



# **Washoe County Update**

## **Mike Kazmierski, President and CEO**

*October 9, 2018*

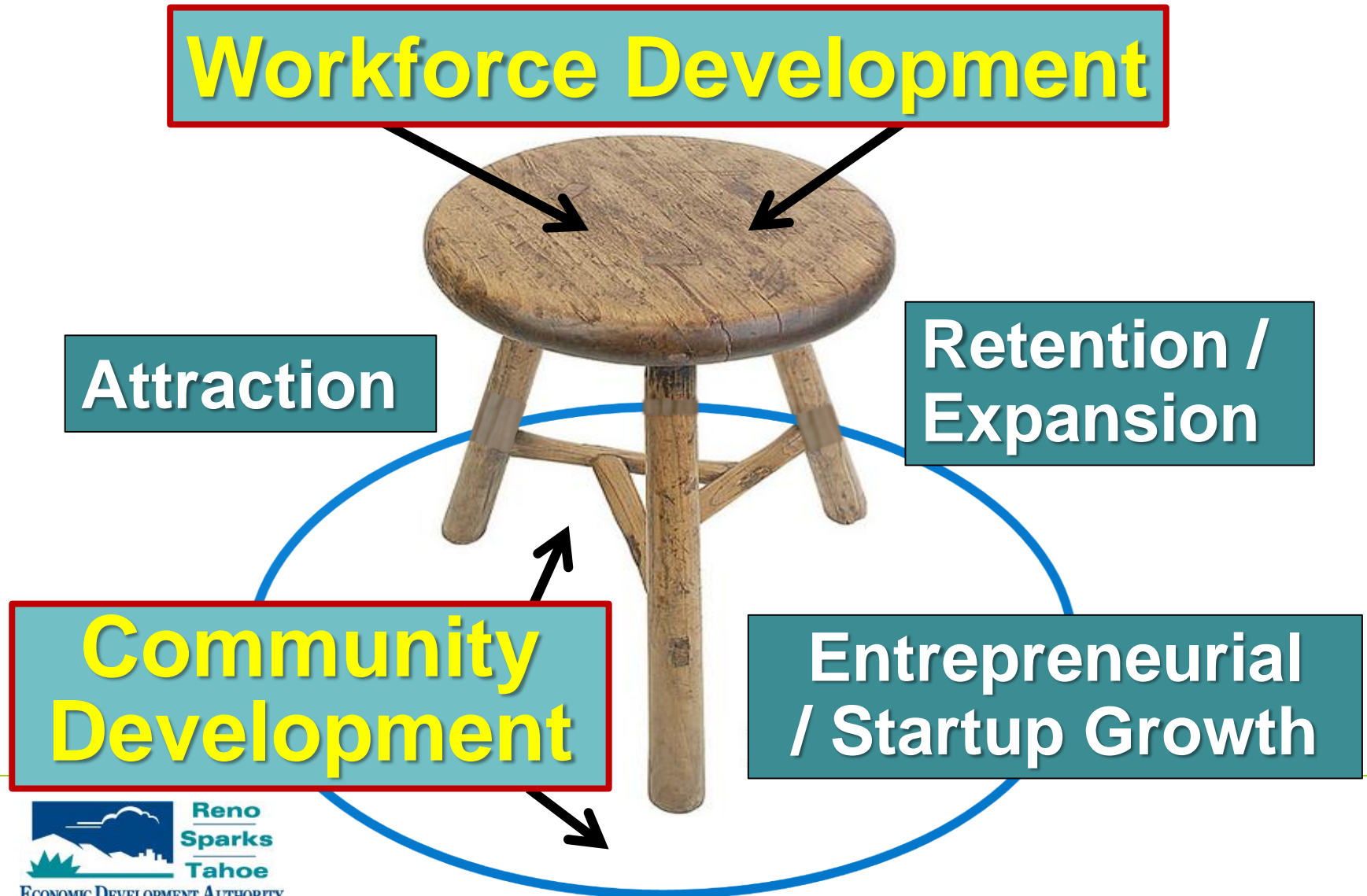
# What Does EDAWN Do?

## An Effective Economic Development Program

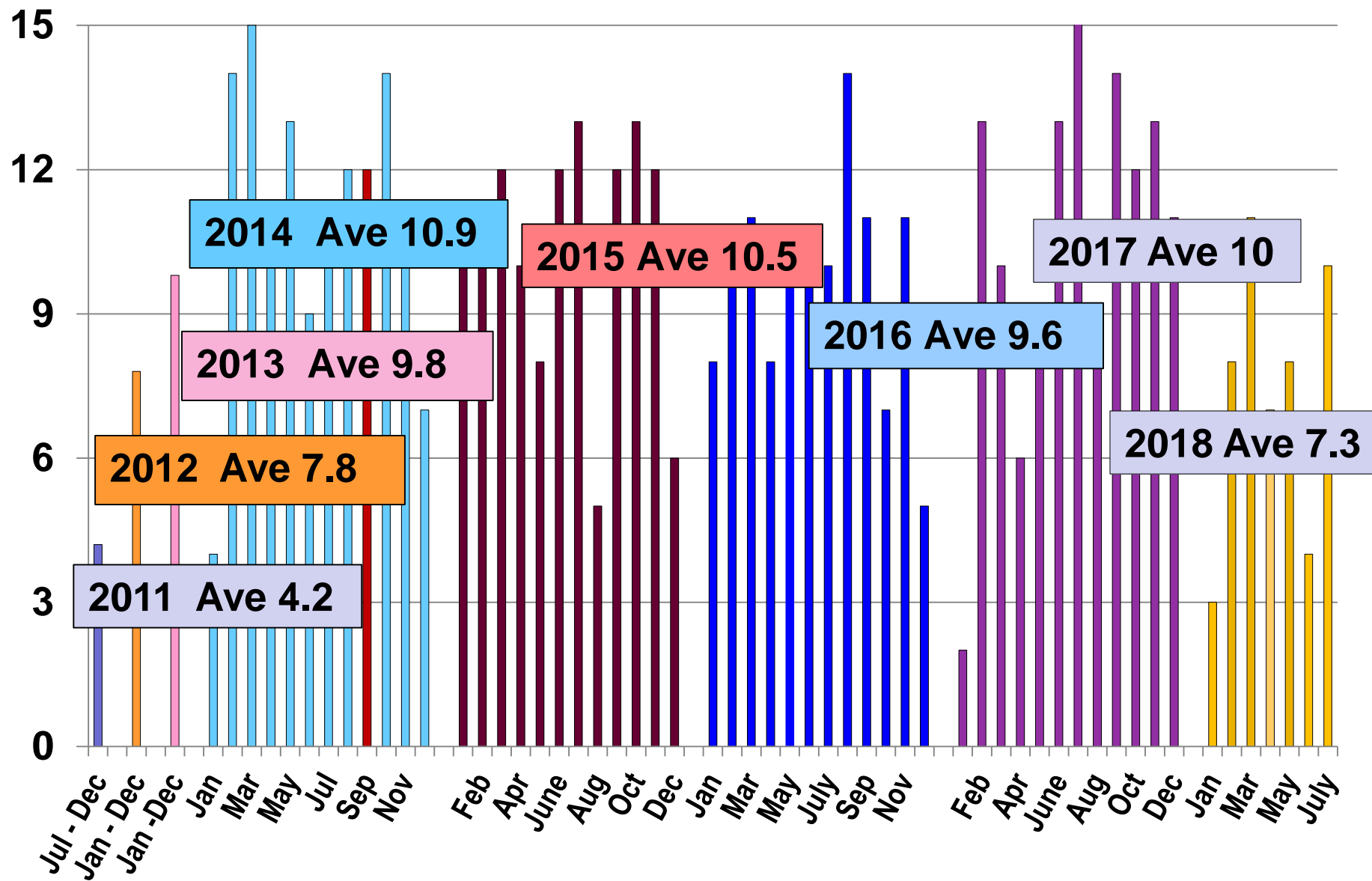
- **Attracts**
- **Retains / Expands**
- **Grows**

***Quality Jobs!***

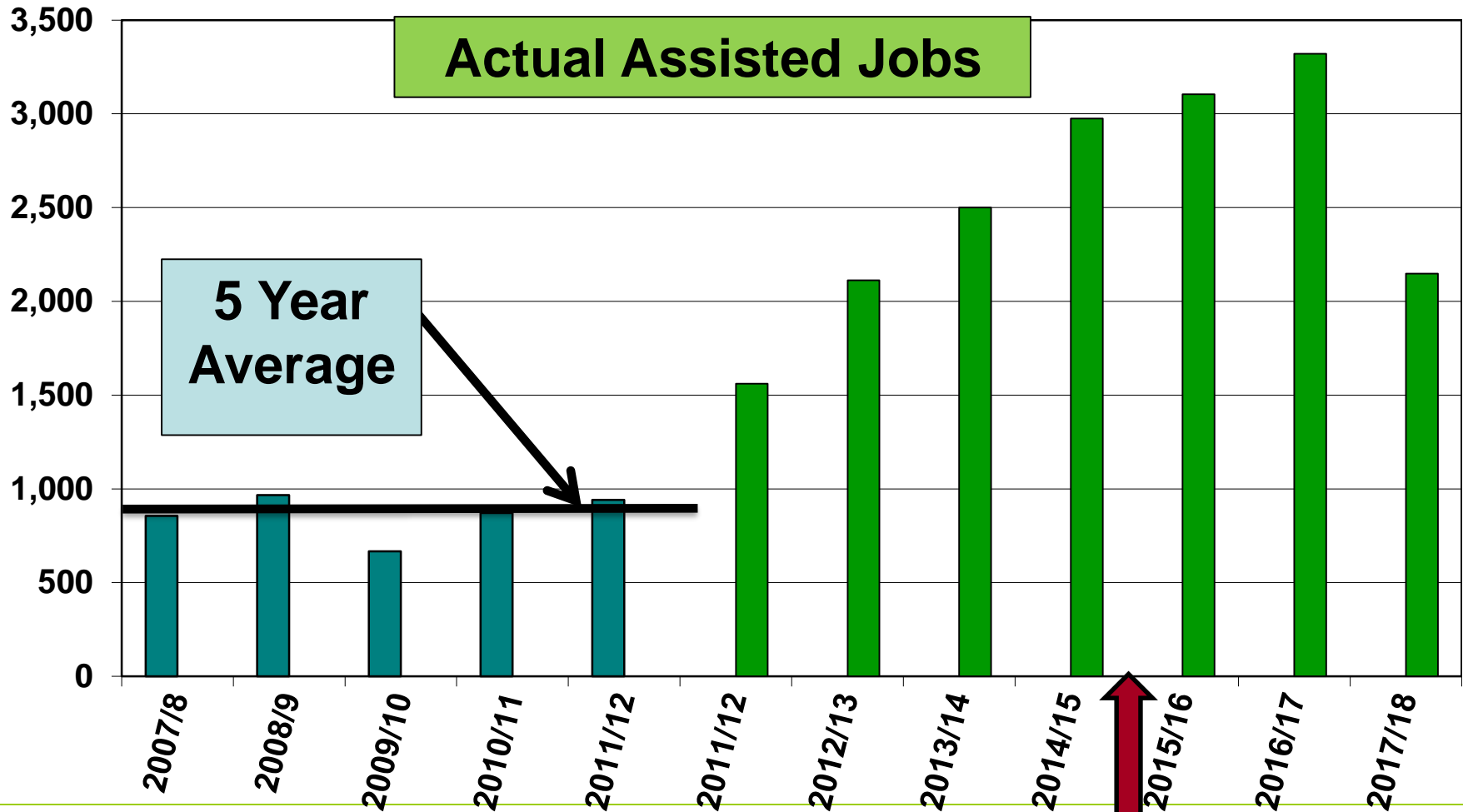
# Updated Economic Development Stool



**(Goal 8-10 per month)**



# EDAWN Assisted New Jobs 2007-2017



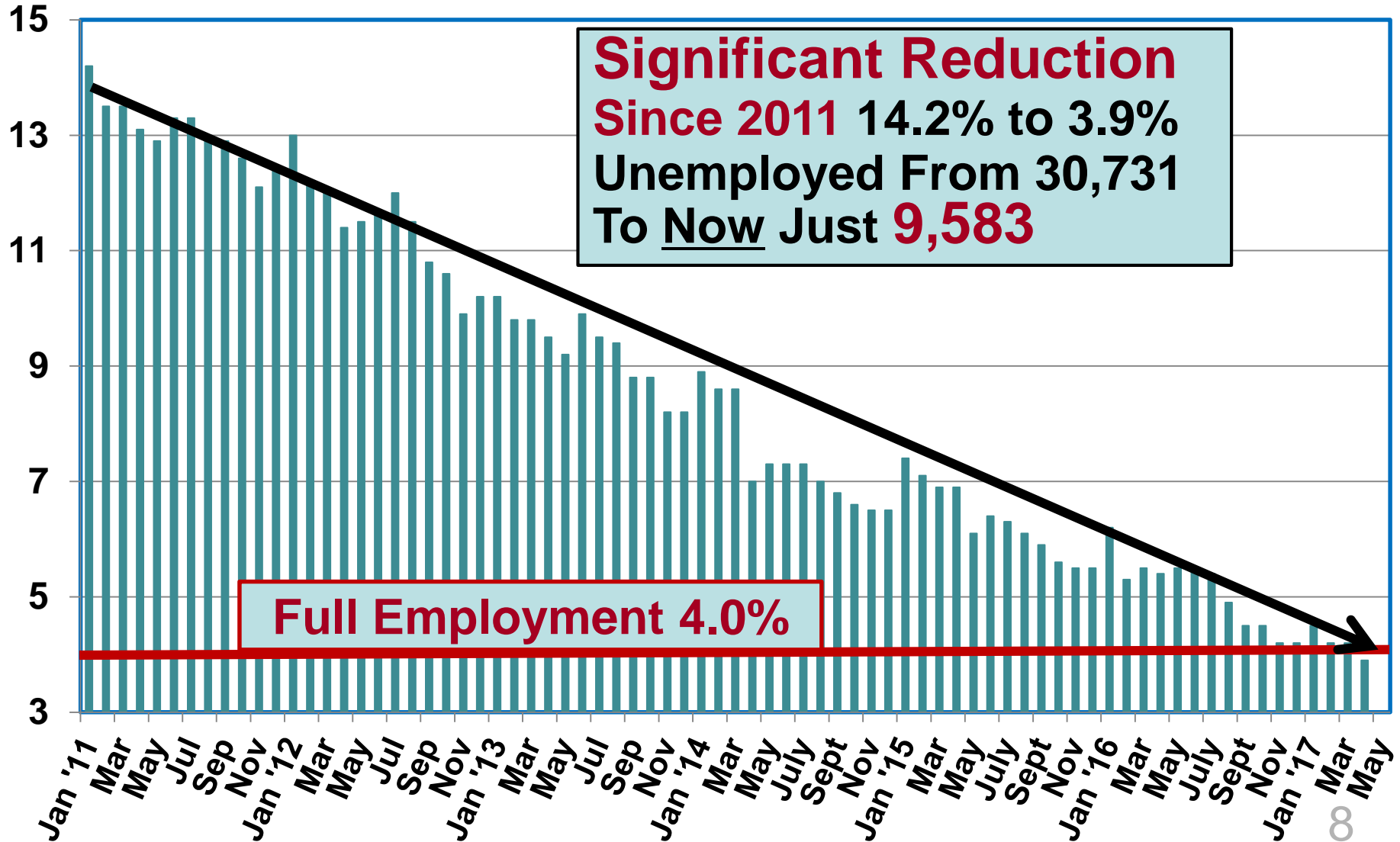
# 2017-2018 **Washoe County** Projects

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

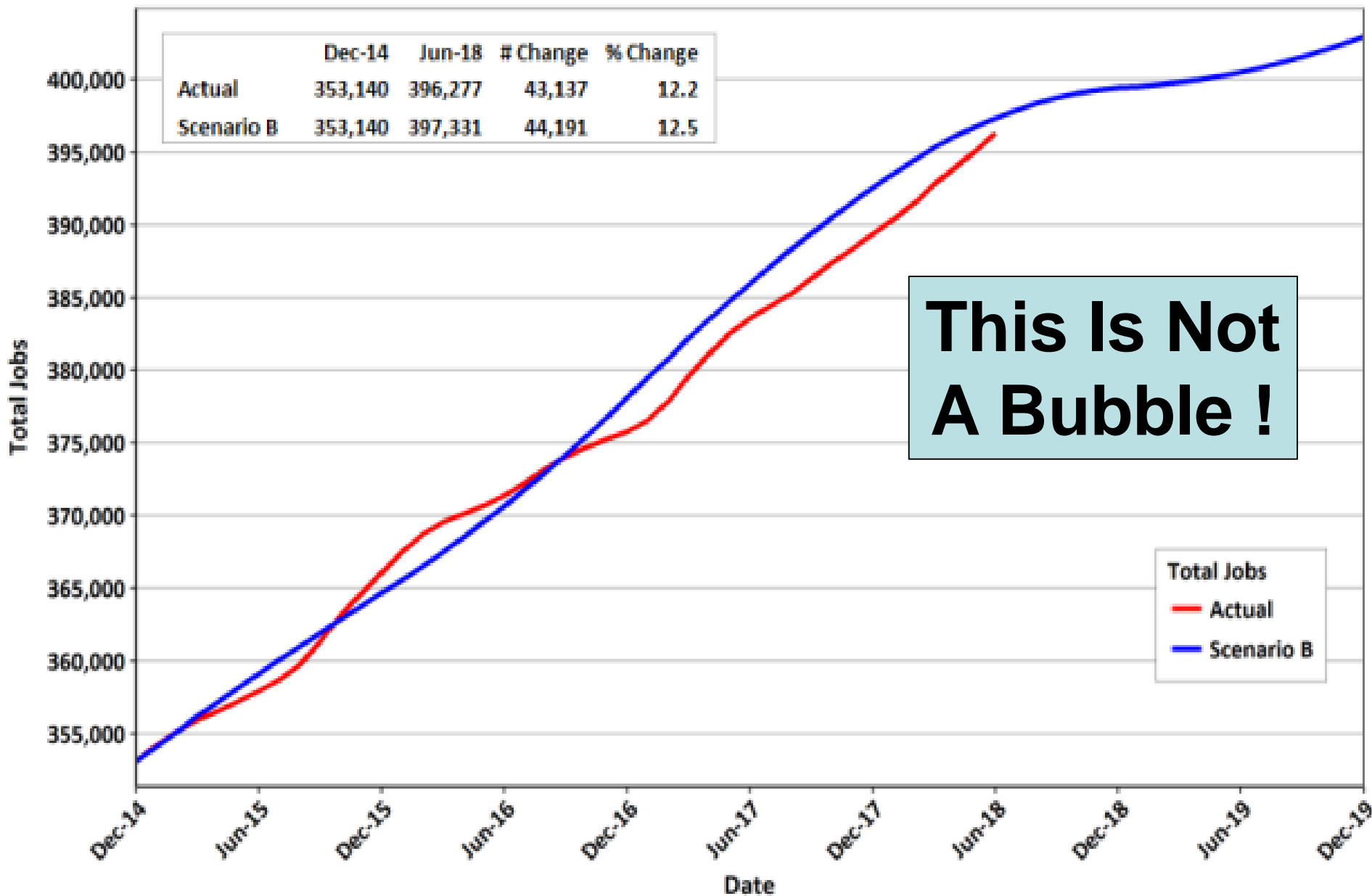
# Available Workforce Almost Gone



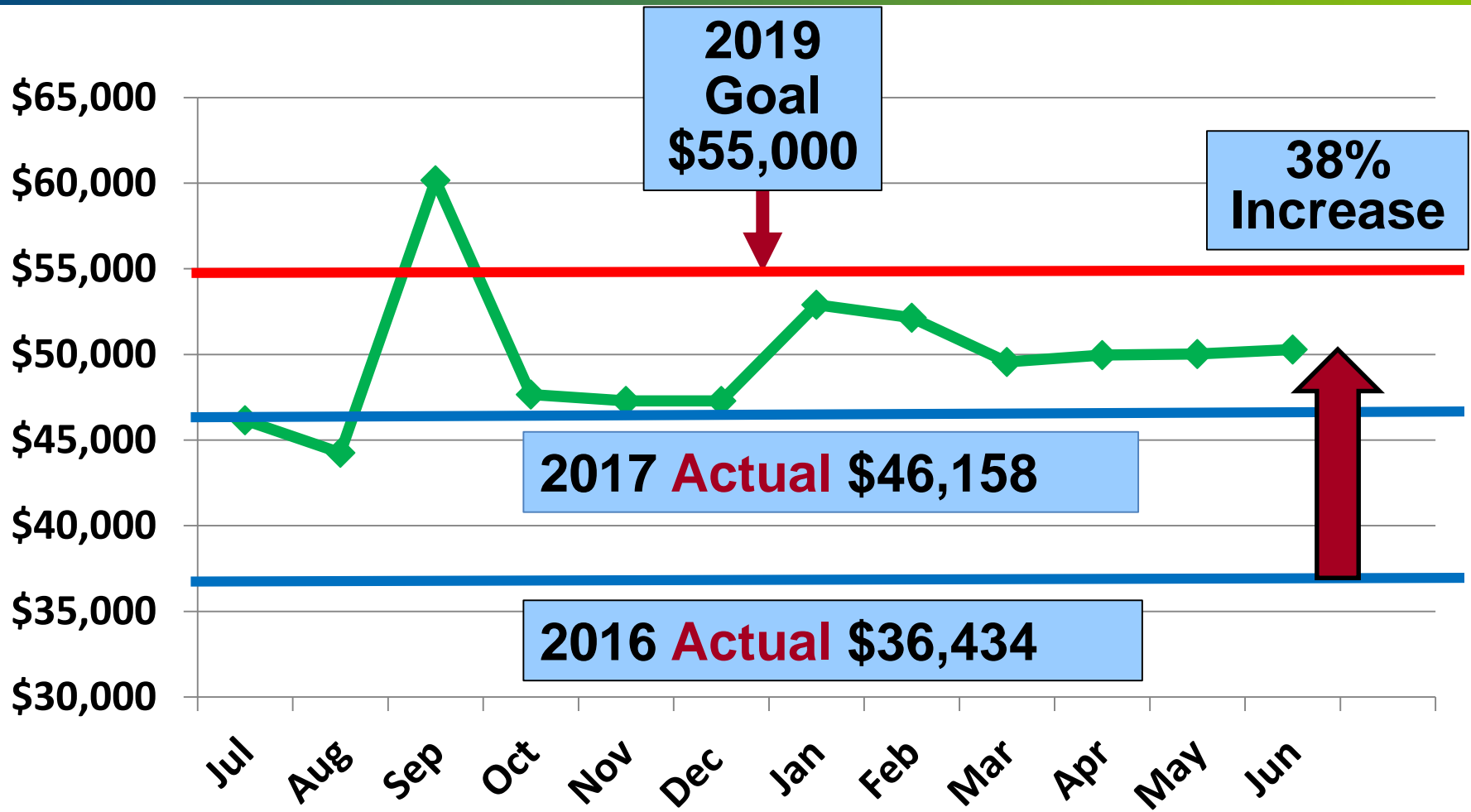
# It's Not Slowing Down!

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

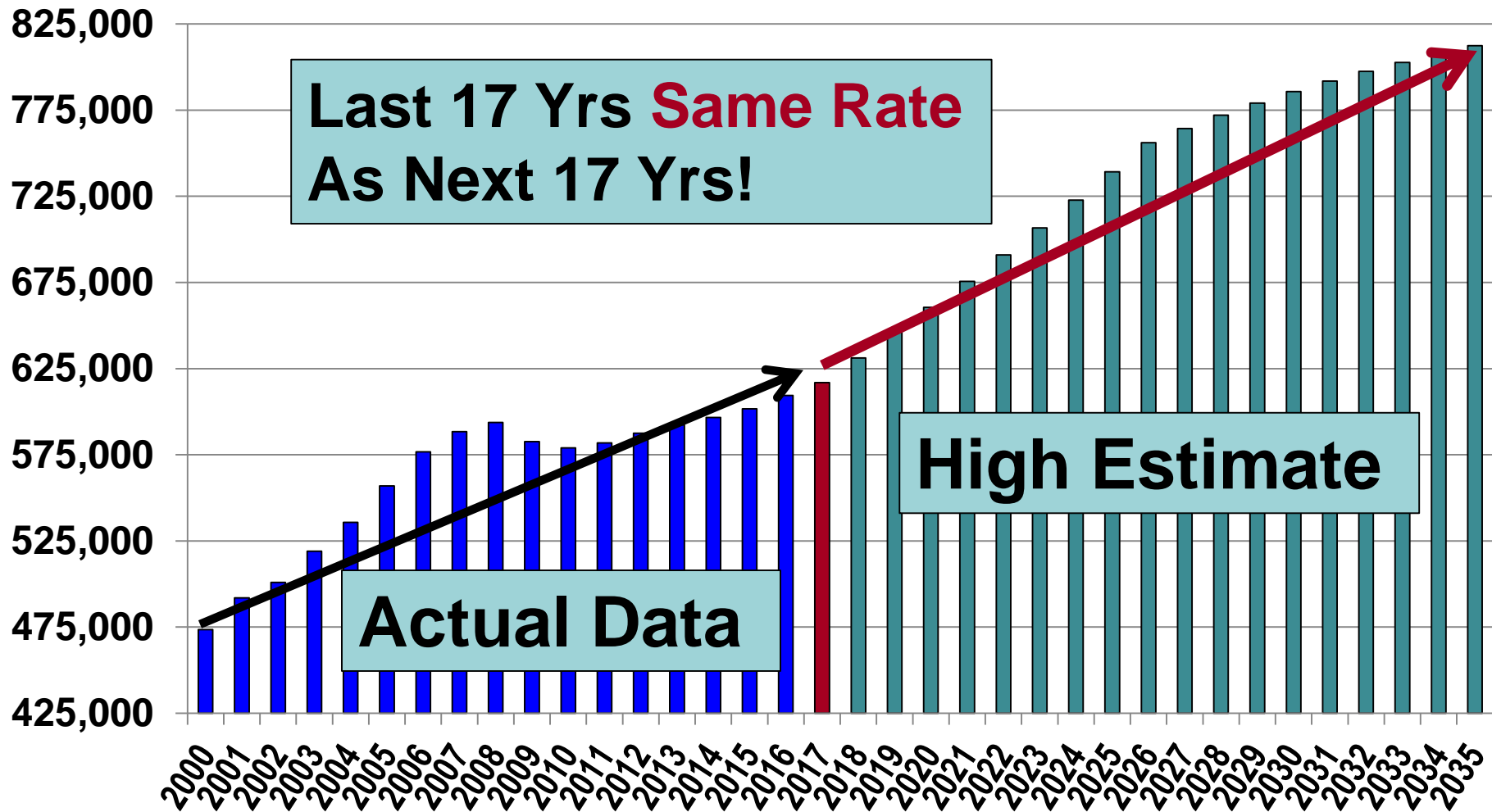


# 2018 Attraction Priorities

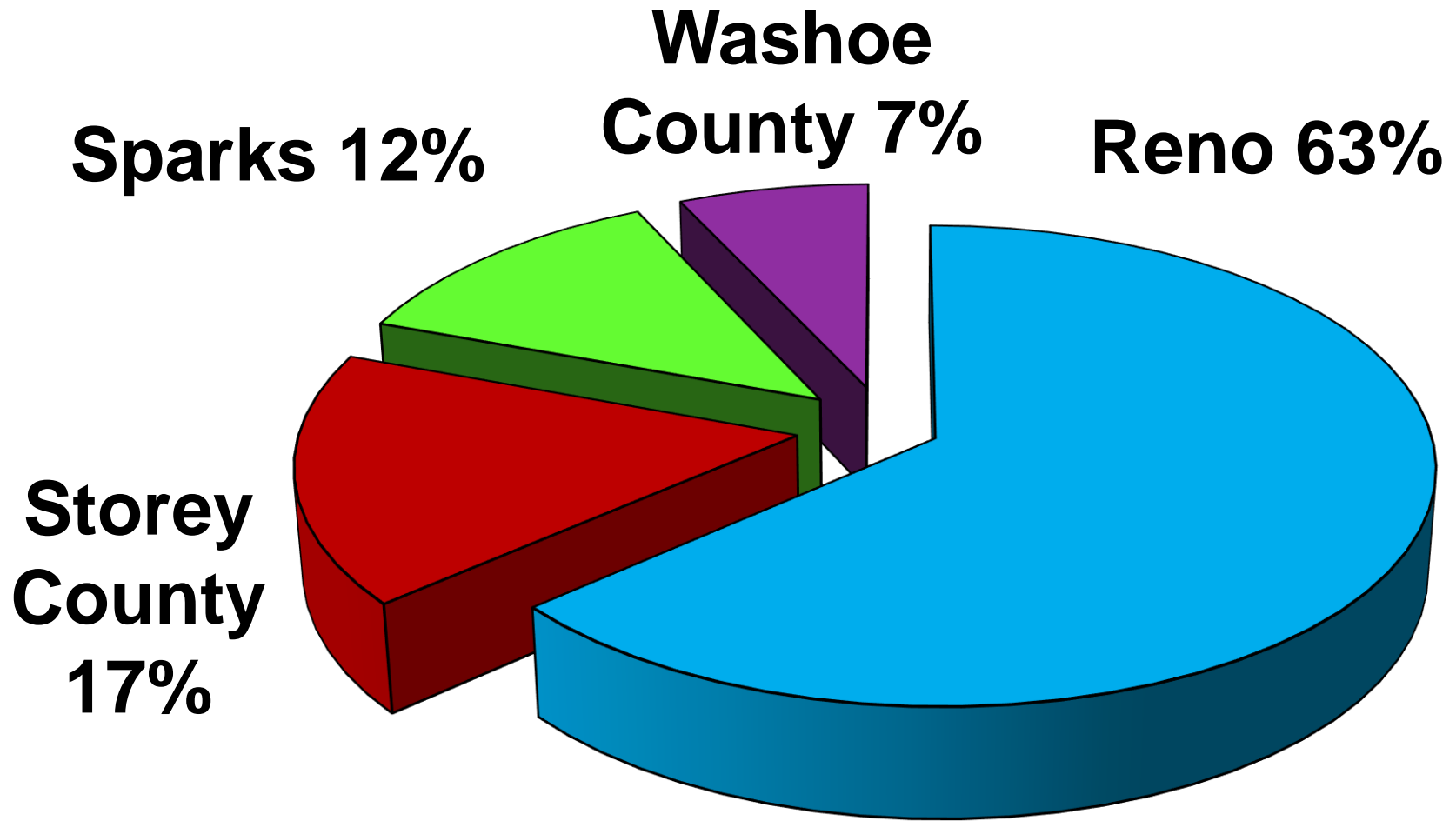
- **Higher Paying Jobs** 50% More Than \$30 / Hr.
- Reduced **Job Goal** to **2,500** from 3,200
- Corporate **Headquarters**
- **Technology** Companies
- High State Tax Locations – New Tax Plan
- **Joint Entrepreneurial** Attraction Effort
- Increase Prospect Travel To The Bay Area



# 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

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

# Questions?

