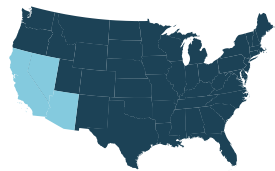


A Bright Future

Jobs, wages, and production activity are on the rise out west.

BY J. MICHAEL WELTON



MANUFACTURERS IN Arizona, California, and Nevada now describe the Great Recession as a memory and their business outlook as good.

“The momentum is extraordinary,” says Sandra Watson, president and CEO at the Arizona Commerce Authority. “In 2013 there were about 155,000 manufacturing jobs. In five years, those grew five percent to 162,400 jobs today.”

Companies like **Nikola Motor Company** and **Lucid Motors** each added 2,000 jobs, while **Orbital, Raytheon,** and **Intel** also grew. Salaries are rising: “The average wage is \$72,800, up 6.5 percent from five years ago,” Watson says.

At 10-year-old **Arktura** in California, a maker of ceiling and wall systems, software that improves production methods makes all the difference. “We’ve expanded with multiple machines,” says Sebastian Munoz, director of design and development. “To simplify steps, you have to create the software.”

Still, they compete for materials. “The automotive industry is now using a lot of aluminum,” he says. “We’re fighting with the big dogs, and that’s always a challenge.”

Bob Potts, research director at the Nevada Governor’s Office of Economic Development, can’t keep up with growth at the Tahoe-Reno Industrial Center. “There’s a battery factory there, a partnership with **Panasonic** and **Tesla**,” he says. “And there are big data centers for **Apple** and **Google**, and fulfillment centers for **Zulily** and **Amazon**.”

Each contributed to Nevada’s 14 percent manufacturing growth year-to-date, with 6,500 jobs added since January.

Small firms like North Las Vegas-based **GigaCrete** are growing too. Its mineral-based plaster and stucco—able to withstand high winds, deep heat, and 30.06 bullets—are experiencing demand in disaster-stricken areas in California and the Caribbean. “We’ve beaten last year’s sale already,” says Michael Johnson, president and CEO.

Arizona, California, + Nevada



1 **MANUFACTURER:** NanaWall Systems
LOCATION: Corte Madera, CA
PRODUCTS: Operable glass wall systems.
FOUNDED: 1986
EMPLOYEES: 100
PRICE RANGE: \$\$
NANAWALL.COM



2 **MANUFACTURER:** Arktura
LOCATION: Los Angeles
PRODUCTS: Architectural acoustic and perforated metal ceiling and wall systems.
FOUNDED: 2008
EMPLOYEES: 100-150
PRICE RANGE: \$-\$\$\$
ARKTURA.COM



3 **MANUFACTURER:** USG Ceilings Plus
LOCATION: Los Angeles
PRODUCTS: Acoustical wood and metal ceilings and wall systems.
FOUNDED: 1987
EMPLOYEES: 200
PRICE RANGE: \$-\$\$\$
CEILINGSPUS.COM AND USG.COM



4 **MANUFACTURER:** Cerno Group
LOCATION: Irvine, CA
PRODUCTS: Lighting
FOUNDED: 2009
EMPLOYEES: 48
PRICE RANGE: \$-\$\$\$
CERNOGROUP.COM

SNAPSHOTS

ARIZONA

There's enough solar energy installed in the state to power **444,000 homes**.



In 2016, the total solar investment in Arizona was more than

\$1.1 BILLION

SOURCE: ARIZONA COMMERCE AUTHORITY

CALIFORNIA



In 1918, California had 265,000 manufacturing workers and the sector provided **\$705 million** in added value to the state.

A century later, the sector employs 1.3 million high-wage workers and contributes

\$288 BILLION

SOURCE: CALIFORNIA MANUFACTURERS AND TECHNOLOGY ASSOCIATION

NEVADA

Manufacturing represents a significant segment of the Silver State's economy, employing more than

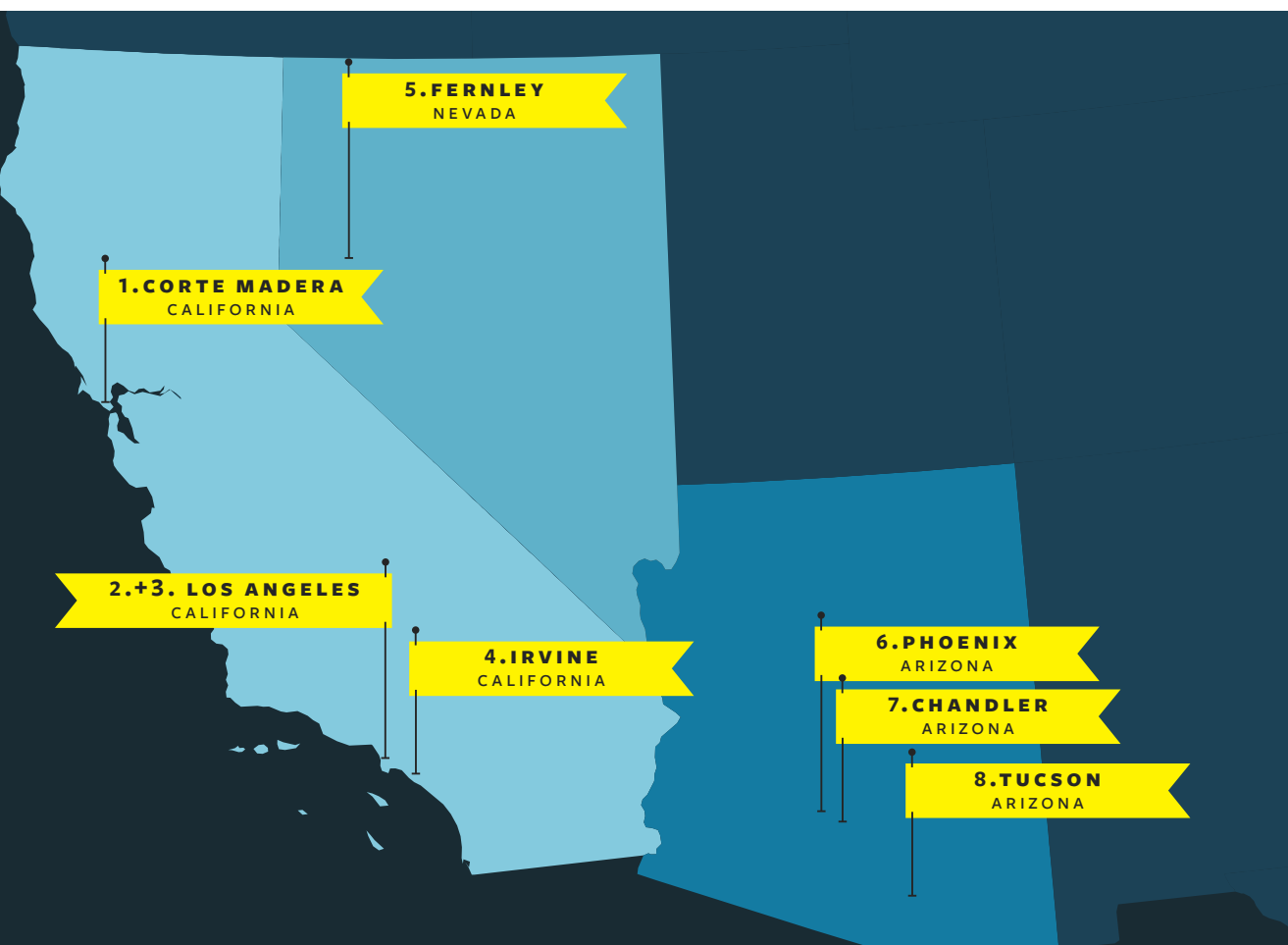
56,000

workers at over 1,800 manufacturing companies.

Printing, publishing, and metals fabrication account for more than **10,000** of those jobs.



SOURCE: NEVADA GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT



5 MANUFACTURER:

Deceuninck
North America
LOCATION: Fernley, NV
(Headquarters: Monroe, Ohio)
PRODUCTS: High-performance window systems for residential and light commercial markets.
FOUNDED: 1959 (North American operations)
EMPLOYEES: 40 in Fernley; 548 companywide
PRICE RANGE: \$\$
DECEUNINCKNA.COM



6 MANUFACTURER:

Kornegay Designs
LOCATION: Phoenix
PRODUCTS: Hand-cast concrete planters and site furnishings
FOUNDED: 1997 **EMPLOYEES:** 10
PRICE RANGE: \$\$
KORNEGAYDESIGN.COM



7 MANUFACTURER:

Bonded Logic
LOCATION: Chandler, AZ
PRODUCTS: Denim insulation
FOUNDED: 1996 **EMPLOYEES:** 50+
PRICE RANGE: \$\$
BONDEDLOGIC.COM



8 MANUFACTURER:

AirConcepts
LOCATION: Tucson
PRODUCTS: Air distribution products
FOUNDED: 1985 **EMPLOYEES:** 30
PRICE RANGE: \$\$
AIRCONCEPTSINC.COM

