



Association of Gaming Equipment Manufacturers

March 2, 2022

Mr. John Edmond, Regional Representative
Economic Development Administration
U.S. Department of Commerce
Seattle Regional Office
Jackson Federal Building
915 Second Avenue, Room 1890
Seattle, WA 98174-1001

**RE: American Rescue Plan Act Build Back Better Regional Challenge
Notice of Funding Opportunity EDA-HDQ-ARPBBB-2021-2006976 – Phase 2**

Dear Mr. Edmond:

I recently learned that the grant application submitted by the Las Vegas Global Economic Alliance (“LVGEA”) under the Build Back Better Regional Challenge was selected as one of 60 finalists among 529 national applicants. The Association of Gaming Equipment Manufacturers (“AGEM”) is a non-profit international trade association representing manufacturers and suppliers of electronic gaming devices, lotteries, systems, table games, key components and other support products, with 172 member companies from 22 countries and a base in Las Vegas. Simply stated, we are the voice of the global gaming manufacturing industry. Importantly, our organization is headquartered in Southern Nevada, where the largest contingency of our members is also located.

We have been working with LVGEA for more than a decade to help promote the manufacturing industry and support the economic diversification efforts our community requires. As such, I am pleased to write this letter of support on behalf of LVGEA and Southern Nevada's Build Back Better Coalition's Phase 2 proposal to the Economic Development Administration (“EDA”). The funding under this proposal is vital to assist our regional economy recover from the COVID-19 pandemic. However, it is also critical to build a talent and infrastructure pipeline that will expand economic diversity and resiliency to mitigate the impacts of future economic downturns.

LVGEA's proposal focuses on the growth of the Southern Nevada region's advanced manufacturing industry cluster through the advancement of four (4) tightly aligned, transformative projects emphasizing job creation, economic outputs, equity and sustainability. Together, these projects will create a long-term, transformational plan for rebuilding Southern Nevada's regional economy that is fully aligned with the region's Comprehensive Economic Development Strategy.

To provide perspective on why AGEM is supportive of this application, our most recent industry assessment indicates we directly employ over 60,000 workers throughout the world, supporting more than 200,000 workers when the ripple effect of those positions is considered. We are responsible for more than \$55 billion in overall economic activity. Perhaps more important is that AGEM members that have a presence in the state of Nevada directly employ nearly 30,000 workers, or nearly 95,000 jobs, including indirect and induced positions. Manufacturers with at least some of their operations in Nevada also support total wages of approximately \$6.6 billion annually and over \$31 billion in economic output.

Our members manufacture a wide range of goods and products, from table games and slot machine equipment to high-technology materials such as microchips and computer components. As this industry grows, our members struggle to find the required talent necessary to meet mounting demands, oftentimes finding themselves trying to attract employees from other domestic and international markets. Additionally, the expansion of legalized gaming worldwide generates increased demand for manufacturing activity and workers within the industry, further challenging employee supply-demand dynamics.

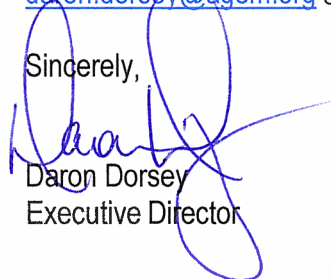
AGEM members continue to cite employee hiring as a key challenge in their business operations. Developing a supply of trained workers would go a long way in supporting our members' demand and help expand and stabilize the local employment base in Southern Nevada. I am constantly reminded that after operating for two years in a COVID-19 world, Southern Nevada still remains down nearly 60,000 jobs overall. Re-skilling and finding employment opportunities for those that have yet to return to their leisure and hospitality positions is critical. The objectives of the Build Back Better grant program appears perfectly aligned with the needs of the Southern Nevada community and the plan set forth by LVGEA to expand the infrastructure of the advanced manufacturing industry – both through human capital and physical resources.

Our members hire hundreds, if not thousands, of employees annually to meet their needs. With major gaming equipment manufacturers based in the state of Nevada, a pipeline of skilled workers will easily find their way to high-paying positions that are less reliant on the local tourism industry.

While the job alignment opportunity is clear, maintaining a sufficient inventory of developable property to support the manufacturing industry will play a vital role in expanding existing business capacities while providing opportunities to potentially relocate international operations into the United States and specifically Southern Nevada. Onshoring would serve the country and this community well.

AGEM and our members are excited to continue working with LVGEA and other Build Back Better application participants on this important initiative. I am happy to talk about our support and commitment to Southern Nevada at any time. If you have any questions, please do not hesitate to contact me at aron.dorsey@agem.org or (702) 277-3641.

Sincerely,



Daron Dorsey
Executive Director