

THE ECONOMIC PULSE

MAY 2014



GOVERNOR LEADS TRADE MISSION TO CANADA

History was made in April when Governor Brian Sandoval led Nevada's first Governor-led trade mission to Canada. The Governor traveled with a delegation of business leaders and representatives from the Nevada System of Higher Education to Ottawa and Toronto in order to enhance trade and education partnerships.

» *Continued on next page*

A GOED PARTNER: CANADA NEVADA BUSINESS COUNCIL

The Canada Nevada Business Council was established with the purpose of stimulating trade between the State of Nevada and Canada. The Council utilizes its connections in the public and private sectors, of both Canada and Nevada, to provide its membership with opportunities to connect with other businesses and potential clients at the decision-making level. Notable current members of the Canada Nevada Business Council include Barrick Gold, Cirque du Soleil, and Ahern Rentals.

The Canada Nevada Business Council had a presence on Governor Sandoval's recent trade mission to Canada by way of sponsoring a reception for trade mission attendees as well as in meetings during the mission.

» **LEARN MORE**
www.canadanevada.org

WORKING WITH CANADA

11,000 NEVADANS
 are employed by
 Canadian-owned businesses

60,300 JOBS
 depend on trade with Canada

\$2 BILLION
 total Canada - Nevada
 goods traded

TOURISM

Nevada visits by Canadians:
1,735,000; \$1.4 billion spent

Nevada visits to Canada:
74,100; \$52 million spent

MERCHANDISE TRADE

Nevada exports to Canada:
\$1.2 billion

Nevada imports from Canada:
\$744 million

TOP EXPORTS

Toys, games, sporting & recreation
 equipment: **\$309 million**

Ores, slag & ash: **\$199 million**

Aircraft: **\$42 million**

Plastics & plastic articles: **\$41 million**

TOP IMPORTS

Paper & paperboard:
\$92 million

Plastics & plastic articles:
\$80 million

Telecommunications: **\$25 million**

Furniture & bedding: **\$25 million**

ESTABLISHING AN INTERNATIONAL INTERNSHIP PROGRAM FOR MANUFACTURING

GOED's Technology Commercialization unit is leading an initiative –in conjunction with Nevada manufacturers –for an international reverse internship program with the German State of Saxony-Anhalt (in-depth dialogue with representatives of the German state as well as with other German organizations for international cooperation remains ongoing).

The program's goal is to introduce a 'proof of concept-initiative' by collaborating in the first year with up to eight to ten selected Nevada manufacturers and place highly-skilled German machinists and engineers at participating Nevada manufacturing companies over a period of 12-15 months. The interns will remain employees of their respective German company, but will receive prevailing wage payments from participating Nevada Host Companies. During their time in Nevada, the interns will not only learn American manufacturing practices and corporate culture, technical English, and Western U.S. culture and lifestyle, but also will transfer their highly-technical skills to the participating Nevada manufacturer companies and employees.

The program will also give Nevada machinists the opportunity to be placed at German companies in Saxony-Anhalt for the same duration. The Nevada interns placed in Germany will obtain exposure to world class manufacturing operations and training facilities.

If you are a Nevada manufacturer that wishes to participate in this program, please contact Karsten Heise, GOED's Technology Commercialization Director, at kheise@diversifynevada.com.

ELUTIN INC. HELPING TO ESTABLISH NEVADA IN THE MEDICAL RESEARCH FIELD

Elutin Inc. represents a new frontier for treatment delivery both here in Nevada and worldwide. Elutin has created a new drug delivery solution which involves site-specific bioabsorbable/biodegradable wraps and meshes that make the treatment of disease less pervasive and more effective. For example, a patient with a cancerous tumor could simply have that tumor wrapped in an Elutin-designed mesh with the chemotherapy already in it, allowing the drug to directly treat the tumor. While these drug delivery methods are not yet available to the public, the exciting news is that Elutin is establishing wet lab space at UNLV and there are ongoing negotiations with local clinical providers to collaborate on the use of Elutin's delivery mechanism that will lead to advanced clinical trials in Nevada, thus increasing the number of residents that would be able to benefit from these advanced techniques. The presence of Elutin in Nevada is helping the State to put a mark on the medical research field.



DRI AND NSHE BRING FORTH TWO MORE KNOWLEDGE FUND PROPOSALS

Two more Knowledge Fund proposals have been recommended by the Knowledge Fund Advisory Council – the Desert Research Institute’s Nevada Center of Excellence and the Nevada System of Higher Education’s Unmanned Aerial Systems (UAS) Jump-Start Program.

Nevada Center of Excellence: GOED is working to capitalize on the role of the NSHE to accelerate Innovation-Based Economic Development with systems and technical support from IBM to create a Center of Excellence for Water technologies (COE), focused on water, based on the collective intellectual capital of NSHE, IBM and key partners such as Southern Nevada Water Authority and the Department of Employment, Training and Rehabilitation (DETR). The COE will serve as the basis for a new public and private sector collaboration that will help to accelerate workforce development and economic development across the State of Nevada. By building a commercial infrastructure around this expertise, a mechanism for economic development and job growth will be created.

The COE will be engaged in three fundamental activities: providing integrated solutions to customers; providing commercialization pathways; and building a membership of leading water organizations.



LEARN MORE

www.diversifynevada.com/COEproposal



Unmanned Aircraft Systems Jump-Start Program: The goal of this collaborative project among NSHE research institutions, the Desert Research Institute (DRI), University of Nevada, Las Vegas (UNLV), and University of Nevada, Reno (UNR), is to advance industry-driven Innovation-Based Economic Development for UAS in Nevada. This goal will be achieved by creating a Jump-Start Program that supports multiple competitive UAS projects (proposed by industry-NSHE teams) that have strong potential for commercialization and job creation in Nevada. The outcomes of the program include:

- Formation of partnerships between the private sector and NSHE to help grow UAS businesses already in Nevada;
- Attracting new UAS companies to move or open branch offices in Nevada;
- Enhancement of NSHE’s UAS expertise, leading to national recognition;
- Testing and adaptation of new platforms, sensors and applications methodology for commercial and governmental information needs;
- Increasing in UAS-related technology transfer opportunities, intellectual property, new companies, and potential patents and licenses.



LEARN MORE

www.diversifynevada.com/UASproposal

NEVADA HEADING TO NATIONAL UNMANNED AERIAL CONFERENCE



Drone America "State Bird" rendering that hung above the Nevada booth at the AUVSI conference with a five foot wing span.

What a difference a year makes. Last summer, representatives from GOED and the State's Project Management Office for Unmanned Aerial Systems traveled to the annual Association for Unmanned Vehicle Systems International (AUVSI) conference to showcase the role Nevada can play in an emerging UAS industry. It was an opportunity to introduce Nevada to key industry players.

This year, Nevada will once again attend the annual conference, but this time the State will play a more prominent role. Following the FAA UAS designation and the leadership Nevada has showcased to the FAA in developing the policies to not only govern the test sites, but also to establish UAS as a civil, commercial industry, GOED Aerospace and Defense Industry Specialist Tom Wilczek has

been selected to chair a panel discussion centered on the value proposition of big data transfer and storage.

The panel discussion will provide AUVSI attendees with perspectives from industry experts on transferring, storing, and managing the enormous volumes of information captured by the sensors on unmanned systems. The session will also present the perspective of the public safety community as a sensor data end user, and its need to efficiently transfer and manage large volumes of information.

The panelists are Jason Mendenhall, Executive Vice President of Cloud at Switch; Dr. David Southwell, Director and Chief Visionary Officer of Obsidian Strategics (an Alberta company – the State of Nevada has an MOU with Alberta to promote and collaborate on UAS initiatives); and Benjamin Miller, Program Director of the Mesa County Sheriff's Department drone program.

LAS VEGAS MAGNET SCHOOLS HONORED BY NATIONAL GROUP



The State of Nevada is home to schools of all varieties – private, charter, religious, trade-oriented, etc. Magnet schools have long offered an opportunity

for students to gain valuable skills in a field of their choosing, and have added to the value of Nevada's skilled workforce. Earlier this year, The Magnet Schools of America, a national magnet school organization, recognized 17 schools in Clark County for academic excellence. Of those recognized schools, seven received the organization's highest distinction of "**Magnet School of Excellence.**" The seven schools are: Advanced Technologies Academy; Bridger Middle School; Cashman Middle School; Clark High School; Rancho High School; Southwest Career and Technical Academy; and Valley High School.

Ten Clark County School District (CCSD) schools were designated as "**Magnet School of Distinction,**" the second-highest ranking by the organization. Those schools are: Bracken STEAM Academy; Carson International Academy; East Career and Technical Academy; Hyde Park Middle School; Knudson Middle School; Mackey Academy of Leadership and Global Communication; Martin Middle School; Sandy Miller Academy for International Studies; Veterans Tribute Career and Technical Academy; and West Career and Technical Academy.



LEARN MORE

www.ccsd.net/schools/magnet-cta/

INITIAL RESPONSES TO HEALTHCARE SURVEY SHOW HIRING CONTINUES, EXPANSIONS PLANNED

GOED's Health and Medical Services Industry Specialist, Vance Farrow, developed a survey to help identify important information to develop a strategic plan for

The pilot survey was sent to Nevada hospitals that are members of the Nevada Hospital Association – of those, 25 hospitals have responded (a 43% response rate).

80% of the respondents plan to expand their business in Nevada within the next 12-18 months ...

the health sector. Before this survey, information about the existing business climate, workforce issues, general business demographics, expansion plans, and exporting activity was previously unknown.

Some key findings from the initial responses are the 52% of respondents would classify Nevada as a good place to do business, 80% of the respondents plan to expand their business in Nevada within the next 12-18 months, 92% of respondents have hired in the last 12 months, and 84% plan to hire in the next 12-18 months.

The survey is being used as a key tool to develop a strategic plan to support plans to hire more employees and further expand operations in the state. Additionally, the survey is being tweaked to be used by a larger audience, across sectors.

SITE SELECTION MAGAZINE RANKS NEVADA

One of the leading publications for site selectors, Site Selection magazine, recently ranked states based on the number of projects – new facilities and expansions – that are going on within each state. For the Mountain Region

Nevada ranked #1 with over 20 ongoing facility projects.

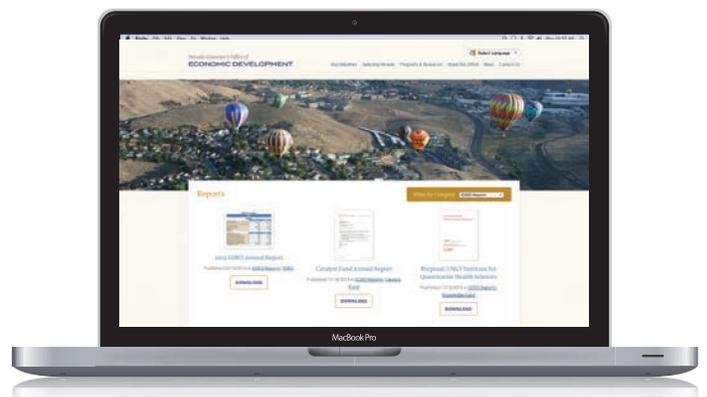
of the United States, Nevada ranked #1 with over 20 ongoing facility projects; rankings were based on the state with the most qualifying projects per capita. Qualifying projects needed to meet one or more of these criteria: a minimum capital investment of \$1 million, 20,000 sq. ft. or more of new construction or creation of 50 or more new jobs.

Nevada, Wyoming, Utah, Arizona, Idaho, Colorado, New Mexico, and Montana make up the Mountain Region. Of the top metro areas in that region, based on the number of projects, Las Vegas-Henderson-Paradise came in second with a total of 34 projects, and Reno rounded out the top five at number five with 19 projects.

GOED WEBSITE LAUNCHES STUDIES AND REPORTS PAGES

In order to further enhance the role GOED has to maintain public trust and accountability, two new pages have recently launched on the GOED website, www.diversifynevada.com. The GOED Reports page, www.diversifynevada.com/reports, was created to house all reports GOED is required to make regarding Abatements, Catalyst Fund, SSBCI, the Knowledge Fund, and others. Additionally, the GOED Studies page, www.diversifynevada.com/studies, will provide downloadable copies of studies relevant to the various industries in Nevada such as energy, health care, logistics and operations, as well as the State Plan for economic development. The studies page will be a library of sorts for all studies from organizations relevant to Nevada.

The GOED homepage and Meeting and Notices page have also undergone a revamp to make the website more user-friendly and comprehensive.



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www.diversifynevada.com

EVENTS

JUNE 24: Knowledge Fund Advisory Council @ 1pm

North location:

Desert Research Institute (DRI)
Stout A
2215 Raggio Parkway
Reno, NV 89512

South location:

Desert Research Institute (DRI)
SNSC 182
755 E. Flamingo Road
Las Vegas, NV 89119

JULY 17: GOED Board Meeting @ 1pm

Main location:

Nevada State Capitol
The Guinn Room
101 S. Carson Street
Carson City, NV 89701

Public location for video conference:

Grant Sawyer Building
Governor's Conference Room
555 E. Washington Avenue, Suite 5100
Las Vegas, NV 89101

BOARD MEMBERS

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Lieutenant Governor Brian Krolicki

Secretary of State Ross Miller

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Mr. Daniel Klaich,
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Mr. Dennis Perea,
Deputy Director, Department of Employment, Training & Rehabilitation

NEWS

SKYWORKS AERIAL SYSTEMS WINS BUSINESS PLAN CONTEST

The Nevada company that manufactures a drone meant to navigate indoor spaces has taken home the top prize, and \$80,000 in cash and prizes, as the winner of the 2014 Dominic Anthony Marrocco Southern Nevada Business Plan Competition.



READ MORE

www.diversifynevada.com/aerialsystems

1.800.336.1600
success@diversifynevada.com

808 West Nye Lane, Carson City, NV 89703
555 E. Washington Avenue, Suite 5400, Las Vegas, NV 89101

Nevada Governor's Office of
ECONOMIC DEVELOPMENT
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www.diversifynevada.com | 702.486.2700