

# BILL TOWNSEND

*Our New Voice in Congress*

P O L I C Y O V E R V I E W

## JOBS & THE ECONOMY

*Take it from someone who has started several companies: if you give a person a job, you change their life. That's the key to growing America. Trickle down economics don't work as corporations act on behalf of shareholders, not employees. Businesses no longer compete with the firm across town, they face competitors from around the world.*

America has an economic problem and it's called Washington, DC. The weak economic growth of the past decade is not because Washington failed to do enough, but because Washington overstepped its role by flooding our economy with regulations, failed to address the means for businesses to get funding, failed to improve education to keep up with other countries, thus creating a highly skilled workforce, and for, until recently, failed at focusing on ways to put more money into the pockets of workers and business owners.

I have traveled all across this state and nation and I've met the most amazing people. Every day, I've seen the goodness and character of our country. I have met brave citizens proudly fighting through hard times and difficult circumstances to bring their version of the "American Dream" to fruition. What I've learned is **the most important thing we can provide someone is a path to a stable job**, for from there everything else grows—improved health, closer knit families, housing and food, and personal fulfillment to name a few.

Without a robust economy, crime increases, drug use increases, and people's hope for a better tomorrow diminish. Nevada faces many challenges in order to combat crime, drug abuse, opiate addiction, and get people back to being productive fathers and mothers. Sadly, we're not alone. Every state in America faces the same problems and it will require a concerted effort by federal, state and local law enforcement, governments, businesses, philanthropists, and drug treatment providers to solve these issues. In addition, the Federal government must be brought under control and Wall Street must be coerced to free capital for companies to grow, hire, and prosper.

Focusing on the root cause of our nation's many challenges, we can see that lack of economic opportunity is the biggest impediment to successful careers, families, and communities. Above all else, without good paying jobs, the social ills we have experienced in the past few decades will grow worse. Without good paying jobs to support our neighborhood merchants; to buy a home or rent an apartment; to purchase a new car; to pay for health care; to pay for college; to vacation; to be able to drop \$10 onto a blackjack table; to buy a new phone—whatever it is that you want to do—we cannot accomplish our goals.

As your voice in Congress, I will bring my 30+ years of business management, job creation, innovation, and creativity to government to seek ways to continuously improve our economy, thus leading to more jobs and better pay.

### Where Nevada stands today.

Nevada's top industries include Tourism & Gaming, Logistics, Manufacturing, Mining, Aerospace, Agriculture, and up and coming sectors such as renewable energy. **I envision a future where we retain our strength in those industries, but grow the list** to include software, technology, medical devices and drugs, electric vehicles, and solar panel design and production into the top 10 industries. In short, I envision a Nevada that offers a path to the future for our children and labor force.

### **Tourism and Gaming**

We are home to a multi-billion dollar tourism and gaming industry. It is here the state rakes in fast cash and boosts its job market. Hotels, casinos, and other venues currently

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employ nearly 400,000 employees, with an average yearly gain of 2,500, according to Nevada's Office of Economic Development. But the wages aren't great, with an average worker earning only \$31,000.

### **Logistics**

Jobs keep trucking into Nevada thanks to the logistics industry. This sector currently employs more than 66,000 employees, each one earning about \$56,000 each year, according to the Office of Economic Development (OED). Nevada continues to focus its efforts on this industry and has plans to turn the state into a warehouse distribution hub, but along with this must be plans to continuously improve our highways and infrastructure and to ensure the addition of thousands of more tractor trailer trucks doesn't cause undue congestion or damage our environment. In addition, with the coming of autonomous vehicles, we must prepare now to support our truck drivers who may become displaced by robotics.

### **Manufacturing**

No industry builds Nevada jobs faster than manufacturing, which may include everything from printing and publishing to slot machines and military supplies. This industry pays an average of \$54,330 in yearly wages and has room to grow as we develop more tech-savvy college graduates and retrain those that want to move into advanced manufacturing roles.

### **Mining**

Nevada's mining industry has created more than 15,000 jobs in the state. Some of these positions represent the lowest wages in the region. Support positions represent the minority and are low-paying jobs, however, this sector pays an average of about \$90,000, if you're lucky to get one of the mining or administrative positions.

### **Aerospace and Defense**

Aerospace is flying high as one of Nevada's top industries with more than 13,000 Nevada employees, each earning about \$78,000. Nellis Air Force helps drive this industry as a major hiring force. Located on more than 14,000 acres, the base employs 12,000 civilian and military workers.

Other industries of importance include agriculture and renewable energy. (Be sure to read "Nevada's Future for my plan to return 15 million Federally owned acres to Nevada.")

### **Agriculture**

Agriculture in Nevada is focused mainly on range livestock production. Nevada ranches rank third in the nation in size, averaging 3,500 acres. I will work to expand free grazing access for ranchers and to find ways to ensure water rights are

maintained and irrigation is readily available for those who help feed Nevada and America. I'll also call for the Federal government to return between 10-15 million acres of land they currently control to the State. We can better manage this land locally, making it available to the needs of our citizens.

### **Renewable and Alternative energy**

Nevada's renewable energy portfolio has attracted significant domestic and foreign investment to the state, with its potential for generating wind, solar and geothermal power. Nevada is already home to the Tesla Gigafactory 1, a lithium-ion battery factory for Tesla, Inc. at the Tahoe Reno Industrial Center, and Hyperloop One's test track for its high speed people movers, in North Las Vegas.

We have a superb opportunity to attract entrepreneurs to base companies in Nevada to develop and manufacture world-class solar and wind energy systems and to convert sunlight and wind into low cost energy for all Nevadans.

In addition, companies including Switch and Amazon could be tapped to investigate and deploy high speed broadband across the state, even reaching remote areas with fast, inexpensive access. This will provide companies (and citizens) the backbone to the Internet that is required to compete in a global economy. Only 10.4% of Nevada's citizens have Internet access at speeds of 1 gigabyte or faster. There are 220,000 people in Nevada without access to a wired connection capable of 25Mbps download speeds. There are 225,000 people in Nevada that have access to only one wired provider, leaving them no options to switch. Another 100,000 people in Nevada don't have any wired internet providers available where they live. Strong, stable, fast access to the Internet is no longer a choice, but a requirement for Nevadans to compete and communicate.

We must move quickly to supplement our service industries with their typically flat organizations that limit career advancement, to include a robust technology, medical, distribution, and manufacturing economy. Gaming and tourism is a solid foundation to build from, but we must look at ways to position our state and Nevada's 4th Congressional District for future growth that corresponds with higher pay, which leads to lower crime, better school outcomes, higher property values, and better economic futures for all Nevadans.

As a lifelong entrepreneur who understands how to create jobs, I will work to create new programs and improve existing programs so people who want to start a business in Nevada can. It's fairly easy to raise money if you live in Silicon Valley, Boston, or New York City, but it's downright difficult, if not impossible, in Nevada unless you already have significant assets. I'll push for small business lending programs that en-

able entrepreneurs to launch companies and create jobs and encourage venture capital companies to look more closely at all the great things Nevada's entrepreneurs are doing.

We must expand the role of the Small Business Administration in guaranteeing SBA-backed loans to small business and make applying for such loans easier. In addition, we must determine how to enable those entrepreneurs, especially young Americans and women, who often do not have physical assets they can pledge as collateral against a bank loan, to obtain the financing they need to launch their businesses.

As a father of four and business owner, I see firsthand the importance of dramatically improving our education system. Put simply, we must demand:

- Higher standards of education;
- Funding to put best practices in place;
- The use of technology to bring the world's best and brightest minds into our children's classrooms;
- The expansion of our universities' pedagogical programs to include the creation of a world-class medical research university and state-of-the-art technology programs including data analytics, virtual and augmented reality, cyber security, and privacy; and,
- Create public-private programs to facilitate retraining and job skills enhancement for Nevada's citizens. (Please see Education in "12 Big Ideas for Nevada")

To be competitive in today's global economy we must tackle our nation's health care issues, especially around cost which drains both company's and consumer's pockets. We must:

- Fix the Affordable Care Act's failings and build upon the parts that work;
- Reduce insurance costs, and if the insurance companies won't play ball, then we need to look at a single source insurance program for Americans' health care needs;
- Allow companies to purchase insurance and other benefits across state lines, saving hundreds of millions of dollars in company compliance costs that are largely unreported;
- Speed to market potential cures that could help address epidemics negatively affecting our nation, including mental health, obesity, cancer, diabetes, and heart disease;
- Implement my Market Median Pricing program to bring the cost of prescription drugs down 40%;
- Integrate preventive medicine practices so we can identify illness early and help families better prepare for

life's challenges; and,

- We must return the health care decision relationship back to doctors and patients.

In Nevada, we must support growth beyond gaming and entertainment. One way to do this is to create what I call "***Nevada Entrepreneurial Economic Development Zones***" (NEEDZ). These zones can be based throughout our state and will become incubators for new businesses. These zones would provide 3- and 5-year "entrepreneurs in residence" for a small business to launch and grow, all without the need to worry about high Federal corporate taxes which would be capped at 15% for 5 years, giving companies the ability to reinvest more revenues than normally possible.

To support local economies, the startups will work with local legal firms to ensure they are incorporated properly with all the standard paperwork, avoiding legal time-bombs that could cause serious hassles and delays later. NEEDZ will work with local job banks and employment agencies to help startups find and hire their first employees. We can help with intellectual property questions, like what to patent, and when.

NEEDZs would allow Nevadans to develop their business ideas in an environment that is home to multiple companies, enabling the sharing of information, resources, and knowledge.

NEEDZ will create a new model for funding early stage startups. Companies would be able to apply for grants of up to \$250,000, which would be invested in a large number of startups. Each grant would require the startup to provide equity in their companies which would be held by the US Treasury. Grants of up to \$50,000 would be available for 10% equity in the company; \$50,001 to \$125,000 for 18% of the company; and over \$125,000 to \$250,000 for 22% of the company. Companies would pay back the grant over 5 years at a very low 5% annual percentage rate. When a company is sold or becomes publicly-held, the stock would be sold and the proceeds would go back into the NEEDZ system to fund future Nevada startups.

The startups move into a NEEDZ facility where they can gain access to a dynamic work environment, high speed Internet, video conferencing, printers and copiers, and other services that are typically reserved for well-funded companies who can afford Class A office space. NEEDZ locations can be placed in economically disadvantaged zones, reclaimed land, or Native American Tribal lands, and would have a main campus in North Las Vegas and satellite offices in smaller cities such as Mesquite, Pahrump, Tonopah, Warm Springs, and Ely. NEEDZ companies could work from any

of the offices and patch into a network of support staff and services.

By creating partnerships with leading educational institutions, venture capital and Angel investors, as well as thought leaders in business, marketing, accounting, human resources, and more, we can develop what is essentially an MBA-type program of support offering hands-on assistance from Nevadans who have experienced success through their own companies.

NEEDZ will work intensively with company founders to get the company into the best possible shape and refine their pitch to investors to a point where they have something impressive enough to raise money on a larger scale. The program will introduce the business managers to later stage investors—or occasionally even acquirers—which can provide funding needed to expand and grow.

Although technology has made some jobs redundant, it's also raised demand for tech-based jobs, and can help improve worker productivity. It is a double-edge sword though that is important for all Nevadans to understand. As robotics, data collection and analysis, and automation improve, more and more jobs will cease to exist. We already see machines taking the place of people in banks, at McDonald's, and in companies around the country.

There is a line from William Gibson, the science-fiction writer, in which he says, "*The future is here, it's just not evenly distributed yet.*" By looking at industry and technology's impact we can see what is happening today and then extrapolate forward. Most of the automation is centered on man-machine combinations. Productivity means that when you have productivity increases, each person is accomplishing more. Therefore, the unit—the number of people to do this amount of work—goes down. This is a danger for under-skilled employees, and also an opportunity for more skilled workers.

An example of this is the transformation from an agricultural economy to a manufacturing economy. We used to have 41% of Americans employed in agriculture: raising animals, growing crops, creating food. Today that number is less than 2%. What happened to the other 39%? They found other jobs. There may have been pain in doing so, and that is a role of Congress, to make that pain a lot less.

I've toured leading manufacturing companies in Taiwan and China and though expecting to see mass amounts of robotics, which I did, I found that there is still about 40% of the manufacturing process centered on people. Some of this is due to the low wages in these countries but most of the jobs involve high pay. These non-automated jobs require high

skills and, perhaps most importantly, adaptability, which, as we know, people are more adaptable than machines.

What's a classic example of the man-machine paradigm? Uber. It is a technology platform that provides the means for someone seeking a ride to find someone willing to drive them. It has completely upset the traditional taxicab model of transportation in most cities. It has its share of problems and while disrupting licensed cab companies' businesses, it has also lowered tax revenues to cities, created issues of safety for riders, and, with no real efforts to ensure the backgrounds of drivers are the safest one could find, it will continue to have problems occur.

Ultimately, man-machine technology is focused on making better experiences for consumers. This combination lowers costs, increases production, and speeds delivery of finished products to buyers. It also can lead to layoffs and companies growing to large sizes without the manpower traditionally required, which means fewer jobs. Amazon.com is a prime example of this: 15 years ago, pre-automation, a typical warehouse would employ at least 20 people. Today that number can be as low as 4 to 6 because of the automation of "*pick and pack*" the process of selecting items off a shelf and putting them into a customer's box. At newegg.com we operated six warehouses employing hundreds of people. New pick and pack technology enabled the company to reduce the workforce while increasing productivity, and then retrain and reassign warehouse workers, often to higher paying jobs.

#### This is occurring in every industry.

While there have been optimistic predictions that new technology would increase prosperity and lower drudgery, very few of us are working the 15-hour work week that, in 1930, the economist John Maynard Keynes predicted would be the norm for his grandchildren. If anything, we're working 15-hour days just to keep our heads above water.

Today's technological revolution is an entirely different beast from the industrial revolution, and of course, the agricultural revolution. The pace of change is exponentially faster and far wider in scope. Automation is blind to the color of your collar. It doesn't matter whether you're a factory worker, a financial advisor, or a professional musician: automation is coming for you.

The pessimistic scenario is compounded in that we have a **serious youth-unemployment problem** today. And when a large percentage of unemployed youths think they don't have a future, that usually leads to some form of civil instability. Part of this instability is simply not preparing teens and young adults for the science, technology, engineering and manufacturing jobs that are coming down the pike.

Manufacturing is trickling back to the United States and the recent changes in corporate tax law are helping make that a reality. It's not rushing back, because of the infrastructure costs, because of the difficulty in retraining a workforce, because of regulatory hurdles and environmental concerns. When it does come back, automation and robotics are core to its successful deployment. What might happen if we wait 5 or 10 years and that trickle becomes a flood? In *"The Future of Employment: How susceptible are Jobs to Computerization?"* Carl Benedikt Frey and Michael Osborne estimate that **47% of total US employment is in the high risk category of potentially becoming automated over the next several decades.**

In former Nevada Attorney General George Chanos' book, *"Seize Your Destiny: : Choices That Lead to a Happy, Successful, and Meaningful Life"* he writes, *"the number one job held by American men (2.9 million of them) is truck driver. The number-one job held by American women (three million of them) is administrative assistant."* Both of these occupations are likely to be performed by computers rather than humans in the future or may be shared amongst multiple people across multiple locations. We're already seeing large scale tests of autonomous trucks that require no human control at the wheel. A Tesla automobile has about 160 robots deployed in its construction. 50 years ago this would have equaled between 160-250 full-time employees.

Virtually any field—entertainment, gaming, mining, medicine, biotech, infotech, nanotech, energy, sports, whatever—every one, right now, is wide open to revolutionary transformational developments.

Maybe we're looking at the wrong symptoms as opposed to looking at the fundamentals: **we are not innovating at the speed of the economy. We are not adapting fast enough.** But just about everything you can imagine can be automated. So what does that world look like? It's hard to know. But in the short term, the number of opportunities we have in America is unprecedented.

**Related to the issue of jobs is wage stagnation**, which plagued the eight years of Obama's presidency but has received a jolt in the last year. It's an indicator of a broader problem with inequality: People with college degrees have made progress, but those who only got as far as high school have not. The result is many who have dropped out of the labor force, especially less educated men. While the skills gap among these two groups makes it reasonable to expect an income disparity, it could be smaller if we address STEM (science, technology, engineering, mathematics) illiteracy and provide the programs necessary to retrain existing workers for the jobs of tomorrow. The positive thing about being a

person who lacks these skills in today's America is that, with the Internet, they can learn these skills no matter where they live. They simply need access to the materials and teachers.

Adding to that disparity, nearly everyone with the skills most in demand has been hired. That's what Federal Reserve officials allude to when they say the economy is *"near full employment"*. In reality, it exposes the lack of skills among those who would prefer to work in higher-paying jobs.

Due to increased automation, a big push to boost American manufacturing, then, might not necessarily create more jobs. If a machine can make 400 hamburgers an hour, is the big burger company going to keep hiring employees who earn \$8-\$12 an hour and only make a fraction of that number of burgers? No. What we need to do is prepare people to run the machines that take low wage jobs.

**The answers are right in front of our eyes: Education, job training, retraining, access to online resources to sharpen skills, the NEEDZ program, and an emphasis on exposing children to core STEM initiatives, moving away from memorization and toward higher order thinking skills.**

**What else can we do to create jobs?**

One of the best things Congress can do to create a vibrant economy that creates jobs is to **balance the budget** and keep it balanced: the Republican Party used to be the Party of balanced budgets and fiscal responsibility. I will work to bring the Party back to center to focus on creating a balanced budget by:

- Measuring and analyzing all Federal programs for effectiveness and efficiency;
- Reducing spending on unnecessary programs;
- Properly funding entitlements;
- Encouraging economic growth; and,
- Developing programs to return many Federal initiatives to the states where they can be better managed to benefit those that live in each state.

**I will not hesitate to cross the aisle to work with Democrats. If someone has a good idea that will help Nevada and America, I will support it. I don't care if they're progressive, left, left of center, moderate, right of center, conservative or far right. I don't care if they're white, brown, yellow, red, blue, purple...or orange...if the idea has validity and it will move America forward, I'll back it. And I'll be sure to let others know this and that I'll expect their backing on issues I bring forward.**

Many of the people running for Congress this year carry a message of working across party lines. Some, like Connor

Lamb (D-PA), who recently won a special election in my old Congressional District in Western Pennsylvania, ran as a moderate Democrat who spoke out against his Party's leaders and said, *"I will work with anyone to protect our people and bring good jobs here."* That's the kind of open-minded approach America needs to elect if we want to change the good old boys network in Washington, DC. That's why I will pull all new members of Congress together to bridge Party lines and tackle the difficult challenges facing our country.

There's an oft-repeated phrase in politics: *"Democrats support labor and Republicans support corporations"*. I'm here to tell you the two are not mutually exclusive. As a long-time business owner, executive, and founder, I'm proud that my companies never had labor issues, never had a strike, never felt like we were not competitive because of our people.

**Company management needs labor and labor needs company management.** The old way of thinking, as was the case in the 1930s-1970s, was one of conflict: each side fighting for an advantage over the other. The new way is one of collaboration: management and workers teaming together to take on competitors.

**Unions continue to play an important role in protecting workers and enabling collective bargaining.** They are responsible for many of the workplace safety rules we now have and increased benefits for workers. I believe there are areas where unions need to make ingress, such as in the technology field, where often employees put in 50+ hours a week with no overtime benefits and no collective bargaining rights.

In my companies, we operate under an *"Equal Pay for Equal Results"* plan that compensates workers and management on reaching goals. We offer employee benefits that include health insurance, vision and dental insurance, disability insurance, retirement planning, fitness center membership, tax preparation service, above market salaries, instant bonuses, employee stock ownership programs (ESOP) and 10% of company profits are given back to employees under the rank of Vice President. We also put in place a program I developed over 20 years ago where an employee who finds ways to save the company money, earns a bonus of half the first year's savings. It was highlighted in the *Harvard Business Review* which you can download at <http://townsendfornevada.com/hbr>. The result? Motivated, dedicated team members who are working for a common goal and who hold each other accountable. These are the types of programs Congress can encourage companies to adopt.

To keep the budget balanced I will work with other members of Congress to put in place the structure needed to measure programs for effectiveness. America must scrap the big government model that spends more and more each year

without fully understanding if programs can be better managed by other means. Due to over-regulation and more and more laws being past over the last half century, we now have many duplicate programs that need to be conjoined into one effective program.

Right now, government costs too much and delivers too little value. 535 people in Washington, DC cannot understand the needs of Nevadans. Our state and local communities can provide better value and more quickly respond to the unique needs of their residents, so its vital we look at ways to provide funding to states for programs better managed locally. By shrinking and breaking up the big Washington bureaucracies and sending their responsibilities and resources back to the states with fewer strings attached, Americans can have lower-cost government that serves them—not the other way around.

The US interstate system has long been finished and highway design and construction overseen by the states, the costly federal highway bureaucracy and its burdensome oversight of state highway work are barriers to growth. I believe we should return the majority of Federal gas tax receipts to the states, keeping just a minimal amount with the Department of Transportation for national priorities. We can then downsize the department and refocus it on safety and research support for states. We will measure the effectiveness of the states' management of the funds. If we find that, for example, ten states are misusing the funds, responsibility for those funds will be returned to the Department of Transportation.

**Nevada workers have different needs than those in Maine, Arkansas, Florida, and Ohio.** Across its dozens of job training programs, Washington permits very little flexibility, innovation, or true responsiveness to employers' needs. To reduce Federal costs and improve help for workers who need it, job training should be consolidated into a handful of grants funded federally, and administered by the states, thus providing them the flexibility to align training with the skills employers are seeking. This will ensure workers can upgrade their skills and employers can stay competitive.

Each state has different employer needs and we will bring that understanding to Congress. *(While the purpose of Congress is to make laws, I have long felt that there are too many attorneys in Congress. Attorneys are great at writing legislation that is convoluted, thus allowing wide interpretation of the law. On the other hand, people who have built businesses, employed thousands, been doctors, accountants, managers, and face each day with multiple challenges, understand how legislation impacts companies and the people that work for them.)*

As an example of the different labor needs, Nevada is in

continuous need of qualified professionals with experience in gaming, entertainment, tourism, mining, aerospace, defense, agriculture, and energy. Compare this to Oklahoma where business services, government and health care are among its top industries: the education and training needs for workers is very different. Washington, DC can't even understand what Washington DC needs, let alone Oklahoma and Nevada.

**I generally oppose outsourcing of Federal jobs, but have seen times when it provides better service to customers.**

An example is giving military veterans the ability to choose any physician they want, regardless of whether the physician is part of the Veterans Administration. We may find that outsourcing elements of Federal departments to states and local governments (provided we also give the financial support necessary to operate these projects) is a better use of tax dollars. **I believe off-shoring of public services has no place in our Federal government.**

**Unleashing state and local innovation across the country is essential to providing better value and higher quality while containing costs.** Pushing federal funding to the states is the most effective means to ensure each state can prepare for their future.

**I intend to write legislation requiring mandatory cost-benefit analysis in rule-making so regulations don't do more harm than good.** This legislation will also require congressional approval for any regulation costing the economy more than \$100 million.

**I will call for a minimum corporate tax rate of 10%** to combat the funny accounting companies like GE, Priceline and International Paper have participated in to avoid paying any federal taxes. Likewise, my plan to remove the cap on Social Security tax payments on those making over \$128,400 in order to fully fund Social Security for at least 80 years and provide beneficiaries with increased benefits, will help the economy by ensuring millions of senior citizens have more money to spend, thus returning dollars to local merchants.

Corporate tax cuts put more money into businesses' hands. In turn, we should expect corporations to use this newly found money for new investment and employees. In that way, tax cuts create jobs. But if the company already has enough cash, it may use the cut to buy back stocks or purchase new companies which can lead to job losses. I believe we should be looking at ways for companies to obtain lower tax rates when they create more jobs in America, and pay higher tax rates when they fail to do so with their tax cuts. The last thing we want is for companies who receive big tax cuts to use them to increase employment overseas. This is just an idea, but it may be worth investigating since the purpose of tax cuts for corporations is to increase investment in the

company and expand employment.

**High-quality infrastructure is essential to economic growth in Nevada.** We need modernization of airports, roads, and bridges, locks, and dams to move people and goods into and out of our state, to attract new businesses, and to create new jobs.

To help boost infrastructure spending, I will introduce legislation establishing a two-year deadline for new major infrastructure permits. This will speed up the permitting process and put more Americans to work.

Across America, we need a secure, reliable electric grid that cannot fail. We need water treatment systems that keep storm water runoff out of our streets and guarantee safe drinking water.

**I pledge to work on increasing energy from all sources**—oil, gas, algae, nuclear, coal, sun, wind, and emerging technologies—to provide the affordable, reliable energy our economy needs, make us independent from overseas oil and allow us to achieve the goal of sourcing all our energy entirely from North America. To do this we will need to allow export of US-produced oil and end this artificial, counterproductive market distortion; increase access to oil and gas production on non-sensitive public lands with proper environmental protections; work to repeal regulations on energy production that are counterproductive to our nation's safety and economy; encourage and fund research in new technologies that increase efficiency and conservation while reducing costs and environmental impact such as high-capacity, long-life batteries; fuel cells; the high-efficiency "smart" electricity grid; next generation solar and wind; and cleaner coal.

**I will work with any member of Congress who is committed to creating a comprehensive infrastructure bill that will create good jobs, and unlike the massive tax cuts the wealthy recently received that just added trillions to the deficit, infrastructure investments pay for themselves.**

Contrary to what many may say, it is possible to keep US incomes rising even if domestic employment falls. Technology can boost the returns we get from each hour worked. It can create new industries that could employ millions. It can facilitate more home-based businesses and home-based flexibility in working for companies. This in turn can create the opportunities to bring more women into the workforce, especially single mothers who may otherwise find it difficult to afford child care in order to take a job.

**In the long run, these actions will benefit Millennials,** those born in the early 1980s as starting birth years and the mid-1990s to early 2000s as ending birth years. Millennials and the generation following them are the most broadly edu-

cated, ethnically diverse and culturally accepting generation in the history of modern America. They are born into technology and adapt to it and adopt it like no other generation. They are perhaps the first generation in the past century that is more concerned with finding fulfilling work than making money and they are willing to accept lower paying jobs if the jobs are rewarding. They are also the most likely to be able to effectively work from home or remotely, leveraging technology in ways previous generations can't fathom. Everything I outlined here will assist Millennials in the job market, help them in becoming established within a community, and set them on a path to prosperity.

**The US must move to an immigration system that assesses the skills and age of its potential newcomers** to ensure that they have sufficient training and youth to make sustained contributions to the US workforce. For decades, Canada has operated a points-based immigration framework that has ensured its new arrivals are skewed toward the young and employable. As a result, the rate at which immigrants to Canada find jobs is the third-highest among industrialized countries, and immigrants drive nearly a lot of growth in the country's labor force.

What people forget is that when there are innovations that destroy jobs—we've been doing that for at least two centuries—incomes are usually created for somebody else. These incomes may be spent, but if they're going to be spent they have to be spent on something, and that something creates new jobs. We may not know what they are ahead of time, but we do know that something, whatever it is, is likely to create jobs. Where the private market won't do it—and there are lots of mechanisms in the private market that contribute to creating new jobs—but where it doesn't create enough new jobs, then we can do it through monetary and fiscal policy.

**As part of the planning for future jobs overtaken by robotics and automation and artificial intelligence, we must begin planning now for alternatives to support our citizens.** A *universal basic income* is one option and, as your voice in Congress, I will work to determine what that may entail and how our country would afford such a program. We already know that expansionary fiscal policy expands the amount of money in an economy. It puts more money into consumers' hands to give them more purchasing power. It uses subsidies, transfers payments including welfare and unemployment programs, and income tax cuts. It reduces unemployment by contracting public works. All these measures increase demand. That spurs consumer spending, which drives almost 70% of our economy. The other three components of gross domestic product are government spending, net exports, and business investment.

Expansionary fiscal policy works fast if done correctly. For example, government spending to stimulate the economy should be directed towards states spending on areas that hire workers through local companies, not on hiring more government employees. This immediately creates jobs and lowers unemployment, which, in turn, restores the consumer and business confidence. For instance, business owners believe the government will take necessary steps to end the recession. That's critical for them to start spending again. Without confidence in the economy a recession could turn into a depression.

**By making government smaller, less costly and more responsive to our needs we can get our economy going again.**

**By focusing on eliminating duplicate government programs,** we can save taxpayers hundreds of millions, if not billions, of dollars a year.

**By returning money to the states,** who know better what is needed to move their state forward, we can increase local spending and jobs.

**By putting the resources in place to secure our nation, protect our schools, improve the lives of women and children, reduce the deficit and federal debt, and seek ways to bring new industries to Nevada** so we can grow beyond tourism, we can strengthen our families and communities, and reach our full potential.

As I've often said, a major problem America faces is education that has not kept pace with the world. The good news is that technology is beginning to create curricula that can transform education and by refocusing our job training programs for the industries of the future we can get ahead of the curve for once. That's why, as **your voice in Congress, I will call a meeting of visionary technology, renewable and alternative energy, aerospace, and defense leaders** like Elon Musk (Tesla, SolarCity), John Chambers (CISCO), Eric Schmidt (Google), Tom Steyer (Farallon Partners) Marc Benioff (Salesforce.com), Rob Lloyd (Hyperloop), Marillyn Hewson (Lockheed Martin), and Phebe Novakovic (General Dynamics) to understand their vision for their companies and what skills will be required to meet those future goals.

**I'll also reach out to leading labor union Presidents,** including Richard Trumka (AFL-CIO), James Hoffa (Teamsters), Lee Saunders (American Federation of State, County and Municipal Employees), Lily Eskelsen García (National Education Association), and my old union president, Mary Kay Henry (Service Employees International Union).

These leaders live and breathe the global economy day

after day. They possess more insight into what is needed to prepare our country for the future than anyone in the Senate or House of representatives. Let's learn from them to better prepare all Americans for the future.



**Bill Townsend is a candidate for United States House of Representatives in Nevada's 4th Congressional District.**

*What else can we do to create more jobs in Nevada?*

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*To learn more about Bill Townsend's policies and our*

*"12 Big Ideas for Nevada," please visit*

**www.TownsendForNevada.com**