

NEVADA GOVERNOR'S OFFICE OF

Economic Development

ANNUAL REPORT | 2020

Nevada Governor's Office of
ECONOMIC DEVELOPMENT

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Letter

FROM GOV. STEVE SISOLAK
& EXECUTIVE DIRECTOR MICHAEL BROWN



GOVERNOR
STEVE SISOLAK



DIRECTOR
MICHAEL BROWN

Dear Nevada Legislators and GOED Board Members,

IT IS OUR PLEASURE TO PRESENT THIS ANNUAL REPORT from the past year that was dominated by bold action to protect Nevada's economy while we faced the worst health crisis in more than a century. When 2020 began, the Governor's Office of Economic Development (GOED) was working on finishing a five-year economic development plan for the first time in nearly a decade. When March hit, GOED pivoted into developing an 18–24-month recovery and resilience plan.

Our historic major industries have served our state well and will continue to thrive as our economy recovers. We cannot brush aside the 287,000 Nevadans who had lost their jobs at the height of the health crisis. As we enter the 2021 Legislature, there are roughly 150,000 of our fellow Nevadans who are out of work. These are unprecedented numbers.

Included in this report is Nevada's Plan for Recovery and Resilience that was coordinated by GOED, researched, and written by SRI International with significant contributions from RCG Economics and Brookings Mountain West. Before we pivot back to a long-term economic plan, we must first provide immediate assistance to the small businesses who have faced immense challenges throughout this pandemic. That's why the Governor's recommended budget includes \$50 million to continue \$10,000 emergency grant funding for small businesses.

We understand that to get our economy back on its feet we need to get people back to work, that's why the Governor's recommended budget and policy agenda laid out in his recent State of the State includes:

- **Nevada's New Energy Economy:** A commitment to increased transmission, storage, and distribution of all forms of clean energy.
- **Focus on New Industries:** The creation of Innovation Zones in Nevada and investment in local research and development that will lead to economic opportunities, including \$5 million for the Knowledge Fund to encourage creation and support for new business, business innovation, and to leverage federal funds.
- **Preparing the Workforce for New Nevada Economy:** The creation of the Nevada Job Force and exploring new remote work opportunities.
- **Creating Jobs through Infrastructure:** \$75 million for future capital improvement projects that will be used to launch the State Infrastructure Bank.

Thank you for your partnership as stewards of Nevada's economic future. We look forward to working together to get to the other side of this health crisis and getting Nevadans back to work.

The logo for the Governor's Office of Economic Development (GOED), featuring the acronym "GOED" in white capital letters on a dark blue background that is shaped like the state of Nevada.

GOED

Summary

GOED PLAYED KEY RECOVERY ROLE IN NEVADA'S EFFORTS TO MITIGATE COVID-19 ECONOMY



GOED also played a major role in helping the Small Business Administration roll-out the Paycheck Protection Program...

IN 2020, THE GOVERNOR'S OFFICE OF ECONOMIC RECOVERY worked closely with the State Treasurer's Office and the Department of Business and Industry to implement a number of statewide economic assistance programs funded through CARES Act funding to address the COVID-19 Pandemic. They included:

- Commercial Rental Assistance Grant Program (CRAG) which doled out \$7.1 million to 770 small businesses for lease assistance.
- Pandemic Emergency Technical Support Grant Program (PETS) has been allocated \$51 million so far to help small businesses to cover expenses.
- \$6,048,981 in Coronavirus Relief Funds (CRF) was allocated for 11 research and development projects at the Desert Research Institute (DRI), the University of Nevada, Las Vegas (UNLV) and the University of Nevada, Reno (UNR).
- \$2,732,843 in CRF was allocated for 26 workforce development projects at the College of Southern Nevada (CSN), Great Basin College (GBC), Truckee Meadows Community College (TMCC), Western Nevada College (WNC), Nevada State College (NSC) and UNLV.

GOED also played a major role in helping the Small Business Administration roll-out the Paycheck Protection Program and Nevada was one of the first states to qualify for the Economic Injury Disaster Loans in March. GOED was dispatched by the Governor to focus on pressing needs during the pandemic.

From February through July GOED provided direct back-up support on the Pandemic Response, including Director Brown's participation on Nevada's Local Empowerment Advisory Council. Communications Director Greg Bortolin provided Public Information Support to the Nevada Superintendent of Public Instruction. Compliance and Regulatory Affairs Director James Humm provided support to the Health Response Unit. Deputy Director Kris Sanchez provided support on Personal Protective Equipment and Deputy Director Bob Potts provided economic analysis.

From July through December, GOED designed, together with State Treasurer Zach Conine, a variety of Economic Relief Programs focused on small business, workforce and public health resiliency while commencing the planning for Recovery by redeploying SRI to the development of a Recovery and Resiliency plan.

Since November, GOED again pivoted towards economic recovery and the building of new resiliency in the economy. Several of those short-term proposals were included in the State of the State and others will be considered in due course. As business is now beginning to come back alive, we are reengaged in the traditional work of economic diversification, while continuing to support Relief programs and preparing for Biden Administration initiatives in the areas of infrastructure and small business assistance.



To strategically deal with the health crisis, Director Brown reorganized GOED structurally into four parts:

- Agency Continuity was assigned to Kris Sanchez, Melanie Sheldon (business development, Pawel Pietrasienski (international), Eric Preiss (film), Joan Rueben (PTAC), and Leandra Diossa (administration and staff).
- Pandemic Response/Relief support for Governor's Office and the National Guard was assigned to Director Brown, Sonia Joya (minority and business support), Vance Farrow (healthcare), Jeanette Holguin (business development), Patty Herzog (rural and community development, and Tatjana Vukovic (business development).
- Forward Planning was assigned to Bob Potts, Karsten Heise (strategic programs), Stacey Bostwick (workforce development), and Chelsea Walburg (research).
- Communications was assigned to Greg Bortolin (public information), James Humm (compliance and regulatory affairs) and Carli Smith (social media).

GOED's two deputy directors took on additional roles during the pandemic.

When COVID-19 hit, Bob Potts, GOED's Deputy Director, was charged with facilitating weekly calls with the state's economists to ensure the Governor's Office had the latest data on the toll the pandemic was taking on the state's economy. State health officials were always on the call to help inform the process. Potts also convened a regular call of the Regional Development Authorities to engage the RDAs in the latest economic conditions as well as getting their help with the roll out of the CRAG and PETS programs. The RDAs were especially helpful with the Labor Certification Study, the EMSI SkillsMatch platform and the millions of dollars in grant funding applications being coordinated the State of Nevada.

Kristopher Sanchez, GOED Deputy Director, is partnering with the Nevada Department of Transportation, the Governor's Office of Science Innovation and Technology, NSHE, regional and local governments, and the Nevada Treasurer's office to develop a Nevada Infrastructure Roadmap. The research team assembled for the project is reviewing the copious number of documents produced by state agencies, think tanks, and the regional development authorities seeking to identify projects that will spur economic development and job growth. For the purposes of the road map, infrastructure is defined broadly to include broadband, 5G telecommunications technology, computing power (data capture, storage, and processing), entrepreneur support, and more traditionally referenced factors such as roads and intermodal facilities.

Business Activities



The GOED Business Development Team works to attract and foster quality job creation, enterprise growth and new investments in the state.

GOED BUSINESS DEVELOPMENT TEAM REPORT 2020

INTRODUCTION

The GOED Business Development Team works to attract and foster quality job creation, enterprise growth and new investment in the state. The Business Development Teams duties include but are not limited to:

- Working with new and existing companies and Regional Development Authorities (RDAs) to manage the state's abatement program application process, comprising everything from the business recruitment stage to the contractual abatement phase
- Assisting potential and existing projects with site selection needs by working closely with RDAs, local governments, and other state agencies, as well as commercial real estate entities, to fast-track the process of finding the adequate commercial property/land with adequate infrastructure and to providing assistance and support for licensing or permitting processes
- Managing and administering the quarterly Board Meeting process, including company vetting, economic incentives modeling, and adherence to Open Meeting Law (OML)
- Fostering relationships with Nevada's RDAs, local governments, utility providers, and other state agencies for the purposes of cohesive economic development activity
- Responsible for the abatement reporting process and ensuring timely reports to the Nevada Legislative Council Bureau (LBC) and the general public. The Team is responsible for reports pursuant to NRS 231.0685, NRS 353.207, NRS 360.895, NRS 360.975, and NRS 231.0535
- Working in partnership with the Nevada Department of Business and Industry (B&I) to market the state's Captive Insurance Program
- Special projects such as co-design, implementation, and ongoing support of / for CARES Act grant programs

NEVADA'S ECONOMIC DEVELOPMENT INCENTIVE PROGRAMS

GOED's Business Development Team manages the state's Economic Development incentive programs. Business incentives widely vary between each state and can comprise, but are not limited to, tax credits, tax abatements, grants, upfront cash payments, deal-closing funds, and real property subsidies or gifts. Most states offer a mix of statutory and discretionary incentive programs.

Nevada is relatively unique in that it offers an entirely **statutory** Tax Abatement program. These tax abatements are finite and performance-based. The abatement program does not include any up-front cash funds or allocations from the state budget.

In FY 2020, eight companies were approved for the state's abatement program. These companies will create an anticipated 403 jobs, in the first two years of operation, and make an estimated \$164,540,895 in capital equipment investment in the state.

Abatement Applications were heard at the June, September, and December GOED Board Meetings. As of December 2020, 21 companies have been incentivized and will create and anticipated 1,109 new jobs, in the first two years of operation, and make and estimated \$918,207,783 in capital equipment investment in the state.

INCENTIVES - TAX ABATEMENTS

State and local governments across the United States use several types of tax incentives to encourage private sector firms to create jobs, invest in communities, and strengthen local industries.

The Nevada Governor's Office of Economic Development (GOED) offers various tax abatements to help qualifying companies decide to do business in the state.

WHAT ARE TAX ABATEMENTS?

Tax abatements are a reduction of taxes granted by a government entity to a company for a specific period to encourage economic development.

No money is given to a company; it receives a discount on its tax obligation that sunsets on a specific date.

A company receiving a tax abatement enters into an agreement (a contract) with the state. Each contract allows a company to receive a predetermined reduction in its tax obligations (reduced tax payments) for a certain period.

In return, the company receiving the abatement is obligated to invest a significant amount of capital into the economy, invest in people and training by creating new jobs and paying wages and benefits to those workers. Companies that receive abatements are regularly audited by the Department of Taxation to ensure they meet the abatement requirements. When the abatement period is over, businesses are obligated to continue paying the full amount of taxes.



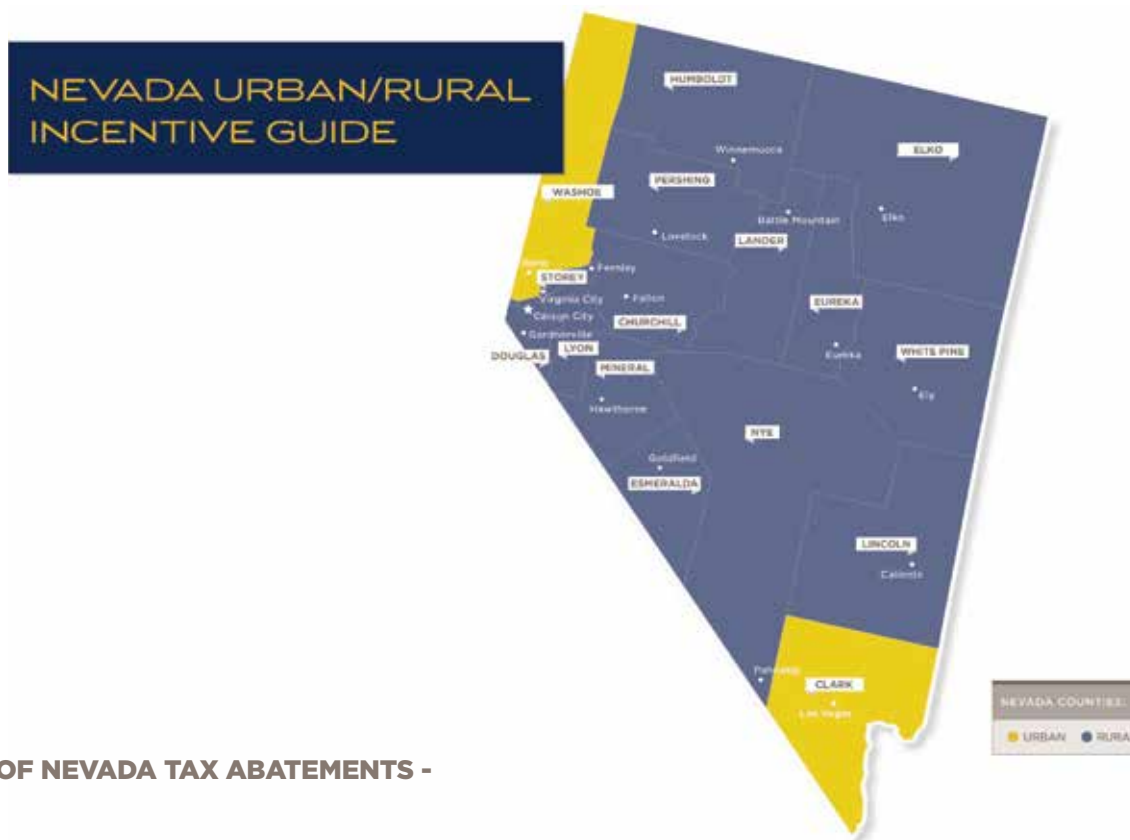
Business Activities CONTINUED

Important is to Know:

- Tax abatements are almost always granted to companies that would not otherwise relocate to Nevada.
- Tax abatements are granted to companies to promote growth by prioritizing firms in advanced industries that drive the competitive advantage, innovation, productivity, and wage gains.
- Tax abatements are discounts, not a pass for paying taxes. Businesses that receive tax abatements still pay taxes but at a discounted rate.

STATE OF NEVADA TAX ABATEMENTS

The State offers Standard abatements that include sales and use tax abatements on capital equipment purchases, sales and use tax deferral on capital equipment purchases, abatements on personal property and modified business taxes, real property tax abatements for recycling, as well as abatements on aviation parts and data centers.



STATE OF NEVADA TAX ABATEMENTS - GUIDE

Standard Abatements (NRS 360.750)

- **Sales and Use Tax Abatement (NRS 374.357)**
– Sales and use tax abatement on qualified capital equipment purchases, with reductions in the rate to as low as 2%.
- **Modified Business Tax Abatement (NRS 363B.120)** – An abatement of 50 percent of the 1.475% rate on quarterly wages exceeding \$50,000.
- **Personal Property Tax Abatement (NRS 361.0687)** – An abatement on personal property not to exceed 50% over a maximum of 10 years.
- **Real Property Tax Abatement for Recycling (NRS 701A.210)** – Up to 50% abatement for up to 10 years on real and personal property for qualified recycling businesses.

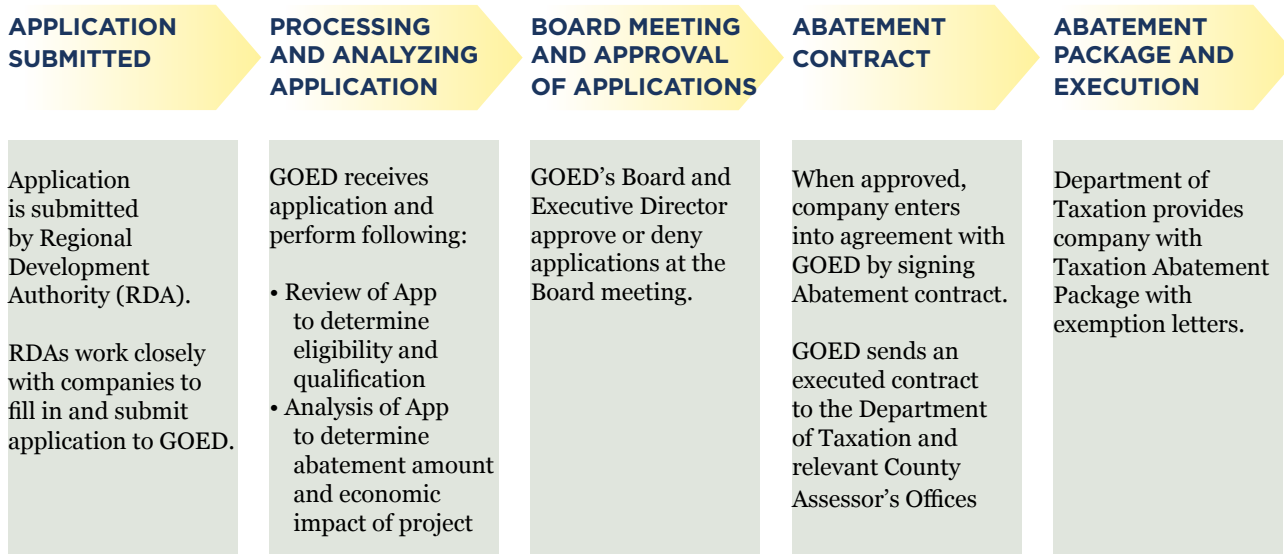
Data Center Abatement (*NRS 360.754*) – A partial abatement from personal property tax and sales and use tax are available to data center companies that locate or expand their business in Nevada. Abatements apply to collocated businesses of the data center.

Aviation Parts Abatement (*NRS 360.753*) – Partial abatements from Personal Property and Sales & Use Taxes are available to aviation companies that locate or expand their business in Nevada.

TAX ABATEMENT PROCESS

1. APPLICATION PROCESS
2. PROCESS TIMELINE
3. ABATEMENT REQUIREMENTS
4. ABATEMENT CONTRACT, AUDIT PROCESS AND REPORTING

APPLICATION PROCESS



Applications should be submitted to GOED’s office only through the appropriate Regional Development Authority.

PROCESS TIMELINE

BEFORE BOARD MEETING

6 weeks: Received Abatement Applications:

RDAs submit applications for companies they are working with to GOED staff.

5 weeks: Processing and Analyzing Applications:

GOED staff is determines qualifications, working with RDAs to collect any additional documents required or needed. GOED staff also calculates the estimated abatement amount, as well as fiscal and economic impact of the application. This usually takes two weeks.



Business Activities CONTINUED

4 weeks: Public Notice and Notification Letters to Local Governments

GOED staff posts 30-day Notice for the General Public and notifies the applicable local government (County, City and SD) about abatements by mail 30 days prior to the Board meeting. (NRS 360.757)

3 weeks: Letter to Abatement Applicants

GOED staff prepares notification letters to applying companies to let them know their applications will be presented and considered at the upcoming Board meeting by certified mail. (NRS 241.034)

2 weeks: Pre-calls with abatement applicants and the Department of Taxation

GOED staff emails the prepared draft applications for one last check, and schedules pre-call meetings with company representatives, RDA representatives, and the Department of Taxation to go over details of the Board meeting and what to expect after the application is approved.

Abatement applications are double checked with State Regulatory Agencies

GOED reviews the applications with regulators in the Department of Business and Industry, the Department of Conservation and Natural Resources, the Department of Taxation, and the Secretary of State to identify any regulatory issues in order to resolve them prior to the Board meeting.

3 Days: Open Meeting Law Posting Notice

Three business days prior to the meeting, GOED posts Board Materials to the GOED and state website, sends Agenda to counties, RDAs and school districts for posting. (NRS 241.020(2)(c))

BOARD MEETING

AFTER BOARD MEETING

1 week: Abatement Agreement/Contract

GOED staff prepares Abatement Contract to be signed between GOED and company receiving tax abatements.

2–3 weeks: Taxation Abatement Package

Executed Abatement Contract will be sent to Department of Taxation and relevant County Assessor's offices. The Department of Taxation and Assessor's Office will issue the Abatement Package to company receiving abatements.

Abatement Requirements

As per *NRS 360.750*, a qualifying application must meet 2 out of 3 criteria to be considered for abatement:

1. Meet an average wage criterion – must meet or exceed statewide average hourly wage. This is the main requirement, and if company is not meeting this requirement, they will not even be considered for abatement.
2. Meet the statutory requirements for job creation numbers – Provide Primary jobs. (NAC 231.363)
3. Meet the statutory requirement for capital equipment investment.

In addition to meeting the above requirements, the company must meet following:

- The company offers a health insurance plan and pay at least 65% of the plan's premium costs.
- The applicant needs to generate more than 50% of revenue from outside of the state.
- The applicant is expected to register pursuant to the laws of Nevada and to obtain all licenses and permits required by Nevada and the county, city, or town in which business operates.
- The applicant commits to maintaining the business in Nevada for five years.

For details regarding the abatement requirements go to: **Incentive Reference Guide**

Confidentiality of records and documents

When submitting an application, company can request a confidentiality agreement for certain categories and parts of application (*NRS 231.065*). This must be approved by GOED Executive Director. The Executive Director can determine if certain parts of the application (detail schedule of equipment list or detail schedule of employment list) are proprietary information of the business and should not be public record.



ABATEMENT CONTRACT/ AGREEMENT, AUDIT PROCESS AND REPORTING

Once an abatement application is approved, five to seven business days after the Board meeting, GOED staff prepares and sends abatement contract to the approved company.

Abatement Contract/Agreement – sets forth contractual terms and requirements for a grant of tax abatements:

1. **Abatement Agreement Terms** – The company will agree that approved abatements are conditioned by terms and requirements listed in the signed agreement.
2. **Compliance Audit** – The company will provide the Department of Taxation with access to the books, records, files, and other material needed for department to carry out abatement compliance audits after 2 and 5 years to monitor and verify the Company's compliance with the terms of signed agreement.
3. **Recapture Provisions** – If GOED, in consultation with the Department of Taxation, decides the company has failed to comply with the requirements of the signed agreement, they shall repay all granted abatements.

Once the abatement contract/agreement is executed between GOED and the company, the Department of Taxation will receive it, and based on the contract they will issue a taxation abatement package.

Taxation Abatement Package – Department of taxation will provide company with packet that will include exemption letters and reporting forms or “Abatement Returns”.

The company will have to submit these Abatement Returns to Department of Taxation as follows:

- Sales and Use Tax (SUT) Abatement Return – monthly
- Modify Business Tax (MBT) Abatement Return – quarterly
- Personal Property Tax (PPT) Abatement Return - annually

Abatement Audit – The Department of Taxation performs Abatement Compliance Audits two and five years from the effective date of Abatement Contract. (*NRS 360.755, NRS 360.225*)

Reporting – GOED prepares and submits a Biennial Report to Legislature of Abatements from Taxation. The report provides all abatements awarded by GOED with Audit Compliance Results. (*NRS 231.0685*)



GOED APPROVES GOOGLE AND LITHIUM NEVADA CORP. FOR ABATEMENTS

COMPANIES WILL INVEST TOTAL OF \$1.1 BILLION, CREATING 163 PERMANENT JOBS AT AN AVERAGE WAGE OF ABOUT \$35 PER HOUR AND 5,300 CONSTRUCTION JOBS COMBINED

The Nevada Governor’s Office of Economic Development (GOED) Board of Directors on September 16th approved abatements for Lithium Nevada Corp. and Google (Design, LLC) that will result in \$1.1 billion in investments and the creation of 163 permanent jobs and 5,300 construction jobs.

“These are two good companies that are bringing highly skilled and paid jobs to Nevada – both in the immediate period and for the long term,” said Governor Steve Sisolak. “During this downturn in our economy, we are grateful for the major investments that Lithium Nevada Corp., and Google are each making in our state.”

Google plans to invest \$600 million in a data center for Google products and services at the Tahoe Reno Industrial Center (TRIC) in Storey County that will employ at least 50 people at an average wage of \$31.29 per hour. Additionally, GOED estimates this will create more than 2,500 construction jobs. The company expects the facility to be fully operational in 2021. They were approved for a 2 percent sales tax abatement for 20 years that is worth an estimated \$16.8 million and a 75 percent personal property tax abatement for 20 years that is worth an estimated \$8.25 million.

Governor Sisolak also announced today that Google intends to make an additional \$600 million investment in their Henderson Data Center – doubling their original investment and bringing their total Southern Nevada investment to \$1.2 billion. When combined with the approval of the Storey County Data Center today, their total proposed investment to the State of Nevada is more than \$1.8 billion. Additionally, Google has committed to working with the State to continue investing in our communities and schools.

“This is a very good deal for Nevada,” said Michael Brown, GOED executive director. “In return for the \$25 million abatement that Google will receive, the company will make a \$427 million impact on the economy over 20 years and generate \$94 million in tax revenue over 20 years.

Lithium Nevada Corp. is currently designing and permitting for the chemical manufacturing of high purity lithium chemicals as a byproduct of mineral processing in Thacker Pass in northern Humboldt County. The company will invest \$514.3 million in the project, creating 113 jobs at an average wage of \$37.84 per hour in the first two years of operation. Additionally, GOED estimates this will create more than 2,800 construction jobs. They received a 2 percent sales tax abatement for two years that is worth \$5 million, a 50 percent modified business tax abatement for four years that is worth \$225,614 and a 50 percent personal property tax abatement for 10 years that is worth \$3.38 million.

“The lithium project not only builds on one of Nevada’s historic industries, it will also help establish Nevada as a global leader in the lithium-ion battery processing business,” Brown said. “This project creates jobs in rural Nevada and is projected to have a \$537 million impact on the state’s economy over the next decade while generating \$75 million in new tax revenue.”



GOED BOARD APPROVES 11 NEW COMPANIES

The Nevada Governor's Office of Economic Development (GOED) Board of Directors on December 2nd approved abatements for 11 companies that will generate \$90,207,019 in tax revenue and create 1,991 jobs over the next 10 years.

"I am glad to welcome these companies to the Silver State to help to diversify our economy and create in-demand, high-skilled, and good-paying jobs," Governor Steve Sisolak said. "As we continue to navigate the challenges presented by the ongoing pandemic, job creation and rebuilding our economy remains a top priority."

The companies that were approved for abatements by the GOED Board on December 2nd include:

- **Acorn Pulp Group, LLC**, in Washoe County received a an estimated \$616,706 in tax abatements but will produce an estimated \$4,073,084 million in tax revenues over the next 10 years. The company will initially create 54 jobs at an average wage of \$24.33 per hour. The estimated economic impact over the next 10 years is \$340,433,164 with 119 jobs.
- **American Battery Technology Company** in Lyon County received an estimated \$1,331,016 in tax abatements but will produce \$7,544,803 million in tax revenues over the next 10 years. The company will initially create 50 jobs at an average wage of \$45.47 per hour. The estimated economic impact over the next 10 years is \$348,467,751 with 89 jobs. This project will also make a capital equipment investment of \$18,091,250 with an estimated 160 construction jobs.

Business Activities CONTINUED

- **Beyond Meat, Inc.**, in Washoe County received an estimated \$4,390,290 in tax abatements but will produce \$13,488,036 million in tax revenues over the next 10 years. The company will initially create 135 jobs at an average wage of \$23.61 per hour and make an initial capital equipment investment of \$42.2 million. The estimated economic impact over the next 10 years is \$903,162,299 that includes 343 jobs.
- **Centerline Structural Innovations, Inc.**, of Washoe County received an estimated \$348,806 in tax abatements but will generate an estimated \$9,118,430 in tax revenues over the next 10 years. The company will initially create 55 jobs at an average wage of \$37.44 per hour. The estimated economic impact over the next 10 years is \$451,930,521 that includes 261 jobs. This project will also make a capital equipment investment of \$3,351,051 and create an estimated 18 construction jobs.
- **GigaCrete, Inc.**, of Clark County received an estimated \$454,337 in tax abatements but will produce \$3,116,263 in tax revenues over the next 10 years. The company will initially create 25 jobs at an average wage of \$26.10 per hour. The estimated economic impact over the next 10 years is \$114,693,517 that includes 70 jobs. This project will also make a capital equipment investment of \$5,967,600.
- **Lithion Battery, Inc.**, of Clark County received an estimated \$533,869 in tax abatements but will produce \$2,916,142 in tax revenues over the next 10 years. The company will initially create 22 jobs at an average wage of \$30.41 per hour. The estimated economic impact over the next 10 years is \$140,921,666 that includes 65 jobs. This project will also make a capital equipment investment of \$5,179,049.
- **Nanotech Energy Inc.**, of Washoe County received an estimated \$20,716,652 in tax abatements but will produce \$21,840,024 in tax revenues over the next 10 years. The company will initially create 57 jobs at an average wage of \$30.56 per hour. The estimated economic impact over the next 10 years is \$586,085,854 that includes 302 jobs. This project will also make a capital equipment investment of \$260,150,000 and create an estimated 171 construction jobs.
- **Safe Life Defense, LLC** of Clark County received an estimated \$288,532 in tax abatements but will produce \$12,853,427 in tax revenues over the next 10 years. The company will initially create 50 jobs at an average wage of \$24.59. The estimated economic impact over the next 10 years is \$526,300,998 that includes 377 jobs. This project will also make a capital equipment investment of \$2,319,300 and create an estimated 18 construction jobs.
- **SAMSARG, Inc.**, of Lyon County received an estimated \$126,646 in tax abatements but will produce \$6,417,240 in tax revenues over the next 10 years. The company will initially create 25 jobs at an average wage of \$53.88 per hour. The estimated economic impact over the next 10 years is \$725,722,245 that includes 180 jobs in addition to an estimated 46 construction jobs.
- **Sonoma Creamery LLC** of Washoe County received an estimated \$696,713 in tax abatements but will produce \$5,841,253 in tax revenues over the next 10 years. The company will initially create 50 jobs at an average wage of \$24.40 per hour. The estimated economic impact over the next 10 years is \$349,840,323 that includes 117 jobs. This project will also make a capital investment of \$6,238,412 .
- **ZLINE Kitchen and Bath, LLC** of Washoe County received an estimated \$69,333 in tax abatements but will produce \$2,998,317 in tax revenues over the next 10 years. The company will initially create 25 jobs at an average wage of \$26.86 per hour. The estimated economic impact over the next 10 years is \$80,199,234 that includes 77 jobs. This project will also make a capital equipment investment of \$593,894 and create an estimated four construction jobs.

ADDITIONAL ECONOMIC DEVELOPMENT ACTIVITIES

- GOED's Business Development Team continues to work with companies considering Nevada as a potential location. As of December 2020, GOED's business Development pipeline has 15 active Request of Information (RFI) projects.
- On July 30, 2020, Melanie Sheldon, Director of Business Development (south), was a speaker at a virtual conference held by the Council of State Governments West (CSG West). CSG facilitates regional discussions among western state legislators. Melanie presented at a one-hour breakout session where state economic chiefs/CEOs/experts join from CA, UT, WY, and NV facilitated a Q&A on their most recent efforts in healing the state economies during the pandemic.
- As a broad and ongoing engagement strategy initiated by GOED Director Michael Brown, Melanie Sheldon and Director Brown joined and participated in the State Economic Development Executives (SEDE) Network. This is a forum for state economic development and commerce agency CEOs, executive directors, commissioners, and their deputies to exchange information, learn from one another, and advance the practice and impact of economic development across the nation. The group commenced meeting regularly at the onset of the pandemic to discuss state responses to the COVID-19 challenge. The group now continues to meet intermittently.
- As a result of the above point, on November, 9,10, 16, and 17, 2020, Melanie Sheldon participated in the Center for Regional Economic Competitiveness (CREC) Incentives Compliance Workshop. This workshop was designed to provide state agency staff, across the USA, with the skills and insights to implement best practices in incentives monitoring and management. GOED was also invited to provide a video presentation, for the workshop, by Kenneth E. Poole, Ph.D. President, CEO, & Executive Director, CREC. Melanie delivered the video presentation on behalf of GOED.
- Tatjana Vukovic, Director of Business Development, northern Nevada, developed a comprehensive white paper titled the Importance of Tax Abatements on Business Investment Decisions in conjunction with a policy paper on Tax Abatements for Economic Development. <https://goed.nv.gov/wp-content/uploads/2020/12/TaxAbatementAnalysisnew1.pdf>
- In conjunction with their business development duties, Jeanette Holguin, Business Development Specialist, and Mariah Heriman, Business Development coordinator, were redeployed to provide constituent support on various pandemic related matters, including essential business enquiries and grant/relief program support.
- Melanie Sheldon recently joined the LVGEA Business Development Task Force. This group is chaired by Betsy Fretwell, SVP of Switch Cities with Switch, the Las Vegas-based technology infrastructure corporation.
- The GOED Business Development Team has increased its agency working and now holds a bi-monthly information sharing/best practice/collaboration meeting with B&I team led by Marcel Schaefer, Deputy Director, B&I.

GOED BUSINESS DEVELOPMENT TEAM MEMBERS

Tatjana Vukovic – Director of Business Development – northern Nevada

Melanie Sheldon – Director of Business Development – southern Nevada

Mariah Heriman – Business Development Coordinator

Jeanette Holguin – Business Development Specialist

Business Activities CONTINUED

Nevada Governor's Office of
ECONOMIC DEVELOPMENT

ECONOMIC DEVELOPMENT - 2020

QUARTERLY PERFORMANCE REPORT

2020 YTD

NUMBER OF
ASSISTED COMPANIES
2020 YTD



INITIAL JOBS FROM
ASSISTED COMPANIES
2020 YTD



NUMBER OF
BUILD OUT JOBS
2020 YTD



AVERAGE WAGE PAID BY
ASSISTED COMPANIES
2020 YTD



ASSISTED COMPANY
INVESTMENTS
2020 YTD



NUMBER OF LEADS
Q3 2020



NUMBER OF PROSPECTS
Q3 2020



NUMBER OF WINS
Q3 2020



DIVISIONS

Q3 2020
GLOBAL
ENGAGEMENT



JUL - DEC 2019
EMERGING
SMALL BUSINESS
PROGRAM



2020
RURAL
COMMUNITY
DEVELOPMENT
BLOCK GRANTS



Q1 FY21
PROCUREMENT
TECHNICAL
ASSISTANCE
CENTER



Q1 FY21
NEVADA
FILM OFFICE



JOBS ANNOUNCED BY ASSISTED COMPANIES

In the fourth quarter of this year, 11 companies added 548 jobs to Nevada's economy. Once these companies are fully staffed, the build-out job estimate is 1,236*. It should be noted that non-incentivized companies have not yet been reported to GOED for the fourth quarter. The number of assisted companies and jobs will be adjusted upward once these numbers are reported.

In 2020, 51.2 percent of the assisted companies were manufacturers followed by logistics and operations (19.5 percent), and information technology (14.6 percent).

WAGES PAID BY ASSISTED COMPANIES

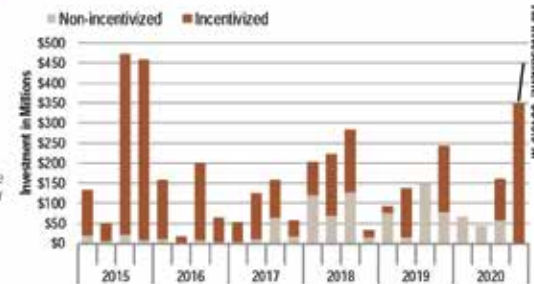
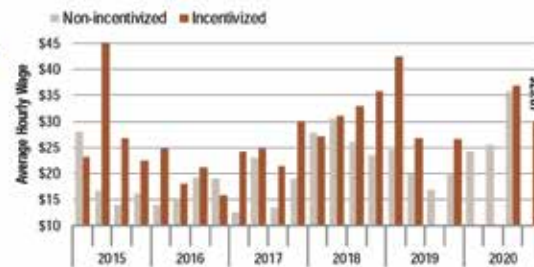
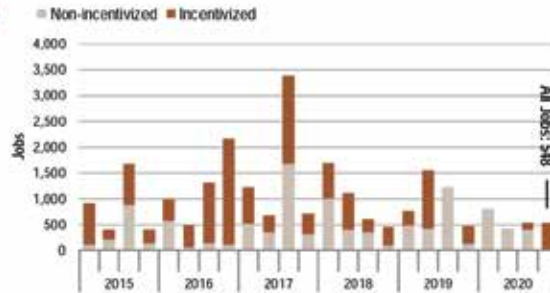
The average hourly wage paid by assisted companies was \$28.57 so far in 2020. In 2020, the incentivized average wage is finalized at \$31.23. Non-incentivized average wages have not yet been reported for the fourth quarter, thus year-over-year comparisons are inappropriate. Incentives were approved for the first time in 2020 during the third quarter.

ASSISTED COMPANY INVESTMENT

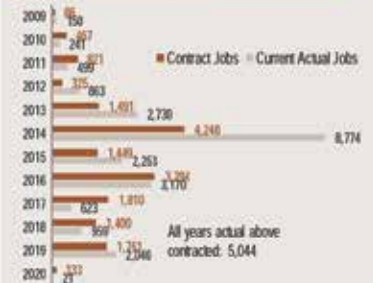
Capital investment by incentivized companies came in at \$349.9 million in the fourth quarter, bringing the year-to-date total for all assisted companies, aside from those excluded in the note below, to \$619.2 million. Capital investment is estimated to exceed last year's total once non-incentivized companies have been reported for the fourth quarter.

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

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

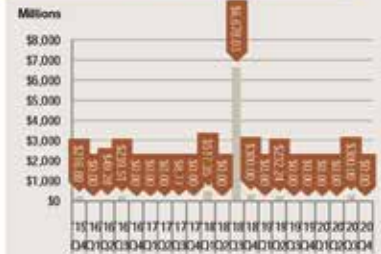


CONTRACT AND ACTUAL JOBS BY NEW INCENTIVIZED COMPANIES



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

CAPITAL INVESTMENT BY ASSISTED AVIATION AND DATA CENTER COMPANIES



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

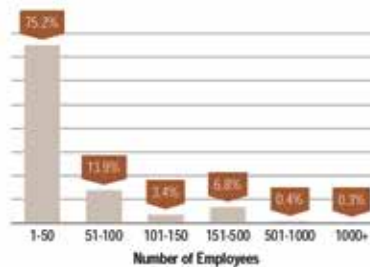
Business Activities CONTINUED

RECRUITMENT ACTIVITY: 2019 Q3 - 2020 Q3



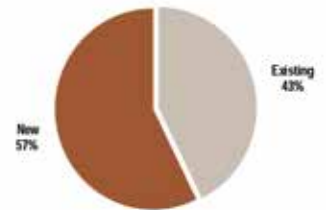
There were 11 wins in the third quarter of 2020. This represents a 22.2 percent increase from the second quarter of 2020, but a 21.4 percent decrease from last year. Activity in the earlier stages of the recruitment pipeline during the third quarter were mixed. When compared to the previous quarter,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

SIZE OF COMPANY ASSISTED



Nevada's official definition of a small business are those which employ fewer than 150 employees and 89.1 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.

NEW AND EXISTING INCENTIVIZED COMPANIES



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	ALL COMPANIES				INCENTIVIZED COMPANIES				NON-INCENTIVIZED COMPANIES						
	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	7,852	\$29.35	\$8,157,922,024	48	2,017	5,123	\$30.79	\$7,829,424,122	40	1,858	2,829	\$27.80	\$328,497,902
2019	64	4,017	7,362	\$23.59	\$857,627,103	25	1,761	3,883	\$29.14	\$541,120,103	40	2,291	3,514	\$19.51	\$426,490,029
2020 YTD	41	2,300	4,002	\$28.57	\$919,150,254	13	681	1,449	\$31.23	\$753,666,889	28	1,619	2,553	\$27.45	\$165,483,365

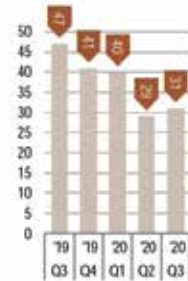
GLOBAL RECRUITING: Q3 2020

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

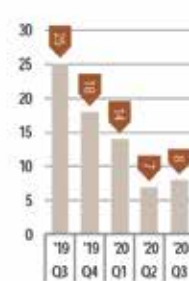
After removing those which have become inactive, the current inventory of all active global leads and prospects now stands at 31 and eight, respectively.

There was one company win in the third quarter.

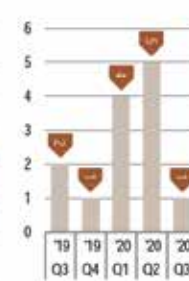
ACTIVE LEADS



ACTIVE PROSPECTS



WINS



INTERNATIONAL FUNDED EDUCATION AND GOVERNMENT AGREEMENTS

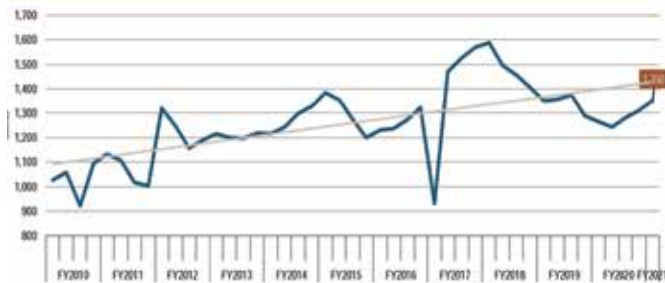
FOREIGN PARTNER	AMOUNT
Polish Institute of Aviation and the Nevada Institute for Autonomous Systems	\$480,000
Province of Lubelskie Poland and Nevada GOED – Nevada Lubelskie Acceleration Bridge 2018-2020	\$462,000
Warsaw School of Economics and the University of Nevada Reno	\$207,000
Province of Mazowieckie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

INTERNATIONAL TRADE ACTIVITY

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

Business Activities CONTINUED

PROCUREMENT TECHNICAL ASSISTANCE CENTER



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

PROCUREMENT TECHNICAL ASSISTANCE CENTER OVERVIEW FY2021

- The Nevada Procurement Technical Assistance Center (PTAC) reported 545 contracts and 18 subcontracts for its clients in the first quarter of FY21. The number of clients increased from 1,312 in the fourth quarter to 1,350 in the first quarter.
- Consistent growth in PTAC metrics persist as the division continues its one-on-one counseling sessions as clients pursue local, state, and federal government-related contracts and subcontracts in Nevada and across the country. Counseling, in part, includes help with solicitation document review, draft proposal review, and contract administration guidance. The PTAC also provides no-charge outreach events such as webinars.

EMERGING SMALL BUSINESS PROGRAM



	BUSINESSES		CONTRACTS		
	CERTIFIED	SOLICITED	NUMBER	AMOUNT	AVERAGE
January – June 2016	115	155	468	\$3,671,437	\$7,845
July – December 2016	107	174	505	\$5,721,589	\$11,330
January – June 2017	166	278	547	\$4,497,936	\$8,223
July – December 2017	125	398	468	\$5,635,403	\$12,041
January – June 2018	145	246	276	\$3,950,738	\$14,314
July – December 2018	82	515	320	\$6,978,338	\$21,807
January – June 2019	75	519	332	\$6,552,283	\$19,736
July – December 2019	164	943	230	\$6,010,495	\$26,133

EMERGING SMALL BUSINESS PROGRAM OVERVIEW

- The current number of Emerging Small Businesses (ESB's) that have been certified has expanded by 5.3 percent since the end of last year to a total of 1,605.
- For the year, the number of ESB's solicited to submit a quote, bid, or proposal on a contract improved by 92.1 percent. This growth was largely because of the increased interest and number of applications submitted for the ESB Program.

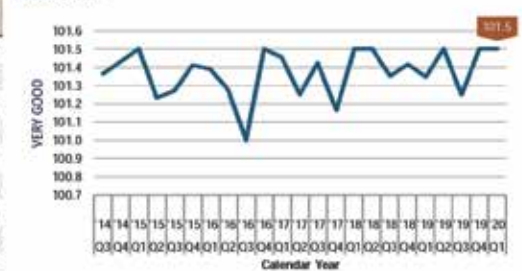
NEVADA FILM OFFICE

NEVADA FILM OFFICE
ANNUAL PRODUCTION REVENUE*

FISCAL YEAR	NUMBER OF PRODUCTIONS	REVENUE
2006	776	\$102,945,418
2007	425	\$113,748,400
2008	436	\$82,727,400
2009	361	\$91,900,600
2010	367	\$81,130,250
2011	479	\$102,525,600
2012	520	\$88,783,700
2013	559	\$67,571,708
2014	370	\$58,716,755
2015	500	\$65,159,732
2016	495	\$73,160,712
2017	501	\$40,134,588
2018	333	\$50,066,857
2019	414	\$46,586,786
2020	428	\$33,599,018
2021 YTD	78	\$28,118,043

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

CLIENT SATISFACTION INDEX*
100-AVERAGE



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

There were no responses to the Nevada Film Office Client Satisfaction Survey for the second or third quarters of 2020; however, customer responses to the survey were solidly in the "very good" range of 101.5 and 100.9 over the previous two quarters.

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

SIGNIFICANT PROJECTS* FY2021 Q1

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

* Each of the projects contributed more than 500,000 in local production expenditures.

COMMUNITY DEVELOPMENT BLOCK GRANTS

2020 GRANTS

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

RURAL COMMUNITY DEVELOPMENT BLOCK GRANTS

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

RURAL GRANT PROGRESS

- » During the third quarter (July/August/September), \$202,181 was paid to one rural county and one rural city.
- » CDBG staff closed one grant representing \$220,049 in CDBG funds. No cash or in-kind funds were contributed by the grantee.
- » The closed grant assisted 2,358 Nevadans; 1,353 (57.38 percent) were Low to Moderate Income individuals.
- » There are currently 20 open grants: 1 from 2017, 7 from 2018, and 12 from 2019. Ten projects were recommended for funding in March 2020 and are not yet posted, as the grant agreement has not been received.

URBAN COMMUNITY DEVELOPMENT BLOCK GRANTS

- » During the third quarter (July/August/September), \$22,475 was paid to Carson City.
- » Carson City reverted to the state's CDBG program in 2017 receiving \$459,890 in HUD allocation to fund six projects. Carson City's focus is urban with different priorities than GOED's existing rural programs.
- » Future urban project recommendations for funding will be reviewed to award grants with greater economic development impact.

*Total Allocation includes HUD allocation as well as recaptured funds

Workforce Development



Programs that supply workforce critical to the public health emergency response were prioritized including supply chains logistics, healthcare and advanced manufacturing.

WORKFORCE DEVELOPMENT PANDEMIC RESPONSE

Background: Nevada’s employers and their workforce were significantly impacted by the response to the public health emergency presented by COVID-19. To that end, the Governor’s Office of Economic Development (GOED) developed proposals to support responses in the following areas:

1. Workforce Development System Response Coordination (LWDBs, DETR, OWINN, B&I, GOED, DWSS, Labor Commissioner)
2. WINN Fund Fast Track Funding process
3. Economic Development Agency CARES NOFO Coordination and Technical Assistance
4. Labor Supply Certification Study (separate narrative)
5. SkillsMatch platform (separate narrative)
6. NSHE Workforce Training System Supports (detailed below)

Goal: GOED sought Coronavirus Relief Funds to facilitate necessary adjustments that post-secondary workforce training programs were faced with to meet COVID-19 guidelines or adjusted needs of area employers. Programs that supply workforce critical to the public health emergency response were prioritized including supply chain logistics, healthcare and advanced manufacturing.

Process: GOED worked closely with the Nevada System of Higher Education to identify workforce training programs in need of assistance and obtained approval for allocation requests representing twenty-six (26) projects and \$2,732,843 in program investments.

In Action: *(Impact in italics)*

College of Southern Nevada

Allied Health Programs – \$970,385

Equipment, technology and supplies to increase virtual reality and simulation skills training capacity in lieu of field training (4,790 students)

Great Basin College

Allied Health Programs – \$349,788

Supply Chain – \$98,400

Remote Learning – \$102,500

Equipment, technology and supplies to increase simulation skills training capacity in lieu of field training; technology solutions for remote learning (450 students)

Truckee Meadows Community College

Allied Health Programs – \$257,000

Supply Chain – \$19,800

HVAC – \$13,000

STEM – \$6,370

Remote Learning – \$75,660

Equipment, technology and supplies to increase simulation skills training capacity in lieu of field training; online content and technology solutions for remote teaching and learning (10,500 students)

Western Nevada College

Allied Health Programs – \$215,126

Advanced Manufacturing – \$260,580

Computer Information Technology – \$2,500

Equipment, technology and supplies to increase simulation skills training capacity in lieu of field training; technology solutions for remote learning (405 students)

Nevada State College

Allied Health Programs – \$65,875

Remote Learning – \$61,500

Equipment, technology and supplies to increase simulation skills training capacity in lieu of field training; technology solutions for remote teaching and learning (7,100 students)

University of Nevada, Las Vegas

Allied Health Programs – \$171,900

Teacher Education – \$62,460

Equipment to increase simulation skills training capacity in lieu of field training; content development and conversion for remote learning and teacher preparation (4,750 students)

WORKFORCE INNOVATIONS FOR A NEW NEVADA

Defined: Fund managed by GOED to address industry business needs by creating, customizing or expanding workforce training programs that will impart the skills needed by employers.

Measured: The State, through Workforce Innovation for a New Nevada (WINN) funds, addresses resource gaps in industry driven partnerships with education providers to enable:

1. Accelerated execution of new, revised or expanded training program
2. Delivery of skilled workers into high-wage and high-skill employment opportunities new to Nevada
3. Infrastructure to support a program platform to deliver current and future technological skills
4. Sustainability of program design to continue to foster pipeline of skilled workers



How: New or expanding business needs in GOED’s priority economic development strategies drive creation, customization or expansion of training programs to fill projected openings. Educational providers can request funds to support the costs associated with delivering the program. WINN was funded at \$6 million in the current biennium ending 6/30/2021.



Workforce Development CONTINUED

In Action: WINN has supported the development and launch of five new training programs and systems this year:

1. Advanced Manufacturing Expansion at College of Southern Nevada
2. Mobile Mech Tech Lab at Western Nevada College
3. Internet of Things Specialty at Nevada Technology Academy
4. Cybersecurity Training at Nevada Technology Academy
5. Northern Nevada Advanced Manufacturing Initiative at Truckee Meadows Community College

Highlight: *With funding from GOED’s WINN fund, College of Southern Nevada is responding to the growing manufacturing sector needs in southern Nevada in partnership Haas Automation, Inc. and other southern Nevada manufacturing partners. CSN will transform the Sahara West Training Center to allow for the development of new manufacturing and industrial skills training programs heretofore unavailable in Clark County. The new program will utilize existing open entry-open exit competency models in the state and is projected to train over 200 Nevadans per year after it is launched. With over 1,100 manufacturing employers in Clark County, and lower than expected labor supply in these skilled occupation opportunities, GOED’s support will be instrumental in meeting the demands of the current sector and afford an ability to grow in this critical industry.*

Highlight: *With funding from GOED’s WINN fund, Western Nevada College is addressing the need to expand access to skilled training in higher education “deserts” but where quality jobs in skilled occupations exist. WNC has developed a mobile training lab that will prepare future employees of in-demand industries in advanced manufacturing, automated systems, and mining in partnership with Nevada Copper and Comstock Mining. Students complete rigorous technical online coursework prior to the lab experience, starting with the fundamentals and building into complex topics to prepare for industry certification. The mobile lab will then offer the students the hands-on skill development and confidence needed to be successful in technical field environments. The project also leverages support from the William N. Pennington Foundation and will be able to offer previously inaccessible training to 50 rural Nevadans per semester when launched.*

LABOR CERTIFICATION STUDY

Need: Nevada’s workforce has been one of the hardest hit in the nation and job displacement impacts are not expected to level off in the near future. It is paramount that workforce and economic development systems align to expedite the return to work through strategic response systems based on the needs of business and the workforce pipeline. Response systems and decision-makers need accurate and real time data to develop and execute plans.

Goal: The overarching goal of the requested study was to gain a better understanding of the availability of workers, their skills and occupational goals to enable data-driven decision making around workforce and economic development in Nevada. By deploying a survey tool, the study will garner accurate and real-time statewide and localized information not currently available in any database, State or Federal. With this data, GOED will coordinate with Nevada’s Department of Employment, Training and Rehabilitation, the Governor’s Office of Workforce Innovation, the Office of Science and Technology, the Department of Education, and local/regional partners to provide immediate response systems and develop mid- to long-range response plans that address the needs shed by the data.



Process: GOED requested Coronavirus Relief Funds to engage a consultant to perform this work and received approval from the Interim Finance Committee on October 22, 2020. GOED then retained the Growth Services Group, LLC., (GSG) a national workforce intelligence consultant, to administer the Labor Supply Certification study. The survey was developed in partnership with several state and regional stakeholders and was deployed at the end of October for approximately six (6) weeks. The survey designed by Growth Services Group (GSG) was conducted by use of social media targeted marketing with local partner outreach support. GOED has received the initial report following the survey.

In Action: With receipt of the initial report, GOED will be taking several steps to put the survey data into action:

1. Engage 600+ Nevadans with a need to train to regain employment or advance their career
2. Develop Executive Summary and Recommendations
3. Convene Town Hall(s) with workforce and economic development stakeholders to highlight key findings
4. Provide Survey Report(s) to Legislative Counsel Bureau
5. Reconvene Workforce and Economic Development Subcabinet to distribute report and develop actionable policy and/programming plan

WORKFORCE SKILLS MATCHING PLATFORM

Need: Nevada is striving to recover from the devastation of COVID-19, and support the many dislocated workers displaced in the fallout of the public health emergency. Software platforms that offer those dislocated workers an easy and effective foundation to articulate their skills and how they transfer or align with available jobs are an effective and accessible tool for all impacted statewide. For those Nevadans whose occupation may never recover, a skills identification platform also provides insights into retraining opportunities in industries that are foreign to them. The likelihood that jobs lost following the public health emergency may never rematerialize means that Nevadan workers across gender and racial groups, communities and industries require a proportional response of accessible support mechanisms.

Goal: GOED sought out a software solution that would guide job seekers through the process of inventorying their skills and then matching them to both local jobs and upskilling/reskilling opportunities. This will allow displaced workers and adult learners to understand their backgrounds from a skills lens and make career/education decisions based on their experience. GOED's goal was to deploy a statewide resource that can expedite the reemployment of displaced workers and increase the visibility of workforce training programs that can propel workforce reentry.

Process: GOED requested Coronavirus Relief Funds to engage a vendor to perform this work and received approval from the Interim Finance Committee on October 22, 2020. GOED then retained EMSI, a national labor market data company, to develop a custom Nevada SkillsMatch platform. GOED partnered with the Office of Workforce Innovation and Nevada System of Higher Education institutions to launch this project.



Workforce Development CONTINUED

In Action: The site went live in November and GOED initiated a communication plan in December 2020. Additional milestones include:

1. Three (3) workforce development stakeholder training sessions will be conducted in January 2020 to share the resource with those providing workforce services
2. Over 1700 Training programs from seventeen (17) providers have been imported in the first two months
3. Custom training video for Nevada scheduled to be live in February 2021



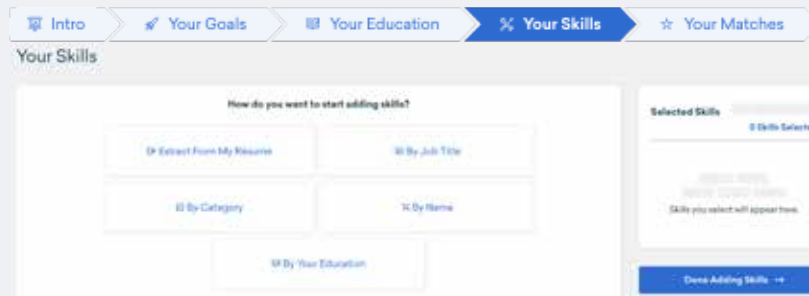
A better way to find a job or discover training

Skills are what you have, and what employers need. And now there is an easy and better way to match them and match you with the job you want.

The Nevada SkillsMatch platform quickly inventories your past experience and training along with your career goals. With this information, it identifies the career areas your interests and skills match to training needed to fill any gaps, and personalized training opportunities to get you on your desired career path. Best of all, it also produces live and local job postings based on the skills you have or plan to get, so you can start pursuing the job you want.



Tell Nevada SkillsMatch your goals, education, and skills.



And it will show you training to get you to the job you want.
Or job postings that match your current skills.



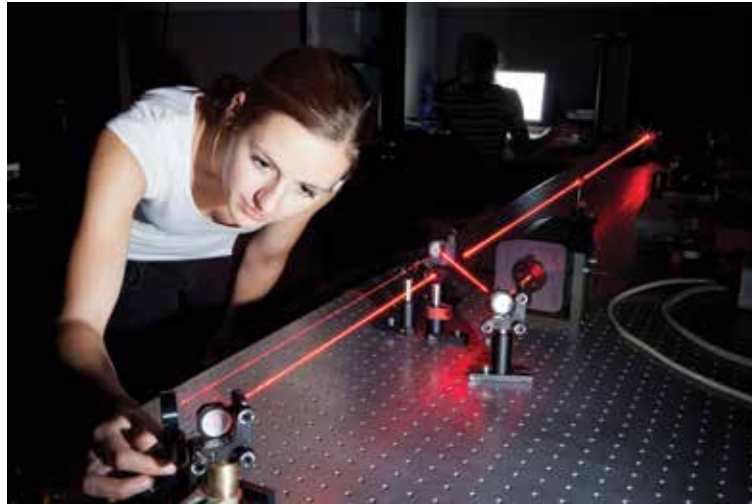
Innovation Based Economic Development



The Knowledge Fund is the most critical program to foster Nevada's innovation economy...

INNOVATION BASED ECONOMIC DEVELOPMENT

KNOWLEDGE FUND



The Knowledge Fund was enacted during the 2011 legislative session (NRS 231.1591 to 231.1597) but was not funded until the fiscal year 2014. The Knowledge Fund is the most critical program to foster Nevada's innovation economy, turning scientific research into market opportunities at Nevada's three research institutions, University of Nevada, Reno; University of Nevada, Las Vegas; Desert Research Institute, in areas the state has targeted for economic growth. An innovation economy transforms scientific research into new jobs and businesses, fosters entrepreneurship, increases access to critical resources, and ensures economic prosperity and opportunity for all people, both today and for future generations. When the people and institutions in a region are creating new scientific knowledge and technology, innovators and entrepreneurs are creating startups and high-growth small businesses, and the local workforce is educated and trained in the necessary skills to utilize the latest advances. All Nevadans will benefit from increases in growth and prosperity.

These integrated forces drive an economy that creates new businesses and well-paying jobs while developing solutions for serious problems. In short, an innovation economy raises the overall quality of life for the people in that region. Importantly, because this economy is built on a foundation of identifying and transforming new knowledge, the system continues to produce these benefits well into the future – beyond the boom-and-bust lifecycle of any one industry or business.

GOED

Innovation Based Economic Development CONTINUED

GOED followed a strategic approach and rationale to allocate funding under this program. The cause has been based on an approach termed *Innovation Based Economic Development (IBED)*, sometimes also known as technology-based economic development. This approach puts a university research infrastructure at the center of a regional innovation system (RIS) comprised of two interacting ecosystems: The startup economy ecosystem powered by startup firms; and an innovation economy ecosystem driven by existing innovative growth companies. A robust dynamic regional innovation system requires efforts and initiatives to enhance both ecosystems substantially.

Over the past four funding cycles (2013, 2015, 2017, 2019), GOED has been selecting projects with the objective to strengthen the innovation economy ecosystem. To do this, GOED developed a vision of implementing *Applied Research Centers* at each of Nevada's universities and Desert Research Institute (DRI). These centers would conduct applied research and create intellectual property that will be used to develop new, relevant technologies to help companies grow their research and development (R&D) base and enhance their growth through innovation. Applied Research Centers will assist companies to turn advanced technologies into production processes and commercial products by working collaboratively with such firms. These centers can be regarded as 'outsourced R&D departments' providing 'innovation on demand' services. The origins of this model are based on the 'Fraunhofer Institutes' in Germany and the 'Catapult' centers in the United Kingdom. Thus, entrepreneurial startup culture has, over time, been spilling over to the universities and spur a 'change of culture,' including an increased rate of development of marketable university IP. Hence, for the second phase, a reformed Knowledge Fund will be broadening its approach and continue supporting Applied Research Centers in their focus on the regional *growth economy ecosystem*. It will also increase directing efforts at the *startup economy ecosystem* focusing on small, highly scalable businesses and support structures for fostering their formation and growth.

The reformed Knowledge Fund (*'Nevada Innovation Fund' - NIF*) will increasingly support the startup economy ecosystem while continuing to strengthen the growth economy ecosystem. The NIF would ensure that the current momentum in the form of an increased number of university spinout companies being formed, startup companies locating on university campuses to facilitate scale-up and growth, increased industry-university collaboration on R&D will be maintained.

The NIF will retain Innovation Based Economic Development as the underlying rationale, as well as ensuring alignment with the new GOED State Plan by focusing on the following four target areas: *Innovation Capacity Building* – grant funding for applied R&D infrastructure and projects at Nevada System of Higher Education (NSHE) with emphasis for allocation to industry-university partnerships; *Innovation Transfer* – grant funding for technology transfer projects at NSHE and private small, scalable businesses, Small Business Innovation research (SBIR), and Small Business Technology Transfer (STTR); *Innovation Acceleration* – grant funding to accelerate innovation for private early-stage Nevada tech companies to help them scale and create acceleration & venture building programs; and *Innovation Ventures* – seeking the creation of Independent Commercialization Entity to offer NSHE path to effective formation of spin-out companies.

KNOWLEDGE FUND - HIGHLIGHTS 2020



- **DRI** has successfully spun out its first company focused on innovative solutions in agriculture. Tu Biomics Inc., inspired by DRI's expertise in microbial ecology, is an agricultural biotechnology company that targets industrial-scale farming's soil health challenges. In conjunction with DRI's plant and molecular biology scientists, Tu Biomics is developing a platform of organically derived biocontrol agents (BCAs) as a sustainable, effective alternative to currently available synthetic chemistry options. After GOED funded a \$350,000 Knowledge Fund project at DRI, Tu Biomics subsequently received nearly \$1 million in seed financing from venture investors and industry partners.

- After investments totaling \$4.3 million through the Knowledge Fund, the **WaterStart** program spun out of the DRI into a successful company that has already addressed \$30 million in water technology challenges based in Nevada. With a growing membership, proven model, and diversified funding, WaterStart is ready to write its next chapter and operate independently. WaterStart was founded as a non-profit in 2013 in response to the impacts of the Great Recession and 20 years of continuous drought in Nevada. The public-private partnership was housed within DRI and funded by the Knowledge Fund. Dedicated to deploying new water technologies and making Nevada a hub for water innovation, WaterStart membership and sponsors are made up of the State's largest water agencies, consumers, and philanthropies, including the Southern Nevada Water Authority, Truckee Meadows Water Authority, MGM Resorts, NV Gold, the Wells Fargo Foundation and OneDrop.
- Since 2015, GOED has made a \$6.2 million investment in the **University of Nevada, Reno's (UNR) Nevada Center for Applied Research (NCAR)**. The investment has produced more than \$75 million in capital and 300 jobs created by NCAR-affiliated companies; over 150 companies and agencies engaged with UNR through memberships or agreements; over 20 companies with currently working on campus; and more than \$25 million in grants, contracts, and gifts to support NCAR-related initiatives. After a period of booming business incubation, three technology companies incubated in NCAR have emerged as viable companies and have outgrown their operation at NCAR. The companies that have chosen to locate laboratory R&D operations at UNR are, Bioelectronica, NexTech Batteries and LactaLogics. Each conducted its business-startup operations in on-campus laboratory space managed by NCAR. They have relocated all or partial operations to private, commercial areas; two of them, Bioelectronica and NexTech Batteries, remain in northern Nevada and continue to do work with NCAR through a fee-for-service agreement.
- **Velodyne Lidar, Inc.** announced a partnership with UNR to advance transportation infrastructure research. NCAR is using Velodyne's lidar sensors in its Intelligent Mobility initiative to collect data aimed at making transportation more efficient, sustainable and safe.



- The Knowledge Fund investment in the **CoLab Esports Innovation Lab Project** between Rainmaking and the International Gaming Institute's (IGI) Hospitality and Esports Labs is the first of its kind and a major step in funding development in the hospitality and gaming industries in the post-COVID-19 pandemic era. The project leverages the explosive demand for online entertainment and esports with the pressing need for real world revenue and economic recovery for Nevada's most significant industry. The CoLab ensures that this industry, in which Nevada has enjoyed

a global competitive advantage for decades, will stay ahead and continue to thrive. Rainmaking is an outstanding innovation and development firm with a strong history of commercialization of intellectual property to specific vertical industries. Rainmaking's unique approach is to work directly with industry representatives to understand the types of problems that, when solved through entrepreneurial and innovative thinking, result in immediate economic development activity. The collaboration, funded by the Knowledge Fund, will enable not only entrepreneurial activity precisely targeted at helping Nevada's largest industry in a post-pandemic recovery scenario, but will also produce revenue through commercialization of these highly targeted innovative projects developed in the CoLab.



Innovation Based Economic Development CONTINUED

- The Knowledge Fund enabled a statewide expansion of a program to help technology entrepreneurs earn federal grant funding to support their businesses' early-stage development or innovations. Initially funded through the Federal and State Technology Partnership (FAST) at UNR in 2019, the **Sierra Accelerator for Growth and Entrepreneurship** (SAGE) program is being expanded to southern Nevada at UNLV with GOED Knowledge Fund support. This support and expansion come at a critical moment for small technology-based businesses in Nevada. SAGE is designed to put Nevada's small technology-based businesses on the path to earn grant funding through the competitive SBIR and STTR programs. Known as "America's Seed Fund," the SBIR and STTR programs offer Phase 1 grants of up to \$225,000 and Phase 2 grants of up to \$750,000.

KNOWLEDGE FUND RETURN ON INVESTMENT

DRI

- The Knowledge Fund allowed DRI to launch the Healthy Nevada Project, a population health study examining genetic and environmental risks for certain diseases among Nevadans. With more than 50,000 Nevadans already enrolled, the Healthy Nevada Project is the country's most extensive population health study. The funding was critical to DRI developing a partnership with Renown Healthcare to launch the Renown Institute for Health Innovation, which has garnered \$35 million in funding since its inception and allowed DRI to launch a new Cancer Biology Lab.
- WaterStart, a 501(c)(3) and operating in a region of proven first adopters, sitting at the nexus of technology, research and economic development. WaterStart provides channels for innovation for various stakeholders and water resource managers, including technology companies, management agencies and policymakers, and has addressed \$30 million in water technology challenges based in Nevada.
- Creation of startup and subsequent spinout of company TuBiomics, which is working to solve an agricultural problem of white rot with Nevada and California's largest garlic growers through the development of organic antifungal chemicals.

UNLV

- The Knowledge Funds has been fostering innovation in Nevada's leading industry, gaming, with the launch of the Center for Gaming Innovation. The Center for Gaming Innovation is diversifying the state's core economic strength in gaming. The Center is a true academic incubator, creating innovative and commercially viable casino games, and training students and working professionals for leadership roles in hospitality, gaming, and technology companies. The Center for Gaming Innovation has resulted in 18 patents, four student tech startups, and eight games that have been licensed for play.
- Creation of the Nevada Institute of Personalized Medicine (NIPM), which is working to improve Nevada's individual and community health through research and technology commercialization, education, and workforce training. NIPM is advancing Nevada to tomorrow's data-driven decision-making by decoding genomes to predict disease susceptibility, sift through treatment options, and fine-tune drug dosages to minimize adverse effects and help Nevadans lead longer, healthier lives. NIPM has secured more than \$16 million in federal funding, with a return of investment of more than \$4 for every dollar invested. Most recently, NIPM's spinout company Heligenics closed its first seed funding round.

UNR

- GOED, in collaboration with UNR, applied the Applied Research Center model, resulting in the creation of the NCAR, which has been supported by the Knowledge Fund since 2015. NCAR provides entrepreneurs and industry access to the equipment, facilities and expertise of the university; resources needed for ideas and companies to take off and that would be cost-prohibitive for startups on their own. Through subgrants, the Knowledge Fund supports the Biosciences Entrepreneurial Lab, which makes affordable "wet" laboratory space available on-campus. This provides a safe and cost-advantage environment for small bioscience businesses while supporting their entrepreneurial R&D, as well as the Autonomous Robots Lab that participates in the DARPA Subterranean Challenge and is partnering with Nevada Gold/Barrick to develop subterranean robotics and autonomous vehicles for exploration and mining safety. Additionally,

the Knowledge Fund investment has facilitated large, multidisciplinary research initiatives involving coalitions of public and private stakeholders, including the Intelligent Mobility initiative and, through it, the development of real-world, transportation “Living Labs” across Nevada. The funding helps drive private-sector entrepreneurialism through the operation of the University’s Innevation Center, the downtown Reno co-working environment and makerspace.

SSBCI AND BATTLE BORN VENTURE

The Battle Born Venture Program (“Battle Born”) is a state venture capital program overseen by GOED, under the auspices of the US Treasury’s State Small Business Credit Initiative (SSBCI). Battle Born makes equity and equity-like investments in early-stage, high-growth Nevadan enterprises in the following industries: aerospace & defense, agriculture, energy, healthcare, IT, logistics & operations, manufacturing, mining, tourism & gaming, water. It seeks an economic return on investment, and any proceeds from investments are reinvested into the program to benefit the citizens of the State of Nevada. The program invests alongside other private investors, such as angel groups, seed and venture capital funds.

Battle Born accepts applications through the Gust platform, and all applications are evaluated by an independent Investment Advisory Committee. Battle Born’s investments are held by Nevada Battle Born Growth Escalator, Inc, a corporation for public benefit and 501(c)(3).

A recent survey reconfirmed that minority entrepreneurs continue to receive only a tiny portion of venture capital dollars. By contrast, in 2019, about half of Battle Born Growth portfolio companies, 42 percent by assets allocated, have at least one minority leadership team member at the time of investment. While Battle Born’s mandate is not to create a culturally diverse portfolio, it is instead a consequence of Battle Born’s investment process, specifically: *open to all; avoid homophily; investment advisory committee and investment manager are diverse.*

BATTLE BORN GROWTH ESCALATOR - INVESTMENT HIGHLIGHTS 2020

CircleIn – *Participation in a second investment round*

Las Vegas-based CircleIn has developed a student-to-student tutoring app that allows students to study with one another and tutor one another, winning rewards in the process. Its advisory board includes the Education Director at Microsoft, and the former CTO of Merrill Lynch, AOL, and News Corp.

Grrrl – *New investment*

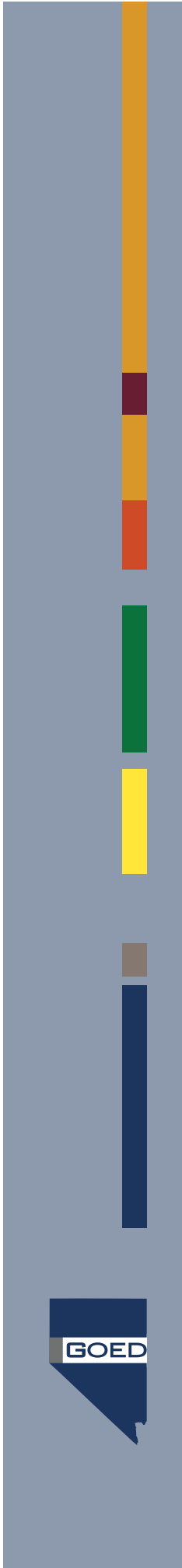
Grrrl is a Las Vegas-based athleisure company that focuses on size-free clothing and targets niche women’s sports such as MMA and Highland Games. Its philosophy is centered around women’s empowerment, with an emphasis on fitness at any size. Grrrl was co-founded by a husband-and-wife team who relocated to Las Vegas in 2019.

Outlaw Soaps – *New investment*

Outlaw Soaps is a Sparks, Nevada based personal care product company that is capitalizing on a resurgence in the male grooming market, and on consumers’ demand for clean beauty. The company was founded by a husband-and-wife team with experience in building startups and digital brands at Oprah.com. The team relocated from California to Northern Nevada in early 2020.

TuBiomics – *Providing seed funding for DRI Knowledge Fund spinout*

Reno-based Tu Biomics is focused on developing organic crop protection products for the global agriculture industry. The first applications were solving an agricultural problem of white rot with Nevada and California’s largest garlic growers through the development of organic antifungal chemicals. Battle Born’s investment is from second-generation funds (proceeds from exits from prior portfolio investments) and dedicated to providing seed investment for promising Knowledge Fund spinout companies.



Heligenics – Providing seed funding for UNLV Knowledge Fund spinout

Las Vegas-based Heligenics, incorporated in 2019, is an industry disrupter on the leading-edge of drug development and diagnostic testing by defining the function of genetic variation with its proprietary GigaAssay technology. It can take years to identify a single genetic marker. Heligenics measures the impact of all mutations within a gene in months. Battle Born's investment is from second-generation funds (proceeds from exits from prior portfolio investments) and dedicated to providing seed investment for promising Knowledge Fund spinout companies.

Community Entrepreneurship Project at City of North Las Vegas in Collaboration with Innovation Collective

While not constituting an equity investment, the State Venture Program is utilizing second-generation funds (proceeds from exits from prior portfolio investments) in support of a unique economic development initiative in collaboration with *Innovation Collective*. This initiative helps diversify the City of North Las Vegas' economy by unlocking the creativity within its residents, business owners, and entrepreneurs. It is unleashing it in a way that creates shared value for all, which includes working with them to rediscover their creativity, learn new technical and soft skills, build new companies, expand current companies and matchmake startups to larger brands. The initiative aims to connect with community members of all ages to help them begin to take first steps in unlocking their full potential.

SSBCI COLLATERAL SUPPORT PROGRAM

The State Small Business Credit Initiative (SSBCI) was created by the Small Business Jobs Act of 2010 to enhance local capital infrastructures. The initiative is managed by the U.S. Treasury, which requires that each State undergo thorough due diligence of the form and management of each component of the program before the funds allocated to each state are released. The Nevada SSBCI program began in 2011, and currently consists of two components, Collateral Support Program, managed by GOED, which pledges cash collateral shortfall to lending institutions to enhance the collateral coverage of individual loans taken by qualified Nevadan companies, and the State Venture Capital Program, "Battle Born Growth Escalator".

The intent of the Nevada Collateral Support Program is to supply cash collateral accounts to Nevada financial institutions to enhance the collateral coverage of borrowers. These accounts will cover all, or a portion of a calculated collateral shortfall as determined by the lending institution. Borrowers with a collateral shortfall will apply for coverage through their financial institution that will then coordinate directly with GOED. Companies using this program will be otherwise strong with typically good historical cash flow coverage and strong indicators of future business and/or sales activity. They will also tend to have strong management teams in place, which the lender believes will perform well going forwards.

REIMAGINE WORKFORCE PREPARATION

In late September, Nevada was awarded \$13.8 million Reimagine Workforce Preparation (RWP) grant out of the CARES Act's Education Stabilization Fund. Nevada was one of only eight states which received this three-year grant for its Project SANDI ("Supporting and Advancing Nevada's Dislocated Individuals").

GOED had been a lead architect in a proposal submitted by the Office of Workforce Innovation (OWINN) to the U.S. Department of Education for this grant.

The program's goals are to build a modern workforce system that maps skills to competencies and credentials, expands remote access to short-term training, and educational opportunities by utilizing digital platforms and technologies.

Through this project, Nevada will:

- Help displaced workers return to gainful employment and transition underemployed workers to new fields by building and piloting a new system (“Skills Decoder”) that can translate work experience and skills into competencies, which are then converted into badges and credentials and later, flexibly bundled into certifications and degree programs. This approach responds to developments accelerated by COVID-19 pertaining to decentralized learning (e.g., non-classroom, hybrid classes, on-site training, open- entry/open-exit models), in conjunction with a geographically dispersed workforce, and geographically dispersed learning.
- Help new workers enter jobs within in-demand sectors and transition underemployed workers to new fields by implementing and expanding new accelerated degree programs, expanding remote access to in-demand occupations through distance education and the innovative use of digital platforms (virtual reality), and directing job seekers to an enhanced Nevada CareerExplorer that integrates career navigation with case management and online training links.
- Assist small business owners gain the skills needed to create new businesses or grow current businesses and become more resilient by creating a credit-based, online, self-paced entrepreneurship Nevada, enhancing the online presence of NV Grow, a small business development center located at the College of Southern Nevada (CSN), offering incentives to business startups, and launching a student venture accelerator cohort model.

Ultimately, this grant funds the collaboration between the key stakeholders (employers, OWINN, GOED, NSHE, DETR, Nevada State Library) as an effort to *modernize the current workforce system by developing a coordinated digital platform that allows dislocated, underemployed, and new job seekers easy access to accelerated training and education for in-demand, living-wage occupations and entrepreneurial pursuits*. The Nevada State Library already has a service platform that leverages industry-leading solutions to manage information needs in a modern, mobile-friendly online environment. This grant will enhance the unified resource solutions that are already in place to simplify further and expand the information discovery experience of the job seeker, facilitate streamlined career exploration and training access, and increase cooperation between educators, librarians, career navigators, and individuals seeking to engage more fully in the workforce.

NEVADA STATE LIBRARY



GOED, as a member of the State Council on Libraries and Literacy (SCLL), has been providing thought leadership and guidance for highly innovative and nationally recognized workforce development projects piloted at Nevada’s libraries. Examples include:

- **“Nevada’s Working Capital” project (2015)**, the first of its kind in the nation, that leveraged library technology and special programs to provide “maker-spaces” for STEM learning, access to specialized engineering software (SolidWorks) for employers/employees seeking to advance in manufacturing careers, and formalized training opportunities to earn a recognized industry credential, Manufacturing Technician 1 (MT1).



Innovation Based Economic Development CONTINUED

- **Nevada Career Explorer deployment (2018)**, a comprehensive Nevada-first career information platform that connected the numerous occupational, education, training, and job search sources for easy navigation and search. This allowed every Nevadan with a library card to access the database, helping students, parents and job seekers make sense of the increasingly complex career environment and the job market.
- **“Workforce Recovery Partnership Project” (2019)**, a partnership between the Nevada State Library and CSN to pilot a 3D and virtual reality (VR) career exploration system mapped to an accelerated 12-week training program for Kidney Dialysis Technicians, an in-demand occupation that pays a living wage. The fully online program, previously only offered in the Las Vegas Metropolitan area, expanded access to this much-needed training across the state leveraging VR-technologies, thus providing alternative instruction modes to in-person laboratory classes. A 360° immersive video completely captured CSN’s Dialysis Patient Care Technician (DPCT) program into a 3D virtual environment so that a potential student can take a field trip of a dialysis lab, shadow a dialysis tech, and, upon enrollment in the program, dive into figures within their textbook guided by their instructor, as well as work through their homework with a librarian, all in an XR environment. In these modules, students visualize reactions and processes while solving problems. The modules combine real-world context (dialysis), critical thinking, and some mathematics to develop quantitative reasoning. Curated for diagnostic healthcare, the 3D content helps cognitively anchor difficult science concepts, creating meaningful understanding of the job. The project drew nationwide attention, exemplified by the 2020 virtual visit of the American Library Association president as part of his nationwide tour.

It has been this groundbreaking work which helped built the technological base and enabled Nevada to win the RWP-grant with its proposal of ‘Project SANDI.’

Under GOED and the Nevada State Library, leadership for major components of ‘Project SANDI’ will be able to reach vulnerable parts of Nevada’s communities that have been adversely affected by the economic consequences of the pandemic. The Nevada State Library connects to 87 public libraries across the state, many operating in Nevada’s most economically challenged communities. This grant leverages the wide geographical and demographic reach of Nevada’s public library system, as well as the Nevada State Library’s federal mandate to participate in workforce development.



LEAP

As the standard template for career pathway development in Nevada, LEAP integrates education, government and industry in a standardized process to ensure that workers have the skills they need to succeed in both the short – and long-term in the state. LEAP is designed to be a dynamic and responsive framework that consists of fully integrated, highly flexible pathways in which credit transfers seamlessly from high school to community college, and ultimately to a university. Each stage within the framework represents “on and off ramps,” thereby enabling a student to enter the workforce while offering opportunities to re-enter the pathway at a later date to take further advanced qualifications and degrees.

As part of the Education Stabilization Fund (ESF) grant, ‘Project SANDI,’ will contain the inclusion of interactive LEAP-frameworks on the Nevada Career Explorer, to help steer learners through career progression on manufacturing, Life Sciences and Advanced Information Communication Technologies (ICT) Pathways.



The PTAC team provides one-on-one counseling sessions to assist its clients.



THE NEVADA PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC) helps for-profit Nevada businesses, especially the small businesses with goods and/or services to sell, pursue public sector or local, state, and federal government-related contracts (or prime contracts) and subcontracts in Nevada and across the United States.

The PTAC team provides one-on-one counseling sessions to assist its clients. Counseling, in part, includes helping clients with solicitation document review and understanding, draft proposal review within a reasonable timeframe, and contract administration guidance. The PTAC also provides no-charge outreach events such as webinars whether led by the PTAC or by small business resource partners in Nevada. Since March 2020, the PTAC switched to a 100% virtual service model when counseling clients, conducting outreach events, and collaborating with resource partners. A subset of total PTAC clients has competed for and been awarded public sector contracts, which is vitally important during the recession the pandemic has caused. As relayed to the PTAC by a number of clients, and if it were not for public sector business, PTAC clients do not know how they would have survived and/or thrived during the Great Recession. The same holds true, even more so given the recession caused by the ongoing pandemic, and more businesses expanding their portfolios to sell to the public sector.



Additionally, the Nevada PTAC team won the Outstanding Project Award in March 2020 from the Association of Procurement Technical Assistance Centers (APTAC). Out of all award nominees, the team won the award for its ten-page checklist to help Nevada businesses mitigate contract risk when selling professional services on a fixed-price basis within the public sector. The award recognizes an accomplishment that stands out from the usual activities that all PTACs in every U.S. state and in some territories organize and undertake. The award is given for a project that benefits all APTAC members and/or serves as a model for other PTACs to emulate. The Nevada PTAC's proactive and innovative project to create a valuable resource that can be used by all, represents such an initiative, as officially stated by APTAC in a widely-distributed press release.

The Nevada PTAC program has experienced year-over-year growth:

For the program year ending July 31, 2020 (8/1/19-7/31/20):

- About **1,350** total clients
- A total of **51** outreach events either led by the PTAC or a small business resource partner
- A subset of the total clients was awarded a total of **1,572** prime contracts valued at a total of **\$272,615,252**
- A subset of the total clients was awarded a total of **94** subcontracts valued at a total of **\$40,087,039**

For the program year ending July 31, 2019 (8/1/18-7/31/19):

- About **1,290** total clients
- A total of **54** outreach events either led by the PTAC or a small business resource partner
- A subset of the total clients was awarded a total of **1,111** prime contracts valued at a total of **\$135,146,747**
- A subset of the total clients was awarded a total of **40** subcontracts valued at a total of **\$9,715,110**

Nevada Film Office Overview



The creation of content provides employment opportunities for Nevadans, business development and growth for small Nevada businesses...

ESTABLISHED IN 1982, the Nevada Film Office attracts and facilitates the creation of content to gain attention to Nevada generating economic growth in our communities. The office administers a Transferable Film Incentive program to spur the growth of content created in Nevada along with coordinating intergovernmental cooperation throughout the state, connecting productions with qualified crew and vendors to complete productions. The creation of content provides employment opportunities for Nevadans, business development and growth for small Nevada businesses, and highlights Nevada's unique locations and attractions throughout the state. Distributed to a worldwide audience, content created in Nevada contributes to driving the state's tourism economy, highlighting the diversity of Nevada's resources, industries, and its residents.

HIGHLIGHTS

The calendar year 2020 has been an unpredictable year with the shutdown of productions worldwide, including Nevada beginning in March and continuing through December 2020. Despite these shutdowns, highlights for the Calendar Year 2020 include:

- Issued film incentives to one project totaling \$141,288 with economic activity to Nevada totaling \$909,516.
- In process productions with estimated incentives totaling \$4,265,634 with economic activity to Nevada totaling \$21,300,032.
- Created 125 full time equivalent jobs for these productions.
- Coordinated outreach to governmental agencies throughout the state including state parks, such as Valley of Fire, to improve processes for filming to occur, highlighting the beauty of Nevada landmarks to drive increased visitation and economic development.
- The office sponsored and coordinated series of online videos promoting productions recently filmed in Nevada, including Pawn Stars and Bleacher Report, generating attention to these productions and the benefits of producing content in Nevada.
- The office continues to produce video content available on its website to provide resources and answer most frequently asked questions regarding filming in Nevada, further simplifying the process of creating in Nevada.

Nevada Film Office Overview CONTINUED

- Coordinating with the University of Nevada, Las Vegas and Community Colleges of Nevada, the office engages with the film and video production programs to create opportunities and work towards pathways for students in Nevada to remain in the Nevada workforce and grow within the industry.
- Coordination with local union representatives from International Alliance of Theatrical Stage Employees (IATSE) to provide comprehensive support to productions in Nevada and further develop the local workforce.
- Track and update industry guidance related to COVID-19 mandates and directives as they relate to production in Nevada.
- Create production safety guidelines for COVID-19, published on our website and shared with local permitting jurisdictions to offer guidance on safely producing content in Nevada.
- Partnered with Safe Sets International to provide free COVID-19 awareness courses to the production community.
- Work with and promote film festivals in Nevada.
- Provide resources to industry in Nevada regarding Pandemic Unemployment Assistance, grants and programs for small business assistance including PETS grant, National Grants for the Arts, City of Las Vegas Grant Programs, CARES Act.

The following projects were in progress or planning during 2020 related to the film incentive program:



FELIZ NAVIDAD — Single father David is matched with out-of-town musician Sophie on a dating app. Since she is only in town for the holidays, they agree to ‘practice-date’ – but will they fall in love for real? The Christmas feature film, *Feliz NaviDAD*, highlights Carson City, NV as a travel destination for Nevada. This film has a distribution agreement

with A&E Lifetime.

DEAR CHRISTMAS — Natalie has a hit podcast based on love. Problem is, she’s not very good at finding it herself, that’s when Chris Massey enters her life and shakes things up. This Christmas feature film, *Dear Christmas*, highlights the Incline Village, NV area as a travel destination for Nevada. This film has a distribution agreement with A&E Lifetime.



ONCE UPON A MAIN STREET — Amelia, who wants to open a year-round Christmas store, bids for a shop lot against Vic, who wants to open a chocolate shop. Rivalry becomes romance when they must work together. This Christmas feature film highlights the

Carson City/Gardnerville area as a travel destination for Nevada. This film has a distribution agreement with A&E Lifetime.



LOVE ISLAND SEASON 2 — *Love Island* is a fast turnaround reality dating show with viewer interaction, set in a spectacular villa. It is a competition to be crowned the USA’s favorite couple. A group of gorgeous singles arrive at the luxury villa on in an exciting and unique location. *Love Island* will air multiple times a week for 4 and a half weeks on CBS.



CATCH 21 — *Catch 21* is a riveting game show broadcast on the Game Show Network (GSN). Three contestants

compete against each other playing a card game, much like Blackjack, while answering trivia questions. The show is based on a popular online game from GSN’s website and has aired for four seasons. All the contestants are Nevada residents. The show is hosted by Alfonso Ribeiro.

Rural Economic & Community Development



Over the past five years, CDBG investments of \$14,993,664 have contributed to the funding of 83 projects in rural ten cities and ten counties.

The Community Development Block Grant (CDBG) program is one of five formula programs administered by the Department of Housing & Urban Development (HUD). Authorized as part of the Housing and Community Development Act in 1974, the CDBG program allocates funding to the State of Nevada; the funds are allocated to cities with populations under 50,000 and counties under 200,000. This program is called the State and Small Cities Program – or the Non-Entitlement Program. Larger cities and counties, cities over 50,000 and counties over 200,000, receive funding directly from HUD through the CDBG Entitlement Program.

The Governor’s Office of Economic Development (GOED): Division of Rural Community & Economic Development administers the CDBG Non-Entitlement Program. Funds are allocated to small cities and counties to help develop communities by providing Nevadans with (1) suitable living environments, (2) decent housing and (3) economic opportunity for low- to moderate income individuals and households. All projects must meet one of three national program objectives: (1) benefit low-moderate income persons, (2) prevent or eliminate slum and blight or (3) meet current urgent community development needs.

Annually, approximately \$3.2 million is made available annually to 27 Non-Entitlement Eligible Entities. Each July 1st, a new grant year begins with submission of proposals for eligibility. Approved projects are developed into full proposals/ applications, which are due mid-February. Applications in this competitive grant process are reviewed by external reviewers, when appropriate, and by the CDBG Advisory Committee. The CDBG Advisory Committee recommends funding for projects. Recommendations are sent to the Governor for final approval.

Over the past five years, CDBG investments of \$14,993,664 have contributed to the funding of 83 projects in rural ten cities and ten counties. Another \$20,669,625 has been invested by the communities as leveraged funds. Investments have benefited 315,796 low- to moderate-income individuals.



2020 CDBG ALLOCATIONS

Carson City	Colorado St. ADA Compliance Improvement Project	\$340,868
Carson City	FISH Transitional Housing Design Project	\$30,583
Carson City	Nevada Health Center Medical Technology Project	\$31,873
Carson City	Ron Woods Youth Absentee Reduction Project	\$20,000
Carson City	RSVP Nevada Rural Counties Veterans' Project	\$20,000
Carson City	Grant Management Project	\$49,258
City of Ely	Ely Fire Department Extrication Tool Project	\$12,229
City of Ely	Murry Street Sewer Upgrade Project, Phase II	\$332,363
Esmeralda County	Emergency Generator Project	\$360,000
Esmeralda County	Goldfield Historical Street Rehabilitation Project, Phase III	\$425,000
Lincoln County	Pioche Airport Road Drainage Project	\$751,500
Lyon County	Walker River Economic Corridor Economic Development Project	\$200,000
Nye County	Pahrump Fairgrounds Environmental Assessment Project	\$50,000
Nye County	Pahrump Fairgrounds Water & Well System Project	\$500,000
White Pine County	McGill Sewer Pond Lining Project, Phase I	\$75,150
White Pine County	McGill Slag Ditch Study Project	\$75,150

CDBG-CV

ROUND 1

In response to the Coronavirus Pandemic (COVID-19) the U.S. Department of Housing and Urban Development Community Development Block Grant Program (CDBG) notified the Nevada Non-Entitlement CDBG Program that it received a formula allocation in the amount of \$2,049,574 from the first round of CDBG-CV funding to be used specifically for the prevention of, preparation for, and response to the Coronavirus. The allocation was authorized by the Coronavirus Aid, Relief, and Economic Security Act (CARES Act), Public Law 116-136, which was signed on March 27, 2020. Of that allocation, \$161,488 was allowed for Administration and Technical Assistance. This amount could be allocated to projects at a later date.

The State of Nevada accepted applications from rural cities under 50,000 in population and rural counties under 200,000 in population. Clark County, Las Vegas, North Las Vegas, Henderson, Reno and Sparks are Entitlement communities and receive separate allocations and conduct separate application processes. Applications for the Non-Entitlement areas were due on August 14th, 2020. The CDBG Advisory Committee met on September 1, 2020 and recommended funding for projects in the amount of \$1,229,784 for the CDBG-CV #1 (a) round of funding. Funding in the amount of \$658,302 was available for a second round of applications for CDBG-CV 1 (b).



CDBG-CV ROUND 1 (A) FUNDED PROJECTS

APPLICANT	PROJECT	AWARDED
Elko County	NV Health Center: Negative Pressure Rooms Project	\$43,600
Elko County	NV Health Center: Covered Parking Structure Project	\$139,100
Lyon County	Healthy Communities Coalition: Silver Springs Food Pantry Expansion Project	\$97,034
Lyon County	Healthy Communities Coalition: Silver Springs Transportation Expansion Project	\$70,000
Washoe County	Food Bank of No. NV: Food Distribution Expansion Project	\$144,300
Washoe County	Food Bank of No. NV: Transportation Expansion Project	\$30,000
Washoe County	Rural Senior Centers Food Distribution Project	\$11,747
Wells	Senior Center Facility Project	\$332,000
Yerington	Boys and Girls Club Expanded Services Project	\$125,000
		\$992,781
Carson City	NVHC Covered Parking Structure Project	\$57,191
Carson City	Spirit of Hope-Vehicle Purchase Project	\$51,585
Carson City	Boys and Girls Club Expanded Services Project	\$19,826
Carson City	Nights Off The Streets Warming Shelter Project	\$20,080
Carson City	COVID-19: Planning and Grant Management	\$28,322
Carson City	Boys and Girls Club Transportation Expansion Project	\$60,000
		\$237,004
		\$1,229,785

CDBG-CV ROUND 1 (B) FUNDED PROJECTS

APPLICANT	PROJECT DESCRIPTION	REQUESTED
Mineral County	Hawthorne Boys & Girls Club Project	\$255,000
Esmeralda County	Fish Lake Community Center Upgrade Project	\$200,000
Esmeralda County	Teleconference Equipment Upgrade Project	\$70,000
TOTAL - NON-ENTITLEMENT		\$525,000
CDBG-CV: ROUND #1 - ANTICIPATED PROJECTS - CARSON CITY		
Carson City	Advocates to End Domestic Violence Transportation Expansion	\$35,677
Carson City	NV Health Centers Immunization Preparation	\$45,278
Carson City	Senior Center Meals Expansion	\$70,426
Carson City	Spirit of Hope- Professional Cleaning/ New Housing/Tech	\$70,426
TOTAL - CARSON CITY		\$221,807
TOTAL		\$746,807

Rural Economic & Community Development CONTINUED

CDBG-CV

ROUND 2

In response to the Coronavirus Pandemic (COVID-19) the U.S. Department of Housing and Urban Development Community Development Block Grant Program (CDBG) notified the Nevada Non-Entitlement CDBG Program that it received a formula allocation in the amount of \$9,963,639 from the second round of CDBG-CV funding to be used specifically for the prevention of, preparation for, and response to the Coronavirus. The allocation was authorized by the Coronavirus Aid, Relief, and Economic Security Act (CARES Act), Public Law 116-136, which was signed on March 27, 2020. This allocation is to be distributed across the state of Nevada to entitlement and non-entitlement areas, based on a HUD formula.

All counties and Entitlement cities are eligible to submit projects to the State of Nevada. Cities, counties and non-profit organizations can submit projects to the eligible jurisdictions. Refer to table for allocations by jurisdictions. Applications are due to the state of Nevada by April 27, 2021 by 5:00 p.m.



CDBG-CV ROUND 2 FORMULA ALLOCATION

ELIGIBLE COUNTIES AND ENTITLEMENT CITIES

	ALLOCATION AMOUNT WITHOUT BASE	BASE	AMOUNT TO DISTRIBUTE
Carson City	\$180,504	\$25,000	\$205,504
Churchill County	\$66,898	\$25,000	\$91,898
Clark County	\$3,097,156	\$25,000	\$3,122,156
Henderson	\$1,126,676	\$25,000	\$1,151,676
Las Vegas	\$2,061,482	\$25,000	\$2,086,482
North Las Vegas	\$657,436	\$25,000	\$682,436
Douglas County	\$188,474	\$25,000	\$213,474
Elko County	\$103,602	\$25,000	\$128,602
Esmeralda County	\$3,496	\$25,000	\$28,496
Eureka County	\$3,858	\$25,000	\$28,858
Humboldt County	\$32,850	\$25,000	\$57,850
Lander County	\$12,564	\$25,000	\$37,564
Lincoln County	\$16,214	\$25,000	\$41,214
Lyon County	\$177,932	\$25,000	\$202,932
Mineral County	\$15,864	\$25,000	\$40,864
Nye County	\$183,221	\$25,000	\$208,221
Pershing County	\$14,774	\$25,000	\$39,774
Storey County	\$15,655	\$25,000	\$40,655
Washoe County	\$219,062	\$25,000	\$244,062
Reno	\$928,797	\$25,000	\$953,797
Sparks	\$284,367	\$25,000	\$309,367
White Pine County	\$22,781	\$25,000	\$47,781
Total:	\$9,413,639	\$550,000	\$9,963,661

Rural Economic & Community Development CONTINUED

CDBG-CV

ROUND 3

In response to the Coronavirus Pandemic (COVID-19) the U.S. Department of Housing and Urban Development Community Development Block Grant Program (CDBG) notified the Nevada Non-Entitlement CDBG Program that it received a formula allocation in the amount of \$2,474,984 from the third round of CDBG-CV funding to be used specifically for the prevention of, preparation for, and response to the Coronavirus. The allocation was authorized by the Coronavirus Aid, Relief, and Economic Security Act (CARES Act), Public Law 116-136, which was signed on March 27, 2020.

The State of Nevada will accept applications from rural cities under 50,000 in population and rural counties under 200,000 in population. Clark County, Las Vegas, North Las Vegas, Henderson, Reno and Sparks are Entitlement communities and receive separate allocations and conduct separate application processes. Applications for the Non-Entitlement areas are due on April 27, 2021 by 5:00 p.m. PDT. The CDBG Advisory Committee will meet early May and recommend funding for projects in the amount of \$2,474,984 for the CDBG-CV Round #3.

\$2,474,984

Total allocation

\$371,247.60

Carson City 15%

\$2,103,736.40

Non-Entitlement allocation

CDBG - RECOVERY HOUSING PROGRAM

The Recovery Housing Program (RHP) provides funding for states and the District of Columbia to provide stable, transitional housing for individuals in recovery from a substance use disorder. The funding covers a period of not more than two years or until the individual secures permanent housing, whichever is earlier.

RHP was authorized under Section 8071 of the Support for Patients and Communities (SUPPORT) Act. HUD published its formula in the Federal Register on April 17, 2019 (84 FR 16027), identifying the 25 eligible grantees and allocation percentages.

RHP eligible activities include:

- Public facilities and improvements
- Acquisition and disposition of real property
- Payment of lease, rent, and utilities
- Rehabilitation, reconstruction, and construction of both single family, multifamily, and public housing
- Clearance and demolition
- Relocation
- Administration and technical assistance



The RHP Notice encourages coordination with other federal partners addressing substance-abuse related programs. Recovery Housing Program FY2020 Allocations: Nevada – 3.46% (Allocation Shares* per Formula Notice), \$847,000.00



NEVADA MAIN STREET

Nevada Main Street is a holistic approach to downtown revitalization that supports business creation and retention to support healthy and economically vibrant communities. The state program began in 2017 and provides a framework for communities to address a full range of issues and challenges facing traditional commercial districts. This is the second year Nevada Main Street has awarded grants to support downtown revitalization. A total of 12 applications totaling were received from six eligible Nevada Main Street communities in this grant cycle. Nevada Main Street Revitalization Grant were awarded May 29, 2020 to five communities requesting \$227,902. Funded grant awards totaled \$150,000 and included:

- **Gardnerville:** \$4,012 to update Main Street brochures
- **Reno:** \$50,000 for the Virginia Street & ReTRAC Beautification project. Used as matching funds for \$200,000 EDA grant application.
- **Tonopah:** \$14,913 for a downtown beautification project
- **Wells:** \$40,000 for façade improvements and murals
- **White Pine:** \$11,700 for reopening businesses in downtown Ely
- **White Pine:** \$10,500 to install a trailhead kiosk at Broadbent Park
- **White Pine:** \$18,875 to publish “50 Fabulous Places in White Pine” book

All the grant awards are be matched with local funding and donated services.

Other program highlights included:

- Held Nevada Main Street leadership training in Gardnerville, August 28–29, 2019.
- Presentation to Lander County Chamber of Commerce, September 11, 2019.
- Presentation to Lander County Commission, October 24, 2019.
- Main Street program assessment in Wells, December 10, 2019.
- Strategy planning and budget session for Tonopah Main Street, January 17, 2020.
- Winnemucca Main Street presentation, January 27, 2020.
- Executive Director training held in Carson City, March 3, 2020.
- National Main Street Now conference canceled due to COVID-19, May 2020.
- Biweekly calls with Main Street program leaders, SHPO, Travel Nevada, Outdoor Recreation, SBDC, and USDA, May 14, 2020.
- Kickoff meeting for Nevada Main Street programs to begin website development through Locable, August 13, 2020.
- Locable Nevada Main Street websites live December 10, 2020.

NEVADA OPPORTUNITY FUND

In order to assist small businesses in obtaining the funds they need for growth and expansion, the state created the Nevada Opportunity Fund, administered by Bank of Nevada. In partnership with GOED, Bank of Nevada provides startups with business plans access to borrow up to \$25,000. Existing small businesses can borrow up to \$50,000 unsecured or \$100,000 secured. In response to the pandemic, loans in the portfolio were given deferments on payments to November 2020 and interest rates were reduced. The program stopped funding new loans in June 2020 due to state budget shortfall.



LOAN DEMOGRAPHICS

Las Vegas	13
Reno	1
Rural	1

Original Fund Exposure:	\$1,000,000.00
Historical Charge Offs:	\$16,738.44
Reduction to Fund by GOED:	\$461,904.26
New Fund Exposure:	\$521,357.30
09/30/20 Principal Outstanding:	\$480,551.71
Fund Availability:	\$40,805.59

This loan program is for minority, women-owned, and disadvantaged businesses. The Nevada Opportunity Fund – <https://www.leg.state.nv.us/Statutes/79th2017/Stats201716.html#Stats201716page2911>

SSBCI COLLATERAL SUPPORT PROGRAM

The CSP is 100% federally funded and part of the State Small Business Credit Initiative Program (SSBCI). The program provides collateral support to strengthens loans for Nevada businesses (makes a good loan better). There have been 28 CSP deals since the program’s inception in 2012 for a total of \$12 million.

- **27** deals have been in Las Vegas and
- **1** deal was in Elko.

Of the \$12 million disbursed, \$2.8 million remains outstanding with \$9.3 million returned to date to support future CSP deals. The funds disbursed to the participating lending institution are placed into a bank account separate from the loan itself and the CSP funds are not used by the bank. The funds remain in the account and funds are returned to the State as the loan is paid off. In addition to the Federal funds awarded by the U.S. Treasury, this program generates revenue as follows:

- **Filing Fees:** GOED negotiates with each lending institution and charges a filing fee between 1% to 3% of the collateral amount that is paid when the loan is funded by the bank. Since the program's inception this funding source has generated \$285,000 in revenue.
- **Treasurer's Interest Distribution:** The SSBCI budget account is an interest-bearing account that has earned \$446,000 in interest since the program began.
- **Bank Interest Earned:** The collateral support funds placed in each deal's bank account earns a small percentage of the balance of the account. Since the program's inception this funding source has generated \$46,000 in revenue. These funds are paid to the State when the loan is paid in full and the CSP bank account is closed.

ENTREPRENEURSHIP PROGRAM FOR RURAL NEVADA



With the goal of expanding the entrepreneurial ecosystem that has developed in Reno-Tahoe area, GOED led an effort to begin developing an entrepreneurial ecosystem in rural Nevada. This effort included supporting entrepreneurs with mentorship, access to capital, and networking opportunity. Through partnerships with existing business resources such as: Northern Nevada Development Authority, Great Basin College, StartUpNV, the Nevada Small Business Development Center, and Nevada Cooperative Extension; entrepreneurs were provided support in order to create a complete ecosystem of entrepreneurs, mentors, and investors resulting in successful business

development across Nevada. The partnership started to bridge the Urban-Rural divide connecting a statewide business incubator program, StartUpNV, with entrepreneurs in rural Nevada to tap into the developing startup community in Reno-Tahoe. Over the past few years, the Reno area has seen a boom in entrepreneurship. Many large technology companies have moved to the Tahoe Reno Industrial Park and with it a spirit of entrepreneurship has increased in Nevada. The University of Nevada, Reno has supported this development through the Sontag Entrepreneurship Competition, The Innevation Center, and organizations such as Entrepreneurs Assembly. The Economic Development Authority of Western Nevada (EDAWN) hosted a Venture Conference in 2019 providing Angel investing training, and raised capital to launch the Reno Seed Fund. This fund invests in companies in early-stage, revenue generating, and some earlier and later-stage companies with significant operations in Northern Nevada.

Rural Nevada can tap into the developing startup economy in Reno. Over the past few years, the Reno-Tahoe area has seen a boom in entrepreneurship. Many large technology companies have moved to the Tahoe Reno Industrial Park and with it a spirit of entrepreneurship has increased in Nevada. The University of Nevada, Reno has supported this development through the Sontag Entrepreneurship Competition, The Innevation Center, and organizations such as StartUpNV and the Entrepreneur Assembly. The Economic Development Authority of Western Nevada has hosted a Venture Conference, Angel investing training, and raised capital to launch the Reno Seed Fund. This fund invests in companies in early-stage, revenue generating, and some earlier and later-stage companies with significant operations in Northern Nevada.

Rural Economic & Community Development CONTINUED

Utilizing the networks and resources of this partnership, the first startup training for rural entrepreneurs was held on November 7, 2019 at Great Basin College in Elko. Presentations were made on entrepreneurship (Bryan McArdle, EDAWN), mentorship (Karol Hines, Entrepreneurs Assembly), funding (Kelly Northridge, The Audacity Fund), and how to put together a pitch (Maggie Saling, StartUpNV). This led to the first annual Rural Pitch Day originally scheduled for May 22, 2020 but due to the pandemic, the pitch day was postponed to November 6, 2020 and held virtually.

RURAL START UP PITCH COMPETITION

STEERING TEAM

Maggie Saling
StartupNV, Communications Director

Karol Hines
Karol Hines Consulting, Owner/Startup Enabler

Tatjana Vukovic
GOED, Business Development

Patty Herzog
GOED, Rural Economic and Community Development

PLANNING TEAM

Sheldon Mudd
Northeastern Nevada Regional Development Authority

George Kleeb
Great Basin College, SBDC

Kelly Northridge
Audacity Fund, Founder

Danielle Rees
Audacity Fund, Founder

Lynn O'Mara
Northern Nevada Development Authority

Winnie Dowling
SBDC

Marcel Schaerer
Department of Business and Industry

Richard Bartholet
UNR Ozmen Center

Dave Croasdell
UNR

Bryan McArdle
EDAWN

Jill Baker-Tingey
University of Nevada Cooperative Extension

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Great Basin College

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NRRDA, Winnemucca-Humboldt

Jolene Supp
City of Welles, Wells Main Street

Lisa Costa Campbell
Great Basin College, Winnemucca

Matt Westfield
Entrepreneurs Assembly

Greg Bortolin
GOED, Communications

Carli Smith
GOED, Communications Pitch Day Presenters, Panelist, Judges

Donna Bath
Silver Lion Farms, Community Relations

Gian Khalsa
Silver Lion Farms, Founder

Bob Kurilko
Silver Lion Farms, CEO

Jonny Price
WeFunder

Mike O'Donnell
Colorado Lending Source

Chris Weiss
Department of Business and Industry

Liz Goodgold
RedFire Branding

Ian Muceus
Battle Born Supply Co., Humboldt County

Brian Blair
LoneRock Aerospace, Churchill County

Richard McKay
McKay Minoletti Enterprises, Eureka County

Lisa Song Sutton
Entrepreneur & Investor, TEDx Speaker, Miss Nevada US

Jeff Sutich
NV Energy

Anabel Navarro
SBDC

DONATIONS

NV Energy
Cash donation, \$2,500

StartupNV
Free entry to AngelNV, the angel group that will invest \$200,000 into one Nevada business, \$200 for Facebook advertising, and \$200 for Zoom logistics

Audacity Fund
FounderDoctor Start-Up Package (\$1,500 value) to the second place winner. The package includes one Visioning Session and three Support Sessions

SBDC
Cash donation of \$1000 for additional radio promotion

NRRDA
\$1,500 for radio promotion ads on Ruby Radio

FIRST ANNUAL RURAL PITCH DAY

The first annual Rural Pitch Day competition was held virtually on November 6, 2020. A generous donation from NV Energy provided prize money and additional contributions to awards came from StartUpNV and the Audacity Institute. Each company founder had seven minutes to make a pitch followed by questions from a distinguished panel of judges for five minutes. The following companies participated in the inaugural event and were awarded prizes:

- New Tech Products, LLC, earned \$1,150 for first place and also won the Audience Choice award. New Tech Products makes the Tidy Oil Changer, a magnetic device that connects to an oil pan to direct oil away from the pan and into a catch basin. It changes the dirty job of an oil change into a white glove job.
- Goat Shell, represented by George Skivington, earned \$500 for second place. Goat Shells are hard sided pop-up camper shells that fit over regular and long bed trucks and come in two sizes. They are priced much lower than their competition.
- GL Innovation, represented by Gerald Laughter, earned \$250 for third place. GL Innovation makes battery interrupters for large vehicles and mining sites. Future markets include electric cars and aircraft.
- The Little Rider foundation, represented by Joshua Peterson, presented an idea for a nonprofit organization with the mission to provide every child the chance to learn to ride a bike.
- Watec Nevada, represented by Garold Hines, presented an idea for a Cryo-Thermal Desalinators.



International Trade Division



Since the inception of the program a decade ago, the amount of \$1.7 million has been awarded to Nevada to help small businesses leverage global sales growth.

STATE TRADE EXPANSION PROGRAM (STEP)

The Competitive State Trade Expansion Program (STEP) is a federal trade and export initiative to make matching-fund awards to states to assist their small businesses with entering and succeeding in the international marketplace. The program is funded in part through a grant with the U.S. Small Business Administration (SBA) and administered by GOED International Trade Division (ID) on behalf of the state. GOED is proud of the relationship it has developed over the course of the last decade with the SBA, which has led to results that have made a remarkable impact on Nevada small businesses. GOED has won another \$149,500 in grant funding in September 2020 for the implementation of a STEP 9 program to support Nevada companies in exporting their products and services internationally. Cumulatively during 2020, GOED was managing \$557,414 under STEP 7, STEP 8, and STEP 9 grant awards. Since the inception of the program a decade ago, the amount of \$1.7 million has been awarded to Nevada to help small businesses leverage global sales growth. On September 28, 2020 GOED ID joined the SBA in recognizing ten years of helping small businesses find global success with the assistance of STEP program.

STEP is gaining momentum in Nevada and in 2020 GOED organized several marketing campaigns in partnership with the Department of Commerce, SBA Nevada District Office, Small Business Development Center, Nevada Industry Excellence, regional development authorities, chambers of commerce, and local authorities. Three rounds of application and evaluation procedures were conducted in collaboration with the Nevada Department of Business & Industry and U.S. Export Assistance Center, resulting in awarding 95 Nevada small businesses with a STEP grant.

Our nation's small businesses have faced an unprecedented economic disruption due to the COVID-19 outbreak. The state took steps to reopen the economy and assist small, export ready businesses to overcome obstacles to exporting by providing grants to cover the costs associated with international trade. In order to facilitate global market success for exporting companies, grant rules have been adapted during these challenging times to include additional allowable activities and virtual service offerings. The program supports international marketing of products and campaigns, E-commerce activities, website design and development with international focus, export research tools, compliance testing of existing product for entry into an export market, shipping sample products, search engine optimization, participation in virtual foreign trade missions, virtual trade shows, virtual matchmaking services, export training workshops, and subscriptions to services provided by the U.S. Department of Commerce.



A key to expanding any business is finding more customers and 95 percent of the world's customers live outside of the U.S. In 2019, Nevada exported almost \$9 billion of Made-in-America goods to the world and by October 2020 the Silver State exported another \$9 billion of goods worldwide. Annually, exports create over 50,000 jobs.

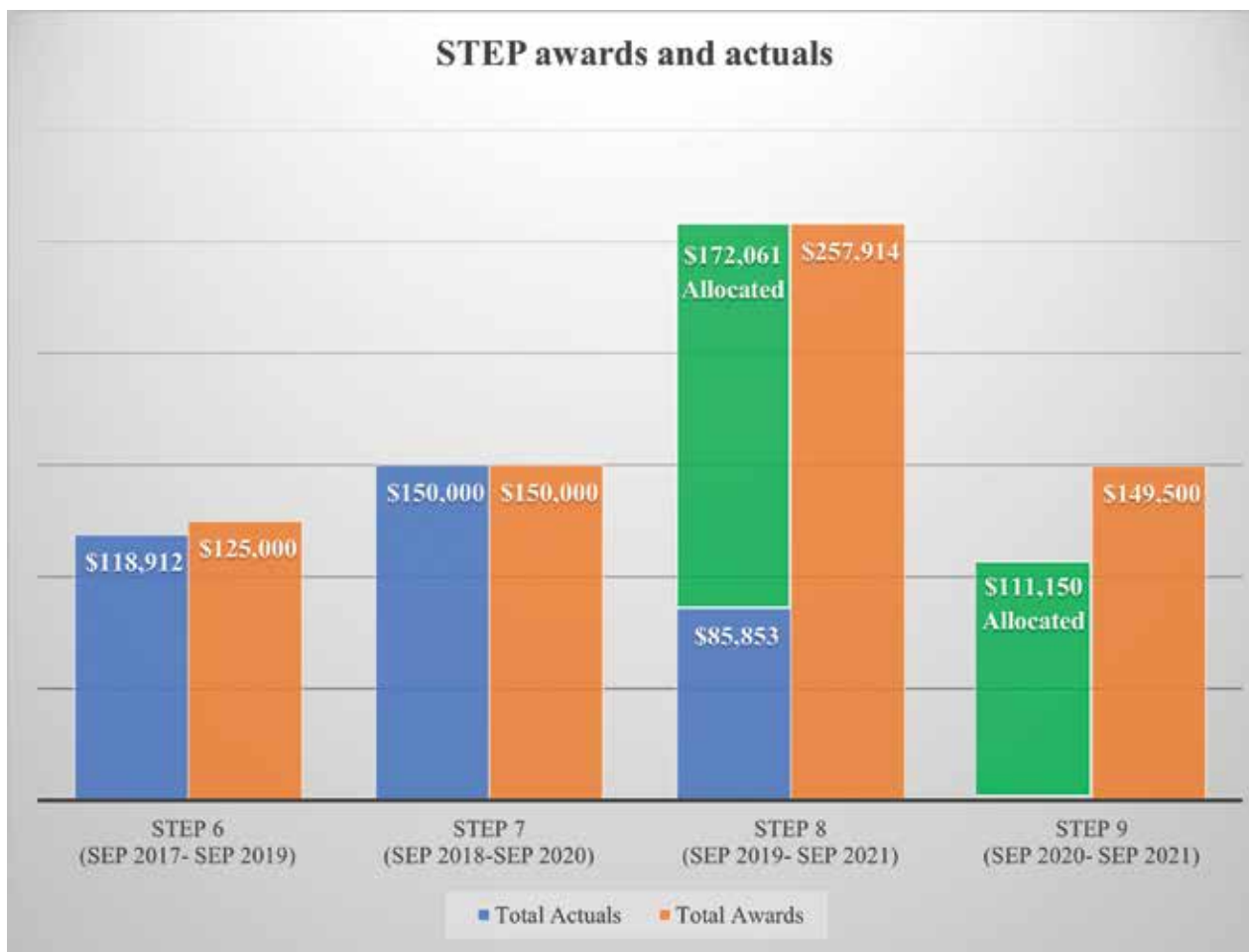
In 2020, GOED successfully closed the STEP seven grant. This marked the first time ever since 2011 that we were able to expend federal funds with 100% rate, assisting 21 businesses, creating and retaining 268 jobs throughout the state. The grant supported market expansion of 12 companies and assisted nine new-to-export companies' entry into the global market. Out of this number, seven businesses self-certified as disadvantaged small business communities. Nevada small businesses generated \$7.8 million in export sales, significantly exceeding projected sales and return on investment (ROI). We have seen the highest ROI to date, \$51.80 in export sales was the result for every \$1 that grant funding provided. Another grant under implementation – STEP 8 federal FY 19 is expected to create over \$11 million in export sales and yield a 50-to-1 return on investment. This grant currently assists 49 Nevada companies, doubling the number of supported small businesses compared to the previous grant year. Predominant industry sectors among Nevada STEP clients are oriented around manufacturing, information technology, professional, scientific, and technical services, agriculture, and wholesale trade. STEP companies are focused on the European market (United Kingdom, Switzerland, Poland, Slovenia, Germany, Scandinavia), Canada, Australia, India, Japan, South Korea, Israel, United Arab Emirates, Mexico, Vietnam, China, Hong Kong, Argentina, Peru, and South Africa.

GOED ID finalized conversations on extended collaboration with the SBA Office of International Trade in D.C. and agreed on a Referral Protocol that would sustain effective coordination and cooperation between GOED and the SBA in promoting and facilitating Nevada small business entry and/or expansion into global markets amidst and beyond pandemic with the goal to increase the value of small business exports by effectively connecting Nevada small businesses to appropriate resources to support increased competitiveness, global sales growth, and job creation.

Nevada STEP program continues to succeed in providing the resources our small businesses need to increase their competitiveness and navigate selling of their goods and services to customers overseas. We look forward to supporting an even higher number of the Nevada entrepreneurs in reaching their global potential.

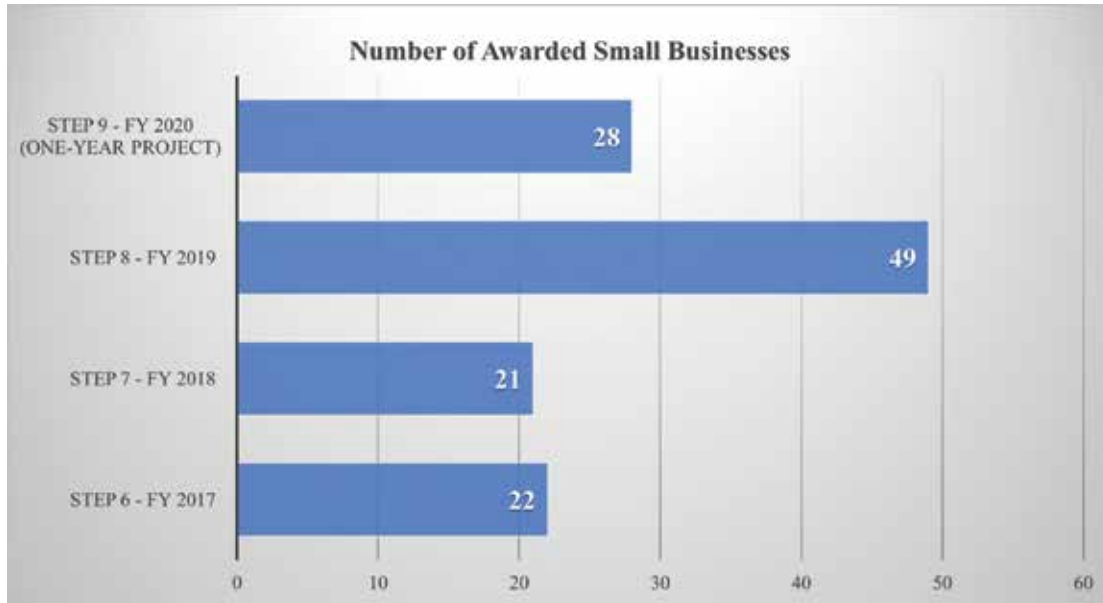


State of Nevada and Grant Allocations and Reimbursements to the Nevada Small Businesses

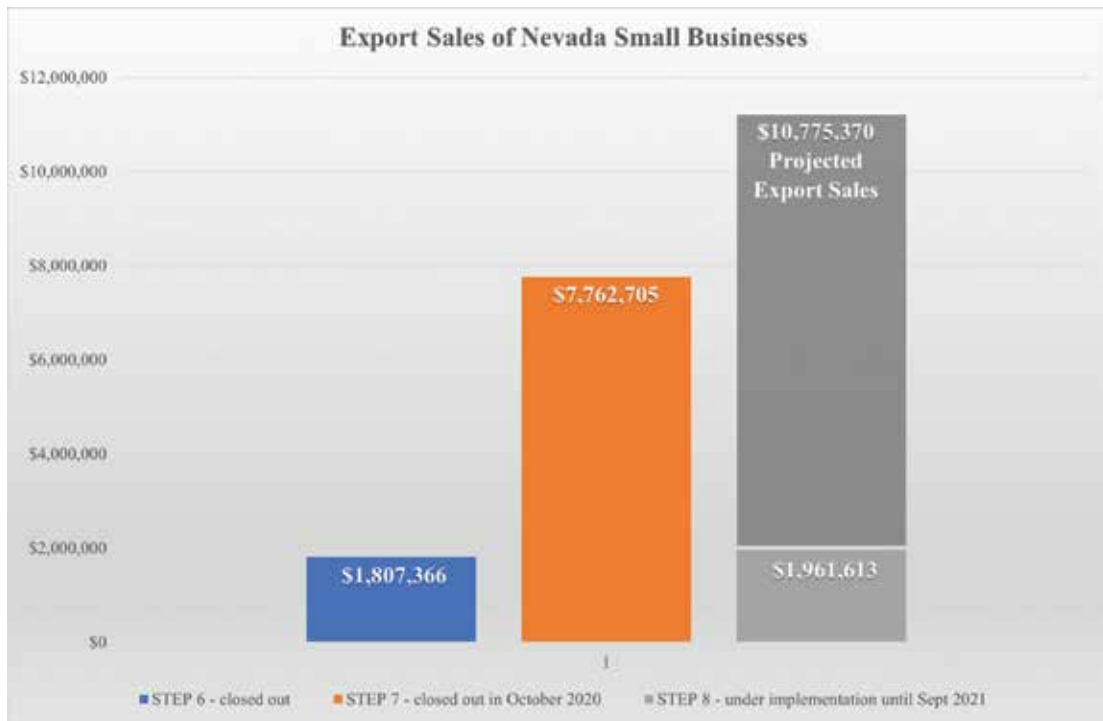


- Total Actuals are the amounts reimbursed to Nevada companies for completing their export activities.
- Total Award amounts show the award allocations from the U.S. Small Business Administration to the State of Nevada.
- Allocated amounts in the green box under STEP eight & nine represent the committed funds already awarded to the Nevada small businesses, which will perform their export activities by September 2021.

Awarded Small Businesses



Export of the Assisted Companies in Goods and Services



- The reported amount of \$1,961,613 under STEP eight reflects the actual export sales of 14 companies which completed their export activities by September 2020.

STEP Grant Return on Investment



- Predicted STEP eight return on investment is based on the awarded amount and projected export sales. The actual ROI will be known in December 2021.



STEP IN SOCIAL MEDIA



International Trade Division CONTINUED

STEP IN SOCIAL MEDIA

GOED
@DiversifyNevada

It's STEP's 10 YEAR ANNIVERSARY! Shout-out to #Nevada STEP client, @Goloterra who joined our European trade mission in the beginning of 2020. As a result, they're successfully exporting to new partners: Embiq and Untitled Kingdom from Poland, Chipolo and Qubino in Slovenia. @SBA



3:30 PM · Sep 28, 2020 · Hootsuite Inc.

DiversifyNevada
20h ·

Did you know that U.S. Small Business Administration export promotion program can help you increase your global footprint? Retro Manufacturing, 2020 Nevada Small Business Exporter of the Year utilized the grant for a foreign market sales trip and compliance testing. Leading producer of audio components for the classic vehicle market and proactive supporter of the automotive restoration around the globe shared with us the advantages of the grant.

"The STEP Grant has allowed us to meet our international dealers face-to-face and better address their customers' specific wants and needs. We have been given opportunities we normally wouldn't have, which has led to an increase in our export sales of over 30%. Viggo Lorentsen's 59 Cadillac sitting peacefully under the northern lights is a shining example of how our overseas customers' enthusiasm helps to push sales domestically. The STEP Grant has been a critical component in achieving our goals worldwide."



DiversifyNevada
32m ·

On the U.S. Small Business Administration State Trade Expansion Program's 10-year anniversary, please meet Free Brands, a Nevada women-owned company and producer of natural cosmetics. Free Brands is a great example of a small business that took advantage of STEP to reach new global customers.

Free Brands attended international trade shows, redesigned their website and led international marketing. The grant has made a significant impact on their focus to gain exposure, expand the product line to foreign markets and to start exporting into international markets: Europe, Canada and South America.

To learn more about the grant and how to apply, click here: <http://ow.ly/Y6wu50BEMms>.



GOED
@DiversifyNevada

Congratulations to @QuantumMarkLLC, a women-owned consulting company that used @SBAGov export grant to make key contacts leading to export of their services to Slovenia, Poland, Czech Republic and Croatia. Their partnerships are already bringing sustainable results across Europe.



12:48 PM · Sep 29, 2020 · Hootsuite Inc.

INTERNATIONAL TRADE RELATIONS

EUROPEAN TRADE MISSION



From February 28 to March 12, 2020, GOED led a two-week trade and education mission to Poland, Slovenia, Croatia, and the Czech Republic. The mission objectives were to promote Nevada Global platform, enhance trade relations, attract direct investment in Nevada, and expand exports. This mission marked the largest ever delegation led by GOED where the International Trade Division (GOED ID) accompanied 15 delegates who represented 12 different businesses and educational institutions.

The following companies and organizations participated in the trade and education mission: Northern Nevada Development Authority, Advanced Carbonate Technologies, Bayramoglu Law Offices, Ioterra / Breadware, Hemisphere West International, The Medrala Law Firm, NeONBRAND, Quantum Mark, StartUpNV, University of Nevada, Reno: College of Business and Nevada Center for Applied Research, and Entrepreneurs Assembly. Participating companies were awarded with up to \$9,000, from the U.S. SBA Nevada State Trade Expansion Program (STEP) to assist with approved costs.

During the mission, GOED ID took the lead and coordinated over 50 meetings and events with international state and local government officials, academic institutions, chambers of commerce and businesses. Two highlighted companies that the delegation was able to meet with were the Slovenian company Roto (industry leader in roto molding) and the Czech company HE3DA (industry leader in energy storage). Both these businesses have interest in opening their headquarters in Nevada. This mission also marked the first U.S. business delegation to visit Slovenia in the past 25 years, the first Europe – Nevada Global Summit which was held in Savudrija, Croatia, had the outcome of academic letters of intent signed, as well as closing business deals between the Nevada participants and European companies. Following the mission, GOED ID has continued working with the U.S. Commercial Service to attract companies from the Czech Republic interested in investing in Nevada.

ISRAEL

Nevada and Israel share vibrant and broad commercial relationships with extensive investment in both directions and deep ties in multiple sectors. In 2019, Nevada's export of goods to Israel amounted to \$148.6 million while the value of imports was \$48.2 million. Almost twenty Israeli companies have already deployed technologies and pilot projects or are actively negotiating partnerships with agencies in Nevada, including two Israeli groups which have now launched formal efforts through GOED and the Nevada Innovation Center LLC (NIC) to establish U.S. offices, industrial facilities, and technology incubators in our state. The focus of this effort has been with municipal and government agencies, as well as academic and research centers, i.e. City of Las Vegas, RTC Southern Nevada, RTC Washoe, UNR - Nevada Center for Applied Research, Nevada Department of Transportation, City of North Las Vegas, WaterStart, Las Vegas Convention & Visitors Authority, Las Vegas Metro Police, and Nevada Hospital Association. GOED has provided central guidance and support while Vegas Chamber, the Nevada Institute of Autonomous Systems, Las Vegas Global Economic Alliance, and UNLV have all been directly involved in the effort.

International Trade Division CONTINUED



To strengthen Nevada-Israel economic cooperation during the period of COVID challenges, GOED began discussions with the Israel Economic Mission to the West Coast – Ministry of Economy and Industry and NIC on signing a Memorandum of Understanding between Israel and Nevada and creating formal agreements with interested institutions in Nevada. Israel Innovation Authority and the Israel – US Binational Industrial Research and Development Foundation will provide financial support to pilot and deploy relevant Israeli technologies in the State. These conversations have identified a specific opportunity to create partnerships in transportation, smart mobility, unmanned aircraft systems, and healthcare.





JAPAN

Following on publishing of the Survey on Japanese Investment Update: Japanese Companies Responses to the US COVID-19 Pandemic, which showed that over one third of Japanese companies in the US was affected by the Presidential Proclamation on Non-Immigrant Visas, GOED decided to offer support and directly connect with the Japanese-affiliated companies in Nevada. In December 2020, GOED organized the first ever **Japan-Nevada Business Roundtable** in partnership with Japan External Trade Organization (JETRO) Office in San Francisco, the Consulate-General of Japan in San Francisco, Honorary Consul of Japan in Nevada, and Nevada Industry Excellence. Japan has a strong economic friendship with Nevada, and many Japanese businesses operate here providing their services to our state. There are over 7,300 jobs supported by FDI from Japan and in 2019 Nevada's exports of goods to Japan exceeded \$300 million, the value of imports was \$400 million, while only by September 2020 close to \$600 million worth of goods was exchanged. At the roundtable, three valuable Japanese subsidiaries spoke about their business presences in Nevada: Mary's Gone Crackers, Inc. (the largest organic and gluten free cracker company in the United States, a wholly owned subsidiary of Kameda Seika, Japan's largest manufacturer of rice crackers), NTT (the fourth largest telecommunications company in the world in terms of revenue), and Sega Sammy Creation (a gaming machine manufacturer). Each company represents a different business sector, but all were unequivocal about Nevada's business-friendly environment and reliable consumer base.

INDIA

GOED continued working with Las Vegas India Chamber of Commerce and Tourism, Confederation of Indian Industry, Consulate General of India in San Francisco, U.S. Chamber of Commerce / U.S. India Business Council, U.S. Strategic Partnership Forum on various initiatives including arranging the first ever Nevada – India Business Investment Roundtable with current Indian investors and the C-suite and senior management executives looking for the ideal location for their U.S. investment. So far, Nevada has received \$150 million Indian FDIs and Nevada businesses exported more than \$1.5 billion in products, goods, and services to India, making the country the number one export market for Nevada in 2019.



International Trade Division **CONTINUED**

TAIWAN

GOED maintained close relations with Taipei Economic and Cultural Office in San Francisco (TECO) and was involved in the preparation of the 9th U.S. Business Day, organized by the Ministry of Economic Affairs of Taiwan and Taiwan External Trade Development Council. Nevada and Taiwan nourish their long-standing sister-state relations and during the State of Nevada 80th Legislature Session the Senate passed the bill celebrating the relationship with the aim to enhance bilateral trade, educational and cultural relations. In May 2020, Governor Steve Sisolak and First Lady Kathy Sisolak presented a certificate of recognition to TECO for their generous donation of 30,000 masks from Taiwanese citizens for Nevada's healthcare providers to help Nevada stop the spread of COVID-19.



REPUBLIC OF KOREA

GOED hosted a Korean delegation during the CES 2020 and joined the Korean Global Open Innovation Networks and Groups Initiative to establish a sustainable platform to collaborate on innovation and technology for sustainable development. In 2020, Nevada Center for Applied Research (NCAR) at the University of Nevada, Reno and Global Research & Development Business Center at Seoul National University signed the Memorandum of Understanding with the major goal to conduct joint research and development of smart city projects. GOED ID successfully matched both parties and supported the cooperation from the beginning.

AUSTRALIA

The Australian State of Queensland and the state of Nevada (represented by economic development organizations) agreed to extend Memorandum of Understanding to advance relations and strengthen cooperation and facilitate mutually beneficial outcomes leading to increased trade and investment opportunities for both states. Queensland and Nevada agreed to continue developing a platform for sharing challenges and best practices across mining, higher education, water management and technology and innovation. In line with the renewed MoU GOED ID has been involved in organization of a virtual trade mission for water tech companies planned to be conducted in the first quarter of 2021. The mission will build international connections, foster productive relationships, identify partnering opportunities, attract investment, identify sourcing opportunities for product and service providers with the focus on securing supply chains affected by COVID-19 and natural disasters, and acquire orders for products and services.

CANADA

Canada and Nevada enjoy a comprehensive trading relationship, 82,800 Nevada jobs depend on trade and investment with Canada, and 11,000 Nevadans are employed by Canadian-owned businesses. GOED has been in close communication with Canadian contacts regarding the United States–Mexico–Canada Agreement (USMCA), which entered into force on July 1, 2020 replacing the North American Free Trade Agreement (NAFTA), and how it can mutually benefit Nevada and Canada. USMCA supports close to 40,000 jobs in Nevada. This has included seminars with the Consulate General of Canada and the Business Council of Canada and Nevada, discussions with Alberta government on renewing the Sister State Agreement between Nevada and Alberta, collaboration with Ontario and MineConnect as well as the creation of trade briefs and collection of market research to better understand economic trends between Nevada and Canada.

In collaboration with Northeastern Nevada Regional Development Authority GOED has been working with Northern Ontario for nearly 5 years now to identify and capitalize on synergies that exist within our two world class mining districts. In 2020 Nevada Global platform has built a new partnership with MineConnect, which represents the interests of Canada's largest concentration of hard rock mining expertise and is made up of over 190 companies, employing over 8,800 people throughout Northern Ontario. The partnership will help Canadian companies in the mining sector establish their subsidiaries in Nevada and the Nevada Global platform will connect the companies with mentors and potential Nevada partners. Over a three-year period, MineConnect intends to cycle in 20 to 30 top tier companies through their new office established in Elko in 2020, with an end goal of having at least ten of them establishing a permanent presence in northern Nevada. The selected Ontario companies will have the resources to ensure such a transition possible and would offer products that are technologically advanced and considered step changers within the global mining industry resulting in high-paying quality jobs for Nevada workforce.



UNITED KINGDOM

With the goal to further heighten UK-NV relations GOED has also been engaging with UK government officials including the British Consulate General in Los Angeles regarding the U.S. – UK Trade Agreement Negotiations and Nevada's main interests apropos the agreement, discussions with U.S. Commercial Service in UK about a virtual inbound UAV and UAS trade mission, and the creation of a white paper showing UK companies operating in Nevada as well as key trade industries between the UK and NV. During 2019 Nevada and UK

exchanged nearly \$400 million in goods. The UK accounts for 10% of the top sources of foreign direct investment and UK subsidiaries support over 7000 of jobs in the state. The total value of Nevada services exports to the UK account to \$800 million yearly. At the same time Las Vegas annually welcomes close to 800,000 UK visitors. Nevada small business exporters who are NV State Trade Expansion Program clients primarily select the UK market as part of their global expansion strategy.

SELECTUSA UNMANNED AIRCRAFT SYSTEMS (UAS)/ UNMANNED AERIAL VEHICLE (UAV) VIRTUAL INBOUND INVESTMENT MISSION TO NEVADA (JANUARY 2021)

Nevada has been selected to showcase investment opportunities in the UAS/UAV sectors and GOED started to prepare a bespoke virtual program tailored to the interests and expertise of the 122 international delegates, from 19 different countries (UK, Israel, Spain, Turkey, France, Romania, Austria, Estonia, Germany, Norway, etc.) representing 70 companies vetted by the US Department of Commerce / SelectUSA and ready to land in the U.S. The mission was led in January 2021 and Nevada highlighted unique opportunities about its FAA test site and the reasons why we are the world leader for innovation in the industry. International companies offer solutions for military, commercial, agriculture, emergency, energy & power, construction & mining and other industries will decide on the locations for their future test operations, R&D projects, and establishment of the U.S. offices.

International Trade Division **CONTINUED**



SELECTUSA VIRTUAL INVESTMENT MISSION TO NEVADA (FEBRUARY 2021) (SMART CITY, IOT, MANUFACTURING AND HOSPITALITY)

GOED is getting ready for another SelectUSA inbound investment mission with the goal to attract foreign direct investments in Smart City and IoT, manufacturing, and hospitality. U.S. Department of Commerce's International Trade Administration approved Nevada for the highest profile U.S. event to connect with global companies and facilitate their business investment in Nevada. Both the virtual and in-person events have been received with much interest from our international partners including the UK Consulate – Los Angeles, Canadian Consulate in Los Angeles, Taipei Economic & Cultural Office in San Francisco, and Japan External Trade Organization.

CONSUMER ELECTRONICS SHOW (CES)



During the CES trade show in Las Vegas in 2020, International Trade Division discussed investment, partnership and collaboration projects with numerous foreign government, diplomatic and business delegations, including Japan (Japan External Trade Organization – JETRO, J-start up, Ministry of Economy of Japan, NTT Data Services, Slovenia (companies selected by the U.S. Embassy in Slovenia), Korea (Seoul National University, Seoul Smart City, Seoul Institute of Technology), India (India start-ups and U.S. – India Strategic Partnership Forum), Italy (Ministry of Innovation, Consulate General of Italy, Embassy of Italy to U.S.), France (French Ministry of Tourism and tech start-ups).

NEVADA GLOBAL

GOED ID hosted the biggest ever Nevada Global Immersion Program under the umbrella of Nevada Lubelskie Acceleration Bridge (NLAB) in the period of January 19 – February 2, 2020 for eleven prospect companies from Poland, looking to relocate or expand in Nevada.

The team conducted structured discussions with 25 Nevada local partners during May and June 2020. The purpose of the meetings was to find out how our partners have been affected by COVID-19 and to continue our valued partnerships with them. We also wanted to obtain their views on how we can support our local ecosystem and collaborate on plans to continue our international programs during these difficult times.

Due to COVID-19 the Nevada Global platform was transformed to a virtual program which includes webinars, bootcamps, and demo days organized by the GOED International Division. We are fortunate to have a robust list of local Nevada mentors that will be educating international companies and highlighting our great state during the virtual programs. GOED ID will start Nevada Global Virtual with our partners at the National Center for Research and Development and the Nevada-Lubelskie Acceleration Bridge in Poland, and then expand the program with other partners in Slovenia, Czech Republic, India, South Korea, and Japan among others.



In June 2020, the first virtual Nevada Global Demo Day focused on academic startups from Warsaw School of Economics was organized in partnership with GOED, University of Nevada Reno, College of Business, and mentors from Nevada representing UNR Innovation Center and Entrepreneurs Assembly. Three winning startup teams will visit Nevada in 2021 for the final part of acceleration program in Reno aiming to strengthen Nevada’s entrepreneurial ecosystem. The whole program has been financed through the competitive grant from National Agency for Academic Cooperation and was won jointly by UNR and Warsaw School of Economics, and was supported by GOED ID.

GOED has had the opportunity to partner with 500 Startups, a San Francisco-based Venture Capital firm, with the vision of creating an integrated and sustainable global ecosystem for the State of Nevada, offering new ways for growth and prosperity in an era of change. The areas for mutual cooperation include exploring partnerships with the NV Global Platform and various Nevada-based accelerators for the technology & innovation, sports and entertainment sector, gaming, and hospitality.



INTER-AGENCY STATE AND FEDERAL COOPERATION

The International Division has continuously increasing inter-agency cooperation during the pandemic to support Nevada businesses and has successfully delivered joint projects in collaboration with the Small Business Administration (SBA) Office of International Trade, SBA Nevada District Office, Nevada Department of Business & Industry, Nevada Department of Agriculture, Western United States Agricultural Trade Association, U.S. Department

of Commerce (DoC), Nevada Industry Excellence (NVIE). Additionally, the team worked on the STEP marketing and recruitment strategy with U.S. Commercial Service, NVIE, Small Business Development Center (SBDC), chambers, regional development authorities, Nevada District Export Council, and other partners. GOED ID actively participated in the Quarterly Referral Protocol meetings with the SBA and coordinated Partners Meetings with DoC, NVIE, SBDC, and SCORE to facilitate Nevada small business entry and/or expansion into global markets amidst the pandemic. The team actively participated in State of International Development Organizations network meetings together with other international trade divisions nationwide.

International Trade Division **CONTINUED**

RESEARCH PAPERS

GOED ID has been working on multiple white papers in regard to COVID-19 response efforts in multiple countries, tracking second wave progression of the virus, the surge in green policy in response to the economic effects of COVID-19, reopening of the economy during COVID-19 (U.S., Asia & EU), foreign investors to Nevada in order to better assist international businesses operating in or looking to enter into the Nevada market, attracting venture capital to Nevada's startup ecosystem, enriching tech in hospitality sector and mapping the Nevada entrepreneurial environment (including incubators and accelerators) in order to identify how to better support businesses during this time. GOED ID produced an international trade white paper focused on Nevada's imports and exports and main import and export partners in 2019 and one of the highlights in the paper has been that Nevada exports has increased by 20 percent in 2020 when comparing the same period last year.

Additionally, the division has been assisting with the creation of the Nevada Infrastructure Roadmap and was tasked to conduct rigorous research on the infrastructure needs throughout the state as well as using scholarly research to define infrastructure in a progressive and modern way. The team has been looking at the different Comprehensive Economic Development Strategies from the rural, metropolitan North, and metropolitan South areas for their infrastructure needs. The team has had a large impact on the research into the intermountain west corridor and I-11 as well as on how to boost Nevada-based companies' internationalization, increase entrepreneurship and the impact of acceleration programs on the state's economy.

TRADE DATA

When looking at direct comparisons by month for 2019 and 2020, 2020 has outperformed 2019 almost every month (January through October) in both exports and imports. 2020, up to October, had overall exceeded 2019 by over \$1 billion in both export total and import total. In 2020, at the height of the pandemic, Nevada's highest valued commodity cluster being traded from the state was HS Code 85. Despite trade disruptions due to COVID-19, Nevada still found a way to increase the value of its trade.

However, 2020 experienced an increase in the deficit of trade by about \$255 million due to increased imports. 2019 had an average trade deficit of \$174 million per month through October, while 2020 showed an average deficit of almost \$200 million per month.

NEVADA EXPORTS

	JAN 19	FEB 19	MAR 19	APR 19	MAY 19	JUN 19	JUL 19	AUG 19	SEP 19	OCT 19	OVERALL
Total	694,330,651	581,221,791	706,751,337	553,836,407	686,004,092	1,117,521,486	667,586,769	700,204,727	822,984,317	795,068,285	7,325,509,862
Top Commodity	71-7108 (Gold)	71-7108 (Gold)	71-7108 (Gold)	71-7108 (Gold)	71-7108 (Gold)	71-7102 (Diamonds)	71-7108 (Gold)	71-7108 (Gold)	71-7108 (Gold)	71-7108 (Gold)	
Top Country	Switzerland	India	India	India	India	India	Switzerland	Canada	Switzerland	Switzerland	
Total	779,443,234	857,489,880	916,378,510	856,825,261	839,533,925	838,644,745	1,009,706,757	822,345,363	832,466,465	894,974,615	8,647,808,755
Top Commodity	71-7108 (Gold)	71-7108 (Gold)	71-7108 (Gold)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	71-7108 (Gold)	71-7108 (Gold)	71-7108 (Gold)	
Top Country	Switzerland	India	Switzerland	China	Switzerland/China	Switzerland/Canada	Mexico	Switzerland	Switzerland	Switzerland	



International Trade Division CONTINUED

NEVADA IMPORTS

	JAN 19	FEB 19	MAR 19	APR 19	MAY 19	JUN 19	JUL 19	AUG 19	SEP 19	OCT 19	OVERALL
Total	1,028,932,039	921,519,051	790,907,048	855,799,546	1,117,518,082	799,175,345	993,509,030	888,556,266	868,056,673	804,836,612	9,068,809,692
Top Commodity	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	71-7102 (Diamonds)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8507 (Electric storage batteries, including separators therefor, whether or not rectangular (including square); parts thereof:)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	
Top Country	China	China	China	China	China	China	China	China	China	China	
Total	934,343,789	878,191,514	1,312,116,586	953,373,658	999,890,870	1,274,186,264	1,067,695,307	982,056,115	1,119,627,723	1,124,275,449	10,645,757,275
Top Commodity	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8517 (Electric Apparatus for Line Telephony)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	85-8517 (Electric Apparatus for Line Telephony)	85 - 8517 (Electric Apparatus for Line Telephony)	85-8542 (Electronic Integrated Circuits & Micro-Assembly)	
Top Country	China	China	China	China	China	China	China	China	China	China	

2019 TRADE DEFICIT

	JAN 19	FEB 19	MAR 19	APR 19	MAY 19	JUN 19	JUL 19	AUG 19	SEP 19	OCT 19	
Exports	694,330,651	581,221,791	706,751,337	553,836,407	686,004,092	1,117,521,486	667,586,769	700,204,727	822,984,317	795,068,285	
Imports	1,028,932,039	921,519,051	790,907,048	855,799,546	1,117,518,082	799,175,345	993,509,030	888,556,266	868,056,673	804,836,612	Average
Trade Deficit	-334,601,388	-340,297,260	-84,155,711	-301,963,139	-431,513,990	318,346,141	-325,922,261	-188,351,539	-45,072,356	-9,768,327	-174,329,983

2020 TRADE DEFICIT

	JAN 20	FEB 20	MAR 20	APR 20	MAY 20	JUN 20	JUL 20	AUG 20	SEP 20	OCT 20	
Exports	779,443,234	857,489,880	916,378,510	856,825,261	839,533,925	838,644,745	1,009,706,757	822,345,363	832,466,465	894,974,615	
Imports	934,343,789	878,191,514	1,312,116,586	953,373,658	999,890,870	1,274,186,264	1,067,695,307	982,056,115	1,119,627,723	1,124,275,449	Average
	9	14	86	58		07		15	23	49	
Trade Deficit	-154,900,555	-20,701,634	-395,738,076	-96,548,397	-160,356,945	-435,541,519	-57,988,550	-159,710,752	-287,161,258	-229,300,834	-199,794,852

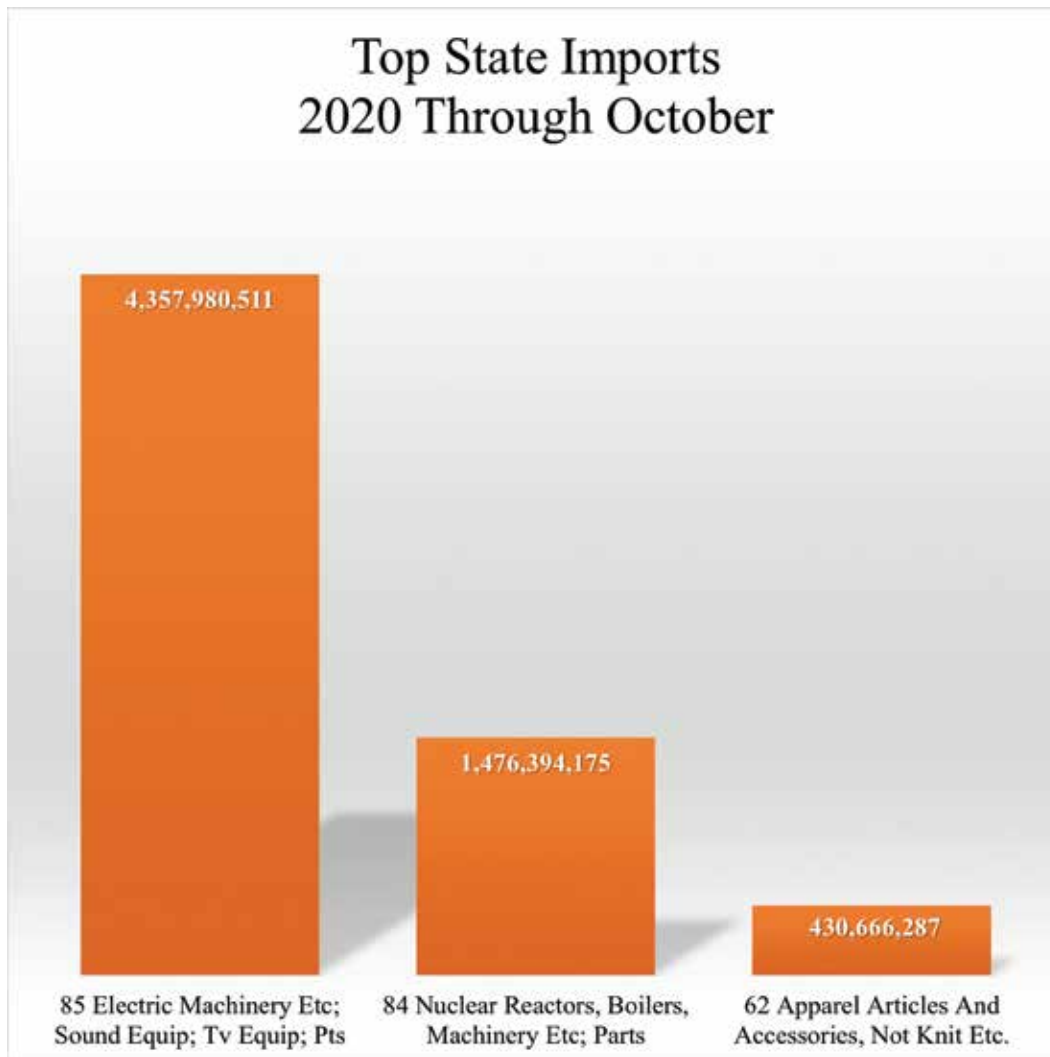


International Trade Division CONTINUED

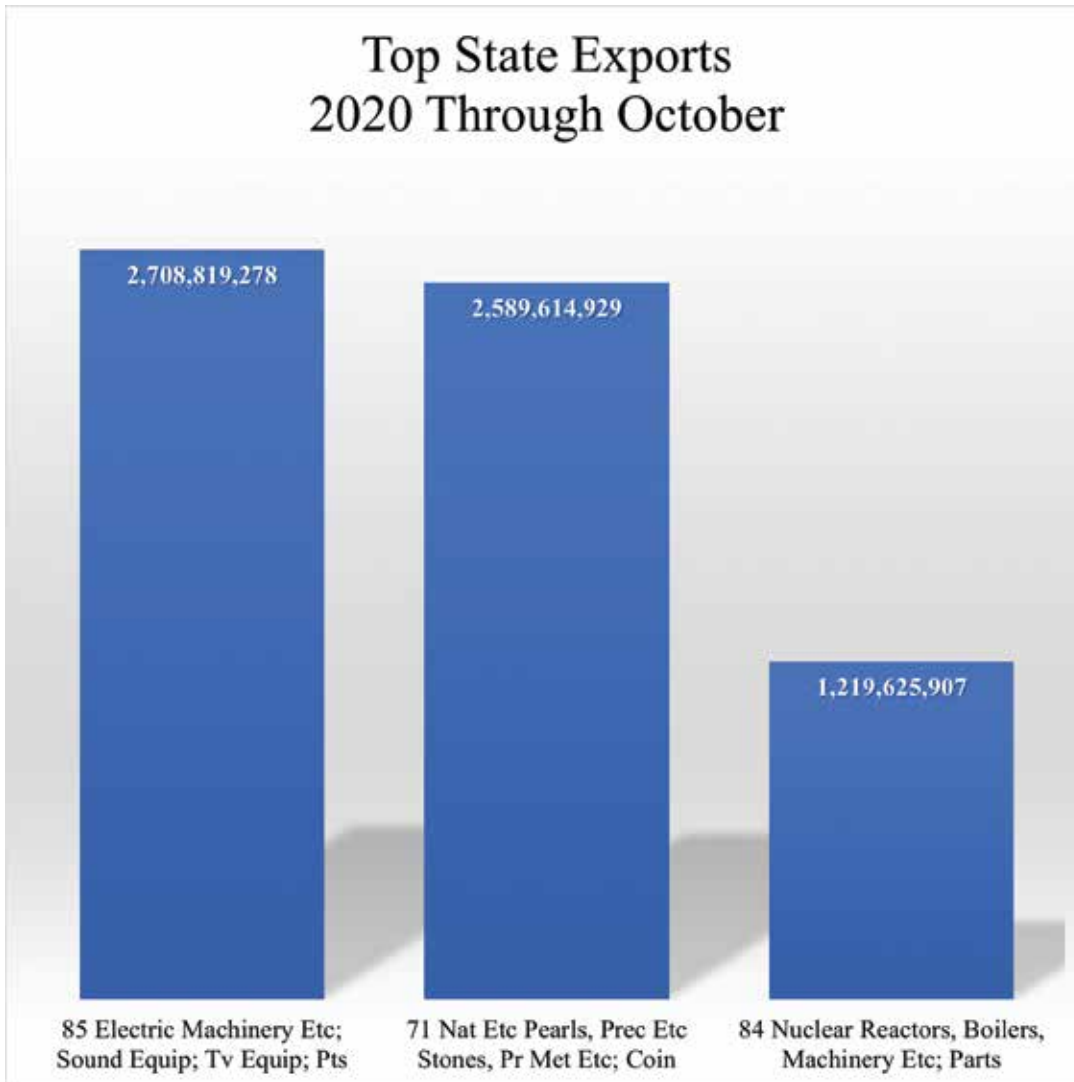
TOP GLOBAL EXPORT AND IMPORT CLUSTERS TO NEVADA

The total value of Nevada exports amounted to **\$8,647,808,755** for 2020 through October. Of that, HS code 85, **“Electric Machinery Etc; Sound Equip; Tv Equip; Pts”** accounted for the largest portion with HS code 71 **“Nat Etc Pearls, Prec Etc Stones, Pr Met Etc; Coin”** being a close second. The total value of Nevada imports amounted to **\$10,645,757,275** for the same time period. Of that, HS code 85, **“Electric Machinery Etc; Sound Equip; Tv Equip; Pts”** makes up the largest portion of the top three with HS code 84, **“Nuclear reactors, Boilers, Machinery Etc.; Pts”** being second at almost \$3 billion less.

Top State Imports 2020 through October



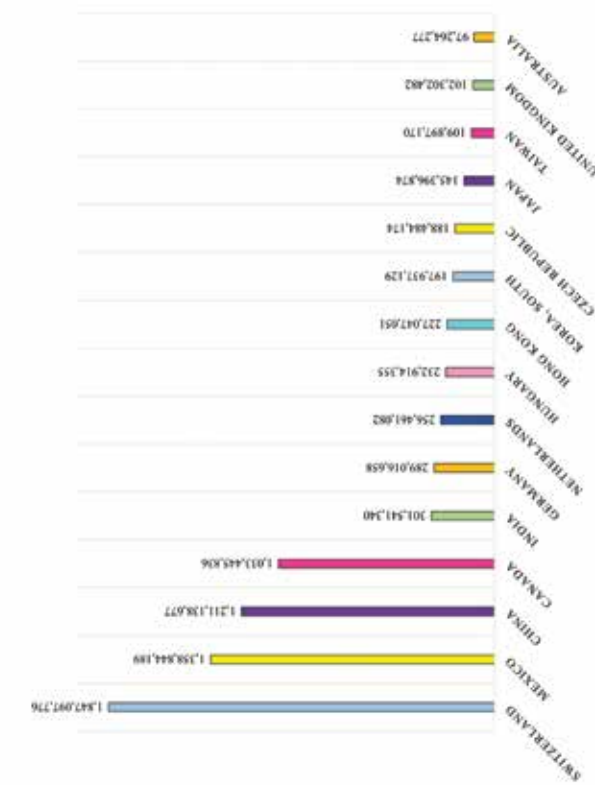
Top State Exports 2020 through October



Top Trade Partners

In 2020, through October, Nevada's top three export countries have been Switzerland, Mexico, and China. The total value of exports to these countries amounted to approximately \$4.4 billion. In the same time period, Nevada's top three import countries have been China, Malaysia, and Canada.

TOP TEN NEVADA EXPORT COUNTRIES (IN DOLLARS)



TOP TEN NEVADA IMPORT COUNTRIES (IN DOLLARS)



Health Industry Report



2020 was extremely focused on innovation and research.

BUSINESS RECRUITMENT & EXPANSION

From 2019 to 2020 GOED partnered with various organizations in the state including:

- EDAWN and New Deantronics to enhance workforce pipelines with UNR and UNLV Schools of Engineering to grow the medical device manufacturer in Reno-Sparks.
- Vegas PBS and TECHImpact to customize a ‘blended’ workforce training program to recruit underemployed, older experienced workers for the CVS Health Specialty Pharmacy Call Center, which began service delivery in early 2020.
- Door-to-Door Health, a Nevada-piloted primary care medical services company dedicated to Medicaid, Medicare and underserved populations.
- Southern Nevada Regional Housing Authority (SNRHA) to pilot services to its residents, linking primary care medical services to those that are underserved and in need of a primary care medical home.
- Ready Responders, a Nevada-piloted mobile primary care medical services company dedicated to the Medicaid, Medicare and underserved populations.
- City of Las Vegas to pilot services to residents, linking primary care medical services to those that are underserved and in need of a primary care medical home. Las Vegas, Ward 5 is the area that will be heavily focused to meet the demand for primary care medical services.

INNOVATION AND RESEARCH

2020 was extremely focused on innovation and research. GOED worked with UNLV’s Office of Economic Development and Small Business Development Center to secure and host the 21st Annual Health and Human Services Small Business Program Conference. Due to Covid-19, the conference was postponed and will subsequently be offered virtually by the National Institutes of Health.

GOED is serving on the Advisory Committee on Medicaid Innovation (ACMI), which is an advisory committee that serves in an advisory capacity to make annual recommendations to the Director of the Department of Health and Human Services (DHHS). All members of ACMI are appointed by the Nevada Director of DHHS for a two-year term.

GOED is also serving on the Southern Nevada Forum to determine regional priorities for the upcoming legislative session, including higher education, economic development and workforce, health care, and good governance. Priorities are developed by subcommittees, chaired by Southern Nevada legislators in a bipartisan manner, in each of these major priority areas, and legislation develops from these priorities.



In addition, GOED is proud to be working with members of the Patient Protection Commission, created by Senate Bill 544, to systematically review issues related to the health care needs of Nevada residents and the accessibility, affordability, and quality of health care.

STRATEGIC PLANNING AND IMPLEMENTATION

CITY OF ELY

Working with the Governor's Office of Science Innovation and Technology (OSIT) and the CEO of the William Bee Ririe Hospital in Ely to establish a high-tech medical simulation center. This center will be utilized to train registered nurses (RN), under the Great Basin RN curriculum through a new partnership. The center will also assist other allied health professionals in their basic life services training, in addition to other telehealth training opportunities to grow and train health professionals local to the Ely community.

CITY OF CARSON CITY

Working with OSIT to fund and expand the Western Nevada College EMS/Paramedic and Nursing programs to double its training capacity. These highly sought-after fields will now have a wider pipeline to address a waitlist of students, as well as the community shortage.

CITY OF LAS VEGAS

Working continuously with city officials to implement **The HUNDRED Plan**, a community-led approach to revitalize the Historic Westside through the development of housing, local business, jobs, education, hospitality, food security, health care and cultural pride.

CITY OF NORTH LAS VEGAS

Working with the executive leadership of the City of North Las Vegas to expand Southern Nevada's veteran hospital campus to provide additional primary and specialized medical services to treat chronic illness and cancer, while also promoting wellness and disease prevention.

GOED Health Industry Report CONTINUED

GOED was invited to join the Nevada Healthcare Advisory Committee hosted by Congressman Steven Horsford. This Committee was established to provide technical assistance on the development of federal legislation to address the lowering of prescription drug costs. The legislation being drafted, **H.R. 3**, will assist Nevadans with capped drug prices pre-negotiated directly with drug companies, in addition to a new \$2,000 out-of-pocket limit on prescription drug costs for Medicare beneficiaries and ultimately, to all Nevadans regardless of the medical plans they are subscribed to.



COVID RESPONSE

GOED, in partnership with Nevada Partners, chaired the **‘West Las Vegas Promise Neighborhood Healthy Children, Families & Communities’ Pillar,** addressing the development of systemic solutions; positive trends in health indicators, social development programs, economic investment in education, public policy and decision-making and the expansion of access to quality healthcare. To date, the Health Pillar has conducted numerous community outreach events, providing mental health consultations, health screenings, COVID-19 testing, and the distribution of free groceries and meals to families in need.

GOED was also recruited to join the **Immunize Nevada Flu and Covid-19 Task Force** and initiated a partnership between Immunize Nevada and Nevada Partners. The goal of the combined efforts was to both continue providing Covid-19 testing and flu shots in a series of community outreach events throughout southern Nevada.

Lastly, GOED partnered with the **Office of Minority Health, All of Us Research Program** to increase the number of clinical trials in support of Covid-19 research in Nevada. The clinical program is designed to help speed up medical research in the development of a vaccine and or therapeutics by utilizing individual patterns for study and their impact. Many Nevada stakeholders are leading in this statewide effort.

Minority & Business Support



We offer assistance to entrepreneurs and existing businesses that may face challenges in expanding.

STRENGTHENING AND SERVING the minority business community is a priority for the Governor's Office of Economic Development (GOED). We strive to provide universal assistance to the business community recognizing the difficulties that minority businesses may face in establishing, maintaining and expanding their businesses.

Outreach to minority and underserved communities includes partnering with minority business groups to aid in underserved areas throughout Nevada. We offer assistance to entrepreneurs and existing businesses that may face challenges in expanding.

Participating in the various cultural and business events hosted by the multiple ethnic chambers is very important to GOED, as this allows us to build the relationships needed to advance an exchange of information and ideas.



GOED WAS PLEASED TO ATTEND THE ASIAN CHAMBER OF COMMERCE 2020 CHINESE NEW YEAR CELEBRATION

In January and February 2020, GOED did a series of presentations to diverse community groups and educators, such as College of Southern Nevada, to share what resources are available and to introduce the GOED team to students and organizations seeking to learn more about economic development resources available.

Minority & Business Support CONTINUED



DEPUTY KRIS SANCHEZ SPEAKING TO DIVERSITY IN BUSINESS CLASS AT CSN, JANUARY 2020

In October 2020, the Latin Chamber of Commerce offered their facilities to be the site of the announcement of the Pandemic Emergency Technical Support (PETS) grant. This event helped promote the information to minority communities statewide and was part of the reason that the PETS grant was so successful in reaching so many businesses in need. Minority and business support efforts in GOED have seen a marked increase during 2020. GOED strives to continue to build on the connectivity and programs that have worked to ensure our small businesses in the minority communities continue to have every tool available to help them succeed.

GOVERNOR SISOLAK AT LATIN CHAMBER OF COMMERCE ANNOUNCING PETS GRANT

Disadvantaged Business Enterprise (DBE) receive supportive services from the various divisions that GOED operates. Efforts are ongoing in creating outreach programs to serve underserved business communities. Services available include:



- Procurement Technical Assistance Center (PTAC) offers one-on-one client assistance to DBE's in the government procurement process.
- Valley Center Opportunity Zones (VCOZ), funded by GOED, is a successful program represented by the Latin and Urban Chambers of Commerce. This program administers funds through grant assistance to small businesses located in underserved areas.
- Southern Nevada Enterprise Community NV AB385 | 2019 | 80th Legislature AN ACT relating to tax credits; revising provisions governing the duties of the Southern Nevada Enterprise Community Board; requiring the Executive Director of the Office of Economic Development to meet with the Board to discuss and collaborate on topics related to the economic development of the Southern Nevada Enterprise Community and its surrounding areas; and providing other matters properly relating thereto.
- State Trade Expansion Program (STEP) grant. This SBA funded grant is administered through GOED to assist small businesses that are seeking to expand their business internationally. The STEP grant has been granted to many minority businesses including allowing those businesses to enter the international marketplace. The STEP grant funding helps with translations services and other communication efforts for non-English speakers.
- Portal access email – this email allows a direct response to underserved communities who contact the Governor through GOED with questions, need for assistance in seeking assistance dealing with business questions and or grants. This portal has been especially helpful for Spanish speakers who may have limited resources to contact for information.
- Minority and DBE's seeking information and assistance with their small business are encouraged to contact GOED for help in navigating resources and opportunities available in Nevada.

Nevada Climate Initiative



More than 75 percent of climate survey respondents in Nevada indicated they are ‘very concerned’ about climate change

AT THE END OF 2020, the Nevada Climate Initiative, spearheaded by The Department of Conservation & Natural Resources and the Governor’s Office of Energy, released its State Climate Strategy. <https://climateaction.nv.gov/news/nevada-climate-initiative-releases-state-climate-strategy/>

“The Governor’s Office of Economic Development has identified climate change as one of the most significant threats, and opportunities, facing the state’s economy,” said Michael Brown, Executive Director, Governor’s Office of Economic Development. “By employing strategic and targeted approaches to climate-resilient economic development, innovation, and workforce training, climate change action can generate more and better jobs, optimize educational and workforce pipelines, and improve the state’s economic resilience.”

STATE CLIMATE STRATEGY HIGHLIGHTS

- More than 75 percent of climate survey respondents in Nevada indicated they are ‘very concerned’ about climate change, with drought, wildfire, air quality, and extreme heat among the topics of greatest concern.
- The State Climate Strategy applies a robust framework for evaluating 17 climate mitigation policies against four key metrics: GHG emissions-reduction potential, climate justice, economic implications, and implementation feasibility.
- Low-income communities, people of color, and indigenous populations have disproportionately borne the burden of the impacts of climate change. Reconciling and addressing environmental justice concerns is a common thread throughout the State Climate Strategy.
- Climate action and economic development activities in Nevada are intrinsically linked and can be strategically integrated to achieve their respective goals.
- Nevada’s 2019 greenhouse gas emissions inventory shows that, without climate action, the state will fall 4 percent short of the 2025 goal and 19 percent short of the 2030 emissions reductions goal. By meeting the state’s emission reduction targets, Nevada would prevent between \$172 and \$786 million in economic damages by 2030 and up to \$4 billion by 2050.

Check out Nevada's comprehensive State Climate Strategy!

» ClimateStrategy.nv.gov

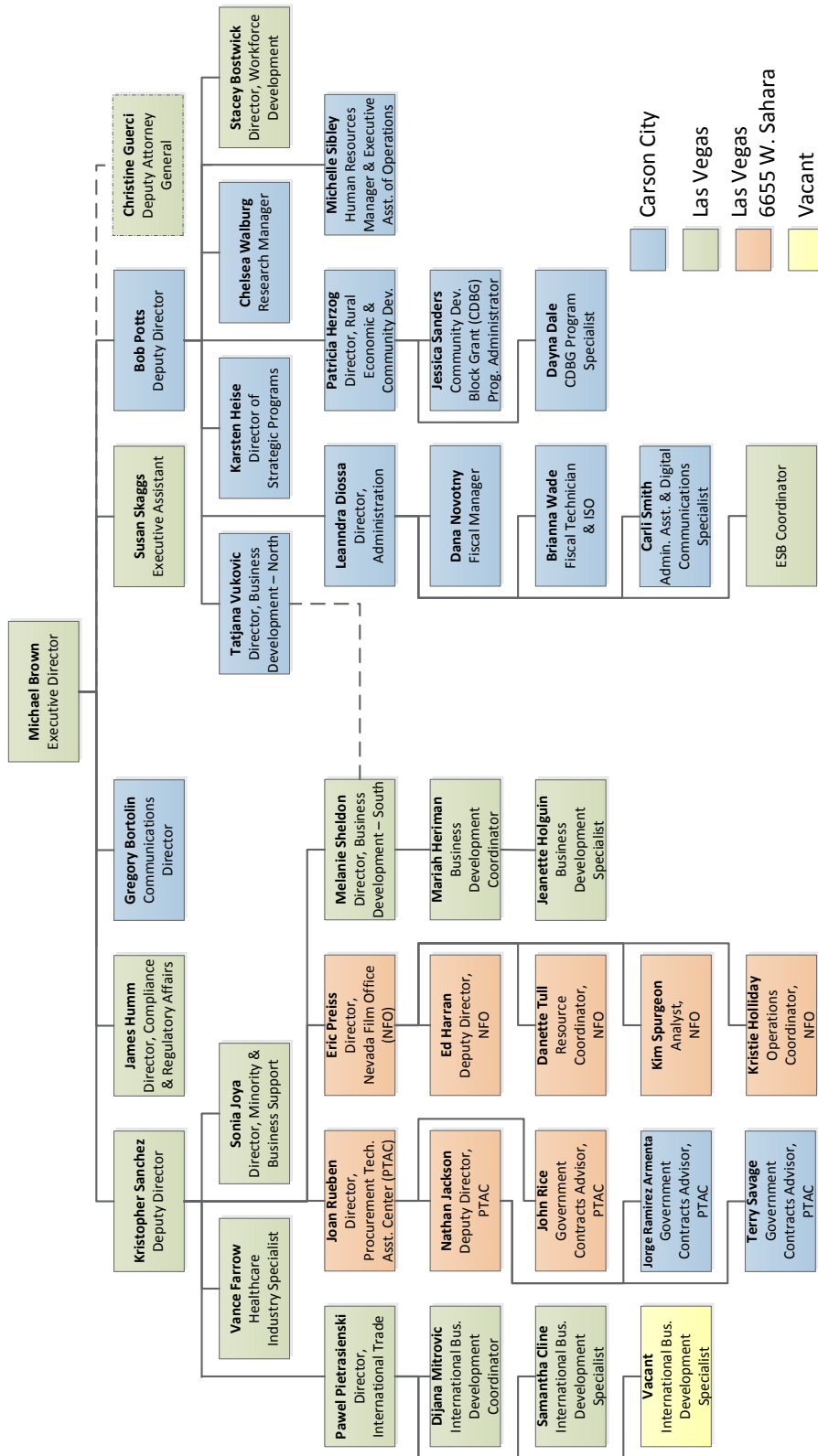


- Given the complexities of climate change, multiple issues must be considered together to develop a catalog of climate-related policies, programs, and plans that are harmonized within and across different levels of governance and economic sectors. Establishing a robust climate governance structure with clear processes and related authorities to reduce emissions and manage the cascading impacts of climate change will position Nevada to navigate the challenges and opportunities ahead.



The Strategy was developed using the best available science, combined with robust input from thousands of Nevadans through a series of listening sessions on a range of climate topics, a statewide climate survey, discussions with local government leaders, and more. The Strategy is just the beginning of future climate action in Nevada. As a living document, the Strategy will be adapted and updated as the impacts of climate change

GOED's Organizational Charts



Nevada Governor's Office of
ECONOMIC DEVELOPMENT

12/7/20

GOED Board Members

Governor Steve Sisolak
 Lieutenant Governor Kate Marshall
 Secretary of State Barbara Cegavske
 Dr. Weldon Hawkins
 Mr. Alex Dixon
 Mr. James Barrett
 Dr. Dana Bennett
 Mr. Dan Klaiich
 Mr. Raymond Specht

Non-Voting GOED Board Members

Dr. Melody Rose
 Ms. Elisa Cafferata

GOED

Business Development

Autonomous Systems

Nevada Film Office

Strategic Programs

Healthcare Industry

Workforce Development

International Trade Division

Rural Programs

Procurement Outreach Technical Assistance (PTAC)

Administration

Research

Communication

RDA PARTNERS

» Las Vegas Global Economic Alliance (LVGEA)
 » Economic Development Authority of Western Nevada (EDAWN)
 » Northern Nevada Development Authority (NDA)
 » Northeastern Nevada Regional Development Authority (NDRDA)
 » Lincoln Economic Development Association (LEDA)
 » Southwest Central Regional Economic Development Authority (SWOREDA)
 » Highway 95

REGIONAL PARTNERS

» Clark County Economic Development
 » Carson City Economic Development
 » White Pine Community & Economic Development
 » Douglas County Economic & Vitality Department
 » Storey County Economic Development
 » Western Nevada Development District
 » Churchill County Economic Development
 » Humboldt Development Authority

MUNICIPAL PARTNERS

» Las Vegas Economic and Urban Development Department
 » City Of Henderson Economic Development
 » City of North Las Vegas Economic Development
 » Laughlin Economic Development Corporation
 » Mesquite Region Economic Development
 » Community Development Department of Boulder City
 » Fenley Department of Community and Economic Development
 » Sparks Economic Development
 » Reno Redevelopment Agency
 » Yerington Economic Development
 » Fenley Department of Economic Development
 » Downtown Vegas Alliance

CHAMBER PARTNERS

» Austin Chamber of Commerce
 » Battle Mountain Chamber of Commerce
 » Beatty Chamber of Commerce
 » Boulder City Chamber of Commerce
 » Carson City Area Chamber of Commerce
 » Carson Valley Chamber of Commerce
 » Carson Valley Visitors Authority
 » Dayton Area Chamber of Commerce
 » Elio Area Chamber of Commerce
 » Fallon Chamber of Commerce
 » Gardfield Chamber of Commerce
 » Las Vegas Asian Chamber of Commerce
 » Las Vegas Chamber of Commerce
 » Lathrop Chamber of Commerce
 » Laughlin Chamber of Commerce
 » Lincoln County Nevada (LCAT)

STATE AGENCY PARTNERS

» Nevada Department of Taxation
 » Nevada Department of Business of Business & Industry
 » Nevada Secretary of State's Office
 » Nevada Department of Employment, Training & Rehabilitation (DETR)
 » Nevada System of Higher Education (NSHE)
 » Nevada Department of Transportation (NDOT)
 » Governor's Office of Workforce Innovation (OWINN)
 » Governor's Office of Science, Innovation & Technology (OSIT)
 » Nevada Governor's Office of Energy
 » Nevada Division of Environmental Protection
 » Colorado River Commission of Nevada
 » Legislative Counsel Bureau Nevada

OTHER AGENCY PARTNERS

» County Assessors' Offices
 » Waterstart
 » Nevada Industry Excellence (NIE)
 » Small Business Development Center (SBDC) Nevada
 » StartUp NV
 » Adarr's Hub
 » Entrepreneurs Assembly
 » Ozmen Center for Entrepreneurship
 » Northern Nevada International Center
 » Nevada World Trade Council (NEWTRAC)
 » Las Vegas and Reno Export Assistance Centers (EAC)
 » Nevada District Export Council (DEC)
 » Western U.S. Agricultural Trade Association (WUASATA)

EDUCATION AND WORKFORCE DEVELOPMENT PARTNERS

» Nevada School Districts
 » University of Reno Center (UNR) University of Las Vegas (UNLV)
 » College of Southern Nevada (CSN) Great Basin College
 » Truckee Meadows Community College
 » Western Nevada College
 » Nevada State College
 » Desert Research Institute (DRI)
 » Workforce Connections
 » Nevada Works

UTILITY PARTNERS

» NV Energy Economic Development
 » Southwest Gas
 » Southern Nevada Water Authority
 » Truckee Meadows Water Authority

About GOED

The Nevada Governor's Office of Economic Development (GOED) was created during the 2011 Session of the Nevada Legislature through a collaboration of the Nevada Governor's Office and the Leadership of the Nevada State Senate and State Assembly (Authority: NRS 231).

VISION

A vibrant, innovative, and sustainable economy with high-paying jobs for Nevadans.

MISSION

High-quality jobs for Nevadans.

Objectives, as identified in the first State Plan for Economic Development are:

- Establish a cohesive economic development operating system.
- Increase opportunity through education and workforce development.
- Catalyze innovation in core and emerging industries.
- Advance targeted sectors and opportunities in the region.
- Expand global engagement.

Nevada Governor's Office of

ECONOMIC DEVELOPMENT

Empowering Success

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