

2017 ANNUAL REPORT





“MUCH LIKE THE
COMMUNITY WE SERVE,
THE LAS VEGAS GLOBAL
ECONOMIC ALLIANCE IS ON
THE RISE.” -JONAS PETERSON, CEO





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2018 OFFICERS & EXECUTIVE COMMITTEE

In 2017, the LVGEA completed its two-year long “Drive to 50” campaign. Known as the LVGEA 50, the organization’s Board of Directors continues to be the largest business board of its kind in the state. This group consists of the region’s top public, private, business and community leaders charged with expanding and diversifying the regional economy.

OFFICERS



John S. Delikanakis

CHAIRMAN

Partner, Snell & Wilmer LLP



Derrick R. Hill

VICE-CHAIRMAN/SECRETARY

Vice President - COX Business/ Hospitality
Network, COX Communications



Rick Crawford

TREASURER

Chairman/ Founder, Green Valley Grocery

EXECUTIVE COMMITTEE



Ray Specht

VICE CHAIRMAN

Toyota Financial Savings Bank



Betsy Fretwell

**SENIOR VICE PRESIDENT OF
SWITCH CITIES**

Switch



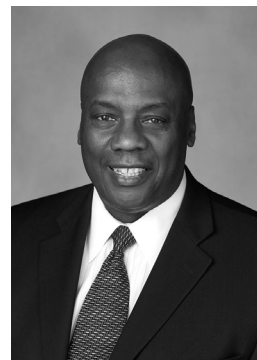
Jason Bruckman

REGIONAL VICE PRESIDENT
Eastridge Workforce Solutions



Glenn Christenson

MANAGING DIRECTOR
Veland Investments



Frank R. Woodbeck

**VICE CHANCELLOR FOR
WORKFORCE DEVELOPMENT**
Nevada College Collaborative for
Nevada System of Higher Education

LVGEA 50



Scott Adams
CITY MANAGER
City of Las Vegas



John Bailey
MANAGING PARTNER
Bailey Kennedy, LLP



Shelley Berkley
CEO & SENIOR PROVOST
Touro University Western
Division



Jan Jones Blackhurst
EXECUTIVE VICE PRESIDENT-
PUBLIC POLICY & CORPORATE
RESPONSIBILITY
Caesars Entertainment Corporation



Michael J. Bonner
CO-MANAGING
SHAREHOLDER
Greenberg Traurig, LLP



Susan Brager
CLARK COUNTY
COMMISSIONER, DISTRICT F
County of Clark



Michael J. Brown
PRESIDENT
Barrick Gold USA



John Cannito
COO
The PENTA Building Group



Mike Chernine
PRINCIPAL
Brass Cap Companies



Dave Cheval
PRESIDENT
OS National - NV



Michael Cunningham
EVP, REGIONAL PRESIDENT
Bank of Nevada



Jennifer DeHaven
PRESIDENT
Millenium Staffing Solutions



Donald J. Giancursio
CEO / NV, UT, & ID MARKETS
UnitedHealthcare Nevada



Gregory Gilbert
PARTNER
Holland & Hart LLP



Carolyn G. Goodman
MAYOR
City of Las Vegas



Rich Green
COUNCILMAN
City of Mesquite



James Holt
PRESIDENT
National Security Technologies,
LLC



Len Jessup
PRESIDENT
University of Nevada, Las Vegas



Mike Jewell
DIRECTOR
Network Operations Services,
CenturyLink



Cathy Jones
CEO
Sun Commercial Real Estate, Inc

LVGEA 50



Yolanda King
COUNTY MANAGER
County of Clark



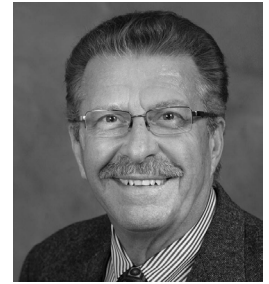
Ken Ladd
SPECIAL ASSISTANT TO THE
PRESIDENT FOR GOVERNMENT
AND COMMUNITY AFFAIRS
Desert Research Institute



John J. Lee
MAYOR
City of North Las Vegas



Robert E. Lewis
PRESIDENT
Lewis Management Corp.



Frank Martin
PRESIDENT
Martin-Harris Construction



John Martino
HENDERSON SITE DIRECTOR
Barclaycard U.S.



Kevin T. Orrock
PRESIDENT, SUMMERLIN
The Howard Hughes
Corporation



Cindy Ortega
SR. VP AND CHIEF
SUSTAINABILITY OFFICER
MGM Resorts International



Tim Oudman
MARKET VICE PRESIDENT
Republic Services of
Southern Nevada



JP Pataky
VICE PRESIDENT OF
CHANNEL SALES
Via West



Bart Patterson
PRESIDENT
Nevada State College



Shannon Petersen
EVP/STATEWIDE CORPORATE
BANKING MANAGER
Nevada State Bank



Michael D. Richards
PRESIDENT
College of Southern Nevada



Brad Schnepf
EXECUTIVE VICE PRESIDENT
Marnell Properties



Mary Simmons
VICE PRESIDENT OF
BUSINESS DEVELOPMENT &
COMMUNITY STRATEGY
NV Energy



Dan Stewart
HENDERSON CITY
COUNCILMAN - WARD IV
City of Henderson



Spencer Stewart
CHANCELLOR
WGU Nevada



Clark Wood
SENIOR VP
MARKET PRESIDENT
U.S. Bank



Rod Woodbury
MAYOR
City of Boulder City



Brian Wolf
BRANCH MANAGER
Manopwer Las Vegas

NOT PICTURED: PENDING APPOINTMENTS FROM THE FOLLOWING COMPANIES: Dignity Health, Wells Fargo

LVGEA TEAM

EXECUTIVE



Jonas R. Peterson
PRESIDENT AND CHIEF
EXECUTIVE OFFICER



Jared Smith
CHIEF OPERATING OFFICER



Kathy Parker
SENIOR EXECUTIVE
ADMINISTRATOR

RESEARCH



Michael Gordon, Ph.D.
DIRECTOR OF STRATEGIC
INITIATIVES AND RESEARCH

BUSINESS DEVELOPMENT



Perry Ursem
VICE PRESIDENT OF
BUSINESS RETENTION
AND EXPANSION



Michael Walsh
VICE PRESIDENT OF
ECONOMIC DEVELOPMENT



Kylie Rowe
VICE PRESIDENT OF
ECONOMIC DEVELOPMENT



Kevin Bessey
ECONOMIC DEVELOPMENT
COORDINATOR

MARKETING & COMMUNICATIONS



Anthony J. Ruiz
SENIOR DIRECTOR,
COMMUNICATIONS AND
PUBLIC AFFAIRS



Nicole K. Santero
DIRECTOR OF
PUBLIC RELATIONS



Breanna Rawding
MANAGER OF MARKETING
COMMUNICATIONS



Terrence Thornton
VICE PRESIDENT OF
INVESTOR SERVICES AND
DEVELOPMENT



Ariel Riley
INVESTOR SERVICES AND
EVENTS MANAGER

OPERATIONS



Antoinette Monroe
DIRECTOR OF OPERATIONS



Veronica Turner
ADMINISTRATIVE
COORDINATOR



Chaad Taylor
SPECIAL PROJECTS
COORDINATOR



Gayle Anderson
INTERNATIONAL PROTOCOL
OFFICER

A LETTER FROM THE CHAIRMAN



John S. Delikanakis

Chairman

Partner, Snell & Wilmer L.L.P.

It has been six years since the launch of the Las Vegas Global Economic Alliance. During that time, the LVGEA has helped over 170 companies create more than 19,000 jobs in Southern Nevada. While impressive, LVGEA's mission to lead and guide the region's long-term economic development strategy is what will help our community continue to prosper for years to come.

The Board of Directors is central to the LVGEA's mission. I am honored and proud to have served as chairman this past year, in which we grew our board membership to 50. Now known as the "LVGEA 50," our board is the largest C-level business board of its kind in Nevada. It is comprised of leaders from the private sector, government, and education. Our board has created a forum to discuss, vet, and debate some of the most important challenges and opportunities facing our community and determine the best path forward.

In the last 12 months the LVGEA, along with support from many partners, helped companies create over 5,700 new jobs, a new record for our region. The companies our team helped attract or expand this year are projected to deliver \$917 million in annual economic impact. Notable wins include firms like, Aristocrat, P3 Health, Sunshine Minting, Xtreme manufacturing, and many more.

Jobs are also being created across all sectors, driven by innovation, our pro-business operating environment, and population growth. Our region has enjoyed 74 months of positive employment growth, a testament to Nevada's commitment to maintaining its position as one of the most business-friendly states in the nation.

During the 2017 Legislative Session the LVGEA sought to advance policies that would further strengthen Nevada's operating environment for business and accelerate its ongoing economic revival. Many of the policies supported by LVGEA became law, including: restored funding for film tax credits; additional funding for education; financial literacy in schools,

and various bills to improve transit through public private partnerships.

This year also saw the emergence of professional sports in Las Vegas, finally giving our residents a home team to cheer for. Sports will further diversify our tourism and hospitality industries as well as complement our vibrant arts and outdoor recreation amenities. Las Vegas has always been a place that knows no bounds in its ability to change and professional sports are central to our next evolution.

The LVGEA is on the right track for another banner year in 2018. I invite you to read through this report and learn how the LVGEA is executing on its mission.

Sincerely,





EXECUTIVE SUMMARY

The economy of Southern Nevada is on the rise, 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 5,679 jobs over 12 months, which will have a \$917 million economic impact over the next year.

The LVGEA succeeds 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 launch 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 recruiting companies, supporting the growth of our existing firms, and aggressively telling the Southern Nevada story throughout the world. 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 2017.

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.

KEY PERFORMANCE METRICS

METRIC	THRESHOLD	TARGET	2017 YEAR-END
GOAL 1: REGIONAL ECONOMIC DEVELOPEMENT			
TOTAL BUSINESSES ATTRACTED OR EXPANDED	24	35	36
BUSINESSES ATTRACTED	19	25	25
-BUSINESS ATTRACTED (DIRECT)	18	20	21
-BUSINESS ATTRACTED (INDIRECT)	1	5	4
TOTAL JOBS ATTRACTED OR EXPANDED	1,500	2,300	5,679
JOBS ATTRACTED	1,300	1,900	4,087
-JOBS ATTRACTED (DIRECT)	1,275	1,825	3,997
-JOBS ATTRACTED (INDIRECT)	25	75	90
RETENTION / EXPANSION OUTREACH (IN-PERSON)	96	120	124
RETENTION / EXPANSION OUTREACH (ONLINE)	2,500	3,000	4,000
CLIENT LEADS	100	150	165
CLIENT SITE VISITS	50	70	76
CAPITAL INVESTMENT	\$150,000,000	\$200,000,000	\$313,505,132
1 YEAR FISCAL IMPACT (DIRECT + INDIRECT)	\$5,000,000	\$8,000,000	\$28,892,556
1 YEAR ECONOMIC IMPACT (DIRECT + INDIRECT)	\$100,000,000	\$2,000,000	\$917,108,304
GLOBAL RELOCATIONS	1	2	3
CORPORATE HQ RELOCATIONS	1	2	4
CONVENTION + TRADESHOW PARTICIPATION	5	15	13
GOAL 2: POLICY, PLANNING & RESEARCH			
RESEARCH OR COMMUNITY POLICY REPORTS GENERATED	1	2	5
INVEST IN GROW-LV	\$0	\$25,000	405,352
GOAL 3: MARKETING & COMMUNICATIONS			
PRESS VOLUME TREND	500	600	1,311
ADVERTISING VALUE EQUIVALENCY (AVE)	2M	4M	4.1M
AVERAGE WEBSITE PAGE VIEWS (PER MONTH)	6,000	8,000	8,722
SOCIAL MEDIA ENGAGEMENTS (PER MONTH)	600	700	3,089
CONTACTS IN CRM DATABASE	4,500	5,500	5,698
GOAL 4: OPERATIONS			
REVENUE (CASH + IN-KIND)	\$3,700,000	\$3,800,000	\$4,129,747
NUMBER OF MAJOR INVESTORS (\$25K+)	50	54	52



2017 ACCOMPLISHMENTS AT A GLANCE

Over the past 12 months, the Las Vegas Global Economic Alliance worked to execute 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 helped facilitate 36 business expansions and relocations since January, projecting the creation of more than 5,679 new jobs in the community over the next five years. Nevada had the fastest private sector job growth in the U.S. during the first quarter of 2017.

02

The LVGEA's Board of Directors reached 50 members this year, completing its two-year long "Drive to 50" campaign. Known as the "LVGEA 50" the board continues to be the largest C-level business board of its kind in the state.

03

The LVGEA released five new reports in 2017 that provided insights on various aspects of the economic development in the region: A Way Forward for APEX, Target Industry Validation Study, Southern Nevada Workforce Report Card, Workforce Blueprint, and Manufacturing & Logistics Outlook.

04

The LVGEA became an Accredited Economic Development Organization (AEDO) through the International Economic Development Council. The certification puts LVGEA in an elite group of economic development organizations (top 1 percent) with status as a leading authority on economic-related issues.

05

The LVGEA hosted its first-ever policy trip to Washington, D.C in July, which included board members, community partners and local chambers of commerce.

06

The LVGEA earned several awards in 2017. The organization's online Data Portal received an Excellence in Economic Development Award during the International Economic Development Council's Annual Conference. The Nevada Economic Development Conference presented the LVGEA with two awards recognizing its excellence in Multimedia/Video Promotion and Website. The LVGEA also accepted an award from fDi intelligence naming Las Vegas as one of the top 7 "Large American Cities of the Future."

07

The LVGEA teamed up with the UNLV Center for Business and Economic Research on Dec. 6 for a new signature event called Outlook '18, which provided the first look into next year's economic forecast. With more than 400 guests in attendance, the event was a success as it sold out three weeks in advance.

08

Many of the policy priorities supported by LVGEA's Board of Directors during the 2017 Nevada Legislative Session became law, including: restored funding for film tax credits; additional funding for education; financial literacy in schools and various bills to improve transit as well as public private partnerships for transportation.

09

As cities across the nation answered a request for proposals for Amazon HQ2, the LVGEA led the nation's most successful social media campaign for the bid on Oct. 20, reaching an audience of more than 7 million and becoming a top Twitter trend. Called #Amazon2Vegas, the campaign was a collaborative effort between public, private and education entities, to showcase economic development in Southern Nevada.

10

The LVGEA sold out its first two signature events over a month in advance earlier this year: the State of Economic Development held on Feb. 1 and its Perspective event held on May 24.

STRATEGIC IMPERATIVE 1:

LEAD, FACILITATE & STEWARD REGIONAL ECONOMIC DEVELOPMENT

LVGEA BECOMES AN ACCREDITED EDO

Through the International Economic Development Council (IEDC), the LVGEA earned status as an Accredited Economic Development Organization (AEDO). This AEDO certification puts the LVGEA in an elite group-- the top 1 percent-- of economic development organizations, designated as a leading authority on economic-related issues. This past year, the IEDC also honored the LVGEA during its Annual Conference with an Excellence in Economic Development Award, recognizing the innovation of its online Data Portal.



KEY ECONOMIC DEVELOPMENT PARTNERS

GOED

The LVGEA works with the Governor's Office of Economic Development 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
- 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 Council of Chambers includes:

- Asian Chamber of Commerce
- Boulder City Chamber of Commerce
- Henderson Chamber of Commerce
- Las Vegas Global Economic Alliance
- Latin Chamber of Commerce
- Laughlin Chamber of Commerce
- Mesquite Chamber of Commerce
- Urban Chamber of Commerce



BizCONNECT

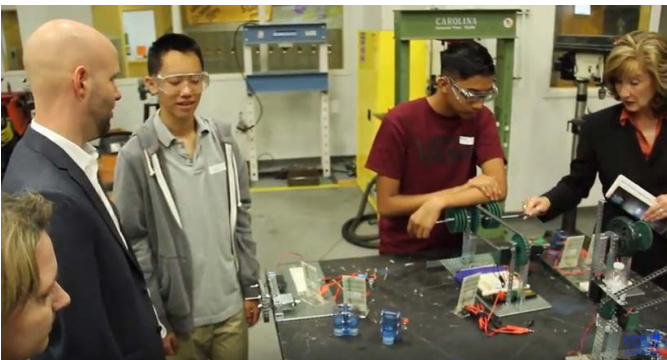
is a powerful tool to help grow local businesses. Many of our region's new jobs come not from recruiting new firms to the region, but from the expansion of existing firms that already have a presence in the region. 2017 was another great year to witness the impact that the BizCONNECT program is having on the community, with more than 120 one-on-one visits over the course of the year. The success of BizCONNECT is directly related to our partners in the community.

This past year, the LVGEA received a federal grant in partnership with the Office of Workforce Innovation (OWINN) to support an apprenticeship program. The purpose is to identify companies interested in creating new apprenticeship opportunities in Southern Nevada.



FUTUREADY

To recognize national award-winning Career and Technical Academies and Magnet schools that are producing career-ready graduates, the LVGEA and the Clark County School District co-founded FutuReady. 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.



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 was hosted each quarter in 2017: Boulder City, City of Las Vegas, City of North Las Vegas and City of Henderson. **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.



LEAD GENERATION/RECRUITMENT TRIPS

In 2017, the LVGEA's Business Development Team increased Lead Generation efforts and diversified target locations, meeting with 40 companies from a range of sectors. In 2018, the LVGEA is doubling up on its outreach and expects to have 80 meetings.

SEATTLE, WA

MANUFACTURING & TECH

SAN FRANCISCO, CA

TECH & PHARMACEUTICAL

ANAHEIM, CA

MEDICAL DEVICE
MANUFACTURING

DALLAS, TX

TECH & SITE SELECTORS

SAN DIEGO, CA

AEROSPACE & TECH

LOS ANGELES, CA

ADVANCED
MANUFACTURING

DUBLIN, IRELAND

TECH

LONDON, ENGLAND

TECH



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:



124 local

BUSINESS RETENTION AND
EXPANSION MEETINGS



\$313 million

CAPITAL INVESTMENT



\$917 million

1 YEAR ECONOMIC IMPACT



36 new

AND EXPANDED COMPANIES



\$29 million

IN LOCAL AND STATE TAX
REVENUE IN THE PAST YEAR



5,679

JOBS CREATED
(OVER 5 YEARS)

2017 COMPANY WINS

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 2017, the LVGEA assisted 36 companies, which are projected to create 5,679 jobs in our region. These companies are:

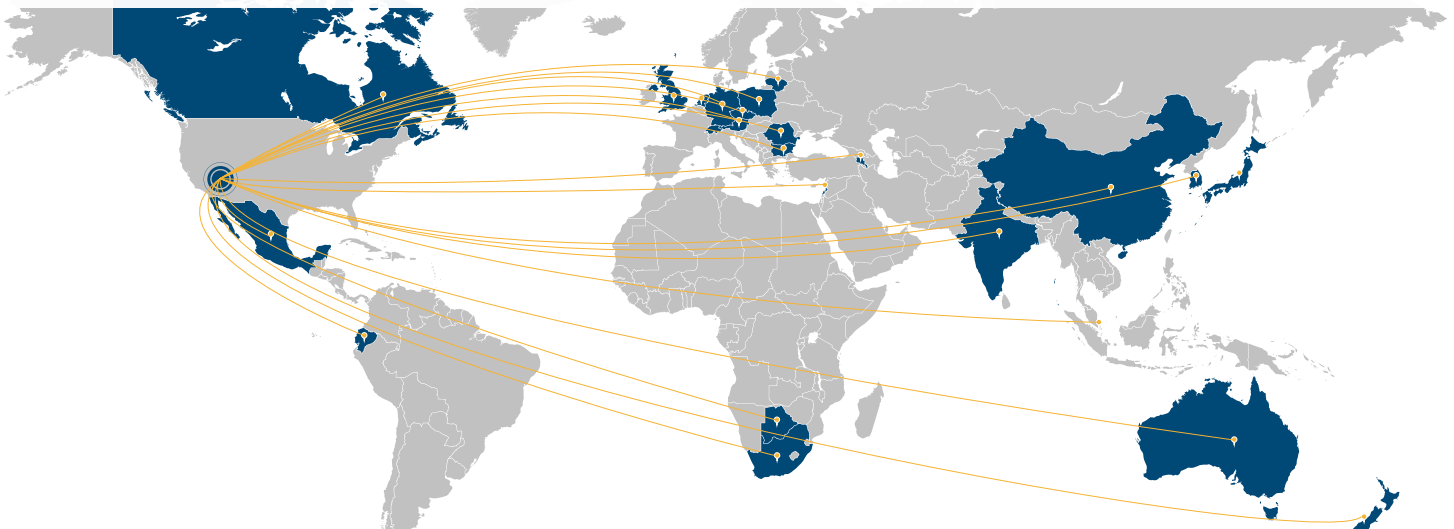
- Stixis
- Astound
- Moen
- Sunshine Minting Inc.
- Teletech
- Muscle & Strength
- Oasis Biotech
- Lobostar Inc.
- Arcadia Roofs
- Ecig Distributors
- Ryze Renewables Las Vegas, LLC
- Scientific Games
- Lioher
- Catapult Global
- Soothe Inc.
- Global Nutrition
- 500 Group Supercar Systems
- Aristocrat Technologies Inc.
- The Anthem Companies Inc.
- Slice Of Life
- Vegas Sheets
- Medolac
- 24/7 In Touch
- Health Binge
- Tissue Life
- Xtreme Manufacutring
- PRA Group
- Virtual Guard
- Simple ESG
- Derby Spirits
- Progress Rail Service
- P3 Health
- Originate
- Precision Tube Laser, LLC
- Redeye
- Desert Diamond Industries

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.



DELEGATIONS HOSTED

Armenia
China
India
Korea
Lebanon
Poland
Romania

CONSUL GENERAL VISITS

Australia
Austria
Bulgaria
China
Czech Republic
Germany
India
Japan
Korea
Mexico
Netherlands
New Zealand
Poland
Quebec
South Africa
Switzerland
United Kingdom

AMBASSADOR VISITS

Armenia
Botswana
Ecuador
Lithuania
Romania
Singapore

GLOBAL INITIATIVES

TRADE MISSION TO SOUTH AMERICA

The LVGEA traveled to South America as part of Governor Brian Sandoval's Trade Mission, where representatives met with companies interested in pursuing partnerships or strengthening business ties with the region. The LVGEA met with various companies specializing in diverse industries, including I.T. services, manufacturing and cloud-based data analytics.

The trade mission brought together representatives from the Governor's Office of Economic Development, the Nevada business community and the Nevada System of Higher Education.

The LVGEA also traveled to Bogota, Colombia for the Las Vegas Convention and Visitors Authority's trade mission to promote participation and attendance at Las Vegas-based trade shows, and to do outreach with prospective companies interested in doing business in Southern Nevada. Furthermore, in October, the LVGEA traveled to Dublin, Ireland, and the United Kingdom, to foster more business relationships with new partners in other countries.



The LVGEA's Research Center is 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.

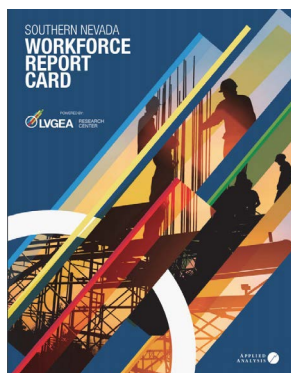


CEDS UPDATE

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.

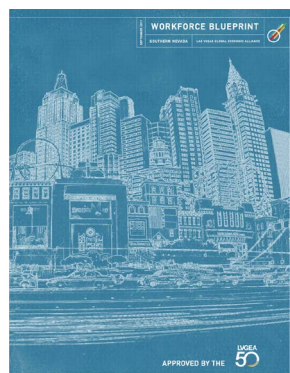
A WAY FORWARD FOR APEX

Commissioned by the LVGEA and the City of North Las Vegas, the Urban Land Institute brought together key stakeholders to assess and set a vision for the future of APEX Industrial Park. The result was a panel report outlining a five-year plan and new direction recommendation for the industrial park.



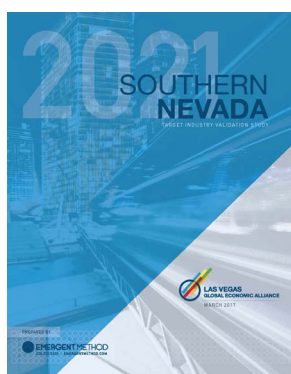
SOUTHERN NEVADA WORKFORCE REPORT CARD

Released during the BE Engaged (Business + Education) Summit, the Southern Nevada Workforce Report Card delves into the important and evolving workforce needs of the region, outlining discussions on how workforce drives the economy and how the region can bring in, develop and retain local talent.



WORKFORCE BLUEPRINT

Identifying the high-demand occupational priorities for Southern Nevada, the Workforce Blueprint takes into account recent economic trends, existing employer needs, expected target industry growth and aspirational community goals. The report lists the top 100 jobs that will be essential to support economic growth for the region.



TARGET INDUSTRY VALIDATION STUDY

With the help of a Louisiana-based management and strategy consulting firm, the Target Industry Validation Study serves as a road map of how target industries need to shift and identify strategic areas of focus for the LVGEA, to ensure growth and economic success for the region.



MANUFACTURING & LOGISTICS OUTLOOK

Released during the Outlook '18 event presented by LVGEA and UNLV CBER, the Manufacturing & Logistics Outlook report provided insight on the implication that these particular growing industries are having on the local economy.

STRATEGIC IMPERATIVE 3:

DELIVER IMPACTFUL MARKETING & COMMUNICATIONS

COMMUNITY AND PUBLIC AWARENESS

IN THE NEWS

In 2017, the LVGEA was seen and featured in media publications including:

Chief Executive
magazine

Los Angeles
Times

LAS VEGAS
BUSINESS
PRESS

SiTE
SELECTION
MAGAZINE

RJ

NEWS 88.9
knpr
NEVADA PUBLIC RADIO

LAS VEGAS
SUN

The Seattle Times
VEGASINC

89.3 KPCC
Southern California Public Radio



#AMAZON2VEGAS

In October, the LVGEA led the #Amazon2Vegas social media campaign in an effort to raise community awareness of Las Vegas' proposal for Amazon HQ2. A collaborative effort between public, private and education entities, the campaign was the nation's most successful Amazon HQ2 social media campaign and became a top Twitter trend. The campaign was featured in:

The NEVADA INDEPENDENT
YOUR STATE. YOUR NEWS. YOUR VOICE.

FORTUNE

TE
TechCrunch

abc
HD 13
KTNV LAS VEGAS

8
NEWSNOW

CAMPAIGN RESULTS:



7 million reach



251,000 reach



18,000 views

LVGEA NEWSLETTERS

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.

CONNECTION POINTS
YOUR CONNECTION TO SOUTHERN NEVADA'S ECONOMIC AND COMMUNITY DEVELOPMENT

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.

LAS VEGAS GLOBAL ECONOMIC ALLIANCE
PERSPECTIVE UPDATE

ECONOMIC SNAPSHOT

The Economic Snapshot provides the community with a quarterly view of the regional economy, highlighting quick and up-to-date numbers for demographics, labor force, tourism, real estate market and top employers.

ECONOMIC SNAPSHOT



SIGNATURE EVENTS



STATE OF ECONOMIC DEVELOPMENT - FEB 1

The LVGEA held its second-annual State of Economic Development event in February. 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.



PERSPECTIVE - MAY 24

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 2017 Perspective breakfast event was held in May 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.



ANNUAL AWARDS DINNER - SEPT. 28

Approximately 600 Las Vegas business and community leaders came together for the LVGEA's biggest event of the year, the 2017 Annual Awards Dinner, to honor those who have made an impact in economic development through the organization's core values: innovation, leadership, partnership and job creation.



OUTLOOK '18 - DEC. 6

The LVGEA teamed up with UNLV CBER for a new annual event called Outlook '18. More than 400 community and business leaders attended the revamped economic outlook event, which brought together sought-after speakers to give an in-depth analysis of what to expect heading into 2018 on the local, national and global levels.

SPONSORED EVENTS



B.E. ENGAGED - MARCH 29

The second-annual B.E. Engaged (Business + Education) Summit brought together the community's business leaders in support of improving public education. Sponsored by the LVGEA, President and CEO Jonas Peterson presented the organization's Southern Nevada Workforce Report Card during the event held at the Smith Center for the Performing Arts.



NEVADA ECONOMIC DEVELOPMENT CONFERENCE - SEPT. 12

The LVGEA and the Council of Chambers were the top sponsors for the third-annual Nevada Economic Development Conference (NVEDC) held in Las Vegas. NVEDC is the only business development and networking conference of its kind, offering a forum for a broad section of professionals to explore and share ideas, programs, services and products that will help "build a stronger Nevada in a global economy." The LVGEA served on the conference committee, leading efforts in programming and publicity.

NEVADA STATE LEGISLATURE

THE 79TH (2017) SESSION OF THE NEVADA LEGISLATURE

In 2016, the LVGEA Board of Directors established a set of Public Policy Guiding Principles directing the efforts of the LVGEA team during the 2017 Legislative Session and on the local, state and federal levels. The principles are a reference for policy makes on the core issues that matter most for economic development in Southern Nevada:

- 1) ADVANCING ECONOMIC DEVELOPMENT PROGRAMS AND SERVICES
- 2) ENHANCED EDUCATION AND WORKFORCE
- 3) COMPETITIVE TAX AND REGULATORY ENVIRONMENTS
- 4) EFFICIENT AND RELIABLE INFRASTRUCTURE
- 5) INTERNATIONAL OPPORTUNITIES

Many of the policies supported by the LVGEA became law in the 2017 legislative session, including: restored funding for film tax credits; additional funding for education; financial literacy in schools and bills to improve public private partnerships for transportation. At every step in the process, LVGEA worked collaboratively with business and community groups to advance these policy priorities to improve the environment for economic development.



BILL	SUMMARY	LVGEA POSITION	OUTCOME
AB 69	Authorizes the use of an autonomous vehicle to transport	Support	✓
SB149	Revises provisions governing regional transportation commissions	Support	✓
AB 399	Establishes the Nevada State Infrastructure Bank	Support	✓
SB 249	Requires instruction in financial literacy and economics in public schools	Support	✓
SB 441	Revises provisions relating to workforce development	Support	✗
SB 442	Revises provisions relating to economic development	Support	✓
AB 492	Revises provisions relating to transferable tax credits to attract film and other productions to Nevada	Support	✓
SB 448	Clarifies ability to create Public Private Partnerships for Transportation	Support	✓
SB 178	Revises provisions relating to the funding formula for K-12 public education	Support	✓
AB 263	Repeals the Commerce Tax	Oppose	✗



LEGISLATIVE TRIPS TO CARSON CITY & WASHINGTON D.C.

The LVGEA continued to expand its role in government affairs by hosting legislative trips to Carson City and Washington, D.C. Each trip included members of its board, various community partners and local chambers of commerce. During its trip to D.C., the LVGEA met with Nevada's Congressional Delegation, Select USA, the International Economic Development Council the Export-Import Bank, and the Department of Transportation's Office of Finance and Innovation to discuss high priority policies impacting the state's operating environment.



PROMOTING NEVADA'S INNOVATION ECONOMY

The LVGEA worked with its partners at GOED to amplify and publicize the activities and accomplishments of WaterStart and Nevada CAM, both funded by the state through the Knowledge Fund. As we tell their stories, we help to prioritize efforts in the innovation economy around water challenges and advanced mobility.

WATERSTART

Based on the Las Vegas campus of the Desert Research Institute, WaterStart is a cluster of global leaders in the implementation of water innovation that aims to become an international hub for tech companies working to address today's water challenges. By leveraging strategic resources and the expertise of its network, WaterStart provides a channel for innovation by connecting water management agencies, technology companies and policy makers with the goal of spurring economic growth for Nevada.



NEVADA CAM

The Nevada Center for Advanced Mobility (Nevada CAM) is the Innovation Highway between industry and government for new mobility solutions. Nevada CAM is a hub leveraging challenges at the nexus of mobility and data experienced by our state, regional and local partners, driving activity in the industry, creates economic diversity, an improved travel experience and increased range of transportation options for visitors and residents. It aims to create an optimized environment enabling collaborative and streamlined engagement with government, research institutes and other transportation organizations.



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 2017 REVENUES AND EXPENSES

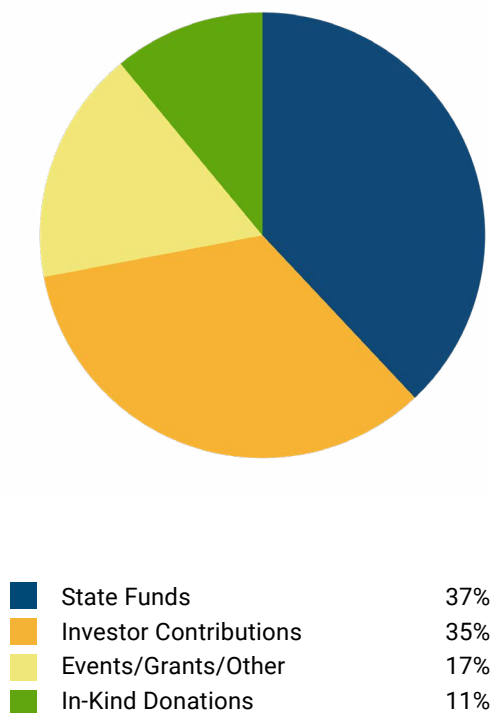
FINANCIALS

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 2017 balanced budget of \$4.12 million.

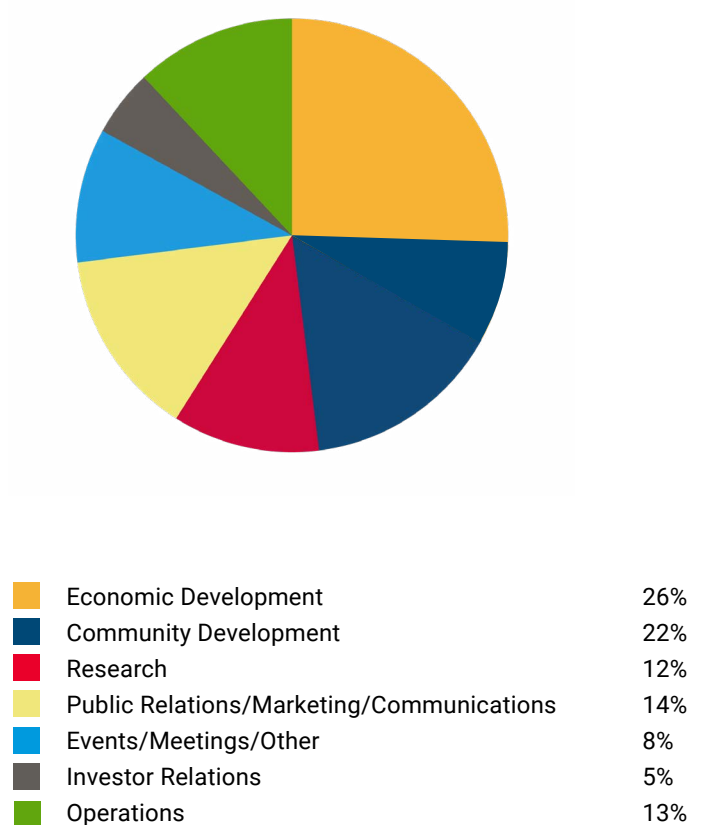
YEAR-END TOTAL REVENUE

January 1 - December 31, 2017



YEAR-END ACTUAL EXPENSES

January 1 - December 31, 2017



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 2017. 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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“There is great anticipation about the continued economic growth in Southern Nevada. Cox is steadfast in our commitment to driving the ongoing progress by powering and supporting the technologies critical for positioning Southern Nevada as the premier region for diverse corporate development and expansion.”

Derrick R. Hill, Vice President of COX Business/Hospitality Network, Cox Communications

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“Caesars Entertainment has a longstanding commitment to our communities, team members, guests and the environment. We are proud of our strong partnership with the Las Vegas Global Economic Alliance as we work together to promote a diverse strategy for economic growth helping to make Southern Nevada the best place to work and live.”

Jan Jones Blackhurst, Executive Vice President of Public Policy & Corporate Responsibility, Caesars Entertainment

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“Green Valley Grocery is proud to partner with the Las Vegas Global Economic Alliance Team, Board Members and Regional Partners to encourage the diversification of the Southern Nevada economy. Through outreach and education about the benefits of living and doing business within Southern Nevada for not just the Chief Executives of businesses relocating to our region. Also, how their entire team and families would benefit from the Southern Nevada lifestyle.”

Rick Crawford, Chairman & Founder, Green Valley Groceries

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“On behalf of Nevada State Bank, I am very proud to work closely with the Las Vegas Global Economic Alliance. We share their passion for our region, working closely with businesses—watching them grow, create jobs, and provide futures for Nevada families.”

Shannon Petersen, Executive Vice President of Corporate Banking, Nevada State Bank

”

“NV Energy is proud to partner with the LVGEA as they foster growth and provide economic development in Southern Nevada. By providing reliable and sustainable energy at competitive prices, we are committed to their efforts.”

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

PINNACLE INVESTOR



PRESIDENTIAL INVESTOR

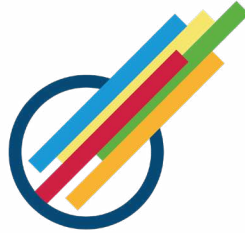


CHAMPION INVESTOR



LEADERSHIP INVESTOR





LAS VEGAS

GLOBAL ECONOMIC ALLIANCE

PARTNERS

- Advanstaff HR
- Aimbridge Hospitality
- Cirque du Soleil
- DiBella Flower's & Gifts
- Four Season's Hotel Las Vegas
- Greater Las Vegas Association of Realtors
- Highway Radio
- Lotus Broadcasting
- Nevada Public Radio
- R&O Construction
- Sempra Renewables
- Southwest Gas
- Vegas PBS

INVESTORS

- 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.
- Coldwell Banker Premier Realty
- Color Reflections
- East West Bank
- Gardner Company
- Hilton Grand Vacations
- Klai Juba Wald Architects
- Konami Gaming, Inc.
- Las Vegas Convention & Visitors Authority
- Meadows Bank
- Newmark Grubb Knight Frank
- Olin Chlor Alkali Products
- One Nevada Credit Union
- RSM US LLP
- Southern Nevada Home Builders Association
- TH Foods, Inc.
- The Whiting-Turner Contracting Company
- Zappos.com, Inc.

AN ALLIANCE ON THE RISE



Jonas Peterson

President & Chief Executive Officer

Much like the community we serve, the Las Vegas Global Economic Alliance is on the rise. Over the past year, we've grown our leadership capacity, enhanced our strategy and delivered more results than ever before.

Our team, with support from many partners, set new records in almost every key performance area. We hit new highs in job creation, marketing reach, event attendance, investor contributions and active partnerships.

After six years of rapid growth, our young organization hit a meaningful milestone, receiving accreditation from the International Economic Development Council. This designation fulfills a longstanding goal and places our alliance among the top 1% of all economic development organizations.

Our Board, known as the LVGEA 50, has become the largest business board of its kind in Nevada. Throughout the year, this leadership group launched a series of integrated strategies to accelerate our economic development work. They're leading the charge to grow new industries, strengthen our workforce and advance pro-jobs policy.

In real, tangible ways, our efforts are shaping the future of our region and delivering value back to all the stakeholders who make our work possible. In fact, we now know every dollar invested in LVGEA generates nearly one hundred dollars of regional economic impact.

As we move into 2018, we're going to stay focused on creating high-value jobs for Southern Nevada. With that goal in mind, look for us to engage the collective power of our alliance to further elevate conversations around economic development, our future workforce and transportation.

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

Sincerely,



THANK YOU

#VegasStrong

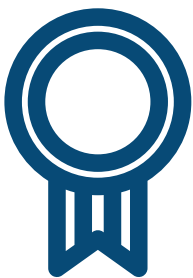


While Southern Nevada saw great achievements in 2017, it was also a year that tested the strength of the community. Thank you to the people of Las Vegas, whose resilience and selflessness has greatly inspired us and makes us proud to call this place home. We are and will continue to be Vegas Strong.

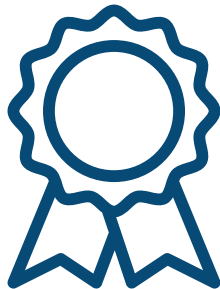
AWARDS

We would like to thank the people and businesses of Southern Nevada for their continued support of the LVGEA in creating jobs, diversifying the economy and position our region for growth in the global economy. Thank you for standing behind the LVGEA for the past six years. Here's to a bright year ahead and an even brighter future in Southern Nevada.

The LVGEA is also honored to have been recognized in 2017 for its efforts in economic development:



**IEDC Excellence in
Economic Development**
Data Portal



**fDi Intelligence "Large
American Cities of the
Future"**
Las Vegas



**Nevada Economic
Development Conference
Achievement in
Multimedia/Video
Promotion**
FutuReady



**Nevada Economic
Development
Conference
Achievement in
Website/Social Media**
Data Portal



LAS VEGAS
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