

**STATE OF NEVADA
GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT
BOARD MEETING MINUTES
MARCH 31, 2021**

The meeting of the Board of Economic Development was called to order by Governor Steve Sisolak on the Cisco WebEx System.

VOTING BOARD MEMBERS PRESENT

Governor Steve Sisolak, State of Nevada
Lieutenant Governor Kate Marshall, State of Nevada
Secretary of State Barbara Cegavske, State of Nevada
Mr. Alex Dixon, President, West Region - PureStar
Mr. Dan Klaich, Voting Member at Large
Mr. James Barrett, Jr., President and Founder, The JABarrett Company
Dr. Dana Bennett, Chief Executive Officer, Midas Strategies
Mr. Raymond Specht, Chief Executive Officer, Specht Leadership Consulting
Dr. Weldon Havins, Director, Medical Jurisprudence and Ophthalmology, Touro University Nevada
Ms. Elisa Cafferata, Interim Director, Department of Employment Rehabilitation and Training

NON-VOTING BOARD MEMBERS PRESENT

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

STAFF MEMBERS PRESENT

Bob Potts, Deputy Director, GOED
Chelsea Walburg, Research Manager, GOED
Christine Guerci, Special Counsel to the Colorado River Commission and GOED
Dijana Mitrovic, International Business Development Coordinator, GOED
Greg Bortolin, Director of Communications, GOED
Henna Rasul, Senior Deputy Attorney General, Board Counsel to GOED
James Humm, Director of Compliance & Regulatory Affairs, GOED
Jeanette Holguin, Business Development Specialist, GOED
Karsten Heise, Director of Strategic Programs, GOED
Kristopher Sanchez, Deputy Director, GOED
Leandra Diossa, Director of Administration, GOED
Mariah Heriman, Business Development Coordinator, GOED
Michael Brown, Executive Director, GOED
Melanie Sheldon, Director of Business Development, GOED
Patty Herzog, Director of Rural Economic and Community Development, GOED
Pawel Pietrasienski, Director of International Trade, GOED

Samantha Cline, International Business Specialist, GOED
Stacey Bostwick, Workforce Development Program Coordinator, GOED
Susan Skaggs, Executive Assistant, GOED
Tatjana Vukovic, Director of Business Development North, GOED

GUESTS PRESENT

Alaina Cowley, LVGEA
Alexis Georgeson, Redwood Materials, Inc.
Andrew Haskin, NNDA
Andrew Clare, Nuro, Inc.
Angela Carrier, JLL
Audrey Ramsaran, Ernst & Young
Bob Kurilko, Silver Lion Farms, LLC
Brad Cink, Nuro, Inc.
Burton Hilton, White Pine County NV
Jonathan Ng, Las Vegas Review Journal
Calvin Nash, Merastar Insurance Company
Chase Harmer, PayCertify, Inc.
Christina Lopez, State of Nevada
Cindy Kendall, DETR
Craig von Collenberg, OWINN
Donna Bath, Silver Lion Farms, LLC
Elaine Barkdull Spencer, NNDA
Emily Creighton, The Ferraro Group
Eric Steinmetz, Nevada Department of Taxation
Frank Gerdt, Thyssenkrupp Industrial Solutions, Inc.
Irene Bustamante Adams, Workforce Connections
Greg Ehlers, Boxabl, Inc.
Gustavo Perez, Ernst & Young
Hector Camacho, Thyssenkrupp Industrial Solutions, Inc.
Helen Naqashi, NV Workforce Connections
Jan Morrison, NNRDA
Jason Berthiaume, LVGEA
Jason Thompson, Redwood Materials, Inc.
Jeff Brigger, NV Energy
Jennifer Atlas, Griffin Company
Jessica Diss, NV Governor's Office
Jonas Peterson, LVGEA
Joshua Tech, Plant Prefab, Inc.
Katie Freeman, EDAWN
Lauren Silverstein, The Ferraro Group
Levi Swanson, Advanced Hemp, Inc.
Lexis Brockett, LVGEA
Lynn O'Mara, NNDA

Marcel F. Shaerer, Department of Business & Industry
Matthew Lipka, Nuro, Inc.
Melissa Dimayuga, Join Humanity Heroes
Michael Walsh, LVGEA
Mike Blank, Nuro, Inc.
Nate Mackinnon, NSHE
Nick Clason, LVGEA
Nnedi Stephens, Office of Senator Jacky Rosen
Perry Ursem, LVGEA
Rhea Gustafson, NVIE
Scott Anderson, State of Nevada
Sheldon Mudd, NNRDA
Shelli Long, Nevada Department of Taxation
Shannon O'Hare, Cushman & Wakefield
Shannon Silva, Nevada Department of Taxation
Stan Thomas, EDAWN
Stephanie Wallace, DETR
Steve Glenn, Plant Prefab, Inc.
Steven Wu, Nuro, Inc.
Terri Sheridan, City of North Las Vegas

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

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

2. PUBLIC COMMENT

There was no public comment.

3. APPROVAL OF THE DECEMBER 2, 2020 BOARD MEETING MINUTES

Governor Sisolak asked for a motion to approve the minutes of the December 2, 2020 meeting. A motion was made by Secretary of State Barbara Cegavske to approve the December 2, 2020 board meeting minutes. Mr. Dan Klaich seconded, and the motion passed unanimously.

4. EXECUTIVE DIRECTOR UPDATE AND DIRECTORS REPORT

Mr. Michael Brown, Executive Director, Nevada Governor's Office of Economic Development (GOED), began his report by stating that 2021 was a year of transition, both with public health and with the economy. Director Brown explained to the Board that the end of 2020 brought the

news that in 2021 there would be redeployment of billions of dollars of private and public capital due to businesses began onshoring manufacturing, acceleration of medical technologies, rebalancing the supply chains, and the new demands of e-commerce. Director Brown indicated that this news is now being validated as GOED has begin receiving formal requests for information from companies seeking to possibly locate to Nevada. Director Brown indicated that if GOED continues to be agile and move with urgency, there are great opportunities coming as well as what has been laid out in the governor's state-of-the-state address for the post-COVID economy. Director Brown indicated that these are companies that are interested in Nevada as a Pacific Time Zone, Pacific-Rim-oriented state.

Director Brown advised GOED was continuing to work with state treasurer, Mr. Zach Conine, to deploy the resources the Governor and legislature made available for the PETS program and anticipated having the money out within the following 60 days or so. Director Brown further explained his hope of seeing legislation to strengthen Nevada's commitment to small business and that GOED was working with Lieutenant Governor Kate Marshall and several members of the legislature on this. Director Brown explained that, at the suggestion of the Urban Chamber, GOED would be rolling out a landing program to work with companies as they started operations in Nevada as well as with GOED's Procurement and Technical Assistance Center (PTAC) office to assist in connecting small and emerging businesses to new companies coming to Nevada. Director Brown indicated that this landing program would begin roll-out in the second quarter, and he would be reporting on the program at subsequent Board meetings.

5. METRICS REPORT

Ms. Chelsea Walburg, Research Manager, GOED, advised that a lot of metrics had been impacted by COVID but did highlight things that are going well. The average wage for assisted companies in 2020 has gone up to \$26.43, a 10.9-percent increase over last year. Assisted company investments was also up 9 percent over last year, to \$934.4 million. Ms. Walburg indicated that even though the number of assisted companies' jobs and build-out jobs is down over the prior year's fourth quarter, quality had increased.

Based on information coming from the Regional Development Authorities (RDAs), the number of leads was trending up, indicating that there were a lot of companies interested in coming to Nevada. The number of wins was up 81.8 percent over the prior quarter and 53.8 percent over the prior year.

Due to COVID, global metrics were down to 11 active leads this quarter and nine active prospects.

The Emerging Small Business (ESB) program was also impacted by COVID, and with budgeting constraints, they are not able to contract out as much as pre-COVID. However, the full data for 2020 was not available as yet.

PTAC had approximately 1300 clients, up 6.1 percent over the previous year, and the award amount won by active clients was also up over the previous year.

Rural Community Development Block Grants (CDBG) were up 25 percent over the prior year in the number of grants issued and 4.3 percent for the total available funding for allocation.

The Nevada Film Office (NFO) had been severely impacted by COVID and activity was down at 49.3 percent over the previous year.

6. ABATEMENT APPLICATIONS FOR BOARD APPROVAL

A. ADVANCED HEMP, INC.

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

Mr. Michael Walsh, Vice President of Economic Development, Las Vegas Global Economic Alliance (LVGEA), introduced Advance Hemp, Inc. (Advanced Hemp). The company is considering establishing a facility in the City of North Las Vegas. The facility will be dedicated to the production of powder and liquid fertilizer. The company is a leading innovator in the field of hydroponics producing premium hydroponics and traditional horticultural products and solutions for global commercial and domestic use. The company planned to make a capital equipment of \$8.2 million and would hire 50 employees, within the first 24 months of operation, at an average wage of \$26.51. The company was represented by Mr. Levi Swanson, COO, Advanced Hemp, and Ms. Melissa Dimayuga, Marketing Manager, Advanced Hemp.

Mr. Swanson advised that the company planned to execute a two-phase project in Nevada: Phase 1 involved securing a 200,000 square-foot facility for dry powdered fertilizer production and would employ approximately 50 people. Phase 2 would be approximately two years later and involved obtaining a 30 to 40-acre parcel and a 400,000 square-foot facility. Mr. Swanson discussed the importance of importing raw materials directly to the facility and indicated the intent to hire approximately 400 employees. Mr. Swanson noted the company intended to source as much manufacturing equipment as possible, locally in Nevada, as well as using local suppliers and contractors to build out the facility and set up the equipment.

Ms. Melissa Dimayuga, Advanced Hemp, explained that the company intended to explore internship opportunities through collaborations with learning institutions within Nevada, including the University of Las Vegas (UNLV), College of Southern Nevada (CSN), and Nevada State College. Ms. Dimayuga informed the Board that the company's program, Humanity Heroes, did outreach programs in February 2021 to help the homeless youth, homeless veterans, single mothers escaping domestic violence, and had been able to assist 150 people.

Secretary of State Cegavske questioned if the company would establish the facility in Nevada if the abatements were approved. Mr. Swanson confirmed the company would establish the facility in Nevada if the abatements were approved.

Secretary of State Cegavske asked if the company had identified a facility. Mr. Swanson advised the company was in the process of finalizing a location. There were a couple of options being considered in North Las Vegas.

Mr. Raymond Specht asked for clarification on the number of employees following the Phase 2 expansion. Mr. Swanson confirmed the expansion was anticipated to create an additional 400 jobs.

Mr. Specht commended Director Brown and the GOED team for reformatting the tax abatement Board Summary page. Mr. Specht commented that it was very succinct and one could easily see what the direct tax revenues and full tax revenues over the next ten years would be as well as the economic impact.

A MOTION WAS MADE BY MR. SPECHT TO APPROVE ADVANCED HEMP, INC. FOR A SALES & USE TAX ABATEMENT, A MODIFIED BUSINESS TAX ABATEMENT, AND A PERSONAL PROPERTY TAX ABATEMENT AS PRESENTED IN AGENDA ITEM 6A. DR. WELDON HAVINS SECONDED THE MOTION. THE MOTION PASSED UNANIMOUSLY.

B. BOXABL INCORPORATED

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

Mr. Perry Ursem, Vice President of Business Retention and Expansion, introduced Boxabl, Incorporated (Boxabl). Boxabl Incorporated (Boxabl) is a Nevadan born and grown company and will be expanding its southern Nevada operation from a 25,000 sq. ft. beta facility to an approximate 170,000 sq. ft. facility in the first quarter of 2021. Boxabl is a modular construction company which supplies Accessory Dwelling Units (ADUs) across the US. ADUs are usually small backyard homes, sometimes called granny flats, casitas, or auxiliary homes. The company's expansion project would create 30 new jobs over the course of two years with an average hourly wage of more than \$29.7 per hour, and capital equipment investment of \$3.4 million. The company was represented by Mr. Greg Ehlers, Chief Marketing Officer, Boxabl.

Mr. Ehlers explained the Total Addressable Market (TAM) for Boxabl, discussed the challenges that changes brought to society, and addressed how Boxabl could be part of the solution for Nevada, and the world, in the face of these changes. Mr. Ehlers advised that Boxabl had qualified for the innovative housing solution program under the Florida Emergency Management Agency and had been mentioned as a solution in the Texas Disaster Recovery

Alternative Housing study, leaving only one of the three most disaster-affected states, California, unaccounted for.

Secretary of State Cegavske asked if the company had tested its product in the Las Vegas heat and how the Boxabl units were secured to the ground. Mr. Ehlers advised the units had mini-split air conditioning and heat and because the roof's coverage was so large, owners/communities had the option to choose solar, which then meters back the air conditioning and heat. Mr. Ehlers indicated that the issue of securing the units was one that has been solved in different ways: a formal foundation could be put in or the unit could be put on up on blocks.

Dr. Havins noted the cost of insurance per employee, \$4,000 with an employee contribution of \$1,407 with a base-plan deductible of \$5,000. Mr. Havins indicated his concern that the insurance would not be useful or affordable for employees making an hourly wage of \$25 or less given the high deductible. Mr. Ehlers advised this was something the company was exploring and addressing. Due to the company being a start-up, there were still limited resources. However, the company was looking to do good work and provide well for its employees.

Mr. Klaich asked Mr. Ehlers if the company had orders on the books. Mr. Ehlers indicated that Boxabl had contracted with an intermediary, for the US government, for an order due in November, which will be the company's first full order. Mr. Ehlers explained that the company also had another 2,000 orders from citizens.

Mr. Klaich asked Mr. Ehlers the square-foot price of his units. Mr. Ehlers advised the price was dependent on the outfitting of the unit, but was roughly \$125 a square foot, approximately four to five times less than building a new home because Boxabl's product was done via an assembly-line process.

A MOTION WAS MADE BY MR. KLAICH TO APPROVE BOXABL, INC. FOR A SALES & USE TAX ABATEMENT, A MODIFIED BUSINESS TAX ABATEMENT, AND A PERSONAL PROPERTY TAX ABATEMENT AS PRESENTED IN AGENDA ITEM 6B. DR. DANA BENNETT SECONDED THE MOTION. THE MOTION PASSED UNANIMOUSLY.

C. MERASTAR INSURANCE COMPANY

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

Mr. Michael Walsh, LVGEA, introduced Merastar Insurance Company (Merastar). Merastar is considering establishing a 'Center of Excellence', in Henderson, for its customer service growth. The company provides employer-sponsored personal property and casualty insurance. Merastar's mission was to provide quality personal insurance to employers and their employee groups

through the convenience of payroll deduction. The project will have a capital equipment investment of \$3 million within the first 24 months and will hire 100 employees at an average wage of \$32.34. The company was represented by Mr. Calvin Nash, Director of Corporate Real Estate, Merastar, and Ms. Shannon O'Hare, Senior Managing Director of Business Incentives Practice, Cushman & Wakefield.

Mr. Nash informed the Board that Merastar was looking to expand its current Henderson operations and that the company was looking to expand again over the next five years to include an additional 500 jobs for a total of 600.

Ms. O'Hare explained the reasons the Henderson location was attractive to Merastar such as access to the lake; the cost of doing business; access to amenities; access to transportation, specifically airport access; and access to local learning institutions. Ms. O'Hare advised Merastar was involved in philanthropic efforts and cited the example of its commitment of over a million dollars to support local communities disproportionately impacted by COVID-19, specifically Three-Square Food Bank in Las Vegas, the Las Vegas Clark County Urban League, and the Neighborhood Housing Services of Southern Nevada.

Mr. Klaich asked if the abatements were granted would Merastar select Nevada as a location for expansion. Mr. Nash confirmed Merastar intended to select Nevada as its new location following approval of abatements.

A MOTION WAS MADE BY MR. KLAICH TO APPROVE MERASTAR INSURANCE COMPANY FOR A SALES & USE TAX ABATEMENT, A MODIFIED BUSINESS TAX ABATEMENT, AND A PERSONAL PROPERTY TAX ABATEMENT AS PRESENTED IN AGENDA ITEM 6C. DR. HAVINS SECONDED THE MOTION. THE MOTION PASSED UNANIMOUSLY.

D. PAYCERTIFY, INC

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

Mr. Stan Thomas, Executive Vice President, Economic Development Authority of Western Nevada (EDAWN) introduced PayCertify, Inc. PayCertify, Inc. (PayCertify). The company plans to establish a Business Headquarters, data housing center, and customer service facility in Reno and hire and train employees from the local Reno area. The company is a California based ecommerce payments platform and fin-tech innovator that delivers end-to-end payment and fraud solutions to e-commerce merchants. PayCertify intends to create 65 jobs by year 2 and 100 by year 5 with an average wage just under \$30 per and a planned capital equipment investment of \$2.3 million. The company was represented by Mr. Chase Harmer, CEO, PayCertify.

Mr Harmer explained that he had been an entrepreneur since the age of 19 and indicated one of the biggest reasons for the company's interest in northern Nevada was its entrepreneurial network. Mr. Harmer explained that the business was in the process of solidifying its \$30-million round, \$22 million of which the company has already raised. Mr. Harmer further explained his belief that the company would change online and digital payments.

Lieutenant Governor Marshall commented that it was exciting to have a company that recognized the need to assist small businesses so that they too can become part of the entrepreneurial network.

Secretary of State Cegavske asked if the company would locate in northern Nevada upon approval of the abatements. Mr. Chase Harmer indicated that he had already relocated to Reno and made that transition.

Secretary of State Cegavske asked if the company would be obtaining a state business license prior to approval of any incentives and suggested to Governor Sisolak that the abatement approval motion include the directive for the company to obtain a state business license.

Ms. Christine Guerri, Special Counsel to the Colorado River Commission and GOED, indicated that the motion could be made conditional on having an approved business license prior to receiving the abatements.

A MOTION WAS MADE BY MR. SPECHT TO APPROVE PAYCERTIFY, INC. FOR A SALES & USE TAX ABATEMENT, A MODIFIED BUSINESS TAX ABATEMENT, AND A PERSONAL PROPERTY TAX ABATEMENT FOLLOWING ATTAINMENT OF A NEVADA BUSINESS LICENSE AS PRESENTED IN AGENDA ITEM 6D. MR. JAY BARRETT SECONDED THE MOTION. THE MOTION PASSED UNANIMOUSLY.

E. PLANT PREFAB, INC.

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

Mr. Stan Thomas, EDAWN, introduced Plant Prefab, Inc. (Plant Prefab). Plant Prefab is considering establishing a 245,000 sq. ft. manufacturing facility in Storey County. The company designs and prefabricates custom, high quality, healthy, sustainable, single- and multi-family homes. Plant Prefab is the first prefabricated design and construction company, in the United States, dedicated to sustainable construction, materials, processes, and operations. The company developed and patented the Plant Building System™, a proprietary platform that offers significant advantages over both traditional prefab and site-based construction methods. The project would create approximately 60 jobs in the first two years at an average wage of \$26.50 per hour and \$16.6 million in capital equipment investment. The company was represented by

Mr. Steve Glenn, CEO and founder, Plant Prefab and Mr. Josh Tech, Vice President of Manufacturing, Plant Prefab.

Mr. Glenn advised that Plant Prefab worked with local architects to create a more efficient way to build its designs. Mr. Glenn described the projects his company had undertaken for fire victims in California as well as affordable-housing projects on Indian Reservations. Mr. Glenn informed the Board that the first home ever designed by Plant Prefab was the first in the nation to be certified lead-platinum and as of this date, the company had built more lead-platinum-certified homes than any other factory in the country.

Dr. Bennett commented that the company indicated, in its application letter, that Nevada was being considered among other western states and asked if the abatements were approved today, if the company would commit to Nevada. Mr. Tech advised that the decision on the abatements was a strategic part of the company's business plan and would be taken into serious consideration. Mr. Glenn indicated that the company was not yet in a position to commit to a lease to the site in Nevada as this piece hinged on the approval of the abatements and landlord negotiations. Mr. Glenn further explained that the cost of shipping was a concern so the company is interested in being close to the desired market. The company's second-biggest area of focus was northern California and the site outside of Reno was close to northern California.

Dr. Bennett confirmed that even if the abatements were granted, the company may still locate somewhere other than in Nevada. Mr. Steve Glenn confirmed this very much depended upon the negotiations with the landlord of the site in question.

Dr. Bennett advised she lived in rural Nevada, where housing and finding people to work on housing was a critical issue. As such, Ms. Bennett encouraged Plant Prefab to locate to Nevada, indicating that there was certainly a need.

Secretary of State Cegavske concurred with Ms. Bennett's comment on housing being a critical issue in the rural counties and indicated that Plant Prefab would be a welcome addition in Storey County.

A MOTION WAS MADE BY DR. HAVINS TO APPROVE PLANT PREFAB, INC. FOR A SALES & USE TAX ABATEMENT, A MODIFIED BUSINESS TAX ABATEMENT, AND A PERSONAL PROPERTY TAX ABATEMENT FOLLOWING ATTAINMENT OF A NEVADA BUSINESS LICENSE AS PRESENTED IN AGENDA ITEM 6E. LIEUTENANT GOVERNOR MARSHALL SECONDED THE MOTION. THE MOTION PASSED UNANIMOUSLY.

F. REDWOOD MATERIALS, INC.

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

Mr. Andrew Haskin, Deputy Director, Northern Nevada Development Authority (NNDA). Introduced Redwood Materials, Inc. (Redwood Materials). Redwood Materials, Inc. is considering an expansion of its existing Carson City facility. The company moved from California to Nevada in late 2018. Redwood Materials was developed to address the growing problem of electronic waste ending up in landfills. The company has developed new chemical, metallurgical, and mechanical technologies for recovering materials from post-consumer and post-industrial electronics and deploying these technologies in high-tech processing facilities. Since becoming established in Nevada time, the company has exceeded its plan to create 31 new jobs at an average wage of \$27.42 an hour and has in fact created 60 jobs at an average wage of \$51.71 per hour. Mr. Haskin explained that the company intends hire an additional 30 employees at an average wage of \$30.77 per hour and make a capital equipment investment of \$5.1 million. The company was represented by Ms. Alexis Georgeson, Redwood Materials and Mr. Jason Thompson, CFO, Redwood Materials.

Ms. Georgeson advised that the company was founded by J.B. Straubel, the former co-founder, and CTO of Tesla, who realized that the bottleneck for electrification was moving further upstream. The company's two Carson City facilities were currently receiving 20,000 tons of battery material annually, a large portion of which came from the company's partnership with Panasonic at the Nevada Gigafactory. The material was made of production scrap and battery cells and modules that did not pass validation and would be landfilled if not for recycling. Ms. Georgeson explained the team already consisted of over 100 employees, all Nevada-based, and was continuing to grow.

Mr. Klaich commented that the Board was accustomed to approving tax abatements in hopes that things work out and indicated that it was refreshing to have an applicant come before the Board with an introduction stating that previous promises to the Board had not only been fulfilled but exceeded.

Governor Sisolak informed the Board that he had taken a tour of the University of Reno (UNR) and was talking with the President of the University, and the scientists there, regarding the great work being done by Redwood Materials in terms of recycling. Governor Sisolak indicated that he and President Sandoval, UNR would like to tour the Redwood Materials facility.

A MOTION WAS MADE BY MR. KLAICH TO APPROVE REDWOOD MATERIALS, INC. FOR A SALES & USE TAX ABATEMENT, A MODIFIED BUSINESS TAX ABATEMENT, AND A PERSONAL PROPERTY TAX ABATEMENT AS PRESENTED IN AGENDA ITEM 6F. MR. WELDON HAVINS SECONDED THE MOTION. THE MOTION PASSED UNANIMOUSLY.

G. SILVER LION FARMS, LLC

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

Mr. Sheldon Mudd, Executive Director, North Eastern Nevada Regional Development Authority (NNRDA) introduced Silver Lion Farms, LLC (Silver Lion Farms). Silver Lion Farms would be expanding its existing Ely facility. The company was on the path to becoming one of the largest and most state-of-the-art organic hemp & CBD producers in North America. Silver Lion Farms is building its business to serve the large Consumer Packaged Goods companies located throughout the United States as well as the Health and Beauty industries in both the United States and Europe. Mr. Mudd explained the company already had a proven record in Nevada with a state-of-the-art organic industrial hemp production facility. Silver Lion Farms had already brought over \$50 million in capital expenditure, hundreds of temporary jobs, and more than 35 full-time jobs. In addition, the company had become an anchor to an emerging industry that was continually producing more opportunity in rural Nevada; and had proven to businesses nationally and internationally that rural Nevada provided a sound option for business investment. The company had also injected a new sense of hope and optimism among communities within White Pine and surrounding counties. The company was represented by Mr. Bob Kurilko, CEO, Silver Lion Farms.

Mr. Kurilko explained that when the company's the mission was to build a fully organic, vertically integrated ingredients provider to bring the therapeutic properties of CBD to the masses. Mr. Kurilko discussed the importance of the full chain of custody of the product from seed all the way through to formulation in order to ensure a certain quality standard with zero waste and the lowest cost. Mr. Kurilko described the high-tech, 250,000 square-foot indoor grow facility north of Ely that the company hopes to expand to 400,000 square feet. Mr. Kurilko described his company's commitment to being a great partner to the local community in terms of jobs, money, and supporting services. Mr. Kurilko explained that the company was working on a green bond that was in the hundreds of millions of dollars and the company had big aspirations concerning growth in the future.

Secretary of State Cegavske asked if the company intended to promote any medical or recreational marijuana or if the plan was just for hemp and CBD. Mr. Bob Kurilko responded that the current plan included only hemp and CBD. THC was not part of the plan.

Director Brown advised GOED had received a letter from the Chair of the White Pine County Commission endorsing Silver Lion Farms and encouraging the approval of the Board.

A MOTION WAS MADE BY SECRETARY OF STATE CEGAVSKE TO SILVER LION FARMS LLC. FOR A SALES & USE TAX ABATEMENT, A MODIFIED BUSINESS TAX ABATEMENT, AND A PERSONAL PROPERTY TAX ABATEMENT AS PRESENTED IN AGENDA ITEM 6G. MR. SPECHT SECONDED THE MOTION. THE MOTION PASSED UNANIMOUSLY.

H. THYSSENKRUP INDUSTRIAL SOLUTIONS, INC.

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

Mr. Stan Thomas, EDAWN, introduced ThyssenKrupp Industrial Solutions, Inc. (ThyssenKrupp). ThyssenKrupp plans to build a manufacturing, installation, and service center to meet the growing demands, in the U.S. market, for the mining and cement industry. The Storey County facility would include a comprehensive assembly-fabrication and machine line to serve client demand throughout the U.S. west coast region. The company planned to hire approximately 17 employees in the first two years at an average wage of \$37.34 per hour \$2.2 million in capital equipment development. The company was represented by Mr. Frank Gerds, Executive Vice President, ThyssenKrupp.

Mr. Gerds explained that ThyssenKrupp was a German-based multinational conglomerate with a focus on industrial engineering and steel production, had 670 subsidiaries worldwide, and was the world's 10th largest steel producer. Mr. Gerds explained that the company focuses on manufacturing equipment, mechanical and automation equipment, for mining cement and the chemical industry. Mr. Gerds explained that the idea for the facility was to better service an install base, including California, Utah, Colorado, and Nevada so that the existing equipment could be refurbished for cement and mining applications. The facility would include machining, fabrication, and refurbishment capabilities and uses exclusive, patented company equipment, the spare parts for which are imported from Germany. Mr. Gerds advised the plan was to manufacture some of those patented spare parts in the new service center so that the equipment in existing mining companies, in the western United States, could be upgraded. Mr. Gerds indicated the company had been talking to local technical colleges and universities regarding scholarships and apprenticeships to entice students to move into local engineering capabilities.

A MOTION WAS MADE BY LIEUTENANT GOVERNOR MARSHALL TO APPROVE THYSSENKRUP INDUSTRIAL SOLUTIONS INC. FOR A SALES & USE TAX ABATEMENT, A MODIFIED BUSINESS TAX ABATEMENT, AND A PERSONAL PROPERTY TAX ABATEMENT FOLLOWING ATTAINMENT OF A NEVADA BUSINESS LICENSE AS PRESENTED IN AGENDA ITEM 6H. DR. BENNETT SECONDED THE MOTION. THE MOTION PASSED UNANIMOUSLY.

This concluded the applications for Board approval. Governor Sisolak opened the meeting to GOED Board Member questions.

7. ABATEMENT APPLICATIONS FOR DIRECTOR APPROVAL

I. NURO, INC.

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

Mr. Michael Walsh, LVGEA, introduced Nuro, Inc. (Nuro). Nuro is considering establishing an autonomous vehicle testing site in Las Vegas. The company was founded in 2016 with the goal of harnessing the power of robotics and artificial intelligence to solve challenges at a global scale. The company produces a self-driving vehicle made for local goods transportation and was the first company to receive an autonomous exemption from the National Highway Traffic Safety Administrations. Today the company was one of the leading autonomous delivery companies, committed to using the power of technology for the greater good. Nuro has been named the #1 Most Promising AI company in the US by Forbes, the Consumer Technology Association's start-up of the year 2020, and a 2020 top start-up by LinkedIn. The project would have a capital equipment investment of \$1.2 million and intended to hire 50 employees in the first 24 months of operation at an average wage \$28.80. The company was represented by Mr. Mike Blank, Regional Policy Lead, Nuro, and Mr. Andrew Clare, Head of Robotics, Nuro.

Mr. Blank advised Nuro fleet of on-road, fully occupant-less, autonomous vehicles were designed to deliver everyday goods to consumers in a way that is quick, affordable, and safe. Nuro has announced partnerships with Kroger, Domino's, CVS, and other leading companies. Mr. Blank explained that the company's goal was to grow by providing fast and affordable deliveries to consumers and thus level the playing field for local retail in the area of e-commerce. Mr. Blank advised autonomous vehicles, like Nuro's, promised to improve road safety, reduce emissions, create jobs, and improve access to groceries to those in food deserts. Nuro was the first company to launch driverless operations in three states: Arizona, California, and Texas. Mr. Blank indicated that before Nuro launched in a new community, the company always placed significant emphasis on engaging local citizens and leaders, including law enforcement both prior to launch and once launched. In addition, Nuro intended to host students for demonstrations of the technology and support efforts to encourage careers in STEM.

Governor Sisolak noted the company appeared to be considering several states and questioned if the company was shopping around. Mr. Blank indicated that the company had been looking at several opportunities and was in lease negotiations for a facility in the North Las Vegas area.

DIRECTOR BROWN APPROVED NURO, INC FOR A SALES & USE TAX ABATEMENT, A MODIFIED BUSINESS TAX ABATEMENT, AND A PERSONAL PROPERTY TAX ABATEMENT FOLLOWING ATTAINMENT OF A NEVADA BUSINESS LICENSE.

8. STATE OF NEVADA UNEMPLOYMENT RATE UPDATE – as established by the Research and Analysis Division of the Nevada Department of Employment, Training and Rehabilitation

Director Brown advised that an update on unemployment rates was provided in the Board binders and that Mr. Bob Potts was available for any questions.

9. BOARD MEMBER COMMENTS

Mr. Specht commented on the importance of economic diversification in Nevada and indicated the state was fortunate to have Tesla offering one of the best electric vehicles to consumers being manufactured in the state. Mr. Specht further indicated that the state's production of electric batteries was continuing to grow and making Nevada a leader in this sector. Mr. Specht opined that this would place Nevada in a lead position in the nation.

Secretary of State Cegavske thanked Director Brown for his time and efforts in working with the secretary regarding any issues she may raise.

10. GOVERNOR SISOLAK'S COMMENTS

Governor Sisolak thanked Director Brown and the GOED staff for organizing the meeting. Governor Sisolak discussed the importance of job creation given that many of the jobs that were lost as a result of the COVID pandemic are not coming back, particularly in southern Nevada in the hospitality and casino industries.

11. PUBLIC COMMENT

There was no public comment.

12. ADJOURNMENT

A MOTION WAS MADE BY MR. SPECHT TO ADJOURN THE MEETING. LIEUTENANT GOVERNOR MARSHALL SECONDED. THE MOTION PASSED UNANIMOUSLY.