

# Alliance North America, Inc. dba ANA, Inc.

1770 Raiders Way, Henderson, NV 89052

David Smith, Controller

Date: July 25, 2024

## Application Facts:

Industry	<b>Manufacturing</b>
NAICS	<b>423860</b>
Type of App	<b>Expansion</b>
Location	<b>Clark County</b>
RDA	LVGEA, Michael Walsh

## Company Profile

Alliance North America, Inc. dba ANA, Inc. (ANA) will be expanding its existing 149,000 sq. ft. headquarters, assembly, and manufacturing facility, in Henderson, by another 200,000 sq. ft. in the coming months. This expansion will facilitate the growing demand of its products. ANA is a leading provider of mobile power and compression solutions and has developed a next generation, proprietary, proven, hybrid power technology ('Energy Boss™') to help existing customers lower energy and O&M costs, and reduce emissions 65+ % Product performance and quality has been validated with extensive testing by turnkey National rental company customers, and end users such as Meta, SpaceX, Google and Amazon. As one of the leading innovators in the Energy sector, ANA announced its position on the prestigious Inc. 5000 list for the second consecutive year and achieved an impressive rank of 960, an increase from 1,737 ranking in 2022. The Inc. 5000 list is a compilation of the fastest-growing private companies in the United States. ANA is committed to giving back to the community and helping those in need. The company volunteers at Friends in the Desert Foundation, a charity serving meals to less fortunate or otherwise needy individuals. Amongst other activities ANA also partners with local vendors committed to sustainability and protecting the environment. The company also organizes blood drives to support Vitalant and other healthcare partners. *Source: Alliance North America, Inc. dba ANA, Inc.*

## Tax Abatement Requirements:

	<u>Statutory</u>	<u>Company Application</u>	<u>Meeting Requirements</u>
Job Creation	25	<b>25</b>	<b>Yes</b>
Average Wage	\$29.28	<b>\$29.63</b>	<b>Yes</b>
Equipment Capex (SU & MBT)	\$175,326	<b>\$8,320,000</b>	<b>Yes</b>
Equipment Capex (PP)			

## Additional Requirements:

Health Insurance	65%	<b>65%</b>	<b>Committed</b>
Revenues generated outside NV	51%	<b>62%</b>	<b>Yes</b>
Business License	<input checked="" type="checkbox"/> Current	<input type="checkbox"/> Pending	<input type="checkbox"/> Will comply

## Total Tax Liability (without tax abatements)

Direct (company)

Total

**\$1,092,720**

**\$13,462,503**

## Tax Abatements

### Contract Terms

### Estimated Tax Abatement

Sales Tax Abmt.	4.6% for 2 years	\$314,080
Modified Business Tax Abmt.	50% for 4 years	\$24,020
Personal Property Tax Abmt.	50% for 10 years	\$173,940

## Total Estimated Tax Abatement over 10 yrs.

**\$512,040**

## Net New Tax Revenues

### Direct

### Indirect

### Taxes after Abatements

### Local Taxes

Property	\$2,141,673	\$4,940,253	\$7,081,926
Sales	\$216,320	\$2,585,074	\$2,801,394
Lodging	\$0	\$144,607	\$144,607

### State Taxes

Property	\$117,137	\$287,449	\$404,586
Sales	\$166,400	\$862,771	\$1,029,171
Modified Business	\$680,932	\$761,388	\$1,442,320
Lodging	\$0	\$46,459	\$46,459

## Total Estimated New Tax Revenue over 10 yrs.

**\$3,322,462**

**\$9,628,001**

**\$12,950,463**

## Economic Impact over 10 yrs.

### Economic

### Construction

### Total

Total Jobs Supported	292	2	294
Total Payroll Supported	\$139,156,573	\$109,187	\$139,265,760
Total Economic Value	\$457,333,186	\$314,642	\$457,647,828

## Economic Impact Output per Abatement Dollar

## New Total Tax per Abated Dollar

**\$893**

**\$25.29**

## IMPORTANT TERMS & INFORMATION

**Tax Abatements are reduction or discount of tax liability and companies do not receive any form of payment.**

**Total Estimated Tax Abatement** is a tax reduction estimate. This estimated amount will be discounted from total tax liability.

**Estimated New Tax Revenue** is amount of tax revenues local and state government will collect after the abatement was given to applying company.

**Economic Impact** is economic effect or benefits that this company and it's operations will have on the community and state economy measured by total number of jobs, payroll and created output.



June 11, 2023

Mr. Tom Burns  
Executive Director  
Nevada Governor's Office of Economic Development  
555 E. Washington Avenue, Suite 5400  
Las Vegas, Nevada 89101

Dear Mr. Burns,

Alliance North America dba ANA, Inc. is applying to the State of Nevada for the Sales & Use Tax Abatement, the Modified Business Tax Abatement, and the Personal Property Tax Abatement for their planned expansion. We request that Alliance North America dba ANA, Inc. be placed on the July 25, 2024, GOED Board meeting agenda.

Alliance North America dba ANA, Inc. will create 25 new positions in the first 24 months of operations, with an average hourly wage of \$29.63. The company will make a capital investment of \$8,320,000.00.

Alliance North America dba ANA, Inc. meets the statutory requirements for tax abatements. This application has the support of the Las Vegas Global Economic Alliance.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Walsh", written in a cursive style.

Michael Walsh  
VP Economic Development  
Las Vegas Global Economic Alliance



June 18, 2024

Mr. Tom Burns  
Executive Director  
Nevada Governor's Office of Economic Development  
1 State of Nevada Way 4<sup>th</sup> Floor  
Las Vegas, NV 89119

Dear Mr. Burns:

I am pleased to provide this letter of support for ANA Incorporated (ANA) in their application for incentives from the Governor's Office of Economic Development (GOED). We are excited ANA is expanding their headquarters and manufacturing facility in Henderson and look forward to their continued success.

Within the first two years of their expansion, ANA will invest more than \$8,320,000 in equipment and create at least 25 new jobs paying an average hourly wage of \$29.63.

The City of Henderson enthusiastically supports ANA and looks forward to the positive economic impact that their business expansion will provide to our community. We appreciate your assistance and favorable consideration of their application. Should you require additional information, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "M. Romero".

Michelle Romero, Mayor  
City of Henderson

cc: Michael Niemela, CEO, ANA Incorporated  
Michael Walsh, Vice President Economic Development, LVGEA

**Mayor & Council's Office**  
240 S Water Street, MSC 142, Henderson, NV 89015  
T 702-267-2085 W [cityofhenderson.com](http://cityofhenderson.com)



6/10/24

Mr. Thomas Burns  
Executive Director  
Governor's Office of Economic Development  
808 West Nye Lane  
Carson City, NV 89703

Dear Mr. Burns,

By way of this letter and the attached application, Alliance North America, Inc., d/b/a ANA Inc. is requesting tax incentives to assist with our planned operation in the state of Nevada. Recent strategic planning has the company focused on creating a presence in Nevada. A big part of this consideration is the economic incentives offered by the state. A review of our operating costs has shown that we will have lower operating costs in Nevada than we have at our previous headquarters and manufacturing facility in Cypress CA. We anticipate hiring 25 full-time employees at an average wage of \$29.63 over the next eight quarters.

A brief history of our company along with an overview of our products is attached. Based in Henderson, Nevada, ANA is a leading provider of mobile power and compression solutions • ANA has developed a next generation, proprietary, proven, hybrid power technology ("Energy Boss™") to help existing customers lower energy and O&M costs, and reduce emissions 65+ % – Mobile hybrid diesel-battery system used in distributed generation applications – Completely eliminates Light Loading<sup>1</sup> and Wet Stacking<sup>2</sup> – Product performance and quality validated with extensive testing by turnkey National rental company customers, and end users such as Meta, SpaceX, Google and Amazon.

The economic development incentives offered by the State of Nevada have been an integral factor in our decision making process to operate here in the state of Nevada. Alliance North America, Inc., d/b/a ANA Inc., was examining multiple locations throughout the western states and ultimately, after much due diligence and economic feasibility analysis, Nevada was chosen for its overall incentive package and pro business climate.

We have opened 149,000 sq. ft. facility space on Raiders Way in Henderson for our headquarters, assembly, and manufacturing of our products, and are looking to expand another 200,000 sq. ft. in the coming months to facilitate the growing demand of our products.

Our experience with representatives from the Las Vegas Global Economic Alliance has been positive and we look forward to your approval of our application to assist us with our efforts to expand/and develop new products in your state. If you have any questions, please feel free to call me.

Thank you for your time and consideration.

Sincerely,  
Michael Niemela – CEO  
Kevin Day - COO  
Alicia Waineo – CFO

1770 Raiders Way, Henderson, NV 89052  
(562) 450-3570  
[www.anacorp.com](http://www.anacorp.com)



6/10/24

Mr. Thomas Burns  
Executive Director  
Nevada Governor's Office of Economic Development  
555 E. Washington Avenue, Suite 5400  
Las Vegas, NV 89101

Dear Mr. Burns,

**Healthcare Coverage Letter of Intent**

Alliance North America, Inc., d/b/a ANA, Inc., is operating in the state of Nevada in Henderson understands that a requirement for the tax abatements provided by the Governor's Office of Economic development is the offering of 65% of the health care premium coverage for the eligible employees of the company as per NRS 360.750:

*The business will, by the eighth calendar quarter following the calendar quarter in which the abatement becomes effective, offer a health insurance plan for all employees that includes an option for health insurance coverage for dependents of the employees, and the health care benefits the business offers to its employees in this State will meet the \*minimum requirements\* for health care benefits established by the Office*

*\* the Company agrees to pay at least sixty-five percent (65%) of the premium cost for the employee or the abatements may be reduced or eliminated at GOED's discretion.*

Signed by company rep

A handwritten signature in blue ink, appearing to read 'David Smith', is written over a horizontal line.

David Smith - Controller

1770 Raiders Way, Henderson, NV 89052  
(562) 450-3570  
www.anacorp.com



6/10/24

Thomas Burns  
Executive Director  
Nevada Governor's Office of Economic Development  
555 E. Washington Avenue  
Suite 5400  
Las Vegas, NV 89101

RE: APPLICATION FOR INCENTIVES – REQUEST FOR CONFIDENTIALITY OF RECORDS AND DOCUMENTS – NRS 231.069

Dear Director Burns,

On 6/10/24, Alliance North America, Inc., d/b/a ANA Inc., submitted an application to you as the Executive Director of the State of Nevada Governor's Office of Economic Development ("GOED") requesting approval of economic incentives for the new/expansion of operation in Clark County, Nevada. The purpose of this letter is to request that any and all records and other documents in GOED's possession concerning initial contact with, research and planning for Alliance North America, Inc., d/b/a ANA Inc., including but not limited to certain information in that application, and if amended, all be kept confidential pursuant to Section 4 of Assembly Bill No. 17 (2015 Regular Session) as codified in NRS 231.069.

Please be advised that Alliance North America, Inc., d/b/a ANA Inc., specifically deems the following information proprietary and confidential:

1. Incentive Application Equipment List - Schedule 5 (A)
2. Incentive Application Employment List - Schedule 5 (B)

Thank you for your consideration. If you have any questions or require any further information, please do not hesitate to contact me.

Sincerely,

A handwritten signature in blue ink, appearing to read 'David Smith', is written over a horizontal line.

David Smith  
Controller  
Alliance North America, Inc., d/b/a ANA Inc.

1770 Raiders Way, Henderson, NV 89052  
(562) 450-3570  
www.anacorp.com

## REQUEST FOR CONFIDENTIALITY DETERMINATION

Pursuant to NRS 231.069, and upon the request of applicant, Alliance North America, Inc. dba ANA Inc., the Executive Director of the Office has determined the:

- (i) The detailed schedule of Capital Equipment List, 5(A)
- (ii) The detailed schedule of Employment List, 5(B)

are confidential proprietary information of the business, are not public records, and shall be redacted in its entirety from the copy of the application that is disclosed to the public.



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Thomas J. Burns  
Executive Director

7/8/2024  
Date



# Incentive Application

Company Name: Alliance North America, Inc., d/b/a/ ANA Inc.  
 Date of Application: June 1, 2024

Company is an / a: (check one)  
 New location in Nevada  
 Expansion of a Nevada company

## Section 1 - Type of Incentives

Please check all that the company is applying for on this application:

- Sales & Use Tax Abatement
- Modified Business Tax Abatement
- Personal Property Tax Abatement
- Recycling Real Property Tax Abatement
- Other: \_\_\_\_\_

## Section 2 - Corporate Information

COMPANY NAME (Legal name under which business will be transacted in Nevada) <u>Alliance North America, Inc., d/b/a/ ANA Inc.</u>			FEDERAL TAX ID # <u>82-1552018</u>
CORPORATE ADDRESS <u>1770 Raiders Way</u>	CITY / TOWN <u>Henderson</u>	STATE / PROVINCE <u>NV</u>	ZIP <u>89052</u>
MAILING ADDRESS TO RECEIVE DOCUMENTS (If different from above)	CITY / TOWN	STATE / PROVINCE	ZIP
TELEPHONE NUMBER <u>562-450-3570 Ext 59</u>	WEBSITE <u><a href="http://www.anacorp.com">www.anacorp.com</a></u>		
COMPANY CONTACT NAME <u>David Smith</u>	COMPANY CONTACT TITLE <u>Controller</u>		
E-MAIL ADDRESS <u><a href="mailto:dsmith@anacorp.com">dsmith@anacorp.com</a></u>	PREFERRED PHONE NUMBER <u>560-450-3570</u>		

Has your company ever applied and been approved for incentives available by the Governor's Office of Economic Development?  Yes  No  
 If Yes, list the program awarded, date of approval, and status of the accounts (attach separate sheet if necessary):

## Section 3 - Program Requirements

Please check two of the boxes below; the company must meet at least two of the three program requirements:

- A capital investment of \$1,000,000 in eligible equipment in urban areas or \$250,000 in eligible equipment in rural areas are required. This criteria is businesses. In cases of expanding businesses, the capital investment must equal at least 20% of the value of the tangible property owned by the business.
- New businesses locating in urban areas require fifty (50) or more permanent, full-time employees on its payroll by the eighth calendar quarter following quarter in which the abatement becomes effective. In rural areas, the requirement is ten (10) or more. For an expansion, the business must increase employees on its payroll by 10% more than its existing employees prior to expansion, or by 25 (urban) or 6 (rural) employees, whichever is greater.
- In both urban and rural areas, the average hourly wage that will be paid by the business to its new employees is at least 100% of the average statewide hourly wage.  
 Note: Criteria is different depending on whether the business is in a county where the population is 100,000 or more or a city where the population is 60,000 or more "urban" area), or if the business is in a county where the population is less than 100,000 or a city where the population is less than 60,000 (i.e., "rural" area).

## Section 4 - Nevada Facility

Type of Facility:

- Headquarters
- Technology
- Back Office Operations
- Research & Development / Intellectual Property
- Service Provider
- Distribution / Fulfillment
- Manufacturing
- Other: \_\_\_\_\_

PERCENTAGE OF REVENUE GENERATED BY THE NEW JOBS CONTAINED IN THIS APPLICATION FROM OUTSIDE NEVADA <u>62%</u>	EXPECTED DATE OF NEW / EXPANDED OPERATIONS (MONTH / YEAR) <u>Jan-2025</u>		
NAICS CODE / SIC <u>423830</u>	INDUSTRY TYPE <u>Construction Equipment Industry</u>		
DESCRIPTION OF COMPANY'S NEVADA OPERATIONS <u>North America Supplier of Generators, Compressors, &amp; MAC3 Air Tools, &amp; Mfg of EBOSS generators and compressor systems</u>			
PROPOSED / ACTUAL NEVADA FACILITY ADDRESS <u>1740 &amp; 1770 Raiders Way</u>	CITY / TOWN <u>Henderson</u>	COUNTY <u>Clark County</u>	ZIP <u>89052</u>
WHAT OTHER STATES / REGIONS / CITIES ARE BEING CONSIDERED FOR YOUR COMPANY'S RELOCATION / EXPANSION / STARTUP? <u>Cypress California &amp; Spartanburg SC</u>			



**Section 5 - Complete Forms (see additional tabs at the bottom of this sheet for each form listed below)**

Check the applicable box when form has been completed.

- 5 (A)  Equipment List
- 5 (B)  Employment Schedule
- 5 (C)  Evaluation of Health Plan, with supporting documents to show the employer paid portion of plan meets the minimum of 65%.
- 5 (D)  Company Information Form

**Section 6 - Real Estate & Construction (Fill in either New Operations/Startup or Expansion, not both.)**

New Operations / Start Up - Plans Over the Next <u>Ten</u> Years	Expansions - Plans Over the Next <u>10</u> Years
<p>Part 1. Are you currently/planning on leasing space in Nevada? <u>No</u></p> <p><b>If No, skip to Part 2. If Yes, continue below:</b></p> <p style="padding-left: 40px;">What year(s)? _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p style="padding-left: 40px;">Annual lease cost of space: _____</p> <p>Do you plan on making building tenant improvements? _____</p> <p><b>If No, skip to Part 2. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr/> <p>Part 2. Are you currently/planning on buying an owner occupied facility in Nevada? <u>No</u></p> <p><b>If No, skip to Part 3. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">Purchase date, if buying (month, year): _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p>Do you plan on making building improvements? _____</p> <p><b>If No, skip to Part 3. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr/> <p>Part 3. Are you currently/planning on building a build-to-suit facility in Nevada? <u>No</u></p> <p><b>If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to break ground, if building (month, year)? _____</p> <p style="padding-left: 40px;">Estimated completion date, if building (month, year): _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p>	<p>Part 1. Are you currently leasing space in Nevada? <u>Yes</u></p> <p><b>If No, skip to Part 2. If Yes, continue below:</b></p> <p style="padding-left: 40px;">What year(s)? <u>2024</u></p> <p style="padding-left: 40px;">How much space (sq. ft.)? <u>148,473</u></p> <p style="padding-left: 40px;">Annual lease cost at current space: <u>\$1,747,421.00</u></p> <p>Due to expansion, will you lease additional space? <u>Yes</u></p> <p><b>If No, skip to Part 3. If Yes, continue below:</b></p> <p style="padding-left: 40px;">Expanding at the current facility or a new facility? <u>New</u></p> <p style="padding-left: 40px;">What year(s)? <u>2025</u></p> <p style="padding-left: 40px;">How much expanded space (sq. ft.)? <u>200,000</u></p> <p style="padding-left: 40px;">Annual lease cost of expanded space: <u>\$2,595,836.57</u></p> <p>Do you plan on making building tenant improvements? <u>Yes</u></p> <p><b>If No, skip to Part 3. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to make improvements (month, year)? <u>Jul-2025</u></p> <hr/> <p>Part 2. Are you currently operating at an owner occupied building in Nevada? <u>No</u></p> <p><b>If No, skip to Part 3. If Yes, continue below:</b></p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p style="padding-left: 40px;">Current assessed value of real property? _____</p> <p>Due to expansion, will you be making building improvements? _____</p> <p><b>If No, skip to Part 3. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr/> <p>Part 3. Do you plan on building or buying a new facility in Nevada? <u>No</u></p> <p><b>If Yes *, continue below:</b></p> <p style="padding-left: 40px;">Purchase date, if buying (month, year): _____</p> <p style="padding-left: 40px;">When to break ground, if building (month, year)? _____</p> <p style="padding-left: 40px;">Estimated completion date, if building (month, year): _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p>
<p><b>* Please complete Section 7 - Capital Investment for New Operations / Startup.</b></p>	<p><b>* Please complete Section 7 - Capital Investment for Expansions below.</b></p>

BRIEF DESCRIPTION OF CONSTRUCTION PROJECT AND ITS PROJECTED IMPACT ON THE LOCAL ECONOMY (Attach a separate sheet if necessary):  
 Need new warehouse & manufacturing facility to keep up with projected demand for our product. will need warehouse & mfg. space with offices and build out improvements. construction jobs will be determined after the bidding process is complete.

**Section 7 - Capital Investment (Fill in either New Operations/Startup or Expansion, not both.)**

New Operations / Start Up	Expansions
How much capital investment is planned? (Breakout below):	How much capital investment is planned? (Breakout below):
Building Purchase (if buying): _____	Building Purchase (if buying): _____
Building Costs (if building / making improvements): _____	Building Costs (if building / making improvements): <u>\$200,000</u>
Land: _____	Land: _____
Equipment Cost: _____	Equipment Cost: <u>\$8,320,000</u>
<b>Total:</b> _____	<b>Total:</b> <u>\$8,520,000</u>
	Is the equipment purchase for replacement of existing equipment? <u>No</u>
	Current assessed value of personal property in NV: <u>\$876,629</u>
	(Must <b>attach</b> the most recent assessment from the County Assessor's Office.)

**Section 8 - Employment (Fill in either New Operations/Startup or Expansion, not both.)**

New Operations / Start Up	Expansions
How many full-time equivalent (FTE*) employees will be created by the end of the first eighth quarter of new operations?: _____	How many full-time equivalent (FTE*) employees will be created by the end of the first eighth quarter of expanded operations?: <u>25</u>
Average hourly wage of these <u>new</u> employees: _____	Average hourly wage of these <u>new</u> employees: <u>\$29.63</u>
	How many FTE employees prior to expansion?: <u>94</u>
	Average hourly wage of these <u>existing</u> employees: <u>\$47.90</u>
	Total number of employees after expansion: <u>119</u>

\* FTE represents a permanent employee who works an average of 30 hours per week or more, is eligible for health care coverage, and whose position is a "primary job" as set forth in NAC 360.474.

OTHER COMPENSATION (Check all that apply):

- Overtime     
  Merit increases     
  Tuition assistance     
  Bonus  
 PTO / Sick / Vacation     
  COLA adjustments     
  Retirement Plan / Profit Sharing / 401(k)     
  Other: \_\_\_\_\_

BRIEF DESCRIPTION OF ADDITIONAL COMPENSATION PROGRAMS AND ELIGIBILITY REQUIREMENTS (Attach a separate sheet if necessary):

**Section 9 - Employee Health Insurance Benefit Program**

Is health insurance for employees and is an option for dependents offered?     Yes (**attach health plan and quote or invoice**)     No

Package includes (check all that apply):

- Medical     
  Vision     
  Dental     
  Other: Life, STD, ADD

Qualified after (check one):

- Upon employment     
  Three months after hire date     
  Six months after hire date     
  Other: 30 Days after Hire

Health Insurance Costs:	Percentage of health insurance premium by (min 65%):
Plan Type: _____	
Employer Contribution (annual premium per employee): <u>TBD</u>	Company: <u>TBD</u>
Employee Contribution (annual premium per employee): <u>TBD</u>	Employee: <u>TBD</u>
<b>Total Annual Premium:</b> <u>TBD</u>	

[SIGNATURE PAGE FOLLOWS]

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**Section 10 - Certification**

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I, the undersigned, hereby grant to the Governor's Office of Economic Development access to all pertinent and relevant records and documents of the aforementioned company. I understand this requirement is necessary to qualify and to monitor for compliance of all statutory and regulatory provisions pertaining to this application.

Being owner, member, partner, officer or employee with signatory authorization for the company, I do hereby declare that the facts herein stated are true and that all licensing and permitting requirements will be met prior to the commencement of operations. In addition, I and /or the company's legal counsel have reviewed the terms of the GOED Tax Abatement and Incentives Agreement, the company recognizes this agreement is generally not subject to change, and any material revisions have been discussed with GOED in advance of board approval.

David Smith  
Name of person authorized for signature

[Signature]  
Signature

Controller  
Title

6/14/24  
Date

**Nevada Governor's Office of Economic Development**  
555 E. Washington Ave., Ste 5400 • Las Vegas, Nevada 89101 • 702.486.2700 • (Fax) 702.486.2701 • [www.diversifynevada.com](http://www.diversifynevada.com)

## Site Selection Factors

Company Name: Alliance North America, Inc., d/b/a ANA, Inc.

County: Clark

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### Section I - Site Selection Ratings

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Directions: Please rate the select factors by importance to the company's business (1 = very low; 5 = very high). Attach this form to the Incentives Application.

Availability of qualified workforce:	<u>4</u>	Transportation infrastructure:	<u>4</u>
Labor costs:	<u>5</u>	Transportation costs:	<u>5</u>
Real estate availability:	<u>4</u>	State and local tax structure:	<u>4</u>
Real estate costs:	<u>5</u>	State and local incentives:	<u>5</u>
Utility infrastructure:	<u>4</u>	Business permitting & regulatory structure:	<u>4</u>
Utility costs:	<u>5</u>	Access to higher education resources:	<u>4</u>

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Please summarize the importance of the abatement program to your decision (please include at least a paragraph summary):

## **Equipment Schedule, Detailed**

**The Office has determined the detailed equipment schedule as described in this application constitutes confidential proprietary information of Alliance North America, Inc. dba ANA Inc. and is not a public record.**

## **Employment Schedule, Detailed**

**The Office has determined the detailed equipment schedule as described in this application constitutes confidential proprietary information of Alliance North America, Inc. dba ANA Inc. and is not a public record.**

# 5(C) Evaluation of Health Plans Offered by Companies

Company Name: Alliance North America, Inc., d/b/a ANA, Inc. County: Clark

Total Number of Full-Time Employees: 25  
 Average Hourly Wage per Employee \$29.63  
 Average Annual Wage per Employee (implied) \$61,629.57

### COST OF HELATH INSURANCE

Annual Health Insurance Premium Cost: TBD  
 Percentage of Premium Covered by:  
 Company at least 65%  
 Employee 0%

### HEALTH INSURANCE PLANS:

#### Base Health Insurance Plan\*:

Deductible - per employee  
 Coinsurance TBD / TBD  
 Out-of-Pocket Maximum per employee

#### Additional Health Insurance Plan\*:

Deductible - per employee  
 Coinsurance TBD / TBD  
 Out-of-Pocket Maximum per employee

#### Additional Health Insurance Plan\*:

Deductible - per employee  
 Coinsurance TBD / TBD  
 Out-of-Pocket Maximum per employee

\*Note: *Please list only "In Network" for deducatable and out of the pocket amounts .*

### Generalized Criteria for Essential Health Benefits (EHB)

*[following requirements outlined in the Affordable Care Act and US Code, including 42 USC Section 18022]*

Covered employee's premium not to exceed 9.5% of annual wage	TBD	MEC
Annual Out-of-Pocket Maximum not to exceed \$9,200 (2025)	TBD	MEC

- Minimum essential health benefits covered (Company offers PPO):
- (A) Ambulatory patient services
  - (B) Emergency services
  - (C) Hospitalization
  - (D) Maternity and newborn care
  - (E) Mental health/substance use disorder/behavioral health treatment
  - (F) Prescription drugs
  - (G) Rehabilitative and habilitative services and devices
  - (H) Laboratory services
  - (I) Preventive and wellness services and chronic disease management
  - (J) Pediatric services, including oral and vision care
- No Annual Limits on Essential Health Benefits

I, the undersigned, hereby declare to the Governor's Office of Economic Development that the facts herein stated are true, and that I have attached a qualified plan with information highlighting where our plan reflects meeting the 65% minimum threshold for the employee paid portion of the plan for GOED to independently confirm the same.

David Smith Name of person authorized for signature      [Signature] Signature  
Coastal Title      6/16/24 Date

## 5(D) Paid Family and Medical Leave (PFML)

Company Name: Alliance North America, Inc., d/b/a ANA, Inc.

County: Clark County

*After October 1, 2023, if the business will have at least 50 full-time employees on the payroll of the business by the eighth calendar quarter following the calendar quarter in which the abatement becomes effective the business, by the earlier of the eighth calendar quarter following the calendar quarter in which the abatement becomes effective or the date on which the business has at least 50 full-time employees on the payroll of the business, has a policy for paid family and medical leave and agrees that all employees who have been employed by the business for at least 1 year will be eligible for at least 12 weeks of paid family and medical leave at a rate of at least 55 percent of the regular wage of the employee.*

I, the undersigned, hereby declare to the Governor's Office of Economic Development that the facts herein stated are true, and that the Applicant will meet this threshold for PFML.

David Smith  
Name of person authorized for signature

Controller  
Title

[Signature]  
Signature

6/10/24  
Date



## 5(E) Company Information

Company Name: Alliance North America, Inc., d/b/a ANA, Inc.

County: Clark

### Section 1 - Company Interest List

Directions: Please provide a detailed list of owners and/or members of the company. *The Governor's Office of Economic Development strives to maintain the highest standards of integrity, and it is vital that the public be confident of our commitment. Accordingly, any conflict or appearance of a conflict must be avoided. To maintain our integrity and credibility, the applicant is required to provide a detailed list of owners, members, equity holders and Board members of the company.*

(a) Name	(b) Title
Michael Niemela	CEO
Kevin Day	COO
Alicia Waineo	CFO

### Section 2 - Company Affiliates and/or Subsidiaries

Are there any subsidiary or affiliate companies sharing tax liability with the applicant company? No  Yes

**If Yes, continue below:**

Directions: In order to include affiliates/subsidiaries, under the exemption letter, they must to be added to the Contract. Per standard practice GOED requires a corporate schematic to understand the exact relationships between the companies. Please populate the below table to show the exact relationships between the companies and include:

1. The names as they would read on the tax exemption letter.
2. Which entity(ies) will do the hiring?
3. Which entity(ies) will be purchasing the equipment?

Name of Subsidiary or Affiliate Entity, Role and Legal Control Relationship

Please include any additional details below:

**Entity Information**

**Entity Information**

**Entity Name:**

ALLIANCE NORTH AMERICA, INC.

**Entity Number:**

E38541312024-5

**Entity Type:**

Foreign Corporation (80)

**Entity Status:**

Active

**Formation Date:**

02/26/2024

**NV Business ID:**

NV20243059962

**Termination Date:**

**Annual Report Due Date:**

2/28/2025

**Compliance Hold:**

**Domicile Name:**

Alliance North America, Inc.

**Jurisdiction:**

Delaware - United States



Enclosures.

## How ANA, Inc. Became One of the Fastest-Growing Companies in the US for the second consecutive year

As one of the leading innovators in the Energy sector, ANA announced its position on the prestigious Inc. 5000 list for the second consecutive year. By achieving an impressive rank of 960, an increase from 1,737 ranking in 2022, ANA has established its commitment to excellence, innovation, and sustained growth.

The Inc. 5000 list is a compilation of the fastest-growing private companies in the United States. The placement reaffirms ANA's leadership position and highlights its impressive trajectory as an expanding company.

As CEO of ANA, Inc., Mike Niemela expressed his gratitude and excitement, saying, "This is a remarkable feat for ANA, Inc. We are thankful for the dedication of our employees, the strength of our partnerships, and the relentless pursuit of excellence that drives ANA forward. As a company, we are honored to be recognized among such esteemed organizations and remain committed to delivering unparalleled value to our customers."

ANA's Chief Financial Officer, Alicia Waiono, added, "We are proud of our placement on the Inc. 5000 list, which signifies the success of our business operations and our ability to drive sustainable growth. This recognition highlights the professionalism, commitment, and strategic vision that define ANA."

The company's continued recognition testifies to its dedication to innovation, customer-centric solutions, and commitment to quality. With ANA's rapid growth and evolution, they remain steadfast in their commitment to delivering exceptional service and developing meaningful partnerships across various industries. With continued dedication to continuous improvement, excellence, and creating a more sustainable future for their customers and the industry at large.

### **About ANA, INC**

### **Journey to Zero™**

1770 Raiders Way, Henderson, NV 89052  
(562) 450-3570  
[www.anacorp.com](http://www.anacorp.com)

# ANA Overview

## Business Description

- Based in Henderson, Nevada, ANA is a leading provider of mobile power and compression solutions
- ANA has developed a next generation, proprietary, proven, hybrid power technology ("Energy Boss™") to help existing customers lower energy and O&M costs, and reduce emissions 65+ %
  - Mobile hybrid diesel-battery system used in distributed generation applications
  - Completely eliminates Light Loading<sup>1</sup> and Wet Stacking<sup>2</sup>
  - Product performance and quality validated with extensive testing by turnkey National rental company customers, and end users such as Meta, SpaceX, Google and Amazon
    - Energy Boss™ product launched in Q4 2022 with 150+ units in the field and ~\$230 million in qualified sales funnel and open orders<sup>3</sup>
    - Product is outperforming customer expectations
  - In advanced negotiations with a leading provider of construction equipment for a 10-year MOU to distribute ANA hybrid power solutions globally
  - 'Journey to Zero™' development strategy will include use of solar panels on units, and dual, alternative fuels
- Existing business platform supports scale expansion
  - Energy Boss™ high sales growth leverages existing, established customer relationships, infrastructure and sales & technical workforce



## Highlights



**Leading Provider of Mobile Power Solutions**



**Nationally-Recognized, Diversified Customers**



**Positive EBITDA, Margins and Earnings**



**NEW Next-Gen Proprietary, Hybrid Power Technology**



**Energy Boss™ Hybrid Power Lowers Op. Costs & Emissions**



**Massive, Multi-Sector Industrial Market Opportunity**



**Existing Business Platform Supports Scale Expansion**



**Long Runway to Grow Sales & Capture Attractive Margins**



**Highly Experienced Leadership Team with Proven Track Record**

## Strategic Hubs



<sup>1</sup> Generator does not run at optimal efficiency as the power output from the generator is in excess of what the load / application requires. Diesel engines are most efficient when running at a high percentage of their full capacity.  
<sup>2</sup> Under light load, the generator produces excess power (fuel escapes) when the engine is running at an inefficient / light load and thus reduced operating temperature.  
<sup>3</sup> As of early January 2024

