

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

Dear Mr. Edmond:

On behalf of Nevada Industry Excellence (NVIE), I am writing to share our support for Southern Nevada's Build Back Better Regional Challenge Phase 2 grant proposal, led by the Las Vegas Global Economic Alliance (LVGEA).

NVIE is the official representative of the MEP National Network™ in Nevada and is an NIST MEP Approved Center. The MEP National Network is a unique public-private partnership that delivers comprehensive, proven solutions to small and medium sized Nevada manufacturers, fueling growth and advancing U.S. manufacturing. NVIE is a part of the Nevada System of Higher Education and provide comprehensive statewide support of manufacturing. NVIE serves as a strong resource for ensuring Nevada industry is resilient and leads the world in innovation. Our mission is to deliver comprehensive, proven solutions, fueling growth and advancing Nevada industry. We have assisted companies like: Vitamix obtain a 200% increase in receiving throughput and a 35% increase in product refresh throughput; Jensen MetalTech with a 50% reduction in employee turnover and 20% reduction in rework labor; Alpha Productions Technologies, Inc. with a 25% increase in business from existing key customers; and North Sails with the creation of 25 new jobs, an increase of \$5 million in sales and an increase of productivity by 31%. NVIE is currently working with Wells Enterprises for improved food safety and sanitation, and EIS Automation for ISO compliance. The Nevada Governor's Office of Economic Development found in its 2021 Recovery and Resiliency Plan that enabling further diversification of Southern Nevada's Economy required further industry specific infrastructure development, especially for advanced manufacturing and logistics, throughout Southern Nevada.

The proposal focuses on the growth of the Southern Nevada region's advanced manufacturing industry cluster through the advancement of eight (8) tightly aligned component projects, with an emphasis on job creation, wage growth, 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 (CEDS). I believe southern Nevada is ripe for the projects in this

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application and that southern Nevada is both a strong applicant and will benefit greatly from these EDA resources. NVIE has a strong partnership with many applicants in this grant, including LVGEA, CSN, CLV and UNLV.

Work with them includes: Support for all existing manufacturing companies in the region, introduce clients to cities and LVGEA for assistance, facilitating listening sessions to learn company needs, and providing B2B introductions to growth the local manufacturing ecosystem. I commit to: Partnering to share our Workforce Strategies; partnering with business support to share our Operational Excellence strategies with advanced manufacturing companies; providing a point person in Southern Nevada (Mary Arbutina, Senior Project Manager, [marbutina@nvie.nevada.edu](mailto:marbutina@nvie.nevada.edu), 702-592-4569) for speed of implementation.

Nevada Industry Excellence looks forward to working with LVGEA and the Southern Nevada's Regional Growth Cluster to build regional economic resiliency and improve outcomes for our residents. LVGEA is an important lead for this grant, and the breadth of the partners assembled to establish the coalition behind this proposal signals the community is aligned in our understanding of the opportunity this grant will bring to enhancing our regional economy in the identified project areas. If you have any questions, please contact me.

I thank you for your consideration of this application.

Sincerely,

*Tom Simpkins*

Tom Simpkins, Director  
Nevada Industry Excellence

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The Industrial Extension Program of the Nevada System of Higher Education

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