Full transcript of key testimony before Nevada's Legislature by Advantage Capital Managing Director Ryan Brennan, April 6, 2013:

Dr. Joe Hardy: The concept of doing this, if you look at the insurance premium tax —

In Florida, for instance: Did they have a lag time, or did they put in their budget a loss of $30 million — and how was it made up, and how did that happen with what I would call a potential lag time of other opportunities to get revenue in, versus the revenue that they didn't get in with the tax, insurance premium tax.

Brennan: Ryan Brennan. Thank you, Senator. In Florida, they budgeted much like I expect Nevada would, where they projected the confirmed loss of revenue. They knew that was going to happen. If investments were made. No credits are earned or used unless these investments are made in small business. And then—

So it was certainly budgeted for foregone revenue. What they found, from these 33 businesses that received funding, and these 2800 jobs that have been created since their funding, that the calculated new revenue — and in that massive packet of information you have is an updated Florida study — the new revenue from those businesses and those jobs is greater than the cost of the credits.

So their general fund is receiving more revenue *in* than the already-budgeted foregone revenue. And really that's the return-on-investment proposal in this program. It's why there's a two-year delay in the credits — to make sure that these businesses can hire, can pay additional taxes, because there's new business. And that that new revenue garnered by the state will exceed the cost of the credits by the time they start.

Hardy: So there is — so actually you won't have lost any revenue at all by starting this with less revenue in the budget, in one text.

Brennan: Ryan Brennan. Senator that is how it happened in the two state that have used it the longest, Missouri and Florida. Both confirmed through state audits that the revenue is exceeding the cost of the credits.

Hardy: That's what I wanted to hear. Thank you. Appreciate it.