



Washoe County Update

Mike Kazmierski, President and CEO

October 9, 2018

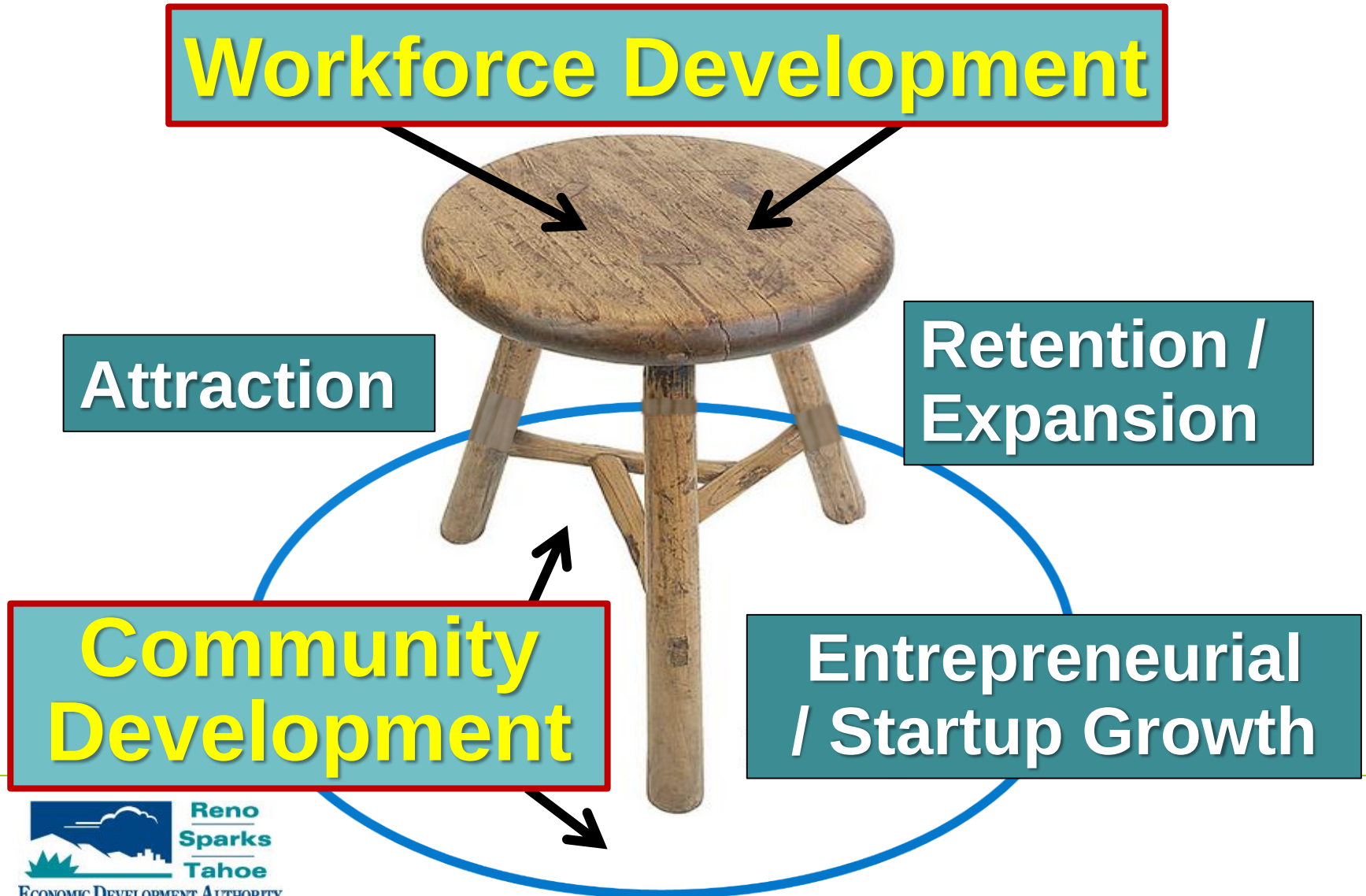
What Does EDAWN Do?

An Effective Economic Development Program

- **Attracts**
- **Retains / Expands**
- **Grows**

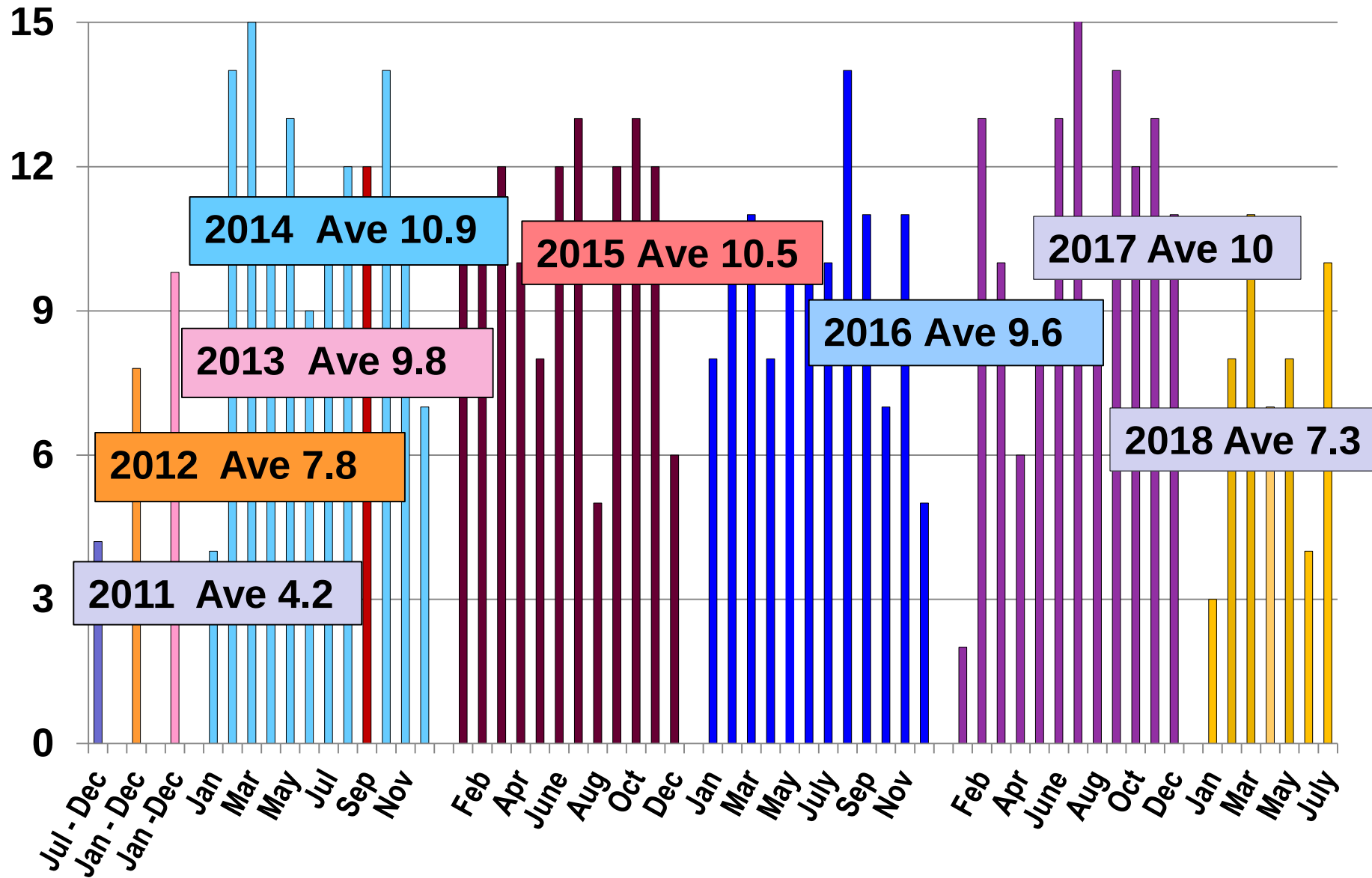
Quality Jobs!

Updated Economic Development Stool

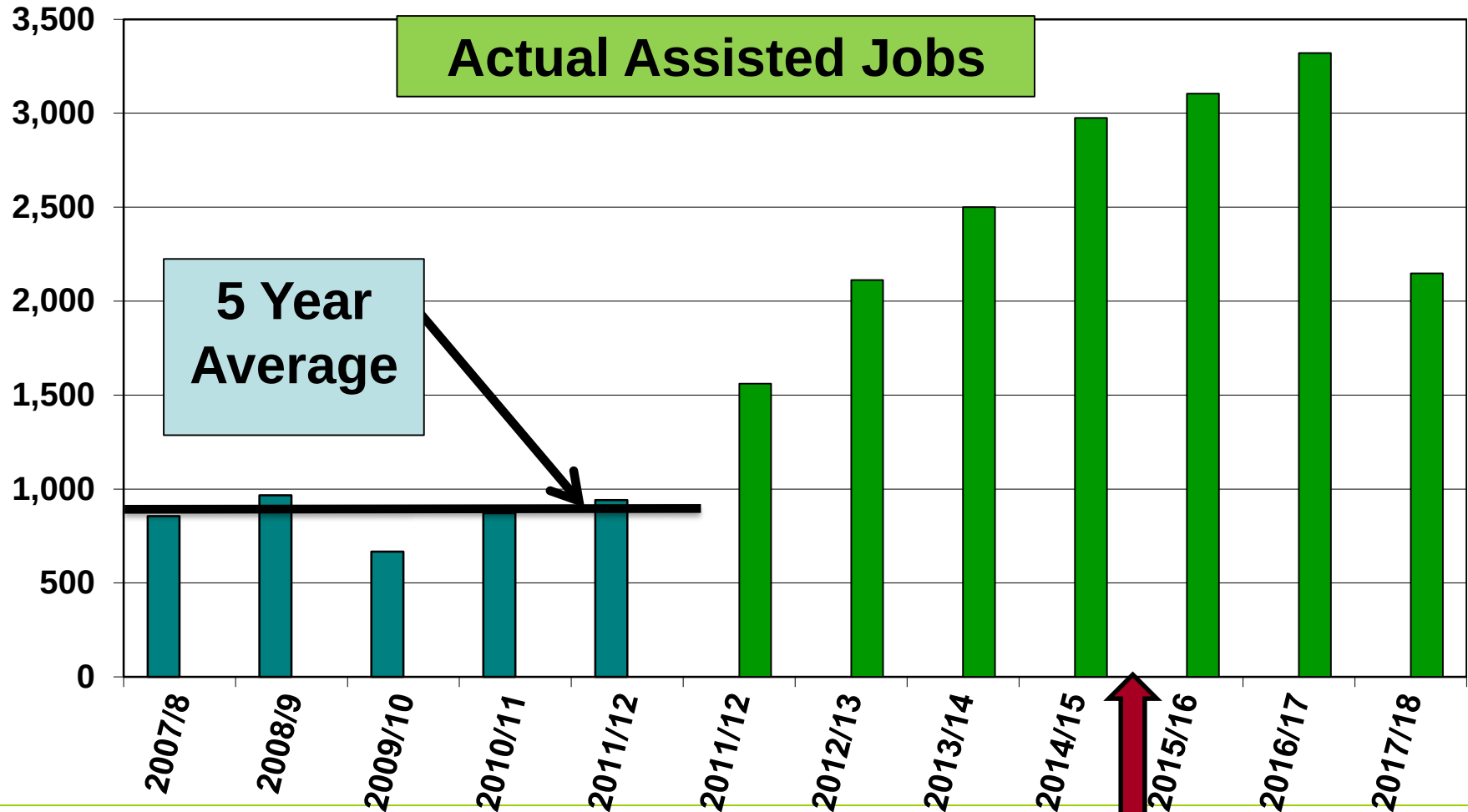


Prospect Visits Per Month

(Goal 8-10 per month)



EDAWN Assisted New Jobs 2007-2017



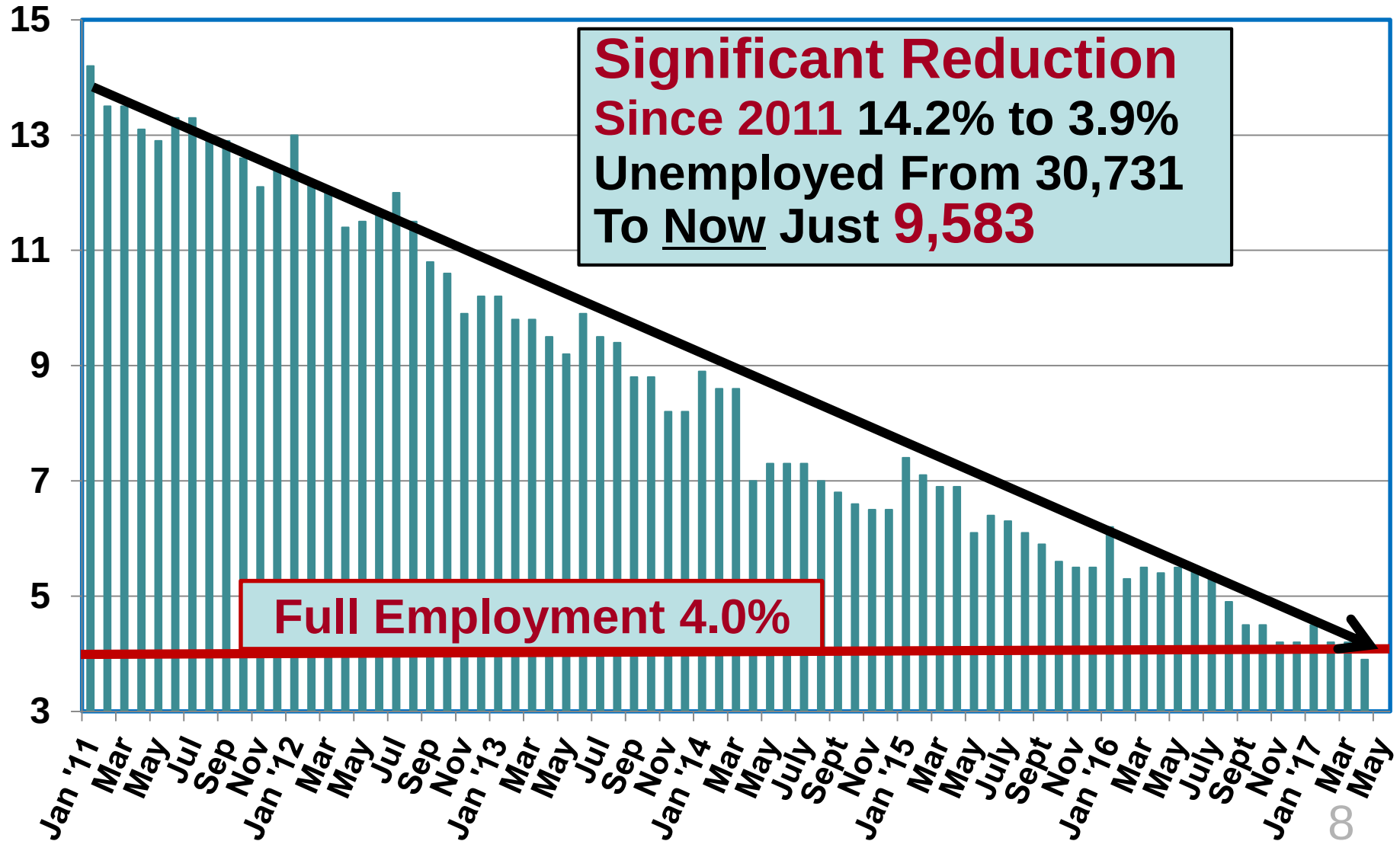
2017-2018 **Washoe County** Projects

Industry	Company	Jobs	Wage	From
Manufacturing	New Deantronics	100	\$30	INT
Manufacturing	Monin	30	\$23.48	FL
Log / Distribution	Ellsworth Adhesives	33	\$31.92	CA
Log / Distribution	Grove Collaborative	100	\$21.28	CA
Technology	Alchemy	160	\$33.65	CA
Aerospace	Advanced Aviation Reno	15	\$26.22	NV
Aerospace	ERG Aerospace Corp	25	\$30.92	CA
Log / Distribution	Mainfreight	9	\$17.20	CA
Call Center	Pods	500	\$19.78	FL
Log / Distribution	Big Rock Sports	75	\$17.50	CA/OR

2017-2018 **Washoe County** Projects

Industry	Company	Jobs	Wage	From
E-Commerce	Trademark Global	40	\$18.68	OH
E-Commerce	On Air Direct	20	\$17.00	PA
Aerospace	AeroSpec NDT Services	85	\$31.37	OK
Log / Distribution	ID Tech	20	\$23.27	CA
Manufacturing	Masonite	300	\$17.31	CA
Technology	MECP	202	\$23.68	CO
Manufacturing	American Dunnage	35	\$21.00	INT

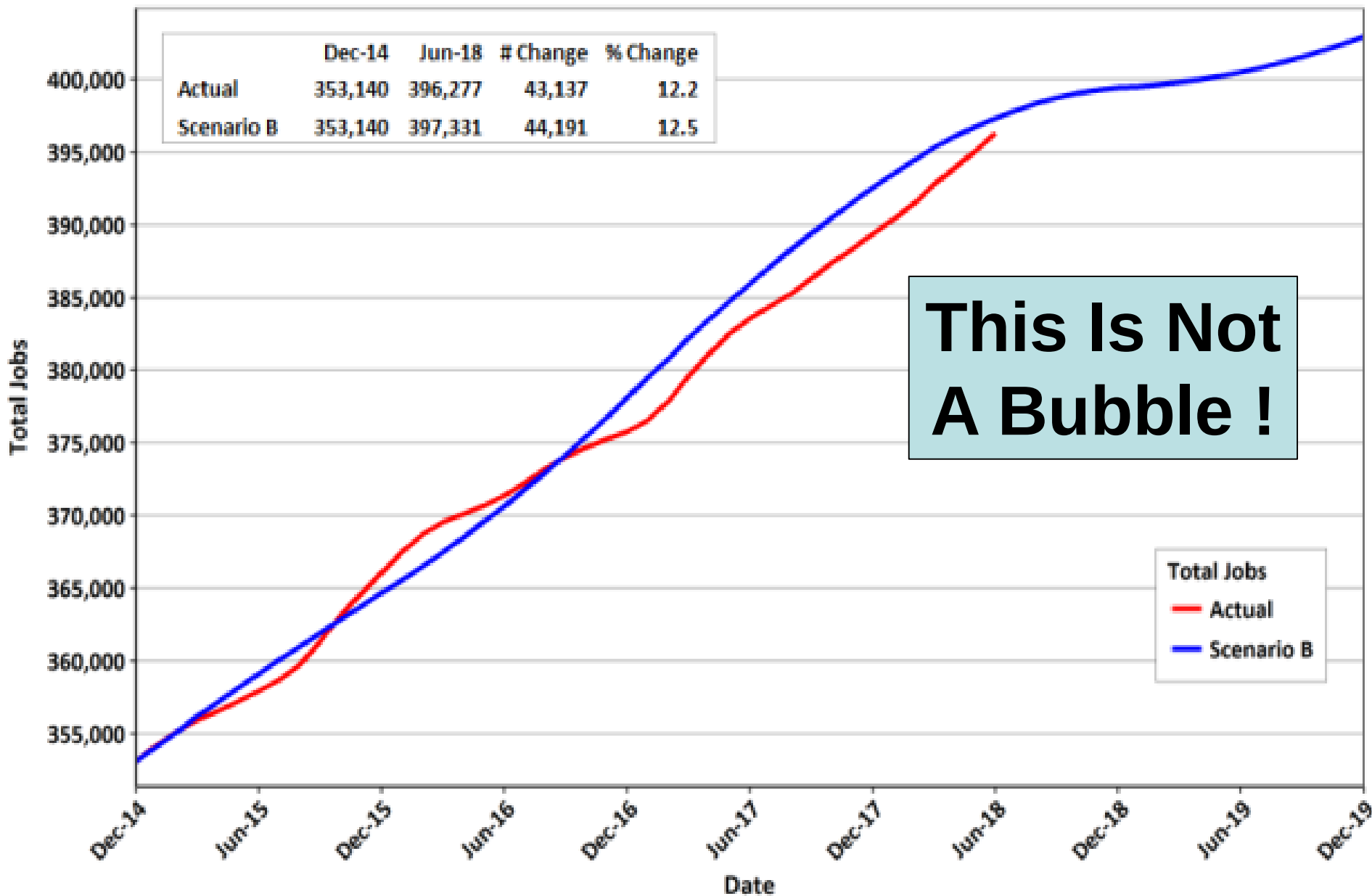
Available Workforce Almost Gone



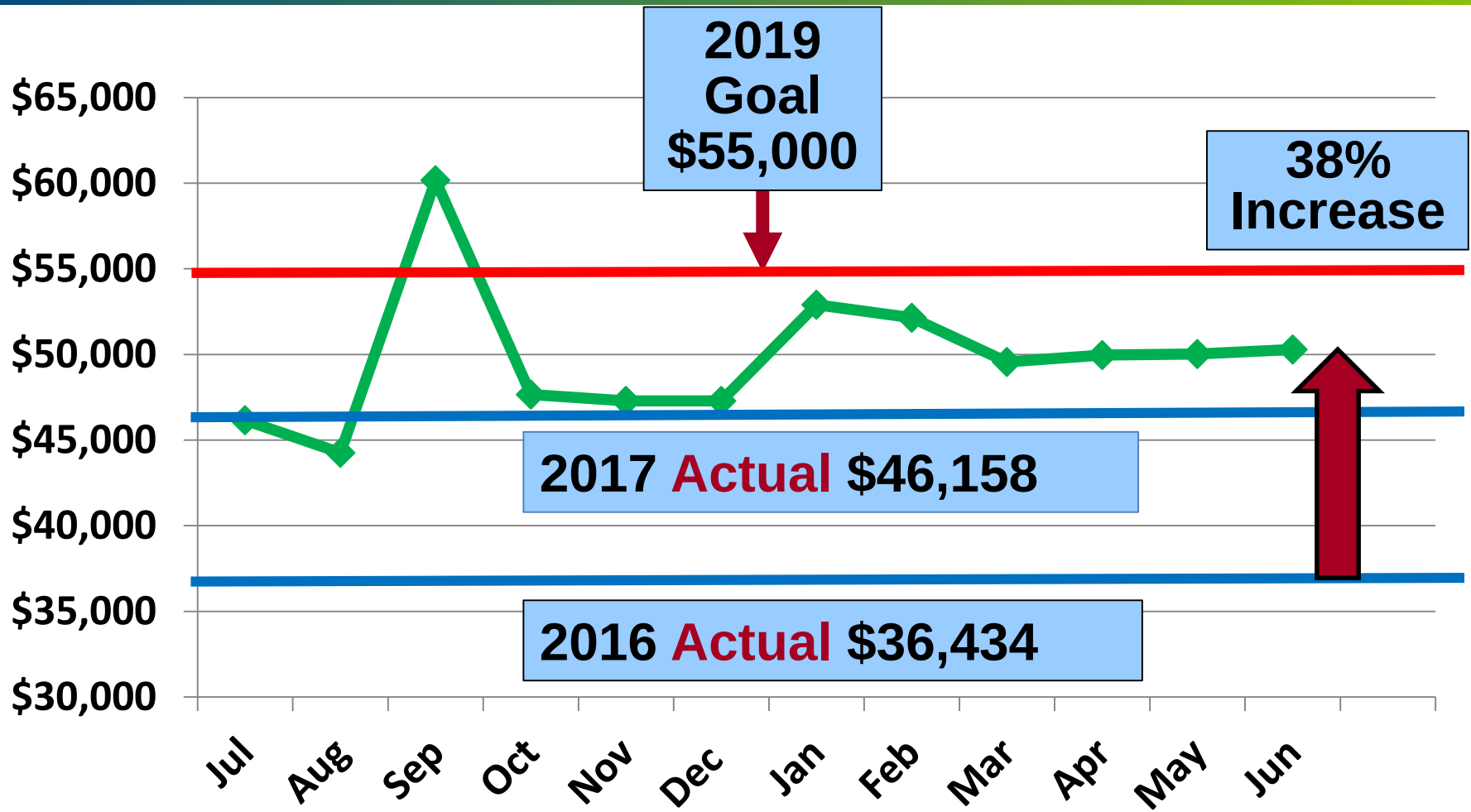
It's Not Slowing Down!

Industry	Job Count	HQ	Confidence	Relocation State
Distribution	400		Finalist	CA
Manufacturing	1,000		Finalist	CO
Manufacturing	150		Finalist	CA
Manufacturing	150	X	Finalist	CA
Manufacturing	20	X	Finalist	NY
Distribution	800		Finalist	PA
Datacenter	50		Finalist	CA
Manufacturing	40		Finalist	CA
Manufacturing	81		Finalist	?
Distribution	252		Finalist	?
Manufacturing	50		Finalist	INT
Manufacturing	125		Finalist	WA
Total	3,118	2		

EPIC Study Area Actual Employment Tracking: Dec-14 to Jun-18 (Scenario Forecast Period: 2015-2019)



Average Wages Of EDAWN Projects

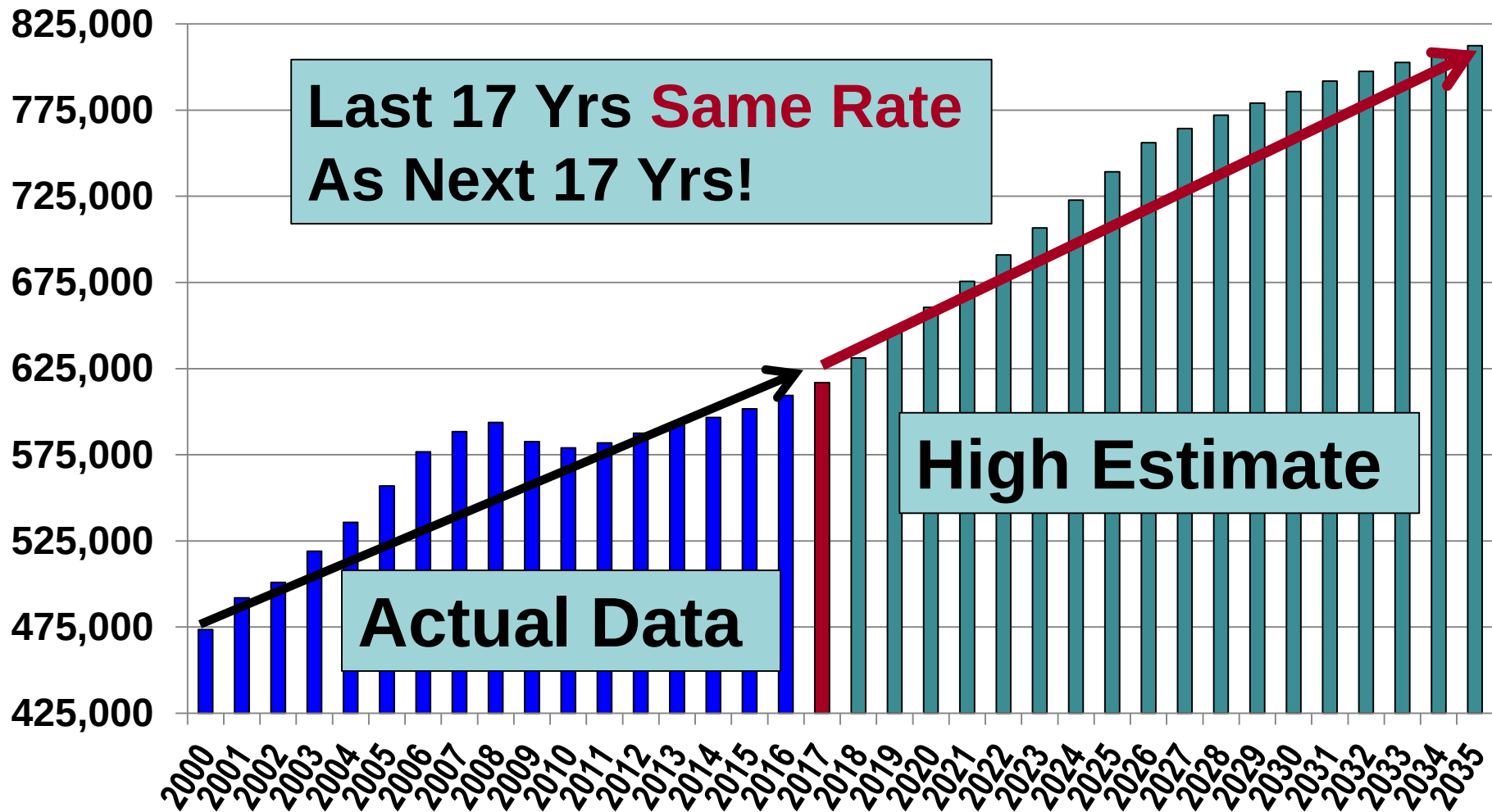


2018 Attraction Priorities

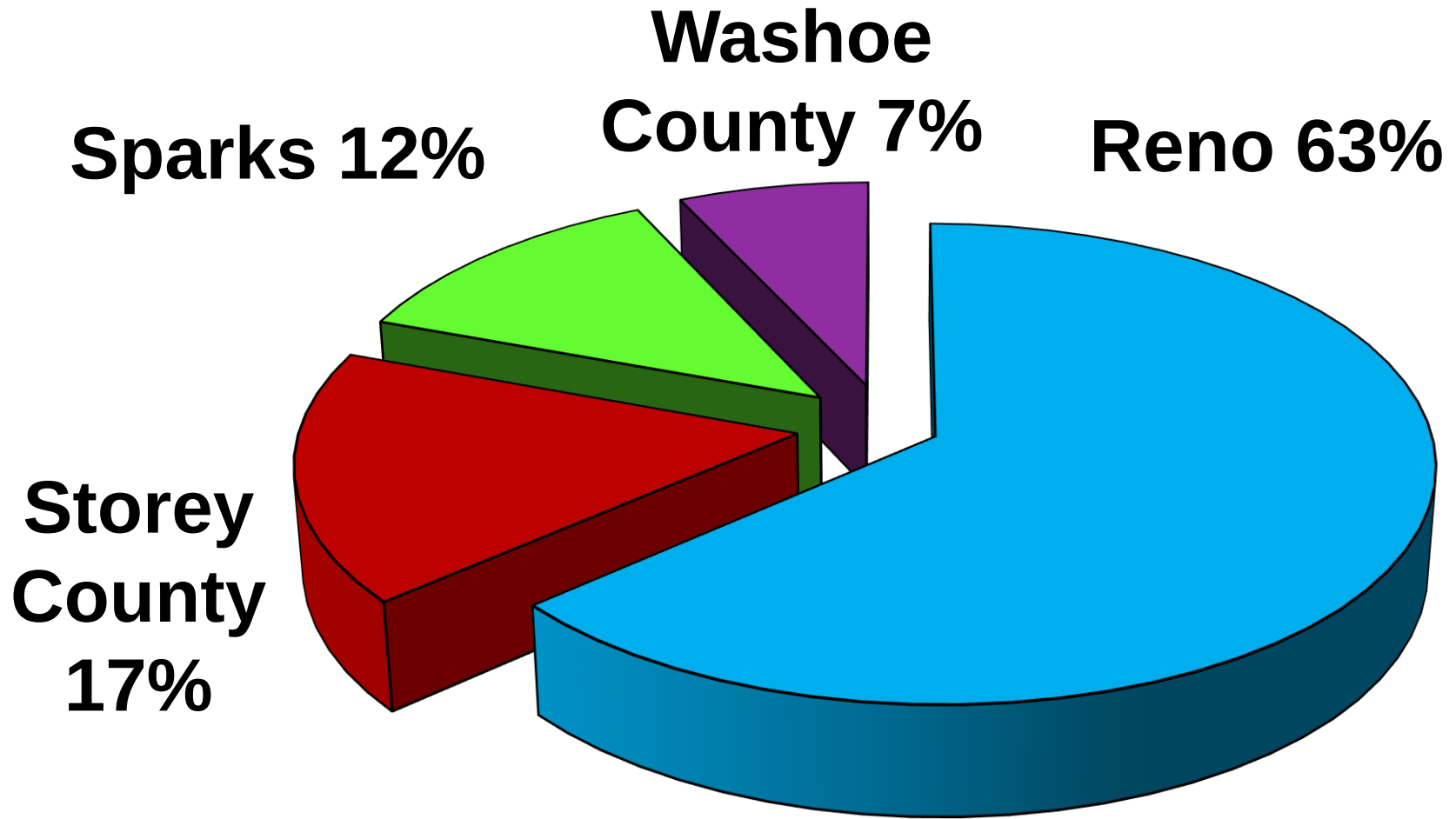
- **Higher Paying Jobs** 50% More Than \$30 / Hr.
- Reduced **Job Goal** to **2,500** from 3,200
- Corporate **Headquarters**
- **Technology** Companies
- High State Tax Locations – New Tax Plan
- **Joint Entrepreneurial** Attraction Effort
- Increase Prospect Travel To The Bay Area



Are We Growing **Too Fast?**



130 Companies Located FY 2013 - 2017



EDAWN's Goals – Retention / Expansion

- **Why Is This So Important?**
- Majority Of **New Jobs Come From The Expansion** Of Existing Companies
- Our High Growth Companies **Are Being Courted** By Other Communities
- Efforts To Keep Existing Industry Also Improves The Region - **So Attraction Is Easier**
- Working With Existing Companies Provides **Connections And Opportunities For Attraction**

Retention-Expansion-Workforce

- Visit Primary Companies
- Introduce To Resources
- Remove Roadblocks
- Recognize And Support
- B2B & B2C Connections
- Encourage Sustainability
- Implement Workforce Plan



*Company of
The Year
GrandRounds*



Workforce **Development** Activities

Retention

- **Contribute Articles And Presentations**
- **Share Monthly Retention Tips EDAWN EU**
- **Increase Awareness Of Retention Best Practices**

Training

- **Promote Community College Programs In Support Of High Demand Jobs**
- **Focus On High School Graduation / Equivalency**
- **Support STEAM**

Workforce **Development** Activities

Connection

- **Backpacks & Pantry Bag Promotions**
- **Employer Workforce Guide**
- **Promote Internships and Apprenticeships**
- **RTC Bus Advertisement-New Nevada**
- **Connect Partners, Business, Education**



Entrepreneurial **Successes** In 2017



2017

182 NEW Startup Jobs
49 NEW Companies
\$58 M In NEW Funding

Reno Attracting High Tech / High Growth Startups As An Alternative To The Bay Area

Programs We Support



**CONSCIOUS
CAPITALISM®**
NORTHERN NEVADA CHAPTER



SummitVMS



Example Of Companies We Help

Attracted

bombora

the B2B data standard

breadware

Capstak

Flirtey
stuff by air anytime anywhere

CYCLE

Organic

Clickbio
Innovative Lab Tools

HIDE it mounts™

Talage

Tahoe
TRAILBAR

TRAINERROAD

PEEP
NO MORE™

FILAMENT

American
Duchess

Community Development Initiatives

- Funding For **School Infrastructure** – WC-1
- **Downtown** Revitalization – Start-Up Row
- **Arts and Culture** – Art Map; Business & Arts
- Housing Crisis – Developers Workshop
- Regional **Trails** Coordinated Planning
- Traffic Issues On I-80 (Transit & Capacity)
- **Regional Flood Control** – TR Needs Committee
- EPIC Report And Update
- **Transitional Housing** Dorms on Sage Street

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Regional Public / Private Partners

City of Reno	UNR	State Offices
City of Sparks	TMCC / WNC	Nevada JobConnect
City of Fernley	DRI	Nevadaworks
Washoe County	The Chamber	NNDA
Storey County	WNDD	NV Energy
Washoe County School District	NCET	Reno-Tahoe Airport Authority
GOED	RTC	Investors
DETR	RSCVA	Many Others !

Questions?

