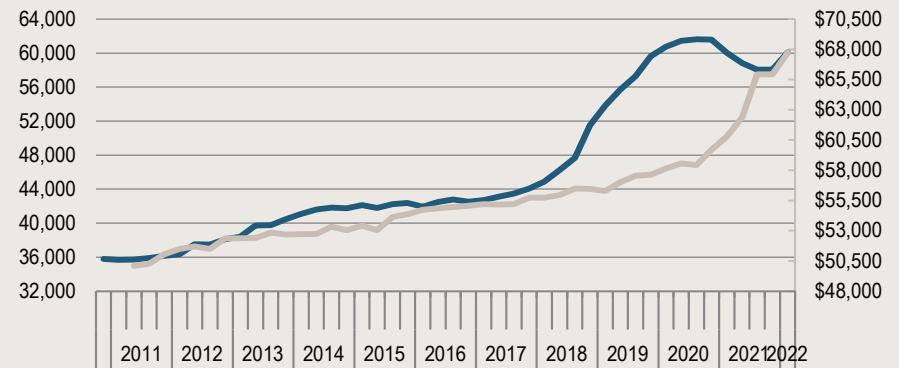
Current industry data is derived from EMSI's first quarter estimates. Industry groups do not equate to the two-digit NAICS sectors or the super-sector groups found in CES data.

NATURAL RESOURCE TECHNOLOGIES



There were 77,250 workers in Nevada's Natural Resource Technologies sector after an increase of 2,580 jobs in the current quarter. Average annual earnings increased by \$1,890 and currently stand at \$75,450. When compared to last year, job counts have increases by 3.0 percent and earnings have increased by 9.1 percent.

MANUFACTURING



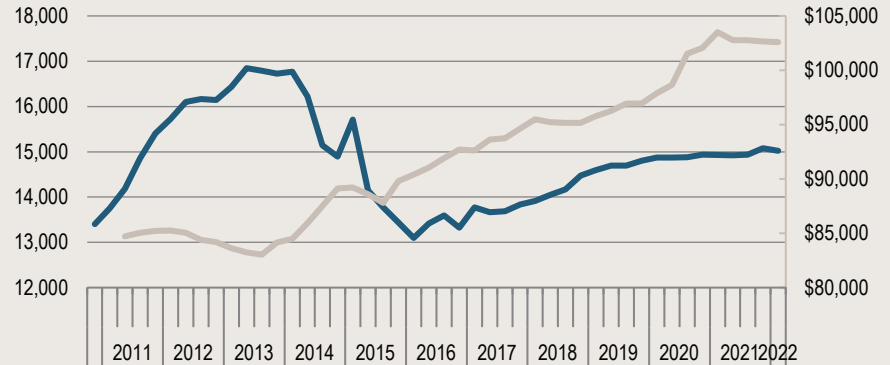
Nevada's Manufacturing sector also realized significant growth this quarter. Jobs increased by 2,040 and wages grew by \$1,780, resulting in 60,080 workers currently employed in the sector making, on average, \$67,720 per year. Since last year, job counts have increased by 0.1 percent, while average annual earnings grew by 11.4 percent.

— Jobs — Average Earnings per Job



## MINING

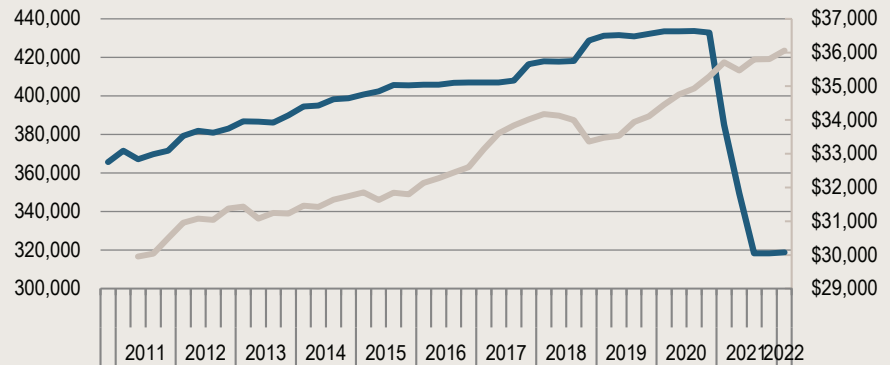
Nevada's Mining sector remained stable over the quarter and the year. Job counts contracted by 60 in the current quarter, with total industry employment of 15,020 workers. Average annual earnings also contracted slightly by \$40 this quarter, and currently stand at \$102,590. When compared to last year, job counts have improved by 0.6 percent while earnings decreased by 0.9 percent.



## TOURISM, GAMING, AND ENTERTAINMENT

Although the pandemic hit Nevada's Tourism, Gaming, and Entertainment industry especially hard. Total employment in Nevada's largest sector currently stands at 318,850 workers. Annual earnings increased by \$250, and now stand at \$36,060. For the year, jobs decreased 17.2 percent, while earnings increased 1.0 percent.

It should be noted that these estimates do not include recent benchmarking revisions indicating even more jobs are starting to return.



Current industry data is derived from EMSI's first quarter estimates. Industry groups do not equate to the two-digit NAICS sectors or the super-sector groups found in CES data.