

Las Vegas Global Economic Alliance

# 2015 ANNUAL REPORT



**LAS VEGAS**  
GLOBAL ECONOMIC ALLIANCE



# TABLE OF CONTENTS

7	<b>LETTER FROM THE CHAIRMAN</b>
8	<b>EXECUTIVE SUMMARY</b>
9	<b>KEY PERFORMANCE METRICS</b>
10	<b>2015 ACCOMPLISHMENTS AT A GLANCE</b>
11–15	<b>ACHIEVING AND MAINTAINING OPERATIONAL EXCELLENCE</b> LVGEA 2015 Revenues and Expenses Investors
16–19	<b>LEADING, FACILITATING, AND STEWARDING REGIONAL ECONOMIC DEVELOPMENT</b> Economic Development Highlights BizCONNECT Highlights Perspective Highlights Economic Development By The Numbers i. EDAG ii. GOED Economic Development Partners Table of Business Clients Assisted in 2015
20	<b>ELEVATING SOUTHERN NEVADA AS A GLOBAL BUSINESS DESTINATION</b> International Delegation Visits Global Initiatives
21–22	<b>BECOMING AN ENGINE OF COMMUNITY DEVELOPMENT</b> Legislative Session Nevada COE Perspective Rebrand Events and Discussions
23	<b>MOVING INTO A NEW HOME</b>
24	<b>LOOKING AHEAD</b> A letter from Jonas Peterson, President & CEO

# 2015 OFFICERS & EXECUTIVE COMMITTEE

## CHAIRMAN



**Raymond Specht**  
Vice Chairman  
Toyota Financial Savings Bank

## VICE-CHAIRMAN/SECRETARY



**John Delikanakis**  
Partner  
Snell & Wilmer L.L.P.

## TREASURER



**Kirk V. Clausen**  
Nevada Region President  
Wells Fargo Bank N.A.



**Glenn C. Christenson**  
Managing Director  
Velstand Investments LLC



**Richard T. Crawford**  
President/Founder  
Green Valley Grocery



**Derrick Hill**  
Vice President  
Cox Business/Hospitality Network  
Cox Communications



**Jeff Parker**  
Vice President  
Manpower Inc. of Southern Nevada



**Frank R. Woodbeck**  
Executive Director of the Nevada  
College Collaborative  
Nevada System of Higher Education



# 2015 BOARD OF DIRECTORS



**John Bailey**  
Managing Partner  
Bailey Kennedy LLP



**Shelley Berkley**  
CEO and Senior Provost  
Touro University Nevada



**Mike Bonner**  
Managing Shareholder  
Greenberg Traurig, LLP



**Susan Brager**  
Clark County  
Commissioner, District F  
County of Clark



**Brian Brannman**  
President/CEO, Siena Campus  
Dignity Health – St. Rose  
Dominican Hospitals



**Joseph W. Brown**  
Director  
Fennemore Craig Jones Vargas



**Jason Bruckman**  
Regional Vice President  
Eastridge Workforce Solutions



**Don Burnette**  
County Manager  
County of Clark



**John Cannito**  
COO  
The PENTA Building Group



**Joseph Carleone**  
Chairman and CEO  
American Pacific Corporation



**Paul Caudill**  
President & CEO  
NV Energy



**Dave Cheval**  
Division President  
Stewart Title Company



**Jennifer DeHaven**  
President & CEO  
Millenium Staffing Solutions



**Betsy Fretwell**  
City Manager  
City of Las Vegas



**Donald J. Giancursio**  
CEO/NV Utah Idaho Markets  
UnitedHealthcare Nevada



**Carolyn G. Goodman**  
Mayor  
City of Las Vegas



**Rich Green**  
Councilman  
City of Mesquite



**Len Jessup**  
President  
University of Nevada,  
Las Vegas

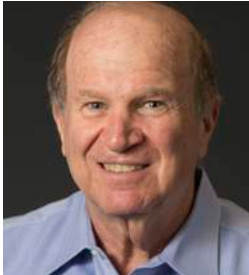


**Raymond J. Juzaitis**  
President  
National Security  
Technologies LLC



**John J. Lee**  
Mayor  
City of North Las Vegas

# 2015 BOARD OF DIRECTORS



**Robert E. Lewis**  
President - NV Operations/  
Regional Manager  
Lewis Operating Corp.



**Frank Martin**  
President  
Martin-Harris Construction



**John F. Marz**  
Councilman-Ward III  
City of Henderson



**Michael Murphy**  
President & General Manager  
Anthem Blue Cross and  
Blue Shield



**Bill Noonan**  
Senior VP of Administration  
at Boyd Gaming. Las Vegas  
Metro Chamber of Commerce



**Kevin T. Orrock**  
President of Summerlin  
The Howard Hughes  
Corporation



**Bart Patterson**  
President  
Nevada State College



**Michael D. Richards**  
President & CEO  
College of Southern Nevada



**Randy Robison**  
Director of State Legislative  
Affairs, CenturyLink™



**Brad Schnepf**  
President  
Marnell Properties, LLC



**Jeff Silvestri**  
Partner  
McDonald Carano Wilson LLP



**Spencer Stewart**  
Chancellor  
WGU Nevada



**Cam Walker**  
Mayor Pro Tem  
City of Boulder City



**Stephen Wells**  
President  
Desert Research Institute



**Clark Wood**  
Market President –  
Southern Nevada/ Gaming  
U.S. Bank



# LVGEA TEAM



President & CEO  
**Jonas Peterson**



Director, Investor Services  
& Development  
**Terrence Thornton**



Vice President of Economic  
Development  
**Michael Walsh**



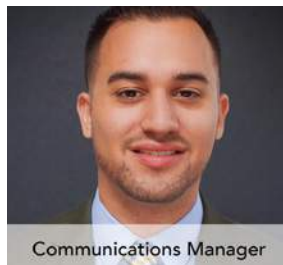
Vice President of Community  
& Economic Development  
**Morgan Bunker**



Vice President of Business  
Retention & Expansion  
**Perry Ursem**



Operations Manager  
**Antoinette Monroe**



Communications Manager  
**Anthony Ruiz**



Senior Executive  
Administrator  
**Kathy Parker**



Economic  
Development Manager  
**Karey Juencke**



Marketing & Investor  
Relations Coordinator  
**Ariel Riley**



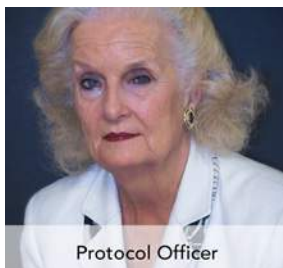
Administrative Coordinator  
**Veronica Turner**



Special Projects  
Coordinator  
**Chaad Taylor**



Global Initiatives Liaison &  
Economic Development Analyst  
**Ann Tang**



Protocol Officer  
**Gayle Anderson**

# A LETTER FROM THE CHAIRMAN



Over the course of the last five years, Nevada has fought its way back from an economic downturn that posed the most serious threat to our state's financial health than any time since the Great Depression. Since then, we have cut unemployment in half, generated over **140,000 new jobs**, and have become one of the **fastest jobs producing state** in the nation in 2016. This is no small accomplishment. The turnaround that Nevada has undergone during this time is nothing short of remarkable. Even more remarkable is the fact that business and community leaders came together in order to change the way we think about economic development diversification, and our future workforce. Having said that, **economic development is a team sport**, and that is where the LVGEA comes in as a leading player.

Since its reformation in 2013, the LVGEA created a regional economic development strategy and worked with its partners to start shaping the conversations around intelligent development. Our board is comprised of a diverse set of leaders with distinctive backgrounds. In fact, LVGEA now has the largest C-level business board in Southern Nevada. Our board, along with **the support of our partners**, help us move forward together as a united community.

In 2015, Southern Nevada began to reap some of the fruits that we cultivated through cooperation and partnership building, and so did its families. Thanks to the hard work of the LVGEA and its partners, this past year **3,400 more jobs** were created. Taken together, we are looking at a total one year economic impact of over **\$900 million**.

Along with these impressive numbers, Southern Nevada has landed some of the **biggest wins in the history of our organization**. Companies like Faraday Future, Sutherland Global Solutions, and Scientific Games are coming to Southern Nevada. They are drawn to the culture of the New Nevada, a state with a blueprint that looks to the future. A state that is focused on competing globally in the 21st century.

Nevada works best when we work together, and you can find that message at the core of the LVGEA. Above all, through our board of directors, our team, and our various partners, we embody the spirit of realizing what it takes to compete in a global economy: a team of business leaders working together in alliance and cooperation.

I hope you will take some time to review this report and look forward to everything we can accomplish in 2016.

**Raymond Specht**  
**Chairman, LVGEA**  
**Vice Chairman, Toyota Financial Savings Bank**



# EXECUTIVE SUMMARY

The economy of Southern Nevada continues to recover from the previous economic downturn thanks to the hard work of organizations like the **Las Vegas Global Economic Alliance**. All told, the LVGEA and its regional partners were able to add **3,400 jobs over 12 months** that will have a **\$934 million** economic impact over the next year.

The Las Vegas Global Economic Alliance is able to succeed because it is driven by its mission to help Nevada's residents thrive in a global economy by fostering a more prosperous, diverse, and connected regional economy. Since its reformation in 2012, the LVGEA has become a respected leader in economic development for its contributions in helping Nevada's economy bounce back after the Great Recession. The organization has dedicated itself to growing Southern Nevada's economy through connectivity, community development, and aggressive business recruitment, retention, and outreach. With the support of our community partners and investors, the LVGEA has become one of the most productive community and economic development organizations in the Southwest.

## THE LVGEA'S MISSION IS GUIDED BY OUR FOUR STRATEGIC IMPERATIVES:

- 1 Achieve and Maintain Operational Excellence
- 2 Lead, Facilitate, & Steward Regional Economic Development
- 3 Elevate Southern Nevada's Position as a Global Business Location
- 4 Become an Engine of Community Development

In the following pages, you'll see how our **mission** and **strategic plan** drove everything we did in 2015.

# KEY PERFORMANCE METRICS

The Las Vegas Global Economic Alliance publishes a **strategic plan** that informs all activities of the organization. The LVGEA measures its progress on achieving its **mission** and the **strategic imperatives** listed in its strategic plan by tracking **key performance metrics**. While much of the organization's activity and actions must be measured quantitatively, the key performance indicators measure our qualitative economic and community development progress.

Key Performance Metrics				
Strategy	Metric	Threshold	Target	2015 Year End Performance
I - Achieve and Maintain Operational Excellence	Revenue (Cash + In-kind)	\$ 4,000,000	\$ 4,400,000	\$ 4,156,108
	Investment in Grow - LV (YTD)	\$ 25,000	\$ 50,000	\$ 55,300
	Number of Major Investors (\$25 K+) (YTD)	30	40	47
II - Lead, Facilitate & Steward Regional Economic Development	Total Businesses Attracted or Expanded	27	33	34
	Businesses Attracted	22	23	18
	> Businesses Attracted (Direct)	21	21	18
	> Businesses Attracted (Indirect)	1	2	0
	Total Jobs Attracted or Expanded	1610	2250	3347
	Jobs Attracted	1310	1750	2971
	> Jobs Attracted (Direct)	1300	1700	2963
	> Jobs Attracted (Indirect)	10	30	55
	Businesses Expanded	5	10	16
	> Jobs Expanded	300	500	376
	Retention / Expansion Outreach (Survey + In-Person)	90	130	196
	Client Inquiries	130	160	125
	Client Site Visits	50	70	74
	Capital Investment	\$ 130,000,000	\$ 190,000,000	\$ 193,600,976
	1-year Fiscal Impact	\$ 9,000,000	\$ 13,000,000	\$ 12,512,269
	1-year Economic Impact (Direct + Indirect)	\$ 150,000,000	\$ 220,000,000	\$ 933,798,573
	Global Relocations	1	2	0
	Corporate HQ Relocations	6	9	4
	Convention + Tradeshow Participation	5	7	17
III - Elevate Southern Nevada's Position as a Global Business Location	Social Media Engagement Index	2	2.7	1.79
	Value of Traditional Advertisements (paid + in-kind)	\$ 100,000	\$ 130,000	\$ 63,255
	Press Hits in Southern Nevada	40	75	89
	Press Hits outside Southern Nevada	2	4	3
	Web Traffic (Monthly Average Hits)	2,000	2,500	11,666
	Contacts in CRM database	2500	5000	5403.5
IV - Become an Engine of Community Dev't	Research and/or Community Policy Reports Generated	1	2	2
	Indirect Job Creation thru Collaborative Community Development Initiatives	100	200	24

# 2015 ACCOMPLISHMENTS AT A GLANCE

**Over the past 12 months, the Las Vegas Global Economic Alliance worked to enact our mission of growing the economy of Southern Nevada through connectivity, community development, and aggressive business recruitment, retention, and outreach. Here are our TOP 10 ACCOMPLISHMENTS:**

- 1** LVGEA worked with regional partners to help facilitate 34 business expansions and relocations, which will provide approximately 3,347 jobs in the community.
- 2** In partnership with the Governor, Legislators, and the business community, the LVGEA supported new investment in Nevada's K-12 education system, new accountability measures to ensure success, and new revenues that protect Nevada's competitive advantages while broadening its tax base.
- 3** LVGEA rebranded and relaunched the "Las Vegas PERSPECTIVE," welcoming new partners and expanding the reach of the data reference guide and creating new, digital newsletters on topics related to southern Nevada's infrastructure, education system, and economy.
- 4** In partnership with state, local, and business leaders, LVGEA made substantial or significant progress on 92% of the 78 objectives and 315 unique activities outlined in Southern Nevada's Comprehensive Development Strategy (CEDS).
- 5** In partnership with the Clark County School District, LVGEA launched "FutuReady," an initiative to highlight the district's career and technical education programs and introduce them to local businesses.
- 6** LVGEA launched a new website, [lvgea.org](http://lvgea.org), which will serve as a platform and resource for business and economic development news in southern Nevada and as a marketing tool for businesses exploring expansion or relocation in the American Southwest.
- 7** Through its BizCONNECT program, LVGEA visited 115 local businesses and helped lay the groundwork for future local business surveys and a local business resource guide.
- 8** In partnership with the Marnell Companies, LVGEA secured long-term office space at Marnell Corporate Center. The offices will be a showcase for economic development efforts in Southern Nevada.
- 9** LVGEA expanded its board of directors, welcoming 6 new business and community leaders to help create the largest C-level business board in Southern Nevada at 42.
- 10** LVGEA launched the "Drive to 50" campaign, an initiative to grow the Board of Directors and assemble a diverse, knowledgeable and talented group of leaders together who can catalyze industry diversification and community development projects that will benefit the whole region.

# ACHIEVING AND MAINTAINING OPERATIONAL EXCELLENCE

## Strategic Imperative I

The LVGEA strives to provide our investors, partners, and community with **extraordinary service**, going **above and beyond** to meet Southern Nevada's needs. The LVGEA works toward achieving **operational excellence** internally to provide **quality service** to our community externally.

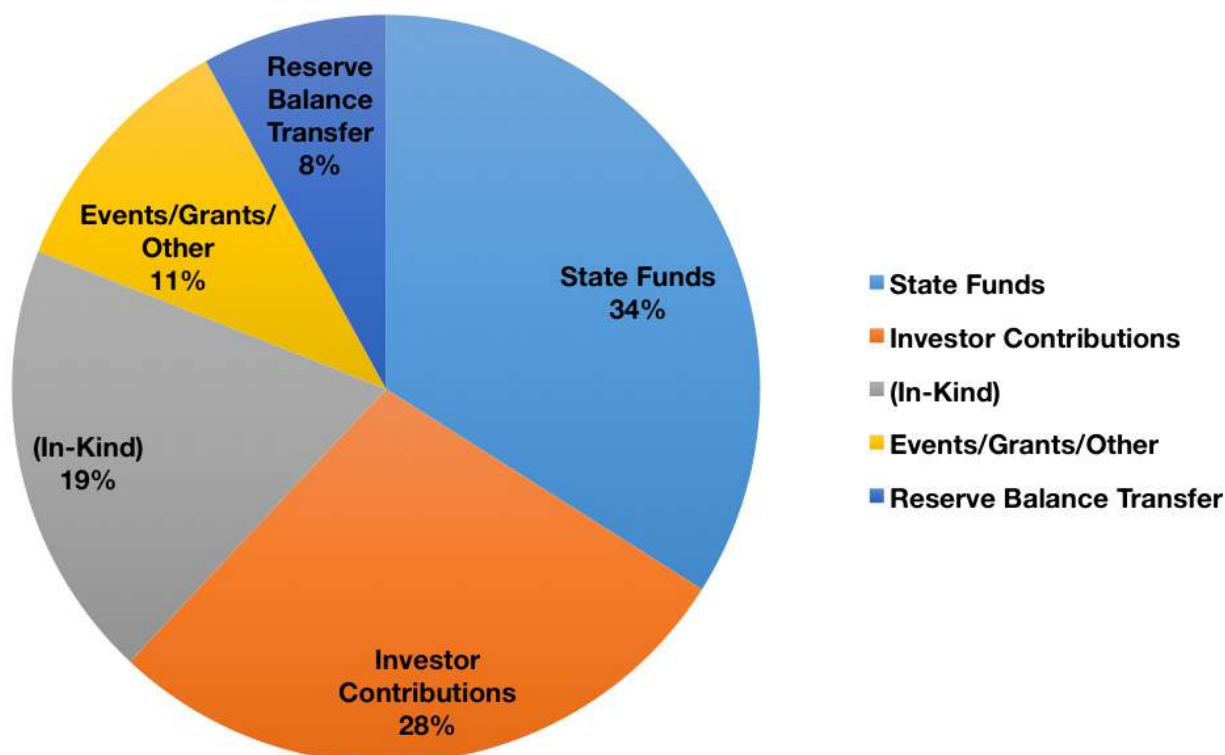
### FINANCIALS

Las Vegas Global Economic Alliance is a public-private partnership and 501(c)6 membership organization. The organization is funded through private and public investments, grants, and donations. The LVGEA holds itself accountable to its partners, investors, and most importantly to the Southern Nevada community through a commitment to transparency.

As displayed in the revenue and expenditure charts below, the LVGEA had a 2015 balanced budget of \$4.1 million.

### YEAR END ACTUAL INCOME

January 1–December 31, 2015



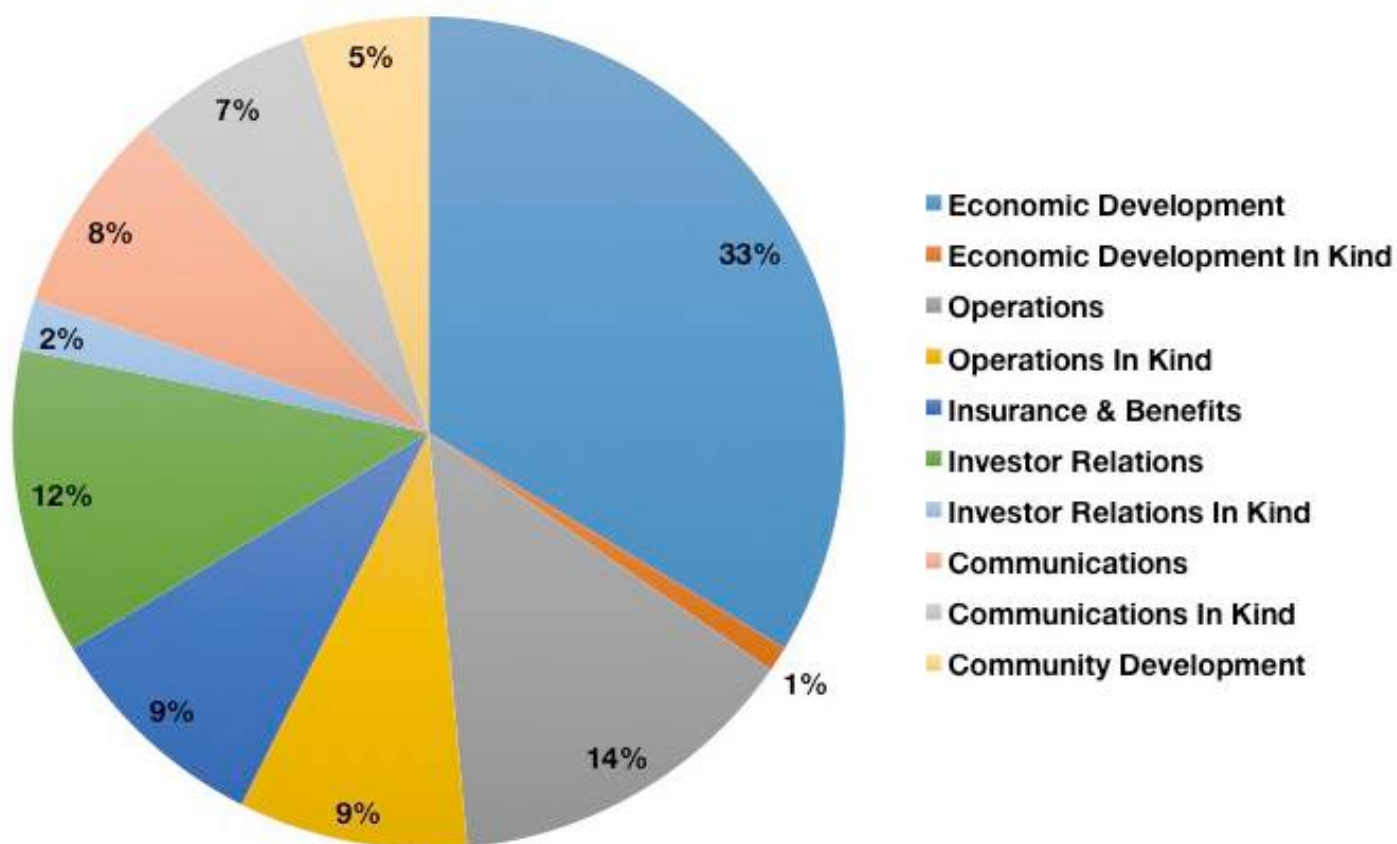


# ACHIEVING AND MAINTAINING OPERATIONAL EXCELLENCE

## Strategic Imperative I

### YEAR END ACTUAL EXPENSES

January 1–December 31, 2015



# INVESTORS

## INVESTOR RELATIONS

The LVGEA is able to continue working hard to develop Southern Nevada's economy through the dedication and generosity of its investors. At all levels, each of our investors contributes to the organization's ability to address Las Vegas' economic and community needs.

LVGEA is encouraged by the businesses that have invested and made the commitment to prioritize regional economic development in Southern Nevada in 2015. Investment in LVGEA allows the organization to expand its ability to address the economic and community needs of our region and secure Southern Nevada's long-term future.

## WHAT OUR INVESTORS ARE SAYING ABOUT THE LVGEA:

"Wells Fargo is proud to be a strategic supporter of the Las Vegas Global Economic Alliance and its efforts to help expand business and commerce opportunities in Southern Nevada."

– **Kirk V. Clausen**  
Nevada Region President,  
Wells Fargo

"As one of the largest broadband and entertainment companies in the U.S., Cox Communications is dedicated to serving its approximately 6 million residences and businesses with advanced technical solutions, superior customer service and a commitment to excellence. We're leveraging our technologies and business partnerships to support continued economic development in Southern Nevada. Through the strategic collaboration of Cox Communications and the LVGEA, we're well-positioned to achieve our mutual goal of continued economic growth and technology development in the communities in which we live and serve. "

– **Derrick R. Hill**  
Vice President of Cox Business  
& Hospitality Network, Cox  
Communications

"The city of Las Vegas believes a strong, regional economic development coalition is essential to our community's economic health. Working together with the LVGEA and our regional partners, we can continue to make strides in growing our existing business base organically and by attracting new companies to the region."

– **Bill Arent**  
Director of the City of Las Vegas  
Economic and Urban Development  
Department

"By delivering reliable energy and services at competitive costs, we can help the Las Vegas Global Economic Alliance support the regional economic development of Southern Nevada and foster a more prosperous and diverse economy for Nevada's future."

– **Paul Caudill**  
President and Chief Executive Officer,  
NV Energy

The engaging team at the LVGEA has been instrumental in the success of Creel's operations in Southern Nevada for more than a decade. Supporting the efforts of the LVGEA is an obligation to any company that believes in Southern Nevada's economic future.

– **Allan G. Creel**  
President & CEO, Creel Printing

# INVESTORS

## PINNACLE INVESTOR



## PRESIDENTIAL INVESTOR



MARNELL PROPERTIES



## CHAMPION INVESTOR



## LEADERSHIP INVESTOR



# INVESTORS

## TRUSTEE'S COUNCIL

Advanstaff HR  
Barclaycard US  
Cirque du Soleil  
Coldwell Banker Premier Realty  
Dibella Flower's & Gifts  
Four Seasons Hotel Las Vegas  
Fusch Commercial Interiors & Design  
Greater Las Vegas Association of REALTORS  
Highway Radio  
Holland & Hart LLP  
Lotus Broadcasting  
MGM Resorts International  
Nevada Public Radio  
Olin Chlor Alkali Products  
R&O Construction  
Realty Executives of Nevada  
Semptra US Gas & Energy  
Storybook Homes  
Southern Nevada Home Builders Association  
Sunrise Hospital and Medical Center and Sunrise Children's Hospital  
The Design Factory  
Vegas PBS

## INVESTOR

Ace World Wide Elite Relocation Services  
AirGo USA, LLC  
Airport Concessionaires LLC  
Anexeon, LLC  
ATM Annie the Maid  
Bank of Nevada  
Branch Benefits Consultants  
Brownstein Hyatt Farber Schreck LLP  
Burke Construction Group

CB Richard Ellis  
City National Bank  
Dermody Properties  
Eagle Promotions  
East West Bank  
Everest College  
Fair, Anderson & Langerman  
First Federal Realty DeSimone, LLC  
Forest City Development  
Klai Juba Wald Architects  
Knutek MD  
Konami Gaming, Inc.  
Las Vegas Convention Visitors Authority  
Las Vegas Metro Chamber of Commerce  
Las Vegas Review Journal  
Link Technologies  
McCarthy Building Companies, Inc.  
McGladrey LLP  
Meadows Bank  
Nevada State Bank  
Newmark Grubb Knight Frank  
NTC Global Holdings  
One Nevada Credit Union  
Republic Services of Southern Nevada  
RSM US LLP  
State Farm Insurance Companies  
Sun Commercial Real Estate, Inc.  
TH Foods, Inc.  
The Molasky Group of Companies  
The Skancke Company  
Tradewinds Construction  
ViaWest  
Virgen Advertising Inc.  
Zappos.com, Inc.



# LEADING, FACILITATING, AND STEWARDING REGIONAL ECONOMIC DEVELOPMENT

## Strategic Imperative II

### KEY ECONOMIC DEVELOPMENT PARTNERS



In 2011, Governor Brian Sandoval and legislative leaders changed the way that economic development was done in the state of Nevada by passing AB449. This legislation dissolved Nevada's old economic development structures and created an all new Governor's Office of Economic Development (GOED). Today, GOED works with LVGEA to facilitate economic development incentives, fund economic development activities, and recruit new companies to the region.



In 2013, to ensure that the region moved as one on economic development issues, the LVGEA formed the Southern Nevada Economic Development Advisory Group (EDAG). This group helps the LVGEA coordinate and prioritize economic development activities throughout the region.

### THE LAS VEGAS GLOBAL ECONOMIC ALLIANCE WOULD LIKE TO THANK THE FOLLOWING MEMBERS OF EDAG:

- Boulder City Economic Vitality Commission
- Clark County
- Governor's Office of Economic Development
- City of Henderson
- City of Las Vegas
- Las Vegas Global Economic Alliance
- Laughlin Economic Development Corporation
- Mesquite Regional Business, Inc.
- Nevada Industry Excellence
- Nevada DETR
- City of North Las Vegas
- NV Energy
- Southwest Gas
- University of Nevada, Las Vegas
- Workforce CONNECTIONS

# LEADING, FACILITATING, AND STEWARDING REGIONAL ECONOMIC DEVELOPMENT

## Strategic Imperative II

Southern Nevada

**BizCONNECT**

**COLLABORATING TO HELP  
LOCAL BUSINESSES GROW**

BizCONNECT is a powerful tool to help grow local businesses. More than 80 percent of our region's new jobs come not from recruiting new firms to the region, but from the expansion of existing firms that already have a presence in the region.

In 2015, we began to see the impact that our BizCONNECT program is having on the community. In its first year, we were able to conduct 115 one-to-one visits, meet with manufactures and corporate operators, as well as work with several service providers in Southern Nevada.

As is always the case, a special thanks goes out to our partners within the communities of Boulder City, Henderson, Las Vegas, Clark County, Laughlin, North Las Vegas, and Mesquite. Without them, everything we are able to achieve with BizCONNECT would not be possible. Below are some highlights and statistics from this fast growing program.

### HIGHLIGHTS AND STATISTICS

Popular topics discussed included tax incentive exploration, talent sourcing, and local supply chain optimization for ongoing growth and cost control measures.

Nevada's tax structure, state regulatory environment and logistics to southwest markets were cited as the region's top three strengths. Secondary and higher educational ratings remaining below national averages, a lack of experienced talent base in senior technology and engineering roles, and miscommunication between regulatory agencies within local government (most notably North Las Vegas and Clark County) were popular regional weaknesses.

- 35% of companies interviewed participate in global commerce, 55% participate nationally, and 78% participate regionally.
- 76% of companies are experiencing increased revenues and profits over the last 36 months
- 63% of companies are saying their respective industries are under served, alluding to opportunity for future growth
- 90% of companies forecast growth over the next 36 months.
- 74% of companies interviewed have a footprint within 50,000 square feet
- 65% of companies interviewed have national and global operations, while approximately 55% of these companies have headquarter operations within Nevada.



**FUTUREADY**

**THE LVGEA AND CCSD  
FORM PARTNERSHIP ON  
FUTUREADY**

To impact the next generation of talent in Southern Nevada, the LVGEA and the Clark County School District partnered on the pilot program called, "FutuReady." The program showcases nationally recognized and award winning Career and Technical Academies and Magnet High Schools to local industry leaders through campus tours. These tours highlight and promote STEM education and vocational programs across Southern Nevada.

In 2015, we lead two tours with three more scheduled in 2016. For more information on dates, industry topics, or to sign up, visit:

**[lvgea.org/ccsd-and-lvgea-present-futuready-tours](http://lvgea.org/ccsd-and-lvgea-present-futuready-tours)**

# LEADING, FACILITATING, AND STEWARDING REGIONAL ECONOMIC DEVELOPMENT

## Strategic Imperative II

### ECONOMIC DEVELOPMENT BY THE NUMBERS

Through the LVGEA's **aggressive business expansion, attraction, and retention efforts** Southern Nevada's economy made **amazing gains**. The numbers speak for themselves:

**3,400**  
Jobs

**\$194 million**  
Capital invested

**\$89 million**  
In local & state  
tax revenue  
over 5 years

**115**  
Local business  
retention &  
expansion  
meetings

**34**  
New & expanded  
companies

**\$934 million**  
1 year economic  
impact

# LEADING, FACILITATING, AND STEWARDING REGIONAL ECONOMIC DEVELOPMENT

## Strategic Imperative II

A central part of the Las Vegas Global Economic Alliance's mission is to help **attract, expand, and retain businesses** in Southern Nevada. The organization's staff dedicate their time to marketing Southern Nevada as an attractive business location and assisting clients in every facet of relocating or expanding to the region. In 2015, the LVGEA assisted **34 companies**, which helped create **3,400 jobs** in our region. These companies are:

- InfoSiftr
- ProCare RX / Burgess Information Systems
- Scientific Games
- Scientific Games Productions
- Parker Plastics, Inc.
- Western Federal Credit Union
- Fidelity National Financial Ventures, LLC
- Water Shark Inc.
- Machine Zone
- Liuid, LLC
- Hattington Dynamics
- Plasticard
- Novus Optimum Labs
- Barrick Gold
- CJ Pony Parts
- Trigg Labs
- Premium Waters
- Sutherland Global
- Chelton House Products
- Clearwater Paper Corp.
- Creel Printing
- Barclay Card
- CECO - Cashman Equipment
- Air Methods Corporation
- Unmanned Systems
- Apex Aviation
- Lone Mountain Aviation
- Ahern/Xtreme Manufacturing
- VeraScan Inc.
- Vadatech
- Expertise Cosmetology Institute
- Steelman Aviation
- eBay
- Maverick Helicopters





# ELEVATING SOUTHERN NEVADA AS A GLOBAL BUSINESS DESTINATION

## Strategic Imperative III

### GLOBAL INITIATIVES

It is the LVGEA's vision to help Southern Nevada residents **thrive** in a **global economy** by fostering a more **prosperous**, **diverse**, and **connected** regional economy.

The LVGEA recognizes that Southern Nevada has the potential to be a global leader in economic development. This is why the organization has taken an active role in implementing programs and making connections that will elevate Southern Nevada as a Global Business Location and is committed to attracting international business and capital to grow the Las Vegas economy.

### 2015 DELEGATIONS HOSTED

**China** 4  
**Korea** 2  
**Taiwan**  
**India** 2  
**Japan** 2  
**Mongolia**  
**Scotland** 1  
**Turkey**  
**Romania**

### 2015 PRIME MINISTERS HOSTED

**India**  
**Lithuania**

**4**  
Ambassador  
visits

**15**  
Consul  
general visits

**15**  
Delegations  
hosted

**2**  
Prime  
ministers

# BECOMING AN ENGINE OF COMMUNITY DEVELOPMENT

## Strategic Imperative IV

### LEGISLATIVE SESSION A SUCCESS FOR EDUCATION & ECONOMIC DEVELOPMENT

As the 2015 session of the Nevada Legislature came to a close, some remarkable things were accomplished to improve education and foster greater and broader economic development.

Lawmakers funded Governor Brian Sandoval's education priorities and enhanced Nevada's economic development structure. They invested in Nevada's workforce like never before, fully funding the UNLV Medical School, Graduate Medical Education, and creating new scholarships for teachers and low income students. Finally, lawmakers passed a fair and equitable compromise on revenues that preserves Nevada's competitive business environment. All told, this was a truly great session for education and economic development, and the strides that the Governor and legislators made during this session will help the LVGEA realize its core mission: to grow the economy in Southern Nevada through connectivity, community development and aggressive business recruitment, retention and outreach. Lastly, we know regional economic development is a team sport, and we think some acknowledgements are in order. Thank you for your continued interest and support.

### 2015 ANNUAL DINNER RECAP: CREATING A NEW NEVADA

A record-setting 700 business leaders, lawmakers, and community stakeholders gathered for the LVGEA's third annual dinner held at the Aria Resort & Casino.

Keynote speaker and businessman, Bill Foley, called Las Vegas a "no-brainer" for businesses considering a move to the area and provided an update on his ongoing efforts to secure a National Hockey League team in the city.

"My simple view is that hockey will change the mindset of Las Vegas. It's a great city. It has terrific restaurants and terrific entertainment, but why don't we give it something else to really be proud of, like a professional sports franchise," said Foley.

Also speaking at the event was chief executive officer of the Las Vegas Global Economic Alliance, Jonas Peterson. "We live in a New Nevada that is today swinging upward on a rising economic tide with new medical schools, projects to secure our water supply, the state's largest infrastructure project ever in Project NEON along Interstate 15, the state's first professional sports team, and Resorts World along the Strip," Peterson said.

In a reception prior to the event, local businesses showcased their products, highlighting some of the innovative technologies shaping the New Nevada. Among the featured items in the showcase were a 3D printed car from Local Motors, a re-configurable robotic arm by Haddington Dynamics, a data collection drone from Unmanned Systems Inc., and numerous student-led projects from Clark County School District's Career and Technical Academies.



# BECOMING AN ENGINE OF COMMUNITY DEVELOPMENT

## Strategic Imperative IV

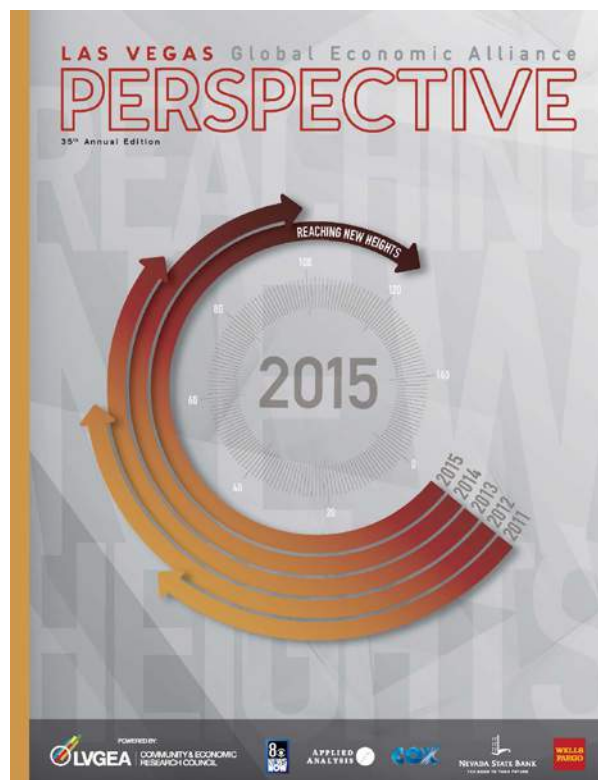
### PERSPECTIVE LAUNCH SUMMARY

This year, LVGEA helped lead the recreation and rebranding of the Las Vegas Perspective, the annual publication widely used throughout Southern Nevada as a data reference guide.

The organization has also formed the LVGEA Community and Economic Research Council to sponsor and expand community research via Las Vegas Perspective. Through expanded partnerships, the council includes Applied Analysis, 8 News NOW, Wells Fargo, Nevada State Bank, and Cox Communications.

Through a redesigned research book, quarterly newsletter, and economic update and analysis event, the new Perspective is focused on providing the highest quality community and economic development content to be used as a reliable reference on economic development in Southern Nevada. Perspective reaches a diverse group of residents and companies ranging from small business entrepreneurs to some of the largest companies in Nevada.

In 2015—for its 35th year—the May 19 event welcomed hundreds of people to the Four Seasons hotel for the book launch event, which featured a panel of speakers who helped deliver a mid-year economic update.



### NV COE PARTNERSHIP SUMMARY

In 2015, LVGEA significantly bolstered its efforts to enhance the Nevada Water Center of Excellence. Building on prior experience with the COE, the LVGEA worked with the COE and its partners at the Governor's Office of Economic Development (GOED) and the Desert Research Institute to amplify and publicize the center's activities and accomplishments.

As a region, the southwest United States is the country's most arid. While presenting challenges, that status also affords the region significant opportunities to develop expertise in water industry technologies to grow its economy. In helping the COE tell its story and shepherd business clients into the market, the LVGEA actively prioritized efforts in the innovation economy around efforts to help secure our water future for decades to come.



# MOVING INTO A NEW HOME

This year, the Las Vegas Global Economic Alliance relocated to a new home for regional economic development in Marnell Corporate Center, one of the premier office parks in Las Vegas.

The build-to-suit floor plan in the Marnell Corporate Center 5 building will eventually become not only an office, but a showroom accentuating the region's attractiveness for visiting economic development clients. The LVGEA will occupy 8,400 square feet on the third floor of the building at 6720 Via Austi Parkway, where the iconic building will be branded with the logo and name of the LVGEA.

The Marnell Corporate Center consists of nearly 400,000 square feet of Class A office space master planned and developed by Marnell Properties.





# LOOKING AHEAD



In many respects, 2015 was a banner year for economic development in Southern Nevada. Together, we championed historic enhancements to Nevada's education system in order to bolster the workforce of tomorrow. We built relationships with our regional partners to help facilitate 34 business relocations and expansions, which will add approximately 3,400 more jobs in the community. And thanks to the tireless efforts of our team, the LVGEA now has the largest C-level business board in Southern Nevada. Despite our progress, we still strive to accomplish more in the coming year. Building on the momentum of 2015 we must redouble our efforts in order to further enhance Nevada's global competitiveness in the 21st century economy.

During the past year our organization has made tremendous strides, transitioning from startup power to staying power. In 2015, I had the privilege of being named the new CEO and we secured new long-term office space for our team to grow. We believe that these moves will allow us to set our eyes towards a bigger goal: to become one of the most productive and influential economic development organizations in the Southwestern U.S.

Our ambitious goal will only be realized by the LVGEA moving forward united in vision and purpose to help our residents thrive in a growing regional economy. In order to succeed, we are asking for your leadership, your engagement, and continued support. Together, with your help, we can, and we will build a stronger Southern Nevada for generations to come.

On behalf of our board of directors and the entire LVGEA team, thank you.

**Jonas Peterson**  
President & Chief Executive Officer

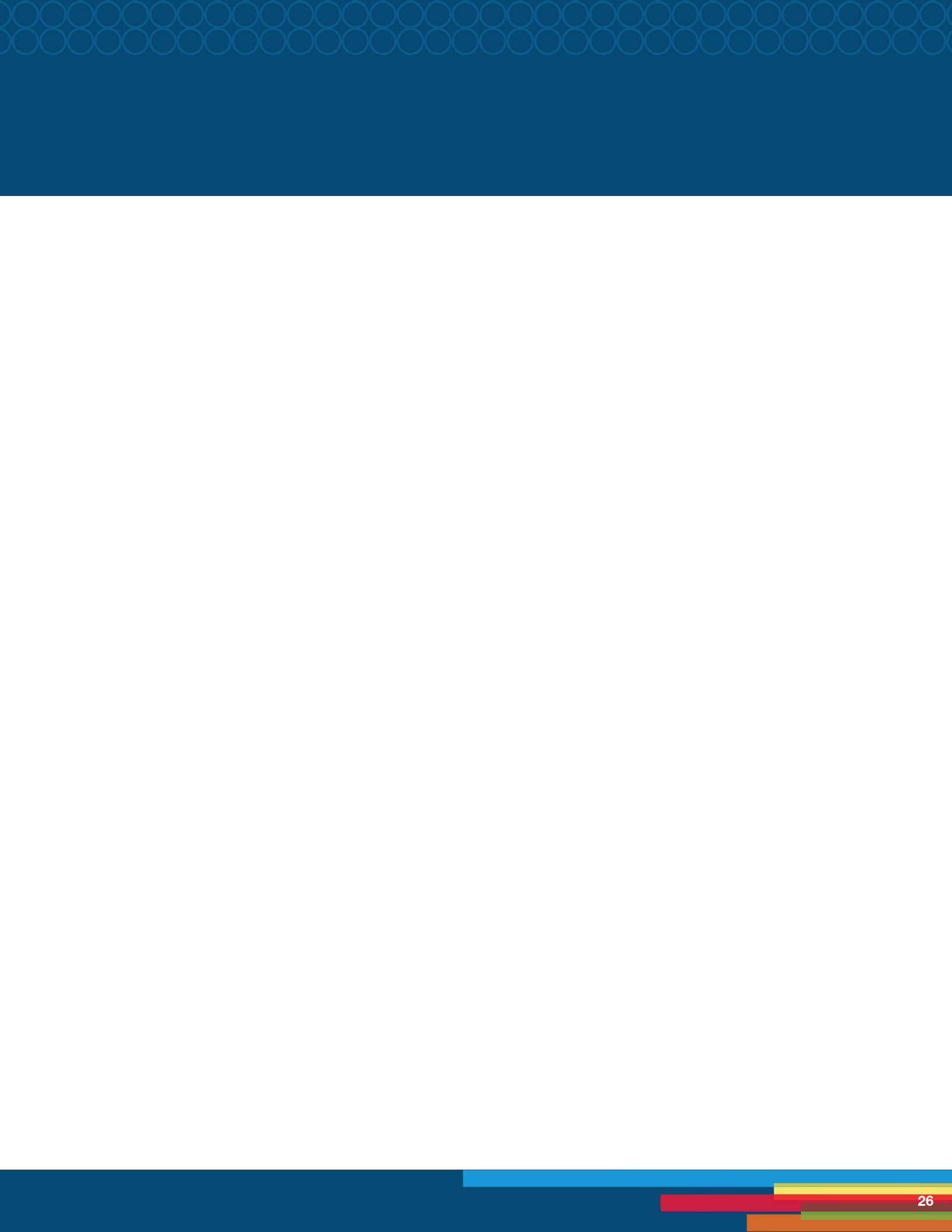


# THANK YOU

---

We would like to thank the people and businesses of Southern Nevada for their continued support of the LVGEA to create jobs, diversify the economy, and position our region for growth in the global economy. The success of this organization would be impossible without you. Thank you, Southern Nevadans, for all the support you have shown. Here's to a bright year ahead and an even brighter future in Southern Nevada.







**Las Vegas Global Economic Alliance • [LVGEA.org](http://LVGEA.org)**

6720 Via Austi Parkway, Suite #330 • Las Vegas, NV 89119  
O: 702.791.0000

For more information regarding investor services, please contact

Terrence Thornton, Director, Investor Services & Development  
at 702.791.0016 or [terrencet@lvgea.org](mailto:terrencet@lvgea.org).