

NRS 701.010 Legislative findings; state policy.

1. The Legislature finds that:

(a) Energy is essential to the economy of the State and to the health, safety and welfare of the people of the State.

(b) The State has a responsibility to encourage the maintenance of a reliable and economical supply of energy at a level which is consistent with the protection of environmental quality.

(c) The State has a responsibility to encourage the utilization of a wide range of measures which reduce wasteful uses of energy resources.

(d) The State and the public have an interest in encouraging public utilities to promote and take actions toward energy conservation.

(e) Planning for energy conservation and future energy requirements should include consideration of state, regional and local plans for land use, urban expansion, transportation systems, environmental protection and economic development.

(f) Government and private enterprise need to accelerate research and development of sources of renewable energy and to improve technology related to the research and development of existing sources of energy.

(g) While government and private enterprise are seeking to accelerate research and development of sources of renewable energy, they must also prepare for and respond to the advent of competition within the electrical energy industry and are, therefore, encouraged to maximize the use of indigenous energy resources to the extent competitively and economically feasible.

(h) Prevention of delays and interruptions in providing energy, protecting environmental values and conserving energy require expanded authority and capability within State Government.

2. It is the policy of this State to encourage participation with all levels of government and private enterprise in cooperative state, regional and national programs to assure adequate supplies of energy resources and markets for such energy resources.

3. It is the policy of this State to assign the responsibility for managing and conserving energy and its sources to agencies whose other programs are similar, to avoid duplication of effort in developing policies and programs for energy.

(Added to NRS by 1977, 1163; A 1983, 2092; 1995, 311; 2001, 3263; 2007, 2973)



NEVADA STATE OFFICE OF ENERGY

Jim Groth, Director

Legislator Introduction

November 30, 2010

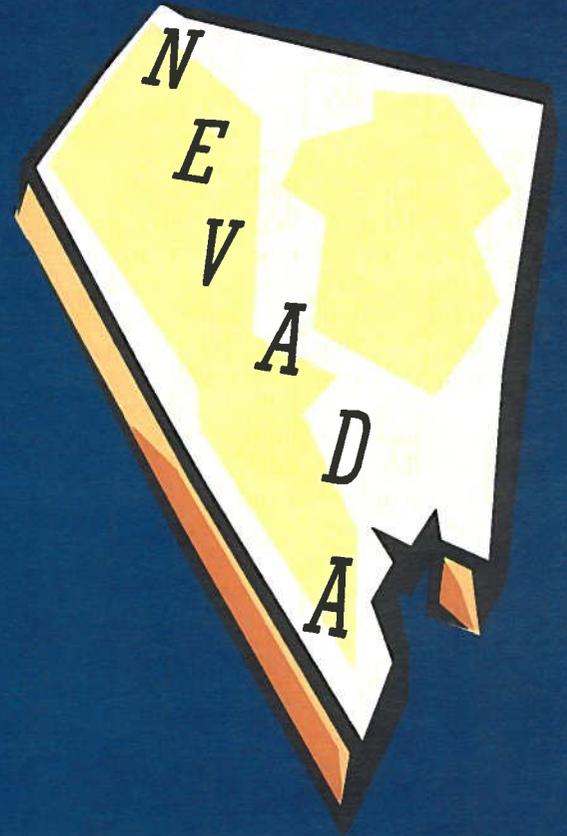


Nevada State Office of Energy



NSOE GOALS

- Solicit EE/RE manufacturers & generators to NV
- **Export RE**
- Increase DG from 15mw to 400mw



STRIKE FORCE

- Informal group, connect disconnected brain trust
- **Work with ED**
- Teams: Regulatory, Lands, Transmission, & EE



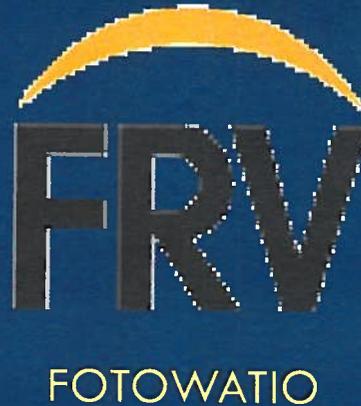
Astro Energy



REpower
SYSTEMS

elementenergy

 **SUNTECH**

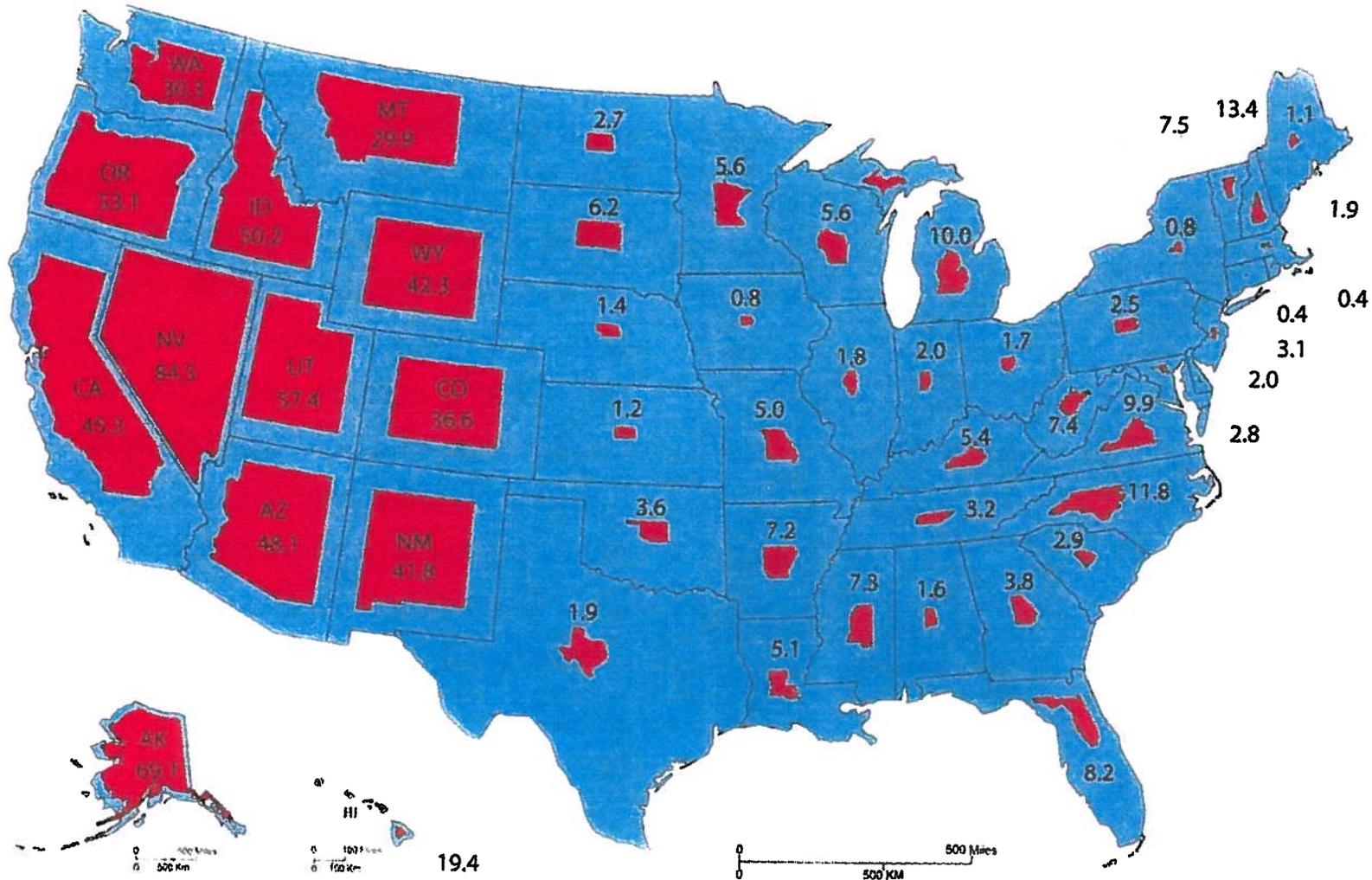


Nevada State Office of Energy



WHO OWNS THE WEST?

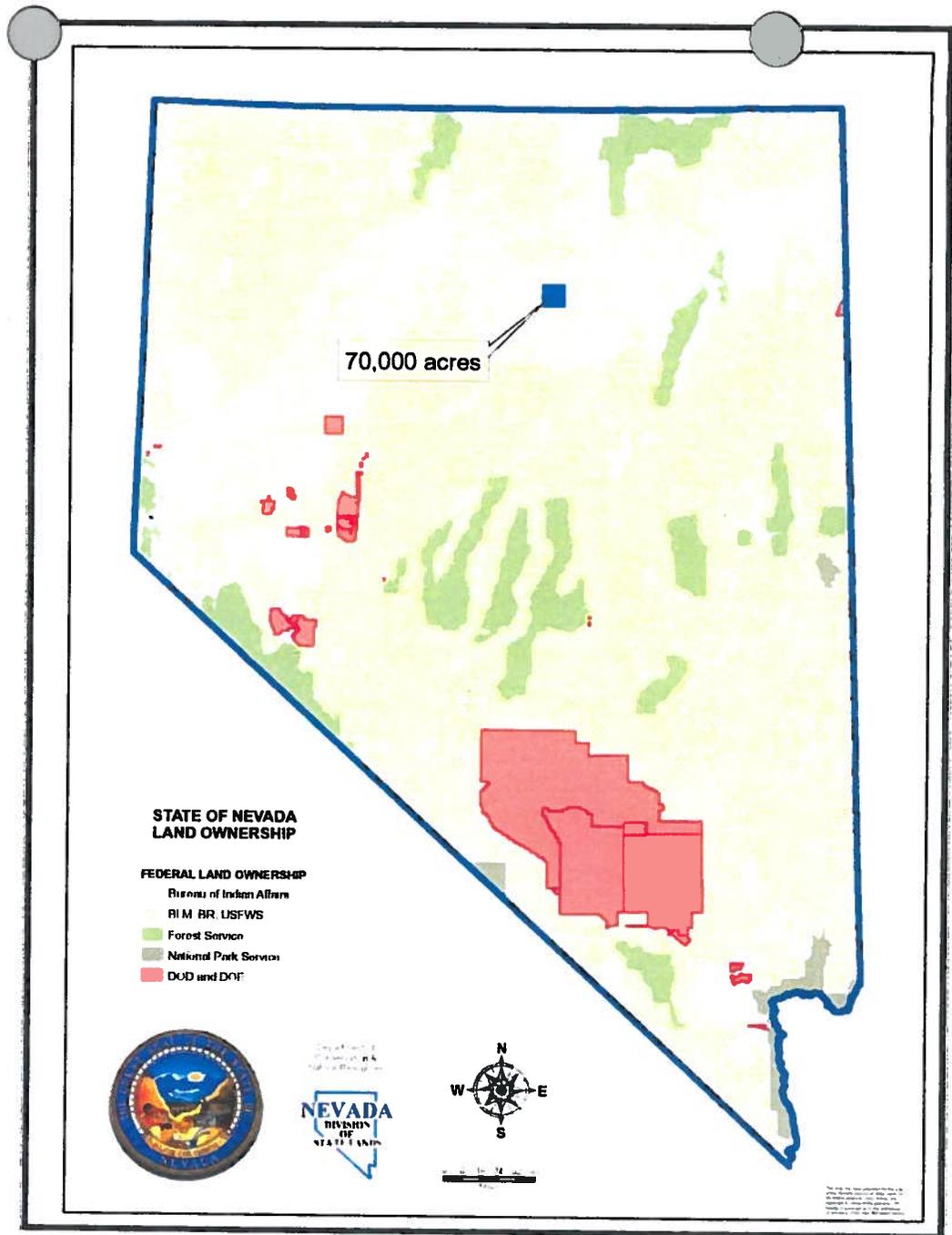
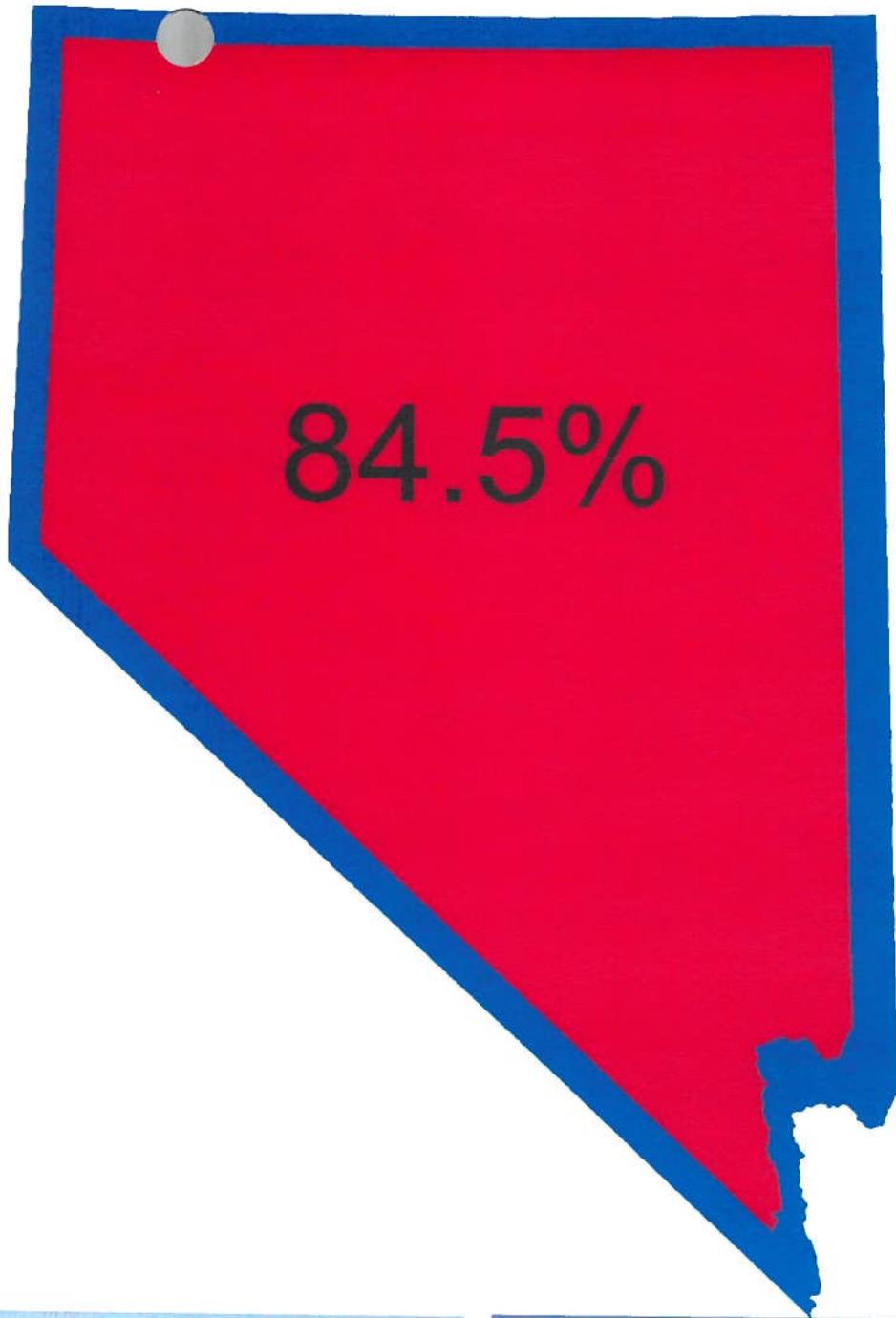
Federal Land as a Percentage of Total State Land Area



Data source: U.S. General Services Administration, *Federal Real Property Profile 2004*, excludes trust properties.

Nevada State Office of Energy





Nevada State Office of Energy



SEP ARRA SUCCESS

- \$37M in stimulus funds, 13 programs
- Schools - \$10M for RE/EE projects, 16 school districts, primarily solar
- State Buildings – \$8M, 124 lighting retrofits & solar



LCB Parking Garage



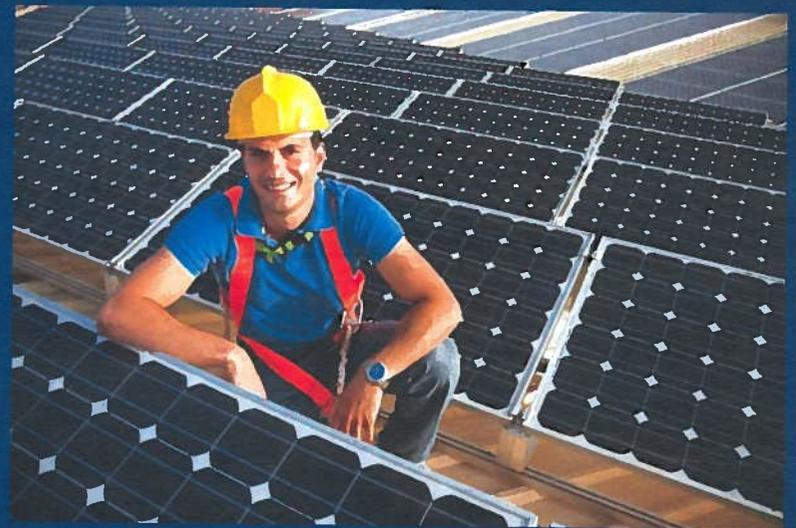
REVOLVING LOANS

- \$8M in loans, help projects get started
- 3% interest, 15 years, avg term 3 years
- 21 applications received
- 6 funded, 7 more in process



MULTI-AGENCY RFP

- RE systems at 55 State agency & City of LV sites
- 100% private sector investment, no cost to agencies
- Offset energy costs



NV RETROFIT INITIATIVE

- \$5 million DOE grant
- EE retrofit 5% of all single family residences in NV by 2021
- Upgrade home by 20%, get 20% back



TRACK OUR PROGRESS

www.energy.state.nv.us

- Read Energy Economy Declaration
- Read Milestone Minder
- Follow us on Twitter
- **Collective Will**



Nevada State Office of Energy

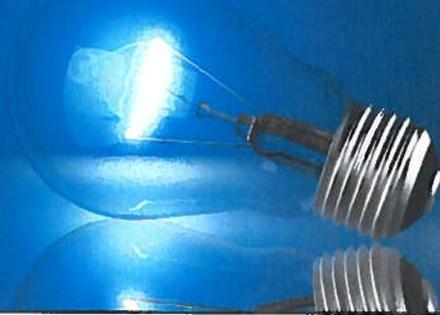


Welcome to a **brighter** Nevada.

Founded on Independence, Opportunity and Natural Resources.
Driven by Innovation, Diversity, and Renewable Energy.

An Overview

Economic Development in Nevada



➤ Overview: Economic Development in Nevada

What is economic development?

Economic development is simply described as a process that influences growth and restructuring of an economy to enhance the economic well being of the state.

What does "the process" include?

1. Business Attraction and Foreign Investment
2. Business Retention and Expansion
3. Business Creation

All of these activities create new primary jobs that pay more than the prevailing wage, create greater capital investment; and increase the amount of new money coming into the state. The strategy is to achieve this in a number of diversified industries.



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Overview: Economic Development in Nevada

What are primary jobs? And, why are they so important?

Putting Nevadans to work is paramount. But, long term, we need to increase the number of primary jobs in Nevada. A primary job is a job that produces goods and/or services for customers that are predominantly outside the state or country.

Once an employer is paid for the products and/or services, he injects that new money into the state through wages paid to employees and retail sales.

This creates an ongoing infusion of new dollars into the state's economy rather than simply "churning" existing dollars.



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New Money Inflows



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➤ Overview: Economic Development in Nevada

What is the Nevada Commission on Economic Development (NCED)?

Nevada's leader in developing and maintaining a diverse economic base, ensuring a healthy economy for the Silver State.

- Established in 1983, under Governor Richard Bryan, the state agency was tasked with promoting and encouraging vital economic interests of Nevada, except for travel and tourism.
- The NCED is comprised of a commission and two divisions: Economic Development and the Nevada Film Office.



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➤ Overview: Economic Development in Nevada

What is the *State Plan for Diversification*?

NCED is committed to collaborating with the Executive Branch, the Nevada Legislature, private entities working to diversify our economy and countless business owners to better understand the environment in which Nevada must compete.

The State Plan for Diversification is a roadmap to Nevada's economic resiliency. It is a living document, much like a business plan.

Currently, we are working with the New Nevada Task Force to expand the plan to address emerging areas where Nevada has a competitive advantage.



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➤ Overview: Economic Development in Nevada

What is the New Nevada Task Force?

It is a 28-member coalition of Nevada business leaders tasked with identifying steps to further strengthen and diversify the state's economy.

The task force's recommendations are aimed at attracting new businesses to the state and creating new job opportunities. The goal of the New Nevada Task Force is to conduct all business and make recommendations in a timely manner to ensure that any legislative needs that are identified are done so in time to be considered during the 2011 legislative session.

The task force has no formal legal standing or budget authorization. It strictly adheres to Nevada's open meeting laws for greater transparency.



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➤ Overview: Economic Development in Nevada

What is the objective or goal of successful economic development?

To diversify the economic base to create greater resiliency, thereby cushioning the state against economic shocks.

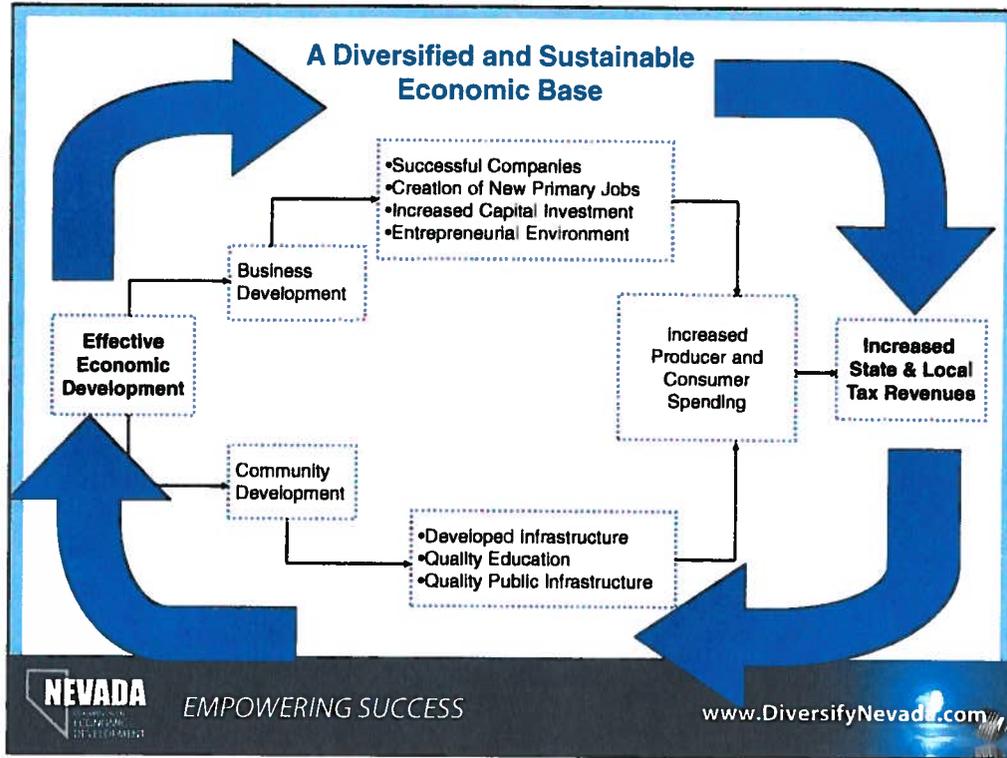
To increase the tax base of governments and communities in order to provide higher quality services to citizens.

To create opportunities that will give a greater number of people better access to wealth through economic growth.



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➤ Overview: Economic Development in Nevada

What is NCED's role in economic development activities?

As the state's agency for economic development, the Commission charts the strategic course for economic development with its Plan for Economic Diversification.

- Identify strategic initiatives and create synergies to accomplish the goals.
- Coordinate the economic development activities within the state to reduce duplication of efforts and prioritize limited resources.
- Market the state in targeted markets and develop resulting leads into qualified prospects.
- Administer state and federally funded programs designed to foster business and community development.

➤ Overview: Economic Development in Nevada

How does NCED help businesses and communities to grow?

NCED has two key divisions and programs providing the right tools for business and community development:

1. Economic Development:
 - Business Development
 - Workforce Development
 - Global Trade & Investment
 - Nevada Procurement Outreach Program
 - Rural Community Development – CDBG Program
2. The Nevada Film Office



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➤ Overview: Economic Development in Nevada

What does Business Development do? And, why?

New Business Attraction

Recruitment of "identified" industries to diversify Nevada's economy.

How does NCED attract business?

- Not by expensive, ineffective advertising campaigns.
- Personal contact by existing businesses, visits by elected officials.
- NCED attendance at identified trade shows.
- Business research and analysis of targeted company activities
- Utilizing NCED's international trade representatives to develop opportunities



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➤ Overview: Economic Development in Nevada

NCED helps businesses to make informed decisions.

Research—creating customized packets—from cost of doing business to supplier cluster locations—providing relocating or expanding companies with the necessary facts for informed decision-making

Incentive Programs—facilitating business development programs designed to assist relocating and expanding companies to grow and compete

Site Selector Connections—directing inter-agency access enabling companies to visit available commercial or warehouse sites, recruit qualified employees and fast-track projects.



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➤ Overview: Economic Development in Nevada

Business Development also works to retain businesses.

Business Retention and Expansion

Working to keep what we already have because 80 percent of all the new jobs created are created by existing business. These businesses are already invested in the state and their communities. And, existing businesses are the best ambassadors for new business recruitment.

How does NCED retain business?

- Providing incentives for expansion and the creation of jobs.
- Providing programs that help businesses to expand their client base.
 1. Procurement Outreach locate, bid and win government and corporate contracts as a prime and subcontractor which allows them to retain, expand and diversify their client database
 2. Training program to help businesses to identify overseas markets for their products.
 3. Establishment of revolving business loan fund from CDBG allocated funds.



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Overview: Economic Development in Nevada

Business Development fosters entrepreneurial enterprise.

Technology Commercialization, Start-ups and Entrepreneurism

Entrepreneurial enterprise is a little like gardening, native plants thrive better than transplants because they are indigenous to the community.

How does NCED foster the entrepreneurial spirit?

- Encouraging industry and university alliances on applied research
- Developing Centers of Innovation
- Sponsorship of Governor's Cup



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Overview: Economic Development in Nevada

Workforce Development



The program offers comprehensive workforce recruitment and training services . These pre-employment services are free; and training may potentially be underwritten or salaries subsidized during the training period.

Nevada companies also have access to Nevada Industry Excellence (NVIE), which is an Industrial Extension Program of the Nevada System of Higher Education



Nevada Industry Excellence is a member of the National Institute of Standards and Technology's Manufacturing Extension Partnership (MEP) that is America's #1 resource for helping U.S business. They also offer the "ExpOrTech" program.



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➤ Overview: Economic Development in Nevada

How does Global Trade and Investment work?

NCED prepares businesses to enter the export arena or increase activities in international markets and attracts foreign investment to the state:

- Export Readiness Programs
- Export Seminars and Counseling Services
- International Trade Shows and Trade Missions
- Administration of Federal Export Grant Programs
- Inbound Buying Missions
- Foreign Direct Investment (FDI) Activities
- Independent Trade Representatives



Did you know that Nevada has an Office of Diplomatic Relations & Protocol (ODRP)

The ODRP is the state's official link to the U.S. State Department and works to foster our international presence by growing the Nevada Consular Corps.



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➤ Overview: Economic Development in Nevada

How does the Procurement Outreach Program (POP) work?

It opens the door for Nevada businesses to lucrative government contract opportunities:

- POP assists Nevada businesses in understanding the requirements of government contracting, how to market their business to government entities and win government contracts.
- POP also provides guidance to Nevada businesses so they can successfully perform and complete the contracts.
- The primary focus is on assisting small, woman-owned, minority-owned, service-disabled veteran- and veteran-owned businesses.

In addition to the government market, Nevada businesses can apply the concepts to bidding for contracts through large business Supplier Diversity programs.



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➤ Overview: Economic Development in Nevada

What role does Community Development play in economic development?

It is a classic example of “Catch 22”—without community development there is no economic development. Community development addresses the basic infrastructure needs to support economic development.

NCED administers the State and Small Cities Community Development Block Grant (CDBG) Program—a genuine federal-state-local government partnership and valuable community development tool.

CDBG funds are spent on projects that help achieve one or more of the following goals:

- the development of suitable living environments
- the supply of provide decent housing
- the creation of economic opportunities in rural parts of the state



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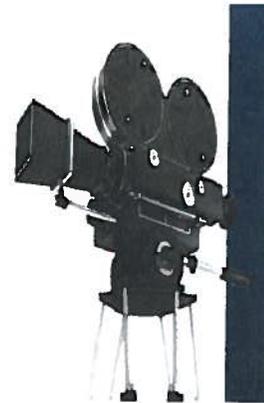
➤ Overview: Economic Development in Nevada

Nevada: Hollywood's Back Lot

Nevada averages between 300 and 400 projects a year including feature films, television series, reality shows, sporting events, documentaries, commercials, music videos and other media projects generating \$100 million plus in revenues to the state.

The [Nevada Film Office \(NFO\)](#) delivers key information to the production industry encouraging use of the state's locations and resources.

The NFO assists and facilitates production companies and their crews with location, script breakdowns, defining and managing logistics, and intergovernmental cooperation including permitting and jurisdiction and problem solving.



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Performance Metrics:

Economic Activity Calculation - Calendar Year 2008 through 3Q 2010

	2008	2009	3Q2010	Consolidated
Jobs	22,856			
POP*	3452	7811	6763	17826
CDBG	NA	NA	NA	0
ARRA*	NA	NA	10	10
Global Trade				
Exports (U.S. Commerce Dept.)**	88183	70883	38323**	
FDI (Media Reports)***	NA	NA	200	200
Business Development				
Incentivized	527	694	824	1945
Assisted	1016	1151	808	2975
Investment	\$ 3,622,130,548.00			
POP (Client contract awards)	\$ 173,205,973.00	\$ 391,888,655.00	\$ 340,031,079.00	\$ 895,126,707.00
CDBG	\$ 2,838,945.00	\$ 2,838,945.00	\$ 2,720,891.00	\$ 8,398,781.00
ARRA	\$	\$ 740,431.00	\$	\$ 740,431.00
Global Trade				
Exports (U.S. Commerce Dept.)	\$ 6,121,087,825.00	\$ 5,672,185,096.00	\$ 4,758,341,022.00	\$ 16,551,614,043.00
FDI (Media Reports)***	\$ 235,000,000.00	\$ 176,500,000.00	\$ 793,500,000.00	\$ 1,205,000,000.00
Trade Missions	\$ 18,000,000.00	\$ 14,000,000.00	NA	\$ 32,000,000.00
Business Development				
Incentivized (C)	\$ 598,000,000.00	\$ 737,500,000.00	\$ 66,700,000.00	\$ 1,402,200,000.00
Incentivized (Wages)	\$ 23,000,000.00	\$ 28,000,000.00	\$ 26,800,000.00	\$ 77,800,000.00
Incentivized Wages (Compounded per contract)	\$	\$ 61,000,000.00	\$ 77,600,000.00	\$ 128,600,000.00
Assisted (C)	NA	NA	\$ 784,830.00	\$ 784,830.00
Film Office	\$ 100,000.00	\$ 100,000.00	\$ 80,000.00	\$ 280,000.00



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Overview: Economic Development in Nevada

Nevada's roadmap to future diversification.

What direction is Nevada headed?

Nevada has reached a crossroads to great opportunity. The New Nevada Task Force has identified eight areas for where Nevada has a competitive advantage.

The Next Big Ideas

- International Business Development
- Business-to-Business Marketing
- Technology Commercialization
- Film and Television Production
- Renewable Energy Asset Utilization
- Road, Rail and Air Transportation
- BLM Land Use
- Medical Facility Expansion and Medical Tourism



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➤ Overview: Economic Development in Nevada

Where do these ideas fit within the State Plan for Diversification?

Many of these ideas dovetail and enhance existing NCED programming. Lets take a brief look at each of the concepts.

International Business Development

Develop international business (i.e. air freight in north, convention & business services and direct air routes in the south) utilizing the existing infrastructure provided within the leisure & hospitality industry.

Business – to – Business Marketing

Utilize the successful business people we currently have within the state to attract and convince other businesses to Nevada through the auspices of organizations such as NAIOP (commercial real estate development association) with its broad based membership.



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➤ Overview: Economic Development in Nevada

Technology Commercialization

Establish "Centers of Innovation", particularly on our university campuses where applied research is utilized to bring new technologies to the commercial marketplace, thus having the state and university community benefit in the upside potential, i.e. Stanford University, etc.

Film and Television Production

Identify methods in which appropriate measures (i.e. tax abatements & training support) can be used to attract increased film, television and commercial production to Nevada from other states such as New Mexico. Training support and employment thresholds are the likely areas of concentration.

Renewable Energy Asset Utilization

Beyond the development of solar, geothermal and wind assets currently underway, explore the development of other Nevada natural resources processing opportunities, i.e. lithium; and the potential for job-creating mineral refining operations.



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➤ Overview: Economic Development in Nevada

Road, Rail & Air Transportation

Take some of the aspects of International Business Development and identifying expansion and utilization of road, rail and air transport assets to create/attract additional manufacturing/distribution companies to Nevada.

BLM Land Use

Create the next generation "BLM Land Use Act" for transfer of land from the federal government to the state for use in specific projects, i.e. renewable energy, manufacturing and distribution industry creation / expansion.

Medical Facility Expansion and Medical Tourism

Utilize our growing list of medical facilities in conjunction with the university system to create bio science consortiums, based on the intellectual property strengths of our science community.



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A black and white photograph of an industrial facility, likely a power plant, situated in a mountainous region. The facility consists of several large, rectangular buildings with flat roofs, interconnected by a complex network of pipes and walkways. In the foreground, there are large, dark rocks and some sparse vegetation. The background shows rolling hills and mountains under a clear sky. Three circular punch holes are visible at the top of the page.

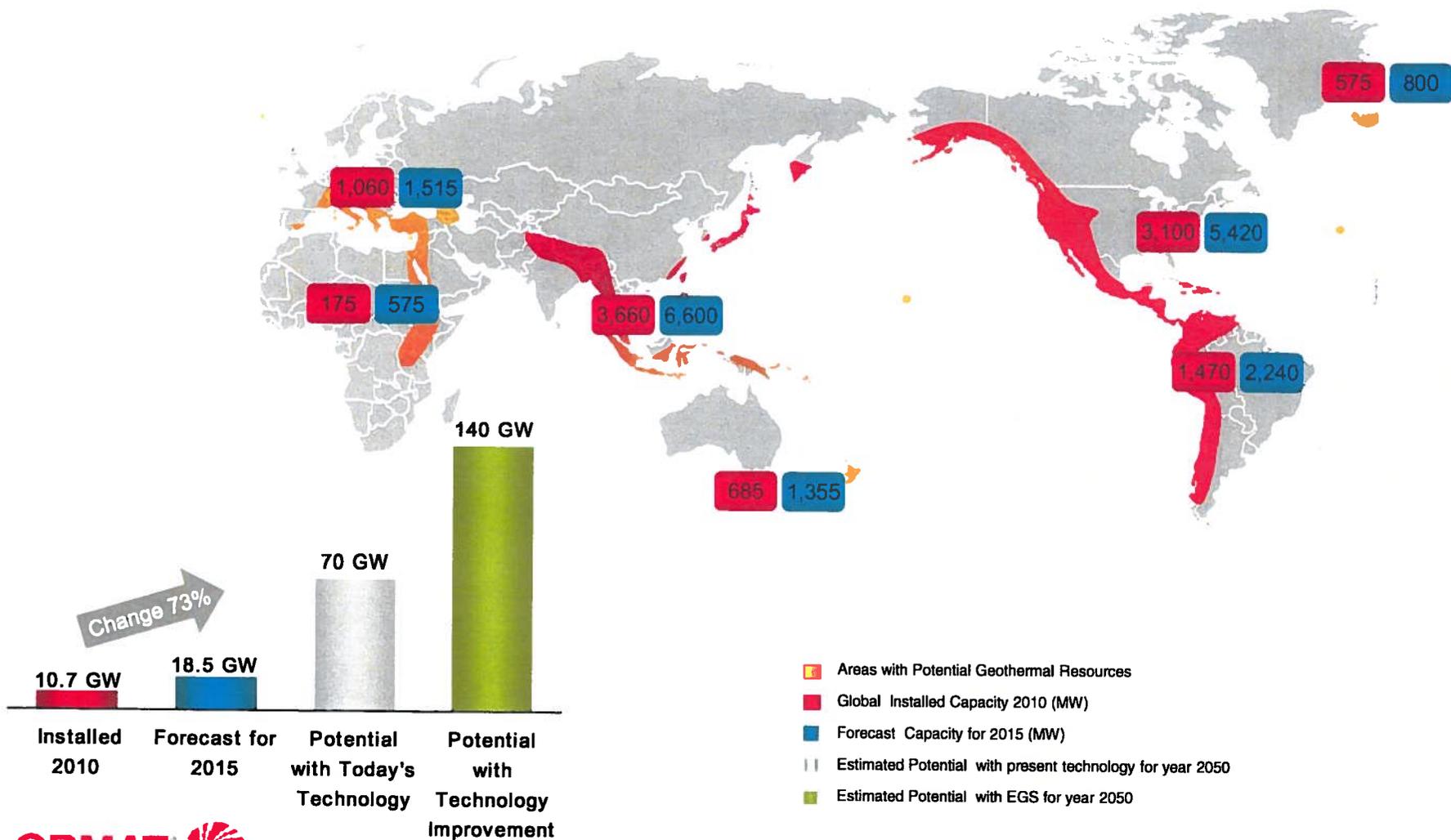
Ormat Technologies, Inc.

Economic Impacts

11.17.10

www.ormat.com

Global Geothermal Installed Capacity & Potential (MW)



Source: "Geothermal Power Generation in the World 2005–2010 Update Report" Ruggero Bertani Enel Green Power, via Dalmazia 15 – 00198 Roma (Italy) April 2010.

GREEN ENERGY you can rely on

Technology Benefits

■ Cost Effective

- Lowest cost
- Provides long-term fixed power price
- Reduces price volatility

■ Sustainable & Environmentally Friendly

- Projects operating for 20 years at 98% capacity
- Closed loop system with near zero emissions
- No water consumption

■ Minimal Surface Use

- Plants site = 5 acres
- Well pads = 2 acres w/ rig (300ft x 300ft)

■ Field Proven



GREEN ENERGY you can rely on

Geothermal's Economic Impact on Nevada



Nevada Operations

- Ormat currently operates 9 power plants with 4 under construction & development w/ contracts
- Close to 200 MW - in Operation and under Construction & Development
Almost all - RPS qualified
- 15 Geothermal Prospects - some under exploration

Nevada Totals:

Close to 200 MW - online by 2013



GREEN ENERGY you can rely on

Ormat Metrics

- **90MW - in operation in 2007**
 - = 75,000 homes or 300,000 people
 - = \$400,000,000 total investment
 - = 70 full time employees

- **Close to 200 MW - online by 2013**
 - = 138,750 homes or 555,000 people
 - = \$800,000,000 total investment
 - = 140 full time employees



GREEN ENERGY you can rely on

GEA Metrics

- According to the Geothermal Energy Association
- Direct employment results in 1.7 full time positions and 6.4 person*years per megawatt.
- Induced and indirect impacts were calculated assuming a multiplier of **2.5**; for a total direct, indirect, and induced employment impact of **4.25** full-time positions and 16 person*years per megawatt.¹

¹http://geoenergy.org/pdf/reports/GreenJobs_Through_Geothermal_Energy_Final_Oct2010.pdf

GEA Metrics

- 90MW - in operation in 2007
 - = 75,000 homes or 300,000 people
 - = \$400,000,000 total investment
 - = **425 full time jobs**

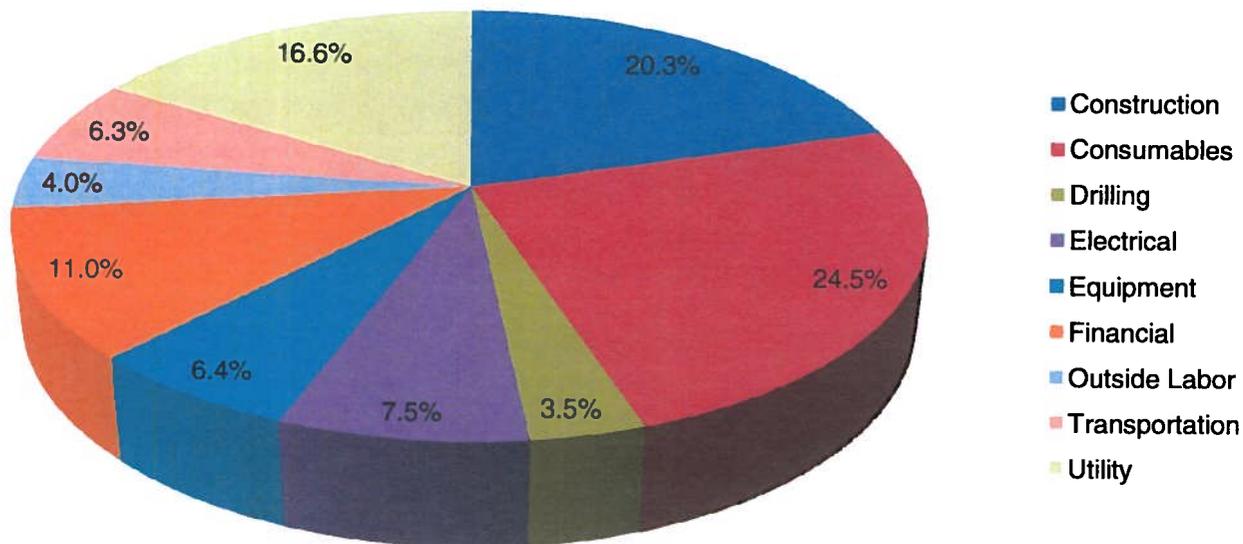
- Close to 200 MW - online by 2011
 - = 138,750 homes or 555,000 people
 - = \$800,000,000 total investment
 - = **850 full time jobs**



GREEN ENERGY you can rely on

Where are the jobs in Nevada?

Ormat Nevada Expenditures by Industry (%)



GREEN ENERGY you can rely on

Where are the jobs in Nevada?

- In 2010 Ormat utilized 800 different vendors in Nevada
- In 2010 Ormat spent approx 46 million dollars on Nevada Vendors
- With power plants operating under 20 year PPA's you can expect those expenditures to stay constant or grow over the next 20 years
 - **That = \$1 Billion spent with Nevada vendors**

Where are the jobs in Nevada?

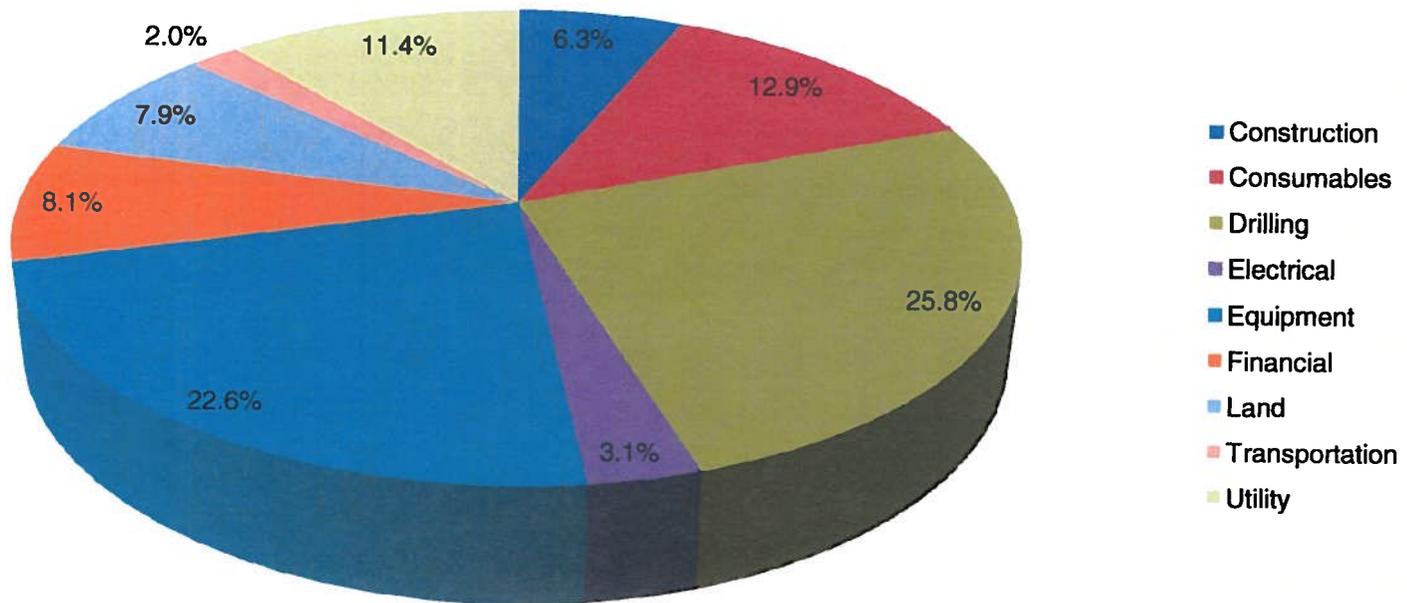
NV Energy ,Reno	Utility
ChemTreat, Inc. ,Minden	Consumables
Bank of America - Reno	Financial
Ryan Herco Flow Solutions ,Las Vegas	Equipment
Chicken Hawk Transport ,Sparks	Transportation
Northern Sierra Construction ,Reno	Construction
Western Energetix, LLC ,Reno	Consumables
A & K Earth Movers, Inc. ,Fallon	Construction
M&H Enterprises, Inc. ,Las Vegas	Construction
Western Central Petroleum, INC ,Hawthorne	Consumables
S.P.S. Bit Service ,Carson City	Drilling
CLP Resources, Inc. ,Reno	Outside Labor
Titan Wire & Cable LLC ,Sparks	Electrical
WWW Construction, Reno	Construction
Merit Electric Company , Reno	Electrical
Steamboat Services, LLC , Lovelock	Construction
GCS Consulting, Inc. , Reno	Construction
Briggs Electric Inc. , Carson City	Electrical
First Centennial Title Company of Nevada , Reno	Financial
Great Basin Welding Services, LLC , Reno	Construction
Reno Windustrial Company , Reno	Construction
Grove Madsen Industries , Reno	Electrical
Allied Washoe , Reno	Consumables
A-Z Maintenance, Repair & Cleaning , Reno	Outside Labor



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Where are the jobs In the US?

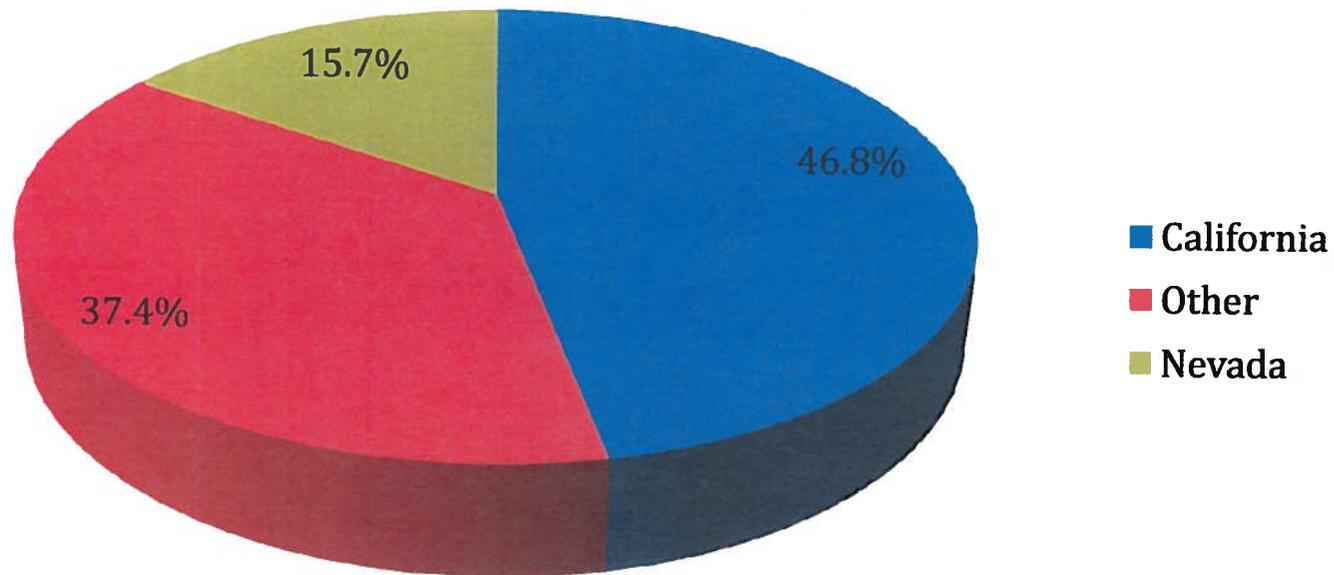
Ormat US Expenditures by Industry (%)



GREEN ENERGY you can rely on

Where are the Vendors In the US?

Ormat US Vendors by State (%)



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Where are the jobs In the US?

GeoDrill LLC , BRAWLEY	Drilling
Standard Steam Trust LLC ,Denver	Land
DHS Drilling Co., Casper	Drilling
Imperial Irrigation District ,Imperial	Utility
NV Energy ,RENO	Utility
ChemTreat, Inc. ,Minden	Consumables
USPF II Institutional Fund, L.P. ,Mill Valley	Financial
FLSmith Krebs, Inc. ,Tucson	Consumables
Schlumberger Technology ,Houston	Equipment
KELLY PIPE CO., LLC ,Oil Country Tubular - Santa Fe Springs	Equipment
Geo Drilling Fluids, Bakersfield	Consumables
The Best Company Inc. ,Grand Junction	Construction
IBC CORPORATION ,SOUTH EASTON	Electrical
Bank of America - IV Royalties, Reno ,Reno	Financial
PMCCA Inc. ,Holtville	Construction
ThermaSource Cementing, Inc. ,Arbuckle	Drilling
San Joaquin Bit Service ,Bakersfield	Equipment
Oil Well Service Co ,Signal Hill	Drilling
Goulds Pumps, Inc (pro shop) ,Pittsburgh	Equipment
Goulds Pumps - VPO ,Pittsburgh	Equipment
Sulzer Pumps (US) Inc., Atlanta	Equipment
101 Pipe & Casing ,Agoura Hills	Equipment
Central Pipe Mechanical Inc. ,El Centro	Equipment
Ryan Herco Flow Solutions ,Las Vegas	Equipment
Chicken Hawk Transport ,SPARKS	Transportation
Weatherford U.S., L.P. - Houston ,200019	Drilling
Halliburton Energy Services ,Houston	Drilling



GREEN ENERGY you can rely on

Financial Impact

- **A 30 MW Geothermal facility will contribute to:**
 - Road maintenance
 - Reduction in unemployment benefits
 - Full-time positions with benefits
 - Reduction in uninsured individuals
 - Increase in sales tax on taxable items
 - Establishing the renewable industry in Nevada

Environmental Impact

- 100 MW of geothermal power in Nevada are annually:
 - Avoiding emission of 750,000 tons of CO₂
 - Saving 1.5 million barrels of oil (the equivalent fuel used by 100,000 cars)
 - Avoiding 350 million gallons of water that conventional steam plants use
for **make-up water**

Summary

- **The Geothermal Industry is developing world class geothermal power plants in Nevada**
- **The Geothermal Industry is committed to successfully implementing innovative technologies**
- **Geothermal projects have a significant impact on the local market**