

2016

ANNUAL REPORT



LAS VEGAS
GLOBAL ECONOMIC ALLIANCE





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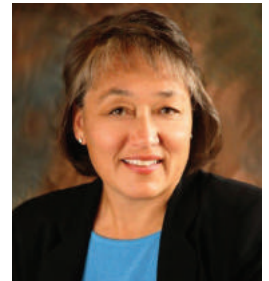
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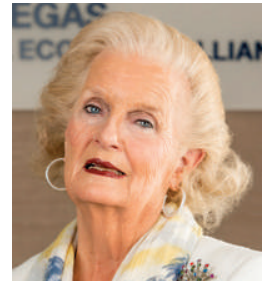
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INVESTOR SERVICES AND
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SPECIAL PROJECTS
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Veronica Turner
ADMINISTRATIVE
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Gayle Anderson
PROTOCOL OFFICER



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Vice Chairman,
Toyota Financial Savings Bank



John S. Delikanakis
Incoming 2017 Chairman, LVGEA
Partner, Snell & Wilmer L.L.P

A Letter from the Chairmen

Southern Nevada is again on the rise. Thanks to the business, political, and community leaders who supported LVGEA's mission to grow and diversify the Southern Nevada economy, 2016 proved to be a record-setting year for economic development.

Unemployment in Southern Nevada is at its lowest level since 2007. We have one of the fastest growing job markets in the nation, and our population continues to grow. All are positive signs that Southern Nevada's economy will continue to flourish and expand.

LVGEA's strategy in 2016 has been to encourage community development and connectivity while aggressively and strategically recruit new industries while helping existing businesses to expand. We are proud to say that this strategy is working.

In 2016, the LVGEA worked with its members, community leaders, and various political partners such as the Governor's Office for Economic Development to attract 7,260 jobs to Southern Nevada. These jobs were created by dynamic companies like Amazon, the Honest Company, Hyperloop One, Sutherland Global, and Faraday Future. They are projected to have a \$6 billion economic impact in our region over the next year. Companies that could do business anywhere in the world selected Southern Nevada and confirmed globally that Nevada is an excellent place to do business and an excellent place to live.

In furtherance of that strategy, the LVGEA led the Southern Nevada business community in efforts to reform Nevada's and Clark County's educational system to create the competent workforce that businesses demand and that families moving to Southern Nevada deserve. LVGEA also partnered with various Southern Nevada chambers of commerce to create a Council of Chambers. Its purpose is to foster unanimity of mission among the chambers in conjunction with the LVGEA, and when possible, to speak with one voice as to economic development, particularly in the upcoming legislative session.

We are also pleased to report that the LVGEA continued to grow its board of directors to 46 members. The LVGEA has one of largest C-level business board in the southwestern United States, representing an incredible wealth of business and community knowledge dedicated to expanding and diversifying our economy. We believe that 2016 has been a successful year. We believe that we can all build on that success in the coming year to expand and diversify Southern Nevada's economy even more. We hope you will take a few minutes to read this report and learn of the many ways the LVGEA is effecting positive change in Southern Nevada and what it hopes to accomplish in 2017.



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 **7,260 jobs over 12 months**, which will have a **\$6 billion** economic impact over the next year.

The LVGEA 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. Economic Development
2. Global Competitiveness
3. Marketing & Communications
4. Operational Excellence

In the following pages, you'll see how the LVGEA's mission and strategic plan drove everything it did in 2016.

Key Performance Metrics

The Las Vegas Global Economic Alliance publishes an Action Plan that informs all activities of the organization. The LVGEA measures its progress on achieving its mission and the strategic imperatives listed in its Action 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	Year End Performance
I - Lead, Facilitate & Steward Regional Economic Development	Total Businesses Attracted or Expanded	24	38	30
	Businesses Attracted	19	25	17
	> Businesses Attracted (Direct)	18	20	16
	> Businesses Attracted (Indirect)	1	5	1
	Total Jobs Attracted or Expanded	5500	6750	7260
	Jobs Attracted	5300	6250	5554
	> Jobs Attracted (Direct)	1300	1700	5483
	> Jobs Attracted (Indirect)	10	30	40
	Businesses Expanded	5	13	13
	> Jobs Expanded	300	500	1692
	Retention / Expansion Outreach (Survey + In-Person)	96	120	1692
	Retention / Expansion Outreach (Online)	2000	2500	2517
	Client Inquiries	100	130	170
	Client Site Visits	50	70	71
	Capital Investment	\$150,000,000	\$200,000,000	\$1,649,574,021
	1-year Fiscal Impact	\$9,000,000	\$12,000,000	\$122,220,835
	1-year Economic Impact (Direct + In-kind)	\$700,000,000	\$900,000,000	\$6,017,067,901
II - Elevate Southern Nevada's Position As A Global Business Location	Global Relocations	1	2	1
	Corporate HQ Relocations	3	6	1
	Convention + Tradeshow Participation	5	15	1
	Research and/or Community Policy Reports Generated (YTD)	1	2	1
	Investment in Grow - LV (YTD- cumulative)	\$0	\$25,000	\$58,925
III - Deliver Impactful Marketing & Communications	Social Media Engagement Index	4.32	5	5.4
	Press Hits in Southern Nevada (YTD)	45	65	106
	Press Hits outside Southern Nevada (YTD)	4	6	72
	Web Traffic (Monthly Average Hits)	4,000	6,000	8,930
	Contacts in CRM database	2500	5000	5,193
IV - Maintain Operational Excellence	Revenue (Cash + In-kind)	\$3,800,000	\$4,000,000	\$4,015,495
	Number of Major Investors (\$25 K+) (YTD)	40	50	47

2016 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**:

01

The LVGEA worked with regional partners to help facilitate 32 business expansions and relocations, which are projected to create 7,260 new jobs in the community.

02

The LVGEA's Board of Directors unanimously approved the organization's first-ever Public Policy Guiding Principles as a reference for federal, state, and local policy makers on what matters most to economic development in Southern Nevada.

03

The LVGEA has the largest C-level business board in Southern Nevada, now with 46 members. It continues to make strides as part of its "Drive to 50" campaign, an initiative to bring together 50 of the region's most influential public, private, and educational leaders to serve on its board of directors.

04

The LVGEA released an updated two-year Action Plan that will guide the organization's efforts to strengthen and diversify Southern Nevada through 2017.

05

The LVGEA launched a Research Center designed to help business and community leaders make informed decisions about the Southern Nevada economy.

06

In the fall, the LVGEA launched a comprehensive Data Portal with advanced regional mapping tools and thousands of economic indicators and data points updated in real-time.

07

In partnership with the Perspective Council, the LVGEA launched two new quarterly newsletters—Perspective Update and Connection Points—that provide enhanced market research, analysis, and community polling.

08

The LVGEA reached agreements with UNLV's Small Business Development Center and Nevada Industry Excellence in order to deliver coordinated business development services. Through the new partnership, both entities will utilize office space at LVGEA to meet with prospective clients.

09

Along with the Governor's Office of Economic Development and WaterStart, LVGEA participated in trade missions to Australia and Singapore in order to strengthen ties with private industry leaders interested in pursuing business opportunities in Southern Nevada.

10

The LVGEA continued to advance its community development efforts around education, partnering with the Metro Chamber of Commerce and many others to launch the B.E. Engaged conference in support of education and worked with Nevada Succeeds to form a coalition of business leaders to develop specific policies that will lead to greater success for students.

Strategic Imperative 1: Lead, Facilitate & Steward Regional Economic Development

KEY ECONOMIC DEVELOPMENT PARTNERS

GOED

In 2011, Governor Brian Sandoval and legislative leaders changed the way that economic development was done in the state of Nevada by passing Assembly Bill 449. The legislation dissolved Nevada's old economic development structures and created an all new Governor's Office of Economic Development (GOED). Today's GOED works with the LVGEA to facilitate economic development incentives, fund economic development activities, and recruit new companies to the region.



EDAG

In 2012, 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 LVGEA 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 Department of Employment, Training and Rehabilitation
- City of North Las Vegas
- NV Energy
- Southwest Gas Corporation
- University of Nevada, Las Vegas
- Workforce CONNECTIONS

COUNCIL OF CHAMBERS

The LVGEA partners with numerous organizations to foster and facilitate economic growth and vitality in Southern Nevada. As an extension of those efforts, the LVGEA convenes a Council of Chambers in order to help increase collaboration and build consensus around high-level priorities affecting the business community in the region.



The LVGEA would like to thank the following members of the Council of Chambers:

- Asian Chamber of Commerce
- Boulder City Chamber of Commerce
- Henderson Chamber of Commerce
- Latin Chamber of Commerce
- Las Vegas Metro Chamber of Commerce
- Laughlin Chamber of Commerce
- Mesquite Chamber of Commerce
- Urban Chamber of Commerce

BizCONNECT

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. 2016 was another great year to witness the impact that the BizCONNECT program is having on the community, with more than 120 one-to-one visits over the course of the year.

The success of BizCONNECT is directly related to our partners in the community, specifically the Governor's Office of Economic Development; the cities of Las Vegas, North Las Vegas, Henderson, Mesquite, and Boulder City; Laughlin Township; and Clark County. Additional partnerships that made our 2016 outreach successful include Nevada Industry Excellence, Nevada Small Business Development Center, Henderson Chamber of Commerce, Nevada's Office of Business and Industry, NVEnergy, and Nevada's Department of Employment, Training and Rehabilitation.



FUTUREADY

The LVGEA and the Clark County School District (CCSD) co-founded FutuReady to recognize national award-winning Career and Technical Academies (CTA) and Magnet high schools that are producing career-ready graduates. By engaging local industry leaders, the end goal is to establish workforce pipelines for local companies to address ongoing skill gaps. These pipelines will also serve as a recruitment tool for relocating businesses to Southern Nevada seeking similar talent.



Five tours in 2016 at various CTAs continued to forge a successful path of industry engagement with CCSD. Below are three successful partnerships that were highlighted through these efforts.

Clearwater Paper in North Las Vegas partnered with Southeast Career and Technical Academy (SECTA) to provide teacher internships over the summer, to empower SECTA's new FANUC Robotics Lab currently under development. Student internships are now being explored as SECTA brings FANUC robotics online in 2017. Creech Air Force Base partnered with Rancho High School, providing student tours of military unmanned aerial systems being operated globally. MGM Resorts International partnered with Northwest Career and Technical Academy (NWCTA), providing food and beverage expertise to their culinary programs in the form of classroom mentoring and end of the school year capstone judging.

For the 2016-2017 FutuReady tour schedule, three additional tours have also been planned specifically for students to experience and engage first-hand with local industry. In October, 50 students from Southwest Career and Technical Academy toured Young Electric Sign Company, and 40 students from East Career and Technical Academy toured Martin-Harris Construction's Corporate Office and the Amazon Distribution Center job site. In February 2017, 50 NWCTA students will tour the back-of-house culinary operations at MGM's Aria Resort & Casino.

The FutuReady business engagement model is currently being explored with other higher educational partners in the region. Stay tuned in 2017 as FutuReady evolves to highlight even more programs and students that align with local industry needs. To learn more about FutuReady, RSVP for upcoming events, or get involved, go to www.futurereadytours.com

NEW PARTNERSHIPS

SMALL BUSINESS DEVELOPMENT CENTER

The LVGEA and UNLV's Small Business Development Center (SBDC) signed a memorandum of understanding in April, in order to enhance efforts directed at small business development and entrepreneurs. Through the agreement, the SBDC will provide guidance to private-sector leaders interested in developing their businesses in the area. In return, the LVGEA will provide office and conference room space to UNLV's SBDC to meet with prospective clients. The LVGEA will also provide the SBDC with information and networking assistance that will support them in helping their clients.



NEVADA INDUSTRY EXCELLENCE

In May, the LVGEA and Nevada Industry Excellence reached an agreement to deliver coordinated business development services in Southern Nevada. As part of the agreement, Nevada Industry Excellence will utilize office space at the LVGEA's location at Marnell Corporate Center. Partnerships like these continue to strengthen the alliance dedicated to economic and community development in the region.

IN-REGION AND SITE SELECTOR RECRUITMENT FAMILIARIZATION TOURS

The LVGEA partners with community leaders to showcase their area's assets, weaknesses, and needs in an effort to better understand these areas so that we can support them as best as possible. With this in mind, the LVGEA hosts **in-region familiarization tours**, giving Southern Nevada economic development partners the opportunity to tour each municipality, including unincorporated Clark County. One tour is hosted each quarter, with Mesquite and Laughlin being highlighted in 2016. In-region familiarization tours in 2017 will be in Henderson, Boulder City, City of Las Vegas, and City of North Las Vegas.

Site selector familiarization tours are also hosted by the LVGEA to get an in-depth perspective of Southern Nevada's assets, strengths, and opportunities relevant to business and quality of life. In 2016, this three-day event gave local participants the chance to meet with seven national site selectors who were in attendance, including Ernst and Young and C.B. Richard Ellis. Local participants of the site selector familiarization tour were UNLV, Nevada State College, College of Southern Nevada, Nevada College Collaborative, Caesar's Entertainment, NV Energy, GOED, EDAG, Eastridge, Manpower, and Martin-Harris Construction.



OUT-OF-MARKET LEAD GENERATION/RECRUITMENT TRIPS

In 2016, the LVGEA's Business Development Team executed five Lead Generation missions in locations including San Diego, Los Angeles, San Francisco, and Australia. The LVGEA met with more than 25 companies from various industry sectors, such as information technology, alternative energy, manufacturing, and healthcare. In 2017, the LVGEA expects to increase these efforts and diversify the targeted locations.

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:

120 local

BUSINESS RETENTION AND
EXPANSION MEETINGS

\$1.65 billion

CAPITAL INVESTED

\$6 billion

1 YEAR ECONOMIC
IMPACT

32 new

AND EXPANDED
COMPANIES

\$122 million

IN LOCAL AND STATE TAX
REVENUE IN THE PAST YEAR

7,260 Jobs

ECONOMIC DEVELOPMENT COMPANIES LIST

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 dedicates 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 2016, the LVGEA assisted 32 companies, which are projected to create 7,260 jobs in our region. These companies are:

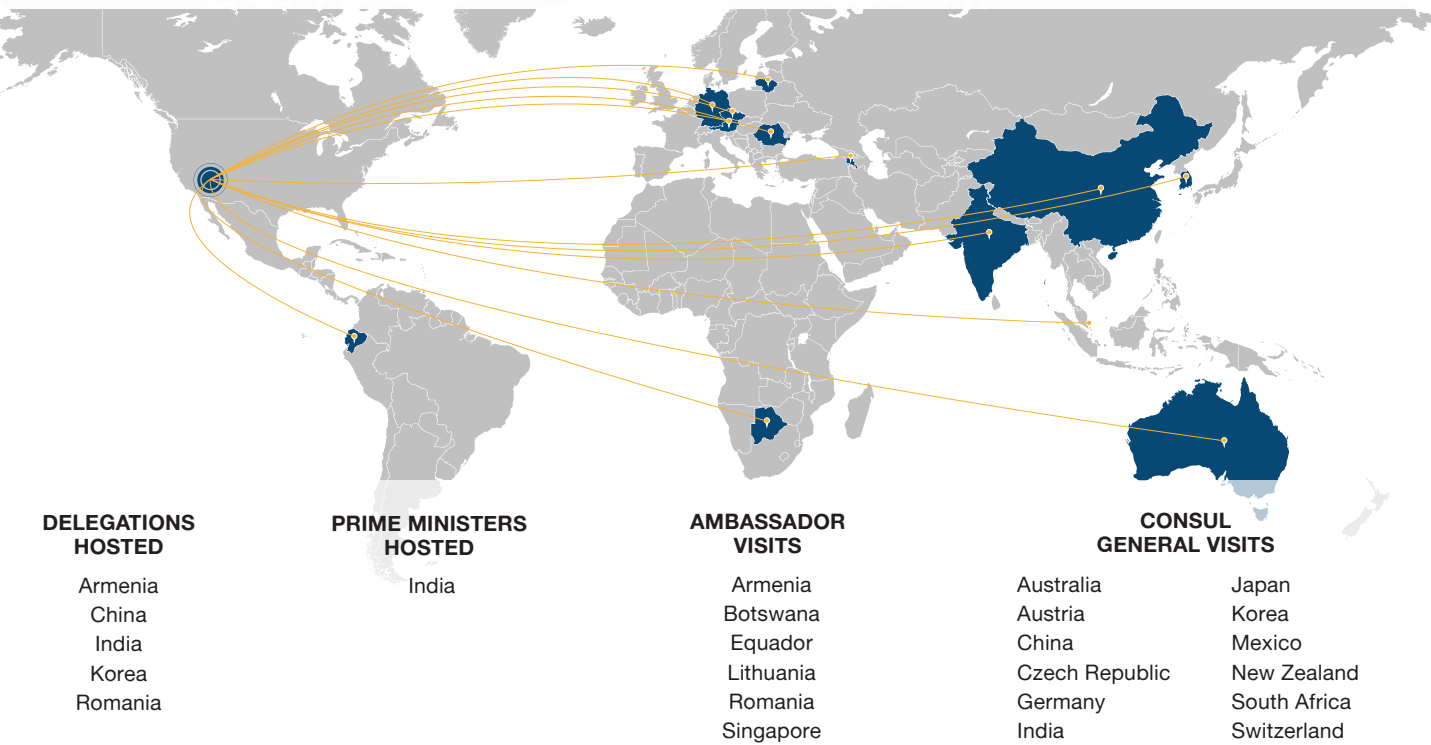
- AeroTargets
- Alliance Workforce Solutions
- Amazon
- Arroweye
- Bresmed
- Carelian Caviar
- Clearwater
- Core-Mark International
- Cultiva
- Erickson Intl.
- Fanatics
- Faraday Future
- Frontier Armory
- Grand Canyon Air
- The Honest Company
- Hyperloop One
- Hyve Works, LLC
- MBD Wheel and Brake Repair & Services LLC
- Ntootive Digital LLC
- Pacific Dental
- Papillion
- Plasticard Locktech International
- Revenue Media Group
- Southern Enterprises
- Shelby
- Site1
- Sutherland Global Services
- Tectonics
- TH Foods
- Turano Bread
- Via West
- Western Group Packaging

Strategic Imperative 2:

Elevate Southern Nevada’s Position as a Global Business Location

INTERNATIONAL DELEGATION VISITS

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.



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.

TRADE MISSION TO AUSTRALIA

Led by Governor Brian Sandoval, Southern Nevada economic development representatives traveled to Australia in August as part of a Nevada Trade Delegation. Along with GOED, the LVGEA joined other participants from the City of Las Vegas. With stops in Melbourne, Sydney, and Brisbane, the LVGEA met with Australian private industry leaders interested in pursuing or strengthening business ties in Southern Nevada, focusing on the areas of water technology commercialization, research and education, mining, tourism and gaming, and unmanned vehicle technology.

WATERSTART

WaterStart, formerly the Nevada Water Center of Excellence, is a cluster of global leaders in the implementation of water innovation. Building on prior experience with the company, the LVGEA has worked with WaterStart and its partners at GOED and the Desert Research Institute to amplify and publicize its activities and accomplishments. This year, the LVGEA accompanied WaterStart to Singapore and conducted business development meetings in an effort to attract innovative water technologies. In helping WaterStart tell its story and shepherd business clients into the market, the LVGEA actively prioritized efforts in the innovation economy to help secure our water future for decades to come.

RESEARCH CENTER

In 2016, the LVGEA launched a Research Center designed to help business and community leaders make informed decisions about the Southern Nevada economy. The Research Center has led to the creation of a Data Portal, as well as the launch of studies that have been conducted in order to gain better insights into economic development in the region.



DATA PORTAL

Because the LVGEA and all businesses are data driven, a Data Portal with advanced regional mapping tools and thousands of economic indicators and data points updated in real-time was designed to provide information about Southern Nevada's vibrant economy and its diverse population base. The Data Portal is a gateway that provides visualizations of how the region is trending, where businesses are located, and comparisons of this market to others around the United States.



CEDS UPDATE

The Comprehensive Economic Development Strategy (CEDS) serves as a blueprint for regional planning in Southern Nevada. As required by the U.S. Economic Development Administration, the CEDS integrates local planning efforts through a robust process by enhancing cooperation among our partners on a regional level. The CEDS document is updated each year and can be found via lvgea.org.

FUTURE FORECAST EVENT

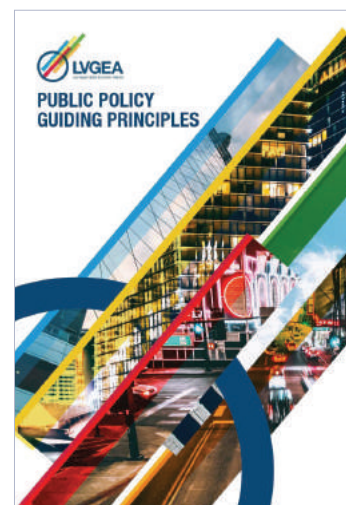
The LVGEA also launched a study by John Restrepo and RCG Economics on the topic of land development in Southern Nevada. The event, Future Forecast: Industrial Development, featured a presentation of the report by Restrepo, as well as a panel of development experts from the Southwestern United States.



PUBLISH AND IMPLEMENT LEGISLATIVE STRATEGY

In 2016, the LVGEA established a set of public policy guiding principles for the first time in its 60-year history. The policy principles are a reference for policy makers on what matters most to economic development in Southern Nevada. By working together on these core issues, we can create more high-value jobs and stronger communities.

The principles include advanced economic development programs and services, enhanced education and workforce, competitive tax and regulatory environments, efficient and reliable infrastructure, and international opportunities.



Strategic Imperative 3: Deliver Impactful Marketing & Communications

LAUNCH OF CONNECTION POINTS & PERSPECTIVE UPDATE NEWSLETTERS

The LVGEA launched two quarterly newsletters that provide enhanced market research, analysis, and community polling.

CONNECTION POINTS

Connection Points allows community members and partners to take an active role in the future of Southern Nevada by staying up-to-date with economic development news in the region. The newsletter includes updates on the latest LVGEA news and media mentions, as well as information of how partners can get involved with the organization.



PERSPECTIVE UPDATE

The LVGEA believes economic development is a team sport that benefits greatly from informed opinion, research, and community polling. With this in mind, the PERSPECTIVE Update e-newsletter highlights a significant theme—from education to infrastructure to economic competitiveness—each edition.



WATERSTART REBRAND & NATIONAL MEDIA ATTENTION

This year, the LVGEA significantly bolstered its efforts by providing marketing and communications services for WaterStart (formerly the Nevada Water Center of Excellence), as it rebranded and unveiled a new website. The new www.waterstart.com highlights the company's approach, including identifying the technology needs of its partners, business recruitment and workforce development.

WaterStart's repositioning comes at a time when water resource management and sustainability will be vital to maintaining quality of life and economic development in communities around the world. With world-renowned experts at the helm, WaterStart is poised to become a leading source for water research, innovation, and commercialization. WaterStart received national media attention, as it has been featured in publications like Forbes, POLITICO Magazine, CCTV, and NPR – On Point Magazine, for its work in making Nevada a channel for innovation by leveraging the state's leadership and expertise in water.



The logo for POLITICO, featuring the word "POLITICO" in a bold, red, sans-serif font.

The logo for CCTV America, featuring the text "CCTV" in a bold, black, sans-serif font above the word "AMERICA" in a smaller, black, sans-serif font.

The logo for On Point with Tom Ashbrook, featuring the text "ON POINT" in a bold, white, sans-serif font inside a red and black rectangular box, with "WITH TOM ASHBROOK" in a smaller, red, sans-serif font below it.

The logo for Forbes, featuring the word "Forbes" in a large, blue, serif font.

EVENTS & DISCUSSIONS



2016 STATE OF ECONOMIC DEVELOPMENT

The LVGEA held its second-annual State of Economic Development event in January. The event featured Steve Hill, Executive Director of GOED; Jonas Peterson, CEO and President of the LVGEA; and a municipality round table discussion. Hill and Peterson shared economic development insights and outlooks for the region, and updates were given from the seven county and municipality economic development representatives.



B.E. ENGAGED SUMMIT

Along with the Las Vegas Metro Chamber, the LVGEA co-hosted the Business + Education (BE) Engaged Conference, where Southern Nevada's leading business organizations came together to commit time, talent, and resources in order to accelerate student achievement. The program highlighted four areas of need that are tied to student success in the classroom: 1) literacy; 2) poverty; 3) workforce development; and 4) human capital.



WHAT'S NEXT NEVADA?

What's Next Nevada is a broad-based effort linking Nevada's education, business, political, and nonprofit communities, all working together as parents, business operators, and dedicated citizens. In May, recommendations of the coalition were unveiled and outlined further actions that need to be taken in order to strengthen our schools.



PERSPECTIVE EVENT

The Las Vegas PERSPECTIVE, powered by the LVGEA Perspective Council, is Southern Nevada's premier source of community and economic development data, analysis, and forecasting. The 2016 Perspective breakfast event was held in June and provided insights on data, analysis, and forecasting of economic development in Southern Nevada. Two panels were featured, highlighting growth through gaming, as well as economic forecasting.



2016 ANNUAL DINNER RECAP: DEVELOPOSSIBLE

With 2016 marking 60 years of the organization, businesses came together during the LVGEA's fourth-annual dinner—themed “DEVELOPOSSIBLE”—to celebrate the region's successes. The event provided a networking opportunity for the Las Vegas business community and featured an evening of entertainment, as well as insight from LVGEA CEO and President Jonas Peterson. Keynote speaker and businessman Gabe Klein provided an inspirational inside look at how to break down the barriers between the public and private sectors in pursuit of a greater city and citizenry.



CONNECTION POINTS BREAKFAST: OUR TURN - MOVING NEVADA'S INFRASTRUCTURE FORWARD

Infrastructure is crucial to the future of Southern Nevada, and to emphasize this, the LVGEA held a Connection Points breakfast that featured a discussion about how the region can increase connectivity and mobility in order to improve the economy.

BOARD RESOLUTIONS

In 2016, the LVGEA Board of Directors approved resolutions on various issues.

In March, the board defended the commerce tax and announced its opposition to ballot initiatives designed to repeal portions of the broad-based business tax funding for K-12 education, stating that any ballot initiatives that defund education would have negative impacts on education programs that are now ensuring students have full-day kindergarten, career and technical education, classroom technology, and other important services.

The board also supported the extension of Fuel Revenue Indexing in May. From an economic development standpoint, supporting critical infrastructure needs is imperative in the LVGEA's mission to grow the economy of Southern Nevada. Supporting the 10-year extension of the current program ensures that the Regional Transportation Commission gets the support they need to continue improve transportation systems and infrastructure, so that the entire community will be positively impacted for generations.

Lastly, in December, the board passed a resolution in support of the Clark County School District's reorganization process and the role of the Community Implementation Council in implementing the reorganization framework as outlined in Assembly Bill 394 and regulations adopted by the State Board of Education.

SPECIAL LEGISLATIVE SESSION IN SUPPORT OF STADIUM AND CONVENTION CENTER EXPANSION

In regards to the proposed stadium and convention center expansion projects as recommended by the Southern Nevada Tourism Infrastructure Committee (SNTIC), the LVGEA applauded the members of the SNTIC for unanimously approving plans to fund the expansion of our convention center facilities and build a new stadium in Southern Nevada. With tourism, convention, and hospitality industries being the foundation of our economy, these new world-class amenities together have the potential to diversify the tourism sector, deliver more than \$1 billion of annual economic impact, and position Southern Nevada as a global leader for decades to come.



STRATEGIC IMPERATIVE 4: MAINTAIN OPERATIONAL EXCELLENCE

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.

LVGEA 2016 REVENUES AND EXPENSES

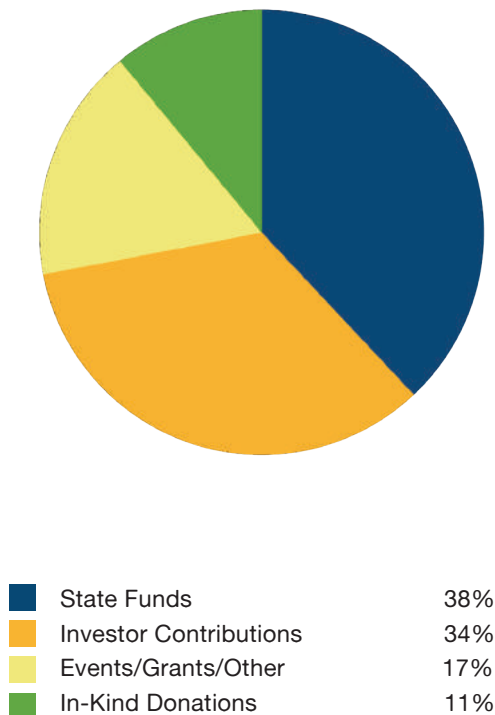
FINANCIALS

The LVGEA is a public-private partnership and a 501(c)6 membership organization. The organization is funded through private and public investments, grants, and donations. The LVGEA holds itself accountable to the Southern Nevada community through a commitment to transparency.

As displayed in the revenue and expenditure chart below, the LVGEA had a 2016 balanced budget of \$4.02 million.

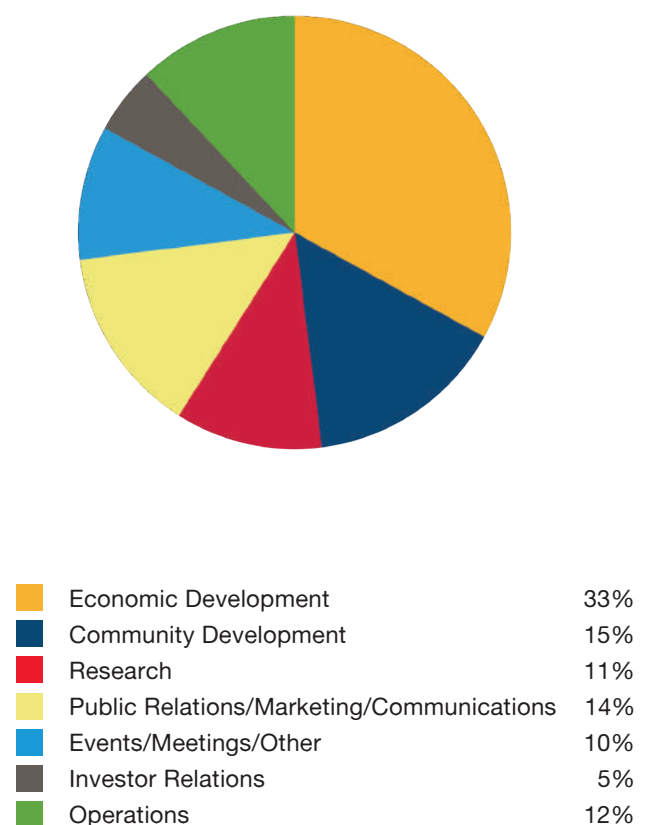
YEAR-END TOTAL REVENUE

January 1 - December 31, 2016



YEAR-END ACTUAL EXPENSES

January 1 - December 31, 2016





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.

The LVGEA is encouraged by the businesses that have invested and made the commitment to prioritize regional economic development in Southern Nevada in 2016. Investment in the 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?

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“NV Energy is committed to providing reliable and sustainable energy solutions at competitive prices. This is the best way for us to help the LVGEA to foster growth and provide healthy economic diversification for our communities.”

**Mary Simmons,
Vice President of Business
Development and
Community Strategy,
NV Energy**

”

“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 to Southern Nevada.”

Kirk V. Clausen, Nevada Region President, Wells Fargo

”

“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, City of Las Vegas Economic and
Urban Development Department**

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“I had the honor of serving as an emcee for the LVGEA’s 60th anniversary gala in 2016, and what we learned was that Southern Nevada is DEVELOPOSSIBLE. Today, DEVELOPOSSIBLE is an ongoing reality as our region becomes home to ever more advanced and diverse businesses. At Cox Communications, we are extremely pleased to provide the important technologies to business and residential customers that are the foundation of continuing economic growth and expansion in Southern Nevada.”

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

”

“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**

”

“Green Valley Grocery is proud to work with the Las Vegas Global Economic Alliance and our regional partners to improve and diversify the business and commerce culture within Southern Nevada.”

**Richard T. Crawford, President & Founder,
Green Valley Grocery**

PINNACLE INVESTOR



PRESIDENTIAL INVESTOR



MARNELL PROPERTIES



CHAMPION INVESTOR



LEADERSHIP INVESTOR



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TRUSTEE'S COUNCIL

- Advanstaff HR
- Cirque du Soleil
- Coldwell Banker Premier Realty
- DiBella Flower's & Gifts
- Four Season's Hotel Las Vegas
- Greater Las Vegas Association of Realtors
- Highway Radio
- Holland & Hart LLP
- Lotus Broadcasting
- MGM Resorts International
- Nevada Public Radio
- R&O Construction
- Sempra US Gas & Energy
- Sunrise Hospital and Medical Center and Sunrise Children's Hospital
- Vegas PBS

INVESTOR

- Ace World Wide Elite Relocation Services
- AirGo USA, LLC
- Airport Concessionsaires LLC
- Anexeon, LLC
- Branch Benefits Consultants
- Brownstein Hyatt Farber Schreck LLP.
- Burke Construction Group
- CBRE, Inc.
- City National Bank
- East West Bank
- Everest College
- Fair, Anderson & Langerman
- Gardner Company
- Klai Juba Wald Architects
- Konami Gaming, Inc.
- Las Vegas Convention & Visitors Authority
- Las Vegas Metro Chamber of Commerce
- Link Technologies
- Meadows Bank
- Newmark Grubb Knight Frank
- Olin Chlor Alkali Products
- One Nevada Credit Union
- RSM US LLP
- SolarCity
- Southern Nevada Home Builders Association
- State Farm Insurance Companies
- TH Foods, Inc.
- The Geary Company
- ViaWest
- Zappos.com, Inc.

Looking Ahead



Jonas Peterson

President & Chief Executive Officer

2016 was another big step for the LVGEA in its goal to become one of the most productive and influential economic development organizations in the Southwestern United States.

We attracted thousands of new jobs to Southern Nevada and helped businesses grow, creating a more stable and regionally connected economy.

We also celebrated the 60th year of our organization dating back to its beginnings with a group of dedicated individuals that saw the long-term potential in a small desert town called Las Vegas. And while we have made tremendous progress since that time, our mission to diversify and improve the economy of Southern Nevada has remained at the core of what we do.

The past 12 months have been another exceptional year for economic development in Southern Nevada. We continued our efforts to build relationships with our regional partners in order to help facilitate 32 business relocations and expansions, which are expected to add approximately 7,260 more jobs in the community. The LVGEA's Board of Directors has grown to 46 and is playing a vital role in business issues that are affecting our region's economy.

2016 was also a year of many firsts. The LVGEA launched a new Research Center to provide clients with the market information they need and to help our region find solutions to community development issues. Our board of directors unanimously approved the organization's first-ever Public Policy Guiding Principles as a reference for policy makers on what matters most to economic development. We also reached agreements with UNLV's Small Business Development Center and Nevada Industry Excellence to deliver coordinated services in order to enhance our efforts directed at small business development and entrepreneurs.

It is time for LVGEA to take another leap forward in 2017. To do that, we will launch a series of new initiatives to further strengthen our economic development work, provide meaningful workforce tools, and elevate conversations around economic development, our future workforce and transportation in the next legislative session.

With your support, we will continue to grow our alliance so that all of Nevada will prosper today and in the long-run. 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.

60th Anniversary

For 60 years, the LVGEA has worked to diversify and improve the economy of Southern Nevada. In 2016, the organization celebrated this milestone as it reflected on how far it has come and what it has to look forward to in the future.



