

The ECONOMIC PULSE

AUGUST 2016

Nevada Goes Down Under

For two weeks, the cities of Melbourne, Sydney and Brisbane were painted Battle Born Blue as Governor Sandoval led a delegation to Australia to focus on enhancing partnerships and collaboration in water technology and commercialization, mining, research and education, tourism and gaming, and unmanned systems technology.



@GovSandoval

Beginning the #NVAustraliaTM with a diverse delegation that showcases NV's traditional and emerging industries.



Governor Sandoval's trade mission delegation included representatives from the Governor's Office of Economic Development, the Nevada System of Higher Education, Nevada's mining industry, WaterStart, the Nevada Department of Tourism and Cultural Affairs, Las Vegas economic development agencies, as well as business owners who were interested in strengthening or pursuing trade and export partnerships in Australia.

In 2015, Nevada's trade with Australia totaled \$149 million, making Australia Nevada's tenth largest trade partner with exports to Australia totaling \$104 million and imports valued at \$45 million for trade surplus of \$59 million.

"The collaboration that currently exists between Australia and the State of Nevada is unlike any other country that I have visited so far as Governor," said Governor Brian Sandoval.

The similarities between Nevada and Australia are strong. Australia's economic bedrock rests on mining, just as Nevada's does, and tourism and gaming drive the economy of Nevada and that of Australia. In emerging technologies, Australia and Nevada are working to lead in unmanned systems as well as water technologies.

With stops in three key cities, Governor Sandoval and the Nevada Delegation met with high-ranking government officials, leading research institutions, and industry representatives.

"The trade mission exceeded our expectations. We were able to secure an order with one company, which we didn't expect to happen so soon. We scheduled very productive meetings that have the strong possibility of many products being sold in Australia. Another success we didn't initially consider was the prospect of consulting, where an opportunity arose. Finally, we are finalizing an agreement to become a distributor of a new Australian-made piece of equipment that has huge sales potential. Our time was well spent and we now have a clear direction for our expansion into, and with, Australia."

- Leo Schafer, CEO of PR Diamond
Manufacturer of Diamond Blades & Bits

MELBOURNE



@GovSandoval

Incredible tour of next-generation large-scale virtual reality environment CAVE2 @MonashUni #NVAustraliaTM #AIINV



In addition to meeting with the Premier of Victoria, Daniel Andrews, and the US Consul General, Frankia A. Reed, Governor Sandoval and the Nevada Delegation spent time at Monash University, Australia's largest university, with a dedicated research footprint to learn about the capabilities of Monash CAVE 2, an immersive environment similar to the Desert Research Institute's (DRI) CAVE which can visualize data sets based on a wide-variety of scenarios. For example, one use of DRI's CAVE is to simulate the path of a forest fire to help plan for controlled burns and extinguishing plans.

Additionally, while in Melbourne, the mining and higher education representatives traveled to RMIT University where collaboration in autonomous systems was discussed. The delegates also identified areas for research collaboration and student/faculty exchanges at Deakin University.

Nevada's Department of Tourism and Cultural Affairs hosted a networking reception in coordination with State of Victoria officials and economic development representatives for the business owners along on the trade mission.

SYDNEY

To enhance the work the State of Nevada is doing in the emerging interactive gaming industry, a **Memorandum of Understanding (MOU) between the University of Nevada, Las Vegas International Gaming Institute and the University of Sydney Gambling Treatment Clinic & Research Unit was signed in Sydney.**

The partnership between the prestigious entities will offer both institutions the capacity to be placed

in a predominant position as leaders in the field of policies related to sports betting, integrity of sports, gambling regulation, and the psychology of gaming behaviors.

The MOU will help to ensure that people who seek to do harm to the interactive gaming industry are prevented from doing so and that those who might be experiencing an addiction to this entertainment are better identified and assisted.



@UNLVigi

Proud moment: UNLV partners @sydneyuni @DiversifyNevada & @GovSandoval on sports wagering integrity research.



BRISBANE

A Statement of Intent was signed between Governor Sandoval and the Premier of Queensland, Annastacia Palaszczuk, to advance relations between Nevada and Queensland to strengthen collaboration in the mining sector, specifically, as well as higher education, water technology, and innovation.

Through this, the parties will focus on establishing relationships with similar associations to develop a platform for sharing challenges and best practices across the following areas:

- **Mining** including mining technologies, health and safety, and environmental and social sustainability in mining
- **Higher education** including research and commercialization partnerships
- **Water management** including collaboration on water efficiency technologies
- **Technology and innovation** including pathways for market access for start-ups and established technology companies

During the delegation's time in Brisbane, they also participated in an education roundtable with faculty and school leadership at the University of Queensland, St. Lucia and discussed mining with David Carmerlengo, Queensland's Trade and Investment Commissioner for North America and Dr. Anthony Lynham, Minister for Natural Resources.

While at the US Studies Centre at the University of Sydney, Governor Sandoval gave a speech on the New Nevada and his efforts to diversify the economy. The Governor was joined by Steve Hill, Director of the Governor's Office of Economic Development, for a panel discussion to talk about the challenges faced when diversifying the State's economy and how the vision for the New Nevada was born and cultivated.

During this time, Nevada's mining representatives participated in a discussion on sustainability and the impact they have on the mining industry at the University of New South Wales' School of Mining and Engineering while the State's higher education reps were at the Newcastle Institute of Energy & Resources to participate in a discussion around Balanced Land Use and a roundtable on water technologies.





Pedestrian Safety: A Focus of Nevada Center for Advanced Mobility

In southern Nevada, pedestrian safety has become an issue of pressing concern as pedestrian deaths and critical injuries have increased in recent years, especially in high-traffic areas.

A **Request for Information** has been released by the Nevada Center for Advanced Mobility (NCAM) to gather feedback from technology solution providers on the best ideas, approaches, technologies and products **to address the issue of pedestrian fatalities, critical injuries, and near misses.**

NCAM is partnering with the Nevada Department of Transportation, Regional Transportation Commission of Southern Nevada, and the University of Nevada, Las Vegas on this critical work to enhance previous efforts by investigating technology options to improve pedestrian safety. NCAM will Contract with successful respondents to provide cutting edge solutions.

Those interested in responding to the RFI should do so by clicking here. Submission deadline is September 28th at 4:00PM PST.

» *For more information:* www.diversifynevada.com/images/meetings/16-153_RFI_-_Technology_Solutions_for_Pedestrian_Safety_-_FINAL_072116.pdf



Ionex SG's Expansion to Nevada Their First Outside of California

Ionex SG and WaterStart have announced a strategic collaboration which **allows Ionex to establish an innovation beachhead in Las Vegas** to further the development of the control and communications software technology that differentiates its ion exchange water treatment technology.

Ionex is a UK-based company that has developed breakthrough technology to remove contaminants such as nitrates, hexavalent chromium, perchlorate, and uranium from drinking water. Their process has near-zero hazardous waste as a result and its operating costs are the lowest in the industry.

WaterStart is funded by the Knowledge Fund, operated by GOED.

» *For more information:* <http://waterstart.com/thedrip/2016/7/7/ionex-sg-partners-with-nevadas-waterstart-marks-water-treatment-technology-leaders-first-expansion-outside-california>

Funding Underway for Graduate Medical Education

Through the Governor's Graduate Medical Education Task Force, overseen by GOED's Vance Farrow, recommendations were made to the Governor for Round 1 of funding to the tune of \$5,000,000.

The Governor approved the Task Force's recommendations, and as a result, 271 medical residency slots will be funded with those grant dollars. Specialty areas funded include adult and child psychiatry, obstetrics & gynecology, internal medicine and family practice.

The Request for Applications for Round 2 funding has been released with a deadline of September 6, 2016. Recommendations for the Round 2 funding will be made to the Governor on or before October 1, 2016.

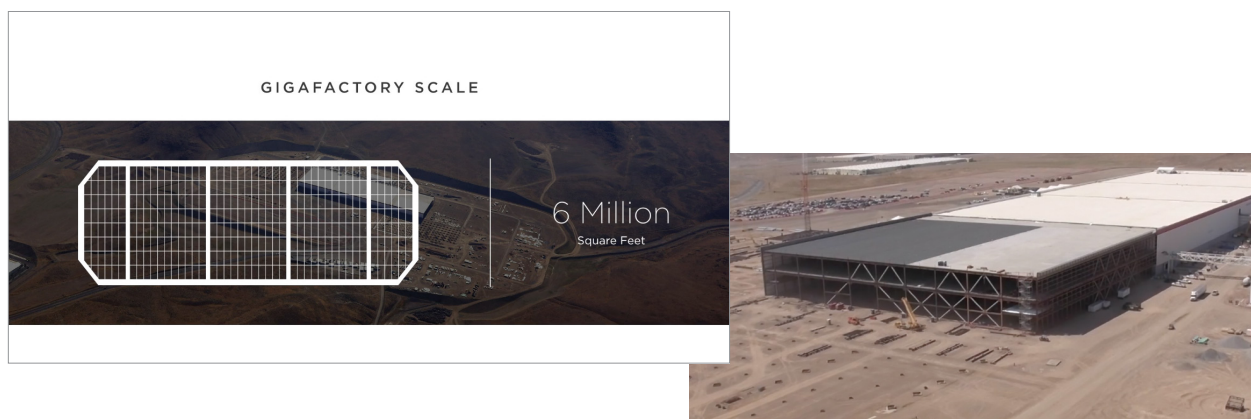
» To view the Round 2 funding proposals, view the document here: <http://osit.nv.gov/uploadedFiles/ositnvgov/Content/Meetings/GME/GME%20Task%20Force%20Recommendations.pdf>

Tesla Celebrates the Grand Opening of the Gigafactory

With Elon Musk in attendance, the Gigafactory was officially opened to visitors from all over in a celebration of the intended capabilities of the Gigafactory – to make thousands of battery cells to power hundreds of cars. The Gigafactory is the world's largest battery factory intent upon accelerating a sustainable energy future.

When completed, the factory will employ 6,500, 50% of which will be Nevadans.

» Watch Tesla's grand opening video here: <https://www.tesla.com/videos/tesla-gigafactory-grand-opening>



Southern Nevada Tourism Infrastructure Committee Reaches Agreement on Convention Center

As the Southern Nevada Tourism Infrastructure Committee continues its work under an extended Executive Order from Governor Sandoval, the Committee has voted unanimously to approve recommendation language to the Governor regarding the Las Vegas Convention and Visitor Authority convention center expansion project.

In the recommendation, the room tax would be increased by one-half percentage point (0.5 percent) to fund the convention center's 1.4 million square foot expansion, as well as completely rehab the current 3.2 million square foot facility. Additionally, the recommendation calls for the creation of an oversight panel, made up of specific members, to review and submit recommendations for the convention center expansion and renovation plans, and the panel will offer guidance on the issuance of bonds.

SNTIC convenes again on August 25 and will have another three meetings before concluding its work on September 22, 2016.

» *The full recommendation language can be read here:* <http://www.sntic.org/meeting/15/Convention/convention%20center/SNTIC%20Convention%20Expansion%20and%20Renovation%20Recommendation%207%2012%2016%20APPROVED.pdf>

Faraday Future Receives Grading Permit



Photo courtesy www.ff.com

The City of North Las Vegas has issued a grading permit to Faraday Future to commence the next step of the construction of their 3 million square foot automobile manufacturing facility at Apex.

The permit allows Faraday to begin moving dirt on their 900-acre site and states that this work must be completed by January 27, 2017.

Faraday plans to hire 4,500 workers at their factory by the time they are fully operational, and will invest at least \$1 billion in the facility.

GOED Board of Directors Approve Eight Companies at July Meeting

Company	County	Jobs	Capital Investment
Clasen Quality Coatings, Inc.	Washoe	50	\$13,000,000
Cosmetic Enterprises, Limited	Lyon	22	\$6,735,000
Fanatics	Clark	189	\$8,000,000
MBD Wheel & Brake Repair & Services, LLC	Clark	15	\$9,814,970
Thrive Market, Inc.	Storey	218	\$3,596,825
Valeo North America Inc.	Washoe	174	\$38,000,000
CAEK, Inc.	Washoe	62	\$636,250
The Webstaurant Store, Inc.	Lyon	20	\$2,893,694

Improving Farm Management with Unmanned Aviation

Using fixed-wing and rotor-driven aircraft, a team of research scientists from the Desert Research Institute (DRI) have successfully tested the use of unmanned aircraft systems (UAS) to support large-scale, multi-crop agricultural needs in Nevada.

Last month, collaboration with aviation engineers from AboveNV, a leading aerial survey and UAS services company based in Reno, DRI’s research team completed more than 20, 40-minute test flights above Winnemucca Farms, Inc. – one of the largest agricultural producers in Nevada.

Supported by WaterStart, a GOED Knowledge Fund project, this project is working to advance the research capabilities of UAS while also showcasing how UAS commercial applications can help the agriculture industry improve crop management, irrigation efficiencies and combat ongoing drought conditions.

News

WINN highlighted in article about Nevada's Corporation-University Partnerships

In a piece profiling the emerging partnerships between education/training providers and the employers that will hire these graduates, GOED's Workforce Innovations for a New Nevada (WINN) program is highlighted:

» For more information, m.reviewjournal.com/business/economic-development/nevada-ready-embrace-corporation-university-partnerships

Upcoming events

SNTIC MEETING

August 25

September 15

September 22

8am

*Stan Fulton Building,
UNLV Campus*

GOED BOARD MEETING

September 15

November 17

1pm

Grant Sawyer Building, Las Vegas

*Guinn Room, Nevada Capitol
Building, Carson City*

Board Members

Governor Brian Sandoval, *Chairman*

**Lieutenant Governor
Mark Hutchison**

Secretary of State Barbara Cegavske

Mr. Benjamin Yerushalmi,
Owner, The Jewelers of Nevada

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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