

THE ECONOMIC PULSE

FEBRUARY 2015

GOED HOSTS INTERNATIONAL TRADE SUMMIT WITH KOREAN CHAMBER



GOED Director of International Trade, Kris Sanchez, facilitates a panel discussion during ITS.

November 17-18, 2014, the Rio All Suites Hotel and Casino was home to the Second Annual International Trade Summit (ITS) cohosted by GOED and the Las Vegas Korean Chamber of Commerce. The event was well attended, drawing in more than 150 participants from all over the world – including, the Polish Ministry of Economy's Undersecretary of State, Ms. Grazyna Henclewska, and the Assistant Governor of the Gyeonggi Province, South Korea, Mr. Hyun-Deok Choi. Consul General representation from Ireland, Australia, the U.K., Finland, Canada, Mexico and Israel was also prominent at ITS.

The purpose of the Summit was to provide Nevada business owners, through guest speakers and panel discussions, with the information they need to engage in the international marketplace. Prominent guest speakers included Las Vegas Mayor Carolyn Goodman and Deputy Assistant Secretary for U.S. Operations with the U.S. Department of Commerce, Antwaun Griffin.

BATTLE BORN VENTURE MAKES INVESTMENT IN WEDGIES

Wedgies is a Las Vegas-based social media polling software company. Traditional polling software is not built for either mobile or social media environments, requires the creator to use cumbersome software, and often requires the user to leave a website to complete the poll.

Wedgies instead allows you to: easily create attractive, responsive polls from a selection of templates, embed the same poll across multiple sites (WordPress, Twitter, Facebook, Tumblr), allows the user to respond directly in those sites, see responses in real time (hundreds of thousands of votes in milliseconds) collated across platforms, and display these to respondents. The Company's customers include Fortune 500 companies, such as Procter & Gamble, and media majors, for instance, the Wall Street Journal and the Times of London.

The \$3bn online survey market has seen double digit growth over the past five years as traditional survey methods (email, phone) become less effective, and as corporates seek the lower cost, improved analytics and faster response time that online surveys offer.

Wedgies' six person team is led by founders Porter Haney and Jimmy Jacobson who bring technology and marketing experience from firms such as Zappos and Overstock.com.

Wedgies' other investors include Greycroft Partners, VegasTechFund, 500 Startups and SVAngel. The company was asked by the White House to poll reactions and responses to President Obama's 2015 State of the Union address.

WEDGIES



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www.battlebornventure.com

NEVADA TEST SITE EFFORT RECEIVES HISTORIC FIRST CERTIFICATE TO FLY



The end of December 2014, brought word that Nevada's Test Site effort would be awarded the first Certificate of Authorization from a FAA-designated representative under a new program in the FAA's UAS Test Site project.

Governor Sandoval joined GOED, the Nevada Congressional Delegation, and the FAA to announce that Nevada is the first Test Site to complete a Special Airworthiness Certificate in the Experimental Category under the new FAA program for the Test Sites to have trained and delegated Designated Airworthiness Representatives (DAR) on staff who have the authority to issue these certificates for operations on the Test Sites.

Governor Sandoval is joined by GOED Director Steve Hill, Congressman Joe Heck, Sensurion's Captain Joe Burns, and Senator Dean Heller at the press conference to announce Nevada's certificate to fly.

GOED PARTNER: LAS VEGAS HEALS IS MAKING STRIDES

Las Vegas HEALS is helping to pave the way for healthcare-related economic development efforts in southern Nevada. Its membership is inclusive of all organizations involved in the delivery of quality health care.

"...we are proud to work with community partners such as GOED to enhance the healthcare industry in Nevada."

"It is our responsibility to bring honesty, integrity and clarity to the conversation around health care," said Las Vegas HEALS CEO Doug Geinzer. "We are strong advocates on issues involving access, quality and affordability, and we are proud to work with community partners such as GOED to enhance the healthcare industry in Nevada."

Las Vegas HEALS is also helping the City of Las Vegas to become known as a destination for medical tourism. With Nevada's world-class hospitality amenities, an impressive array of spa and wellness facilities, and an ever-increasing selection of centers of medical excellence, Las Vegas is ideally positioned to become a worldwide leader in medical tourism.

"This is an industry that enables us to capitalize upon our existing strengths to help diversify the southern Nevada economy," Geinzer said. Las Vegas Heals encourages others to "join the conversation" and make a difference in the healthcare industry.

LAS VEGAS HEALS
HEALTH • EDUCATION • ADVOCACY • LEADERSHIP of SOUTHERN NEVADA



LEARN MORE
www.lasvegasheals.org

DIGNITARIES AND BUSINESS OWNERS FROM SHENZHEN WELCOMED DURING CES

The “Why Nevada” message was part of a welcome reception designed to capitalize on inbound delegations attending the Consumer Electronics Show (CES) in Las Vegas. GOED, LVGEA, Snell & Wilmer, EastWest Bank and the Economy, and the Trade & Information Commission of Shenzhen Municipality joined together to cohost, “Discovering Nevada-Shenzhen Bilateral Business Opportunities Cocktail Reception,” on January 6, 2015. The event was a great opportunity to showcase Nevada’s economic development activities and community partners in front of over 60 Shenzhen business owners to promote doing business in Nevada.

The Vice-Mayor of Shenzhen, Chen Biao, spoke at the reception to invite attendees to take a closer look at Nevada as a viable option for expansion efforts into the United States.

GOED RESEARCH DIRECTOR: GOED WORKING TO ALIGN WORKFORCE SUPPLY WITH INDUSTRY DEMAND

Bob Potts, Research Director at GOED, has established a systematic approach to identify current workforce supply and demand at the sector and cluster level. Up until now, there has been very little quantitative information compiled to determine how well our workforce matches up to the sectors the State is trying to grow and what that expanding demand will look like. This approach provides a quantitative platform to discuss training programs and curriculum, with specific emphasis on STEM, by the DETR Sector Councils and the Nevada System of Higher Education.

GOED INTRODUCES LEGISLATION TO STREAMLINE INCENTIVES AND IMPROVE INDUSTRY SECTORS

In addition to playing an active role in legislative initiatives regarding economic development, GOED will be leading the charge to pass five bills that either streamline the requirements for incentives or improve industry growth in key sectors.

- *SB 68* – Reciprocal Medical Licensing:
Authorize Board of Medical Examiners to issue limited license to practice medicine in Nevada under certain circumstances to licensed physicians in good standing in another state or territory of the U.S., assisting in the recruitment of physicians to Nevada.
- *SB 74* – NRS 360 Abatement Revisions:
Among other revisions, narrowing abatements for companies not paying the state average wage to help increase the creation of high-paying jobs in Nevada.
- *SB 93* – Aviation Parts Abatement:
Authorize certain qualified businesses in Nevada that own, operate, manufacture, service, maintain, repair, overhaul or assemble an aircraft or any component of the aircraft to apply to GOED for a partial abatement on sales or use taxes, bringing high-paying aviation manufacturing and maintenance jobs to Nevada.
- *AB 17* – Provide authority for Board to approve 501 Corporations proposed by GOED Executive Director and other NRS 231 revisions
- *AB 47* – Criminal Background Checks:
Adds new language to NRS 179A.100 to authorize Nevada criminal justice agencies to offer a name-based criminal records check option to employers, under certain conditions, and permits 3rd party background check providers to provide results of a criminal history of prospective employees to company/client to streamline the hiring process in the State.

GOED Board, RDAs, Wrap 2014 with Thousands of New Jobs Created

During Calendar Year 2014, the GOED Board approved incentive applications for thirty-two companies, totaling approximately 12,000 jobs over the next several years. These approved companies will be contracted to create nearly 4,700 jobs in the first year of operations. Additionally, the average wage for 2014's GOED-assisted companies was \$22.60. The companies represent a cross-section of industries in our state, but Manufacturing continues to be the fastest growing industry for GOED-assisted companies.

Company	Sector	Average Wage	Jobs in First Year	Jobs in 3-5 Years	Location
Asurion	Business IT	\$16.08	500	800	Clark
Cooper B-Line, Inc.	Manufacturing	\$19.11	49	49	Washoe
Language Select, LLC	Other	\$21.24	70	70	Clark
R. W. Garcia, Inc.	Agriculture (Manufacturing)	\$15.68	75	75	Clark
Advanced Refining Concepts, Inc.	Logistics & Operations	\$19.43	24	24	Storey
Petco Animal Supply Stores, Inc.	Logistics & Operations	\$16.39	150	150	Washoe
TH Foods, Inc.	Agriculture (Manufacturing)	\$12.33	25	25	Clark
Weaver Popcorn Company	Agriculture (Manufacturing)	\$23.49	30	60	Washoe
Clean Dried Processing, Inc.	Agriculture (Manufacturing)	\$17.04	10	20	Lyon
Sofidel America Corp.	Manufacturing	\$20.24	21	21	Clark
Bed, Bath and Beyond	Logistics & Operations	\$12.50	225	400	Clark
James Hardie Building Products, Inc.	Manufacturing	\$21.67	9	14	Storey
Rubber Enterprise Co.	Manufacturing	\$22.83	21	50	Washoe
Cenntro Motor Corporation	Manufacturing	\$20.99	47	47	Storey
Zloop, Inc.	Manufacturing	\$20.92	56	56	Lyon
HMS Holding Corp.	Business IT	\$28.44	50	105	Clark
Living Ecology, Inc.	Agriculture (Manufacturing)	\$23.20	32	32	Clark

Company	Sector	Average Wage	Jobs in First Year	Jobs in 3-5 Years	Location
Linden, Inc.	Agriculture (Manufacturing)	\$20.69	16	16	Clark
Catamaran, LLC **	Health & Medical	\$23.10	200	353	Clark
Amazon.com	Business IT	\$16.50	600	600	Washoe
Anixter	Logistics & Operations	\$20.78	8	50	Washoe
Nutrient Foods, LLC	Agriculture	\$28.62	50	300	Washoe
Security Partners, LLC	Other	\$21.34	52	77	Clark
Tesla Motors	Manufacturing	\$27.35	2,000	6,500	Storey
Erickson International LLC	Manufacturing	\$20.07	28	28	Clark
Fulcrum Sierra Biofuels, LLC	Other	\$21.56	26	30	Storey
Ghost Systems	Other	\$46.13	30	30	Washoe
K2 Energy Solutions Inc.	Manufacturing	\$20.56	29	371	Clark
Solid Landings Behavioral Health	Health & Medical	\$25.22	104	500	Clark
Switch, LTD	Information	\$24.63	34	440	Clark
APAC Customer Services Inc.	Other	\$20.37	48	548	Clark
Grand Rounds Inc.	Other	\$30.43	80	120	Washoe

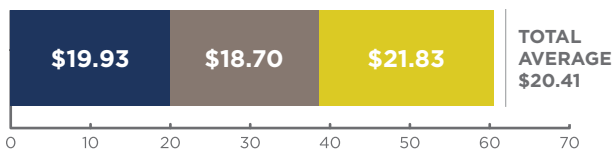
** Denotes Catalyst Fund Recipient

GOED-Assisted Companies

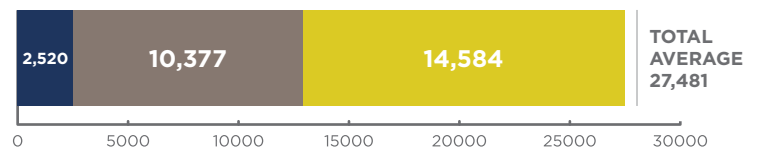
Nevada Job, Wage and Capital Investment Statistics

KEY 2012 2013 2014

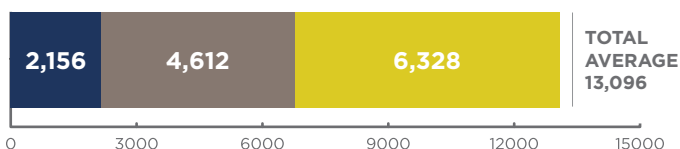
Weighted Average Wage



Build-out Employees



Contract/Current Employees



Capital Investment



KNOWLEDGE FUND PROJECTS ARE MAKING SIGNIFICANT PROGRESS



Nevada Center of Excellence (NvCOE): The NvCOE has focused heavily on the commercialization and recruitment of water technology to southern Nevada since receiving a Knowledge Fund grant in June 2014. To date, the NvCOE has surpassed seven of the twelve progress metrics and has generated a robust industry network to meet its remaining goals in Year 2. In addition to this success, the COE has also:

- » Expanded its Board of Directors to include SNWA and LVGEA
- » Identified technology areas of interest
- » Completed the first phase of a strategic planning process
- » Appointed Nathan Allen as Executive Director
- » Submitted a proposal for funding from the U.S. Economic Development Agency



University of Nevada, Reno

Nevada Advanced Autonomous Systems

Innovation Center (NAASIC): NAASIC had a presence at the Nevada Manufacturing/Industry Conference, the American Society for Photogrammetry and Remote Sensing, the American Association of Airport Executives Conference, as well as the Nevada Telemedicine Summit. Additionally, NAASIC was awarded a National Science Foundation, Partnerships for Innovation Grant in August 2014. Other noteworthy progress:

- » A new faculty member was hired as NAASIC Business Director
- » Two new companies, Ashima and Flirtey, are working directly with UNR on programming and research tasks
- » Insitu is working on a UAV Simulator Training program (Scan Eagle)



Center for Gaming Innovation (CGI): A total of twelve patent applications have been filed with the United States Patent and Trademark Office. It is anticipated that the first issued patent from the applications will occur mid-2017. The twelve filed patents are based on gaming intellectual property developed during the Fall 2013/ Spring 2014 gaming innovation class. A total of 15 games were developed by this class.

Nevada Institute of Personalized Medicine

(NIPM): There are a total of 7 jobs within the NIPM, four of which are full-time employees. A total of three patent applications were filed with the United States Patent and Trademark Office covering innovations developed by NIPM-affiliated faculty.

Aside from performing research and understanding disease, NIPM is working to transition its findings into real-life healthcare application. One of the major goals of NIPM is to help commercialize technology from UNLV in the biotechnology and healthcare sectors, and NIPM has developed several new technologies to do this.

PROGRESS REPORTS



http://www.diversifynevada.com/uploads/reports/12_14_KF_Dashboards.pdf

COMMUNITY HEALTH WORKER PILOT PROGRAM GRADUATES FIRST CLASS

As part of the Governor's Workforce Investment Board Health Care and Medical Services Sector Council activities, the Council and the Governor's Office of Economic Development (GOED) worked with the Nevada System of Higher Education (NSHE), the College of Southern Nevada (CSN) and Truckee Meadows Community College (TMCC) to develop a Community Health Worker (CHW) Pilot Program, with classes starting in October, 2014 and ending in December, 2014.

CHWs are an emerging and valuable part of the healthcare worker pipeline, as they serve the community as frontline public health workers. They have a rich understanding of the community in which they work, and can facilitate access to services and improve the quality and cultural competence of service delivery. NSHE entered into a contract with the Department of Employment, Training and Rehabilitation (DETR) to develop this CHW Program, and 20 students from CSN and 20 students from TMCC were enrolled in the program.

This was a wonderful collaborative venture for NSHE, GOED, the Health Care and Medical Services Sector Council, and DETR. Some of the CHWs were already employed and others are being placed in positions. This pilot model will continue to be assessed with the goal of finding opportunities for replication and further saturation of CHWs throughout Nevada.

Graduates of the Pilot Program stated that they plan to use their new skill set to help others find the resources they need as well as work more closely with underserved communities.



CATAMARAN LLC BREAKS GROUND IN NEVADA



The Harry Reid Research and Technology Park in southwest Las Vegas has its first tenant. Catamaran LLC, a pharmaceutical distribution company with plans to hire 353 people and create an employment pipeline for UNLV, recently broke ground at the site of its new two-story, 110,000 sq. ft. building. Construction is expected to be completed by Summer 2015.

Catamaran's decision to locate in southern Nevada provides a great opportunity to further develop Nevada's role in healthcare innovation and pharmaceuticals. The company was approved for Catalyst Funds by the GOED Board in September 2014.



Artist rendering of Harry Reid Research and Technology Park, new home to Catamaran LLC.

NEWS

INVEST SHENZHEN LAUNCHES INVESTMENT PROMOTION ACT IN NEVADA

On September 24, 2014 in Las Vegas, Invest Shenzhen joined with the State of Nevada to reach consensus on a number of cooperative projects in the near future through a Memorandum of Understanding.



READ MORE

http://en.szinvest.gov.cn/ne/events/201410/t20141016_2599063.htm

SCIENTIFIC GAMES WILL MOVE ITS CORPORATE HEADQUARTERS TO LAS VEGAS

As a result of Board approval, Scientific Games will make Las Vegas home to its corporate headquarters in a move that is expected to create 250 jobs in year one alone. The company received a Catalyst Fund grant for job creation as well as transferable tax credits for the production of its lottery show.



READ MORE

<http://www.reviewjournal.com/business/casinos-gaming/scientific-games-will-move-corporate-headquarters-las-vegas>

UPCOMING EVENTS

GOED BOARD MEETINGS

March 19, 1p.m.
May 21, 1p.m.
July 15, 1p.m.

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

Governor Brian Sandoval, *Chairman*

**Lieutenant Governor
Mark Hutchison**

Secretary of State Barbara Cegavske

Mr. Benjamin Yerushalmi,
Owner, The Jewelers of Nevada

Mr. Daniel Klaich,
*Chancellor, Nevada System of
Higher Education*

Mr. Don Soderberg

*Director, Department of Employment,
Training & Rehabilitation*

Ms. Kathleen Drakulich,
*Attorney at Law,
McDonald Carano Wilson*

Mr. James Barrett,
President, The JABarrett Company

Mr. Rob Roy, CEO/Founder,
Switch Communication

Mr. Sam Routson,

*Chief Administrative Officer,
Winnemucca Farms*

Mr. Weldon (Don) Havins, MD, JD,
*Professor and Director of Medical
Jurisprudence and Ophthalmology,
Touro University Nevada*

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