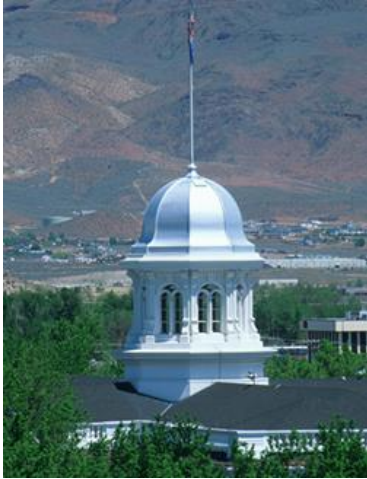


# Great Place to Work, Live & Play

## Nevada's Business-Friendly Sierra Region





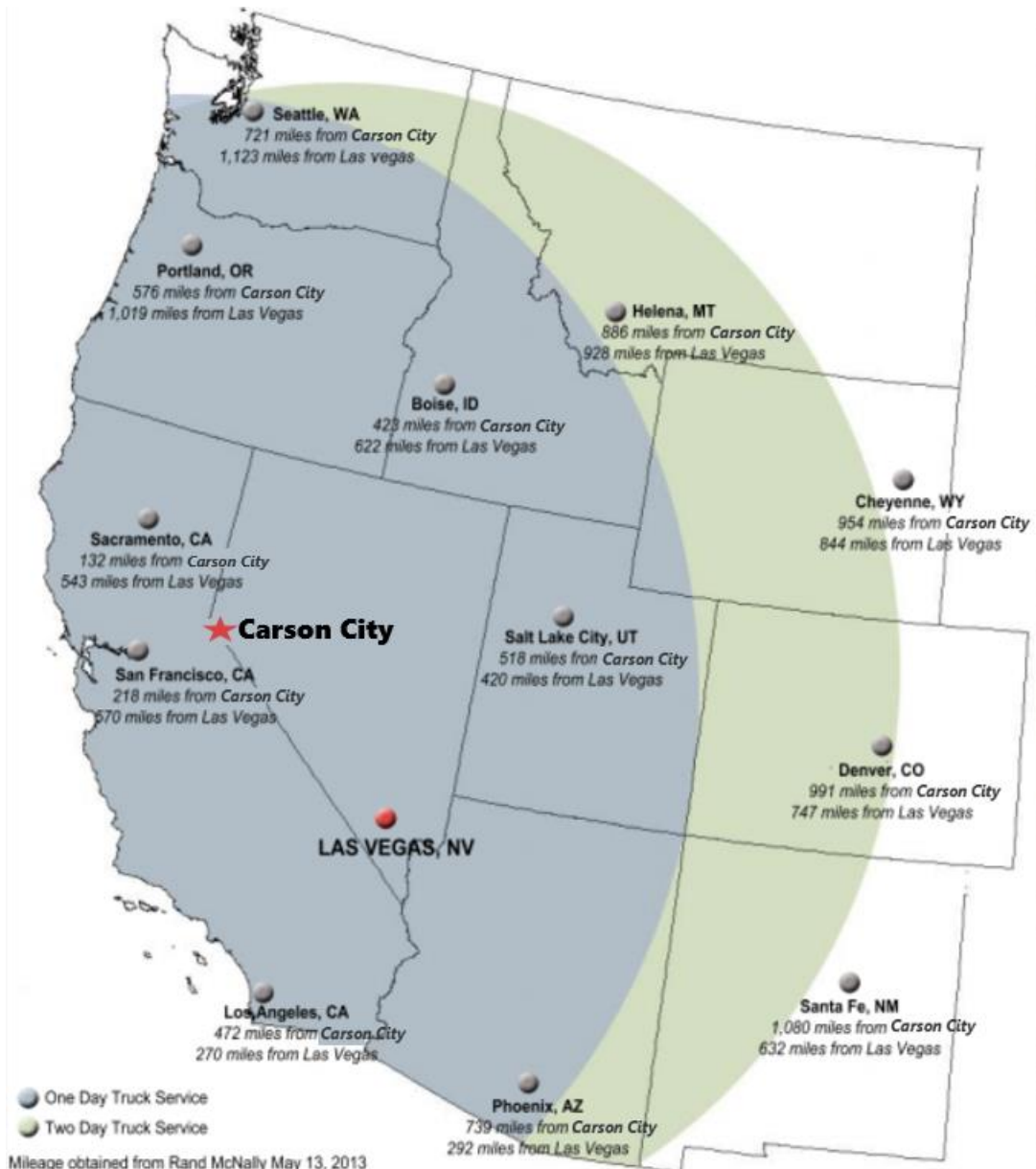
## Northern Nevada: An Overview

- ❖ *Logistics advantage* - Reach nearly 60,000,000 customers within a one-day truck transit
- ❖ *Close proximity to major markets and U.S. deep water seaports serving the Pacific Rim*
- ❖ *Affordable Lease Rates*
- ❖ *Low Cost* - Inexpensive to incorporate
- ❖ *State's Favorable Tax Structure*: Ranked #7 on The Tax Foundation's 2020 *State Business Tax Climate Index*
- ❖ *Competitive Utility Rates*
- ❖ *Pro-business regulatory environment*
- ❖ *Nevada Ranked #2 by SBE Council's Small Business Policy Index 2019*: best environment for small business and entrepreneurship
- ❖ *State Business Incentives*: job creation, capital investment, aviation, and training
- ❖ *University of Nevada, Reno* ranked among top business programs in the country



# Close to Your Customers

The close proximity of Northern Nevada to the western U.S., combined with easy access to the state's multi-modal transportation infrastructure, allows trucking and logistics to **reach nearly 60 million customers within a one-day truck transit**. More than 50 freight carriers and 65 trucking companies serve Northern Nevada offering transcontinental fast-freight and van-line **shipping to major markets and U.S. deep water seaports serving the Pacific Rim**.





## Welcome to Nevada's Sierra Region

- ❖ *Encompasses 5 counties*
  - Carson City (state capital)
  - Douglas County
  - Lyon County
  - Mineral County
  - Storey County
- ❖ *Land mass of 7,009 square miles*
- ❖ *Population 165,450+*
- ❖ *Includes the south shore of Lake Tahoe*
- ❖ *Easy access to elected and government officials*
- ❖ *3<sup>rd</sup> largest metropolitan area in the Silver State*
- ❖ *Interconnected Communities*
  - 3 small urban cities
  - 26 incorporated towns
  - 7 Tribal communities
  - Many rural areas
- ❖ *Diverse Industry Sectors*
  - Manufacturing
  - Construction
  - Logistics
  - Health Care
  - Aerospace
  - Mining
  - Agriculture
  - Tourism & many others
- ❖ *Served by Western Nevada College, home to the only International Mechatronics Certificate Program in the Western U.S.*

# The Sierra Region of Nevada



# The Nevada Advantage

## ❖ ***Nevada's Tax Structure:***

- NO Corporate Income Tax
- NO Personal Income Tax
- NO Inventory Tax
- NO Unitary Tax
- NO Estate and/or Gift Taxes
- NO Franchise Tax
- NO Inheritance Tax
- NO Special Intangible Tax



## ❖ ***Low cost of doing business***

- **9% lower than the national average**  
(Forbes, December 2019)
- One of the lowest costs to incorporate in the United States

## ❖ ***Highest Standard for Corporate Veil Protection:***

Nevada law provides extremely strong protection for controlling officers and shareholders against piercing the corporate veil and being held personally liable for lawful acts of the corporation, with the exception of fraud.

## ❖ ***Director Primacy:*** State law permits management to put in place strong protection from hostile takeovers. Also, Nevada allows the corporation's articles of incorporation to vest authority to adopt, amend or repeal bylaws exclusively in the directors, so that shareholders would not be able to change the corporation's bylaws.

## ❖ ***Corporate Information Protection:*** Nevada and Texas are the only two states that have no IRS information-sharing agreement (although other states' incorporation laws often supersede Nevada law in certain cases or for fraud crimes).



# Workforce & Employment

## Nevada is a Right to Work State:

*Right to Work Laws secure the right of employees to decide for themselves whether or not to join or financially support a union.*

## Nevada Has Low Workers' Compensation Rates:

*Nevada law requires all business owners to obtain and maintain workers' compensation coverage.*

### Workman's Compensation Premium Rate Ranking

State	Ranking	Index Rate	Percent of Study Median
Nevada*	46	1.33	71%
Arizona	37	1.61	86%
California	3	2.92	155%
Colorado	43	1.42	76%
Idaho	19	2.02	107%
New Mexico	27	1.88	100%
Oregon	39	1.58	84%
Utah	45	1.35	72%



### ❖ *Nevada has a payroll cap:\$36,000 of reportable payroll per employee, per employer, per year*

- No adjustment was made to Nevada's rates to compensate for its payroll limitation on workers' compensation premium
- Rankings are based on a scale of 1 to 51, 1 being the highest rates and 51 being the lowest

### ❖ *Employers may obtain workers' compensation insurance from a private insurance company authorized to provide workers' compensation in Nevada by the State Division of Insurance (DOI)*

- If qualified, an employer may be self-insured through an approval process overseen by DOI
- For smaller businesses, there are associations of self-insured employers - groups of employers (generally in the same type of business) which are members of the association

# State of Nevada Incentive Programs

## Business Incentives

- ❖ **Sales & Use Tax Abatement** - On eligible machinery and equipment; reduces rate to 2%
- ❖ **Modified Business Tax (Payroll Tax) Abatement** - 50% for 4 Years on new jobs
- ❖ **Personal Property Tax Abatement** - Up to 50% abatement of personal property tax for up to 10 years on eligible equipment
- ❖ **Data Center Tax Abatement** -An abatement up to 75% for personal property and reduction of sales tax to 2%.
- ❖ **Aviation Tax Abatement** -Personal Property Tax abatement up to 50% and Sales and Use Tax reduction to 2%.

## Training Incentives

### Silver State Works

- ❖ **On the Job Training** -Administered by Nevada Department of Employment Training and Rehabilitation (DETR)
- ❖ **Job Placement** -Nevada JobConnect recruitment and employee search/job placement services are available at no cost to the employer
- ❖ **Employer Incentive Job Program** - Receive 50% of participants wages through training period
- ❖ **Incentive Based Employment** - Receive wage retention supplements of up to \$2,000 per employee



# Business Incentives Quick Guide

Nevada Governor's Office of  
ECONOMIC DEVELOPMENT

**NEVADA TAX ABATEMENTS:  
RURAL LOCATION**  
\*This is a summary only, please refer to Nevada Revised  
Statutes for complete abatement program requirements

Requirement Type & Timeline		2 years	2 years	2 years	Personal Property Tax Abatement	Real Property Tax Abatement for Recycling	Aviation Parts Tax Abatement	Data Center Tax Abatement
Capital Investment	Rural <100,000/60,000	New			Up to 50% abatement for up to 10 years on personal property NRS 361.0887	Up to 50% abatement for up to 10 years on real property for qualified recycling businesses NRS 701A.210	Up to 50% abatement for 10 years on personal property and reduced tax rate to 2% on aircraft parts and equipment purchase for 10 years. *See Note NRS 360.253	Personal property tax abatement of 75% for up to 10 or 20 years and reduced sales tax rate to 2% for 10 or 20 years. *See Note. NRS 360.254
		Expansion						
Number of Primary Jobs Created	Rural <100,000/60,000	New	20% of the value of prior year tangible property	20% of the value of prior year tangible property	20% of the value of prior year tangible property	20% of the value of prior year tangible property	\$	\$25,000,000 for 10 years \$100,000,000 for 20 years
		Expansion					3% or 3 whichever is greater	\$25,000,000 for 10 years \$100,000,000 for 20 years
Minimum Hourly Wage Level	Rural <100,000/60,000	New	100% statewide average wage (\$23.47 FY20)	100% statewide average wage (\$23.47 FY20)	100% statewide average wage (\$23.47 FY20)	100% statewide average wage (\$23.47 FY20)	100% statewide average wage (\$23.47 FY20)	100% statewide average wage (\$23.47 FY20)
		Expansion						100% statewide average wage (\$23.47 FY20)

To qualify for incentives, the company must meet two of the three requirements  
(Capex, Jobs, Wage) and meet minimum health insurance standards.

\* The wage requirement must be one of the two requirements met or no  
incentives will be granted

\*\* The applicant will provide a medical health insurance plan for all employees  
including an option for dependent health insurance coverage of which the  
employer will pay at least 65% of the premium.

\*\* The applicant is expected to register pursuant to the laws of Nevada and to  
obtain all licenses and permits required by Nevada and the County, City, or  
Town in which the business operates.

\*\* The applicant commits to maintaining business in Nevada for 5 years.

# Nevada Standard Tax Abatements

***NRS 360.750***

Companies meeting requirements that include paying 100% or more of the State or County wide average wage may qualify for:

- Personal property tax abatement of 50% of the tax due for 10 years
- Sales and use tax abatement reducing the rate to 2% for 2 years for a new company and 4.6% for 2 years for an expanding company
- Modified business tax abatement of 50% for 4 years

Companies paying 85% to 99% of the lesser of the State or County wide average wage may qualify for:

- Personal property tax abatement of 25% of the tax due for 10 years
- Sales and use tax abatement reducing the rate to 4.6% for 2 years
- Modified business tax abatement of 25% for 4 years

The company must offer medical insurance plan and pay at least 65% of the plan's premium costs

In addition to meeting both the above requirements the company must meet one of the following:

- Capital Investment
  - Urban Area: Capital investment of \$5 million in equipment for industrial or manufacturing facilities or \$1 million for all other facility types.
  - Rural Area: Capital investment of \$1 million in equipment for industrial or manufacturing facilities or \$250,000 for all other facility types.
  - Expansion: Capital investment must equal at least 20% of the value of the company's tangible personal property
- Number of Primary Jobs Created
  - Urban Area: 50 or more permanent, full-time employees within the first two years of operation (No abatements if less than 10 jobs are created)
  - Rural Area: 10 or more permanent, full-time employees within the first two years of operation (No abatement if less than 6 jobs are created).
  - Expansion: Increase the number of employees on its payroll by 10% more than its existing employee count or by 25 (urban) or 6 (rural) employees, whichever is greater.

Company Responsibilities

- Maintain the business in Nevada for 5 years
- Register pursuant to the laws of Nevada
- Generate more than 50% of revenue from the project from outside of the State

All abatements are voidable and recoverable with interest if the business fails to comply with any terms of the agreement. Audits will be performed by the Department of Taxation after 2 and 5 years to ensure compliance.

# Data Center Tax Abatement

**NRS 360.754**

A company and co-located tenants who intends to locate or expand a data center that meets certain requirements may qualify for:

- Personal property tax abatement of 75% of the tax due for 10 or 20 years
- Sales and use tax abatement reducing the rate to 2% for 10 or 20 years *Requires the Governor's Office of Economic Development Board to approve a reduction to 2% by a two-thirds vote. If this is not approved, the abatement will be reduced to 4.6%*

The company must meet all three requirements within the first 5 years of operation listed below:

- **10 year abatements:**

- **Jobs:** Within 5 years employ 10 full-time employees who are Nevada residents
- **Wages:** Pay at least 100% of the statewide average wage
- **Capital Investment:** Within 5 years, invest at least \$25 million in cumulative capital expenditures between the applicant and tenants

- **20 year abatements:**

- **Jobs:** Within 5 years employ 50 full-time employees who are Nevada residents
- **Wages:** Pay at least 100% of the statewide average wage
- **Capital Investment:** Within 5 years, invest at least \$100 million in cumulative capital expenditures between the applicant and tenants

## **Co-Located Tenants Must:**

- Enter into a minimum two-year agreement with the applicant to use or occupy space at the data center
- Obtain a business license issued by the Secretary of State

## **Company Must:**

- Maintain the business in Nevada for 10 years
- Register pursuant to the laws of Nevada
- Offer medical insurance plan and pay at least 65% of the plans premium costs
- Ensure that 50% or more of all workers engaged in construction of the data center are Nevada residents

All abatements are voidable and recoverable with interest if the business fails to comply with any terms of the agreement. Audits will be performed by the Department of Taxation after 2 and 5 years to ensure compliance.



# Aviation Tax Abatement

**NRS Chapter 360 .753**

- Companies meeting requirements that include owning, operating, maintaining, servicing, testing, repairing, overhauling, or assembling an aircraft or any component of an aircraft may qualify for:
  - Personal Property Tax abatement of 50% of the tax due for 10 years
  - Potential Sales and Use tax Abatement to 2% on equipment and parts of an aircraft for 10 years - *Requires the Governor's Office of Economic Development Board to approve a reduction to 2% by a two-thirds vote. If this is not approved, the abatement will be reduced to 4.6%*

## **New** companies must:

- Create 5 or more new full-time jobs within one year

In addition to the above requirements the company must meet 1 of the following criteria:

- Make a new capital investment of at least \$250,000 within 1 year
- Maintain and possess in this State tangible personal property of not less than
- \$5,000,000
- Pay an average wage of at least 100% of the statewide average wage
- The business develops, refines or owns a patent or other intellectual property, or has been issued a FAA certificate (14 CFR Part 21)

## **Existing** companies must:

- Within 1 year Increase the number of full-time employees by 3% or 3, whichever is greater.
- In addition to the above requirements the company must meet 1 of the following criteria:
  - Make a new capital investment of at least \$250,000 within 1 year
  - Maintain and possess in this State tangible personal property of not less than
  - \$5,000,000
  - Pay an average wage of at least 100% of the statewide average wage
  - The business develops, refines or owns a patent or other intellectual property, or has been issued a FAA certificate (14 CFR Part 21)

## **Additional Requirements:**

- Maintain the business in Nevada for 5 years
- Register pursuant to the laws of Nevada
- Offer medical insurance plan and pay at least 65% of the plan's premium costs

All abatements are voidable and recoverable with interest if the business fails to comply with any terms of the agreement. Audits will be performed by the Department of Taxation after 2 and 5 years to ensure compliance.

# Nevada's Sierra Region...

## Great Place to Work, Live & Play

### A Place to Do Business...



- Pro-business tax structure and regulatory environment with competitive utility rates and a cost of doing business 9% lower than the national average
- Excellent access to Nevada's multimodal transportation system
- Close proximity to major U.S. markets, deep sea ports and nearly 60 million customers, all within a one-day truck transit

### A Place to Call Home...



- Located at the base of the majestic Sierra Nevada Mountains...a semi-desert climate with over 250 days of sunshine annually...in the Pacific Time Zone
- Easy access to Reno-Tahoe International Airport, 5 regional airports, a major medical center, and 3 community hospitals
- Offers a family-friendly quality of life with modern amenities

### A Place to Have Fun...



- Over 20 world-class alpine and cross county ski resorts within a one hour's drive
- Miles of scenic hiking, biking, and equestrian trails
- Museums, galleries, concerts, farmers markets, rodeos, & more
- Hunting, fishing, camping, golfing, boating & many other outdoor activities within easy reach

# Sierra Region Advantages



The proximity to the majestic Sierra Nevada Mountains creates one of the most comfortable daily temperature ranges in the continental U.S., with over 250 days of sunshine annually. The region's semi-desert climate is particularly hospitable to clean room environments.

Carson Tahoe Health, the region's healthcare provider of choice, is a not-for-profit locally owned healthcare system. An affiliate of University of Utah Health, Carson Tahoe provides convenient access to advanced quality care for all stages of life. Its healthcare network features two hospitals, two urgent cares, an emergent care center, outpatient services, and a provider network with 21 regional locations.



**CARSON TAHOE**  
— HEALTH —



Western Nevada College (WNC) has served the region for nearly fifty years. It is home to the only International Mechatronics Certificate Program in the Western U.S. A public community college, its main campus is in Carson City with satellite campuses in Fallon and

Minden. There are also WNC instruction centers in Dayton, Fernley, Hawthorne, Lake Tahoe, Lovelock, Smith Valley, and Yerington.



# Nevada's Sierra Region...

## Five Unique Counties



### Carson City

#### ***More Than a State Capital***

Consolidated municipality of city and county governance with a diversified portfolio of economic activity, including Advanced Manufacturing and Aerospace.



### Douglas County

#### ***Birthplace of Nevada***

A county economic ecosystem anchored by Manufacturing and Agriculture in the Carson Valley and Tourism at Lake Tahoe. (Photo Courtesy of Carson Valley Chamber of Commerce)



### Lyon County

#### ***Land of Cattle and Copper***

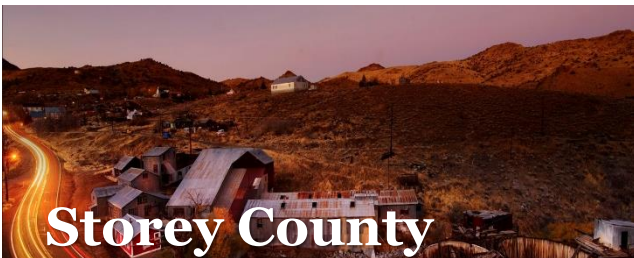
Nevada's largest Agriculture producer with rapidly growing Manufacturing, Mining and Logistics. (Photo by Chris Valentine)



### Mineral County

#### ***Nevada's Scenic Secret***

Walker Lake offers many recreational options while Agriculture, Manufacturing and Mining are economic drivers.



### Storey County

#### ***Historic Charm Mixed with Contemporary Business***

Mining and Tourism thrive alongside Tahoe-Reno Industrial Center, the world's largest industrial park and home to the Tesla Gigafactory 1, Google, and Blockchains LLC. (Photo Courtesy of The Comstock Foundation)

**Connector.  
Navigator.  
Problem Solver.**

***NNDA is the "Go To"  
Resource for relocating or  
expanding businesses in  
Nevada's Sierra Region!***

# NNDA: Your Business Resource for Growth and Expansion

## ❖ **Authorized Agent for State Tax Incentives:**

Assists Sierra Region clients with the minimal application process and obtaining approvals from local and state officials.



❖ **Nevada Certified Sites:** NNDA administers the Nevada Certified Sites program. A Nevada Certified Site designation serves as pre-qualification indicating that a property's title is clear, it possesses sufficient utilities and other infrastructure required for commercial use, is properly zoned, and has multi-modal transportation access for distribution and logistics. The designation results in turnkey properties for businesses that want to move forward quickly. For more information: **[NevadaCertifiedSites.com](http://NevadaCertifiedSites.com)**



❖ **Opportunity Zones:** The Qualified Opportunity Zones (QOZ) program was created by the 2017 Tax Cuts and Jobs Act, enacted as an economic development tool. A QOZ is a U.S. Census tract where investments in new projects may qualify for capital gains tax deferral or partial abatement. The Sierra Region has 4 designated QOZs.

# **NNDA: Your Business Resource for Growth and Expansion**

The **connector** and **problem solver** between the Sierra Region's business communities, government, and the many resources to support business growth

## **❖Regulatory**

- Resolve Permitting Issues
- Navigate State Agency Requirements
- Provide Feedback to Federal, State and Local Government



## **❖Operations**

- Site Selection
- Productivity Resources
- Workforce Resources and Training



## **❖Finance**

- State Tax Incentives
- Federally-Guaranteed Loans
- International Trade and Export Resources





# NEVADA STATE EB-5 *regional center*



## Business Growth through Foreign Capital Investment

*Professionals bringing exceptional Business Ventures and Foreign Capital Investors Together*

The Nevada State EB-5 Regional Center (NVEB-5) is a unique blend of a non-profit and an approved U.S. Citizenship and Immigration Services (USCIS) organization utilizing industry proven processes and procedures. In fact, NVEB-5 is one of only two non-profit regional centers in the country. This status provides peace of mind in knowing that the viability of the project, local job creation and return for the foreign capital investor is first and foremost.

NVEB-5 does not own or have any direct economic or other related self-interest or connection with a project. Rather, NVEB-5 is focused on providing a means for financially sound, viable and secure job creating project opportunities which fully satisfy all the requirements for investors to obtain their Green Cards through the United States EB-5 Immigrant Investor Program which is administered and overseen by USCIS.

NVEB-5 is located, near world renowned Lake Tahoe, in beautiful Carson City, Nevada and supports three key counties in Northern Nevada comprised of Carson City, Douglas County and Lyon County, and surrounding counties. NVEB-5 was created through a partnership between Northern Nevada Development Authority and Hop & Mae Adams Foundation.

### Why NVEB-5?

*The many benefits to investors include:*

- NVEB-5 is a Non-Profit Organization
- USCIS Certified
- IIUSA® Member
- Professional and Expert Coordination
- Investment Due Diligence
- Immigration Assistance
- Investment Management
- Live Anywhere in the US
- Minimum Investment Contribution of US \$500,000 in TEA Areas

### Contact Us Today!



308 N Curry Street, Suite 101

Carson City, NV 89703

855.498.6360

Admin@NVEB5.org

NVEB5.org

PARTNER



Northern Nevada  
Development Authority

PARTNER



MEMBER



ASSOCIATION  
TO INVEST IN USA



# “Go To” Resource for New, Relocating, and Resident Businesses in Nevada’s Sierra Region



**NNDA Strategic Focus:**

**Leverage & Maximize  
Upticks**

**to**

**Minimize & Mitigate  
Downturns**

NNDA is the state-designated Regional Development Authority (RDA) for the Sierra Region of Nevada: Carson City (state capital), Douglas County, Lyon County, Mineral County, and Storey County. Established in 1981, it was the first and remains the oldest RDA in the Silver State.

The organization is a Nevada domestic 501(c)(6) nonprofit corporation. NNDA helps to grow and strengthen the region’s economic ecosystem, while facilitating business-to-business resources to support new, relocating or expanding companies in the region. Since 2010, NNDA has assisted more than 100 companies with relocation and expansion while generating over \$2 billion total economic impact for the region.

Pursuant to NRS 231, all information provided by clients to NNDA is confidential unless or until the client stipulates otherwise.

# THANK YOU to OUR NNDA PARTNERS!!

Helping to make it possible for us to provide services at no cost to clients

## Champion Partners



## Elite Partners



## Premier Partners

