



# **City of Sparks Update**

**Mike Kazmierski, President and CEO**

*August 27, 2018*

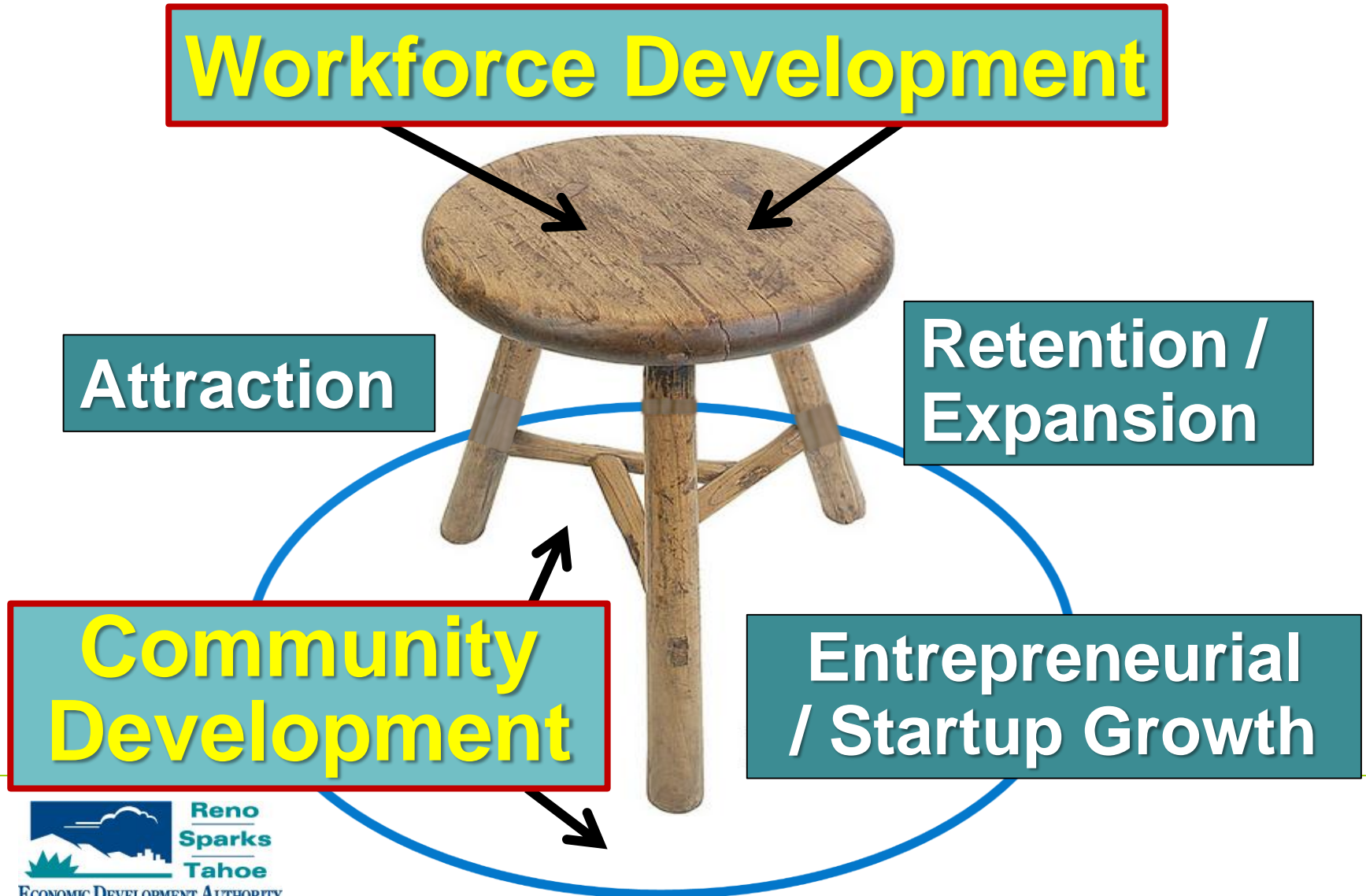
# What Does EDAWN Do?

## An Effective Economic Development Program

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

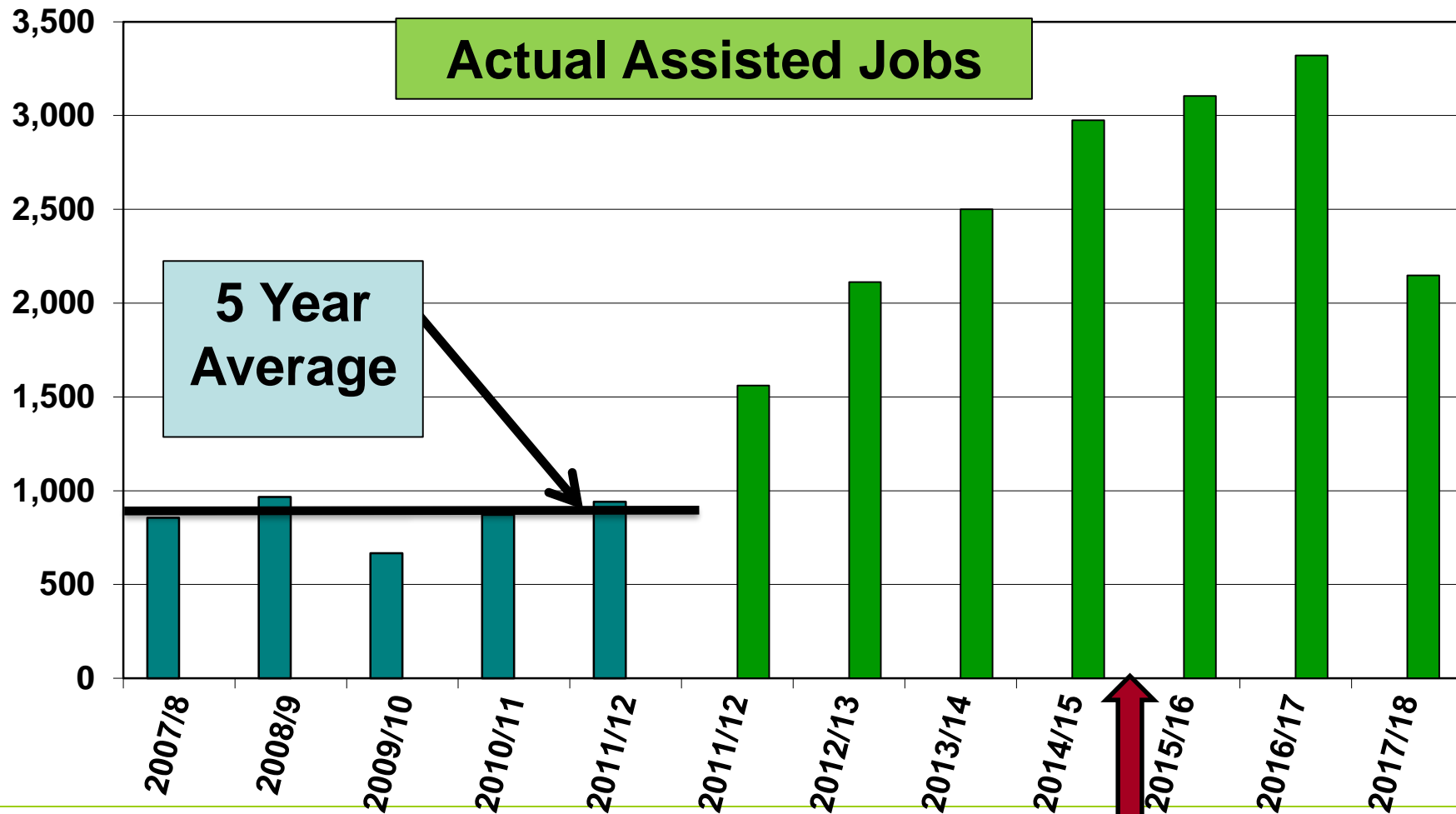
***Quality Jobs!***

# Updated Economic Development Stool

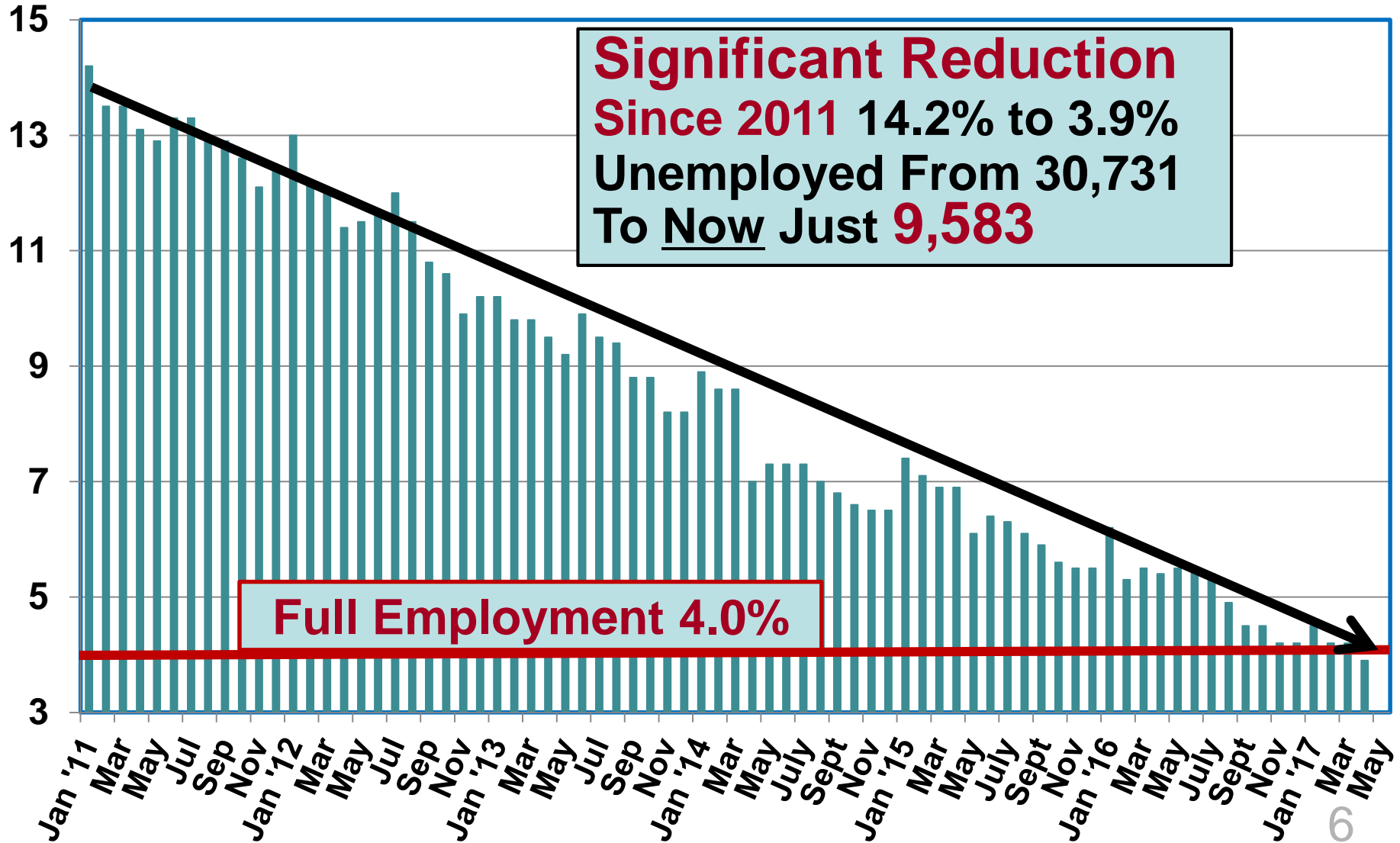




# EDAWN Assisted New Jobs 2007-2017



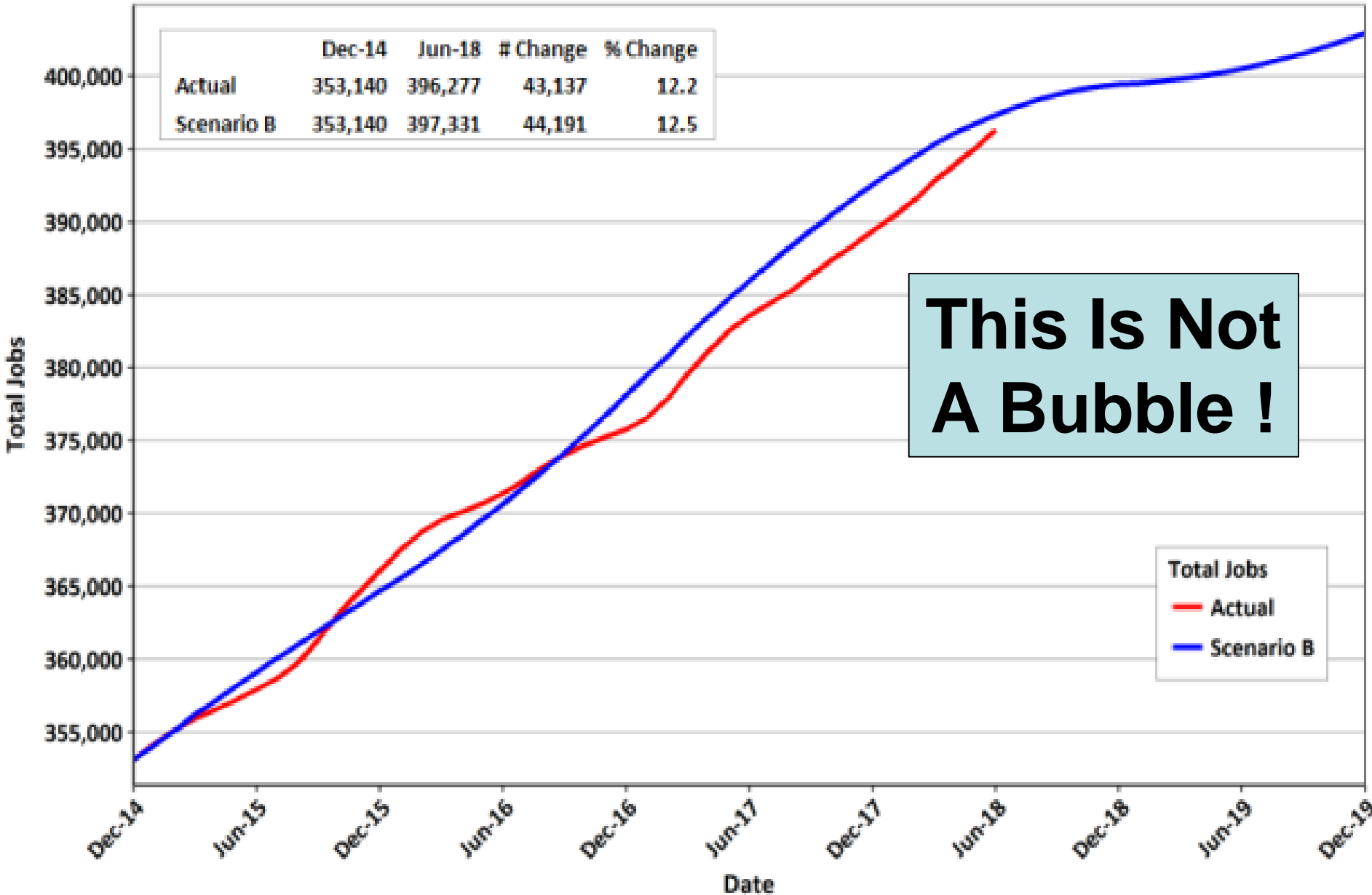
# Available Workforce Almost Gone



# It's Not Slowing Down!

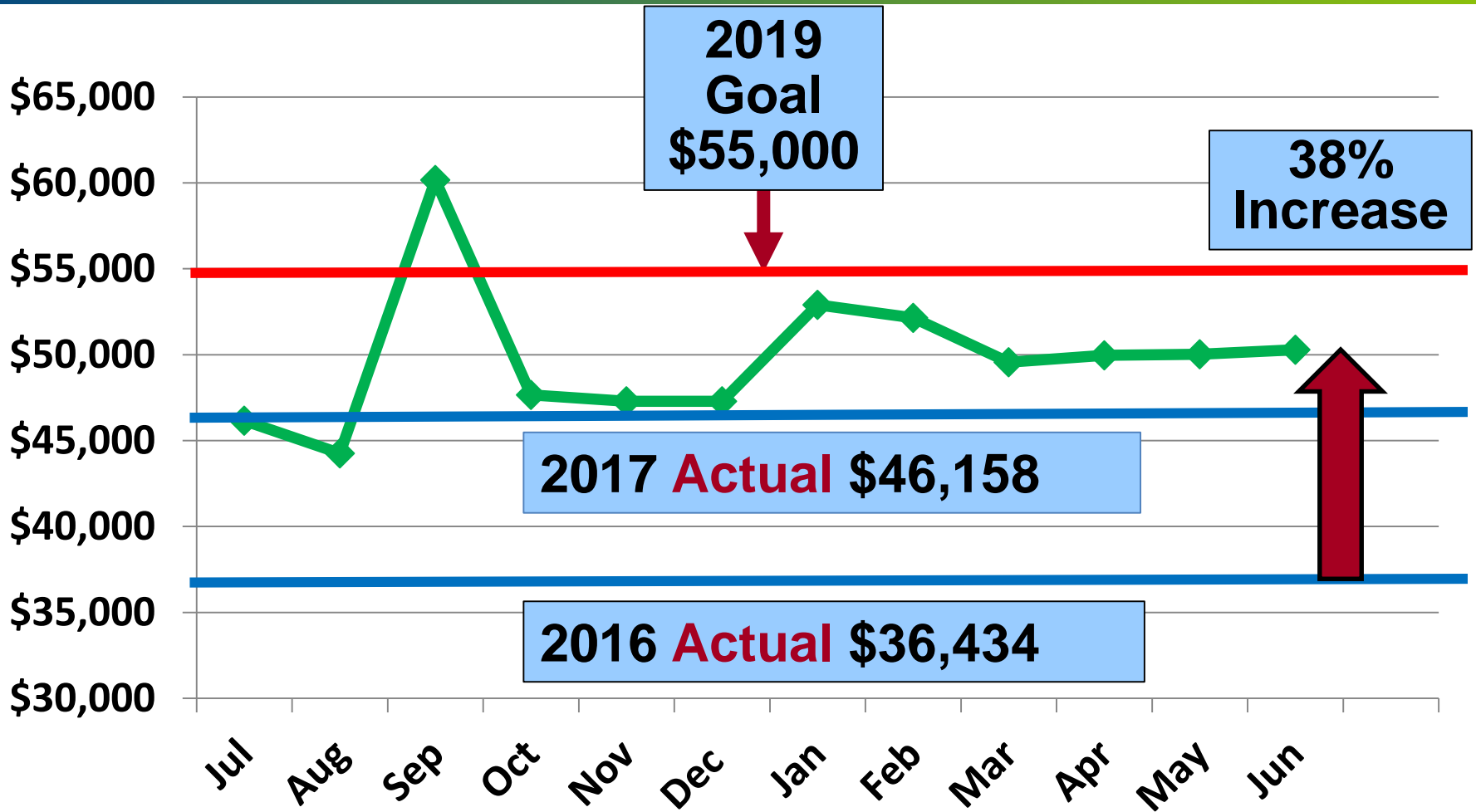
Industry	Job Count	HQ	Confidence	Relocation State
Distribution	400		Finalist	CA
Manufacturing	1,000		Finalist	CO
Manufacturing	150		Finalist	CA
Manufacturing	150	X	Finalist	CA
Manufacturing	20	X	Finalist	NY
Distribution	800		Finalist	PA
Datacenter	50		Finalist	CA
Manufacturing	40		Finalist	CA
Manufacturing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

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





# Average Wages Of EDAWN Projects

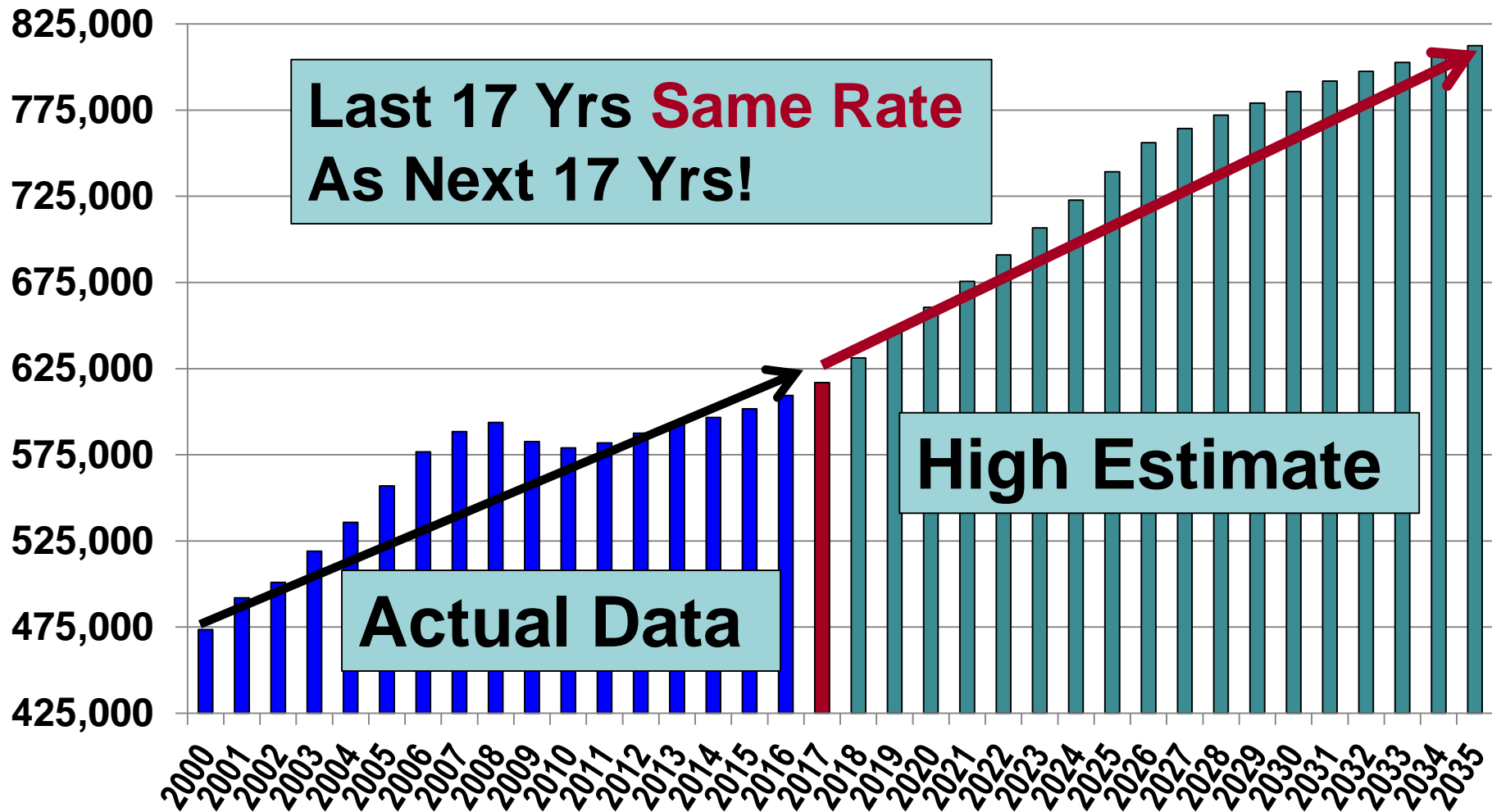


# 2018 Attraction Priorities

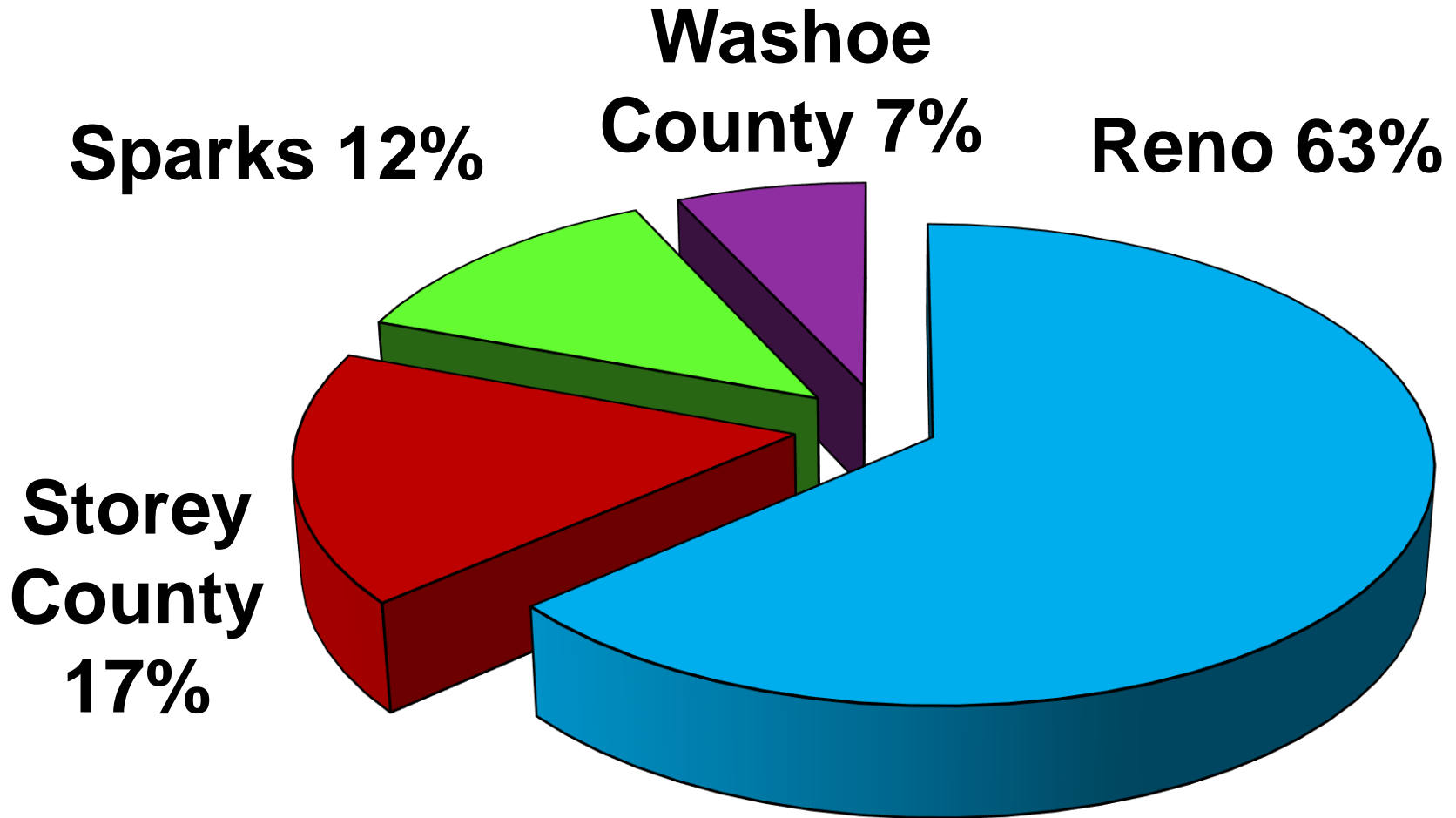
- **Higher Paying Jobs** 50% More Than \$30 / Hr.
- Reduced **Job Goal** to **2,500** from 3,200
- Corporate **Headquarters**
- **Technology** Companies
- High State Tax Locations – New Tax Plan
- **Joint Entrepreneurial** Attraction Effort
- Increase Prospect Travel To The Bay Area



# Are We Growing **Too Fast?**



# 130 Companies Located FY 2013 - 2017



# 2012 / 2018 **Sparks** Projects

<b>Industry</b>	<b>Company</b>	<b>Jobs</b>	<b>From</b>
<b>Manufacturing</b>	<b>Cam-Concept</b>	<b>10</b>	<b>INT</b>
<b>Logistics</b>	<b>ITS Logistics</b>	<b>55</b>	<b>NV</b>
<b>Manufacturing</b>	<b>Revision Brewing</b>	<b>45</b>	<b>CA</b>
<b>Manufacturing</b>	<b>Hose Master</b>	<b>30</b>	<b>OH</b>
<b>Manufacturing</b>	<b>Indy Hanger</b>	<b>20</b>	<b>IN</b>
<b>Manufacturing</b>	<b>NOW Foods</b>	<b>47</b>	<b>IL</b>
<b>Manufacturing</b>	<b>Cenntro Automotive Co</b>	<b>300</b>	<b>NJ</b>
<b>Manufacturing</b>	<b>Eco Windows LLC</b>	<b>17</b>	<b>NV</b>
<b>Distribution</b>	<b>Orest Express</b>	<b>30</b>	<b>IL</b>
<b>Distribution</b>	<b>SanMar Corporation</b>	<b>90</b>	<b>NV</b>
<b>Manufacturing</b>	<b>Tecno Displays</b>	<b>30</b>	<b>CA</b>

# 2012 / 2018 **Sparks** Projects

<b>Industry</b>	<b>Company</b>	<b>Jobs</b>	<b>From</b>
<b>Manufacturing</b>	<b>Mechman Alternators</b>	<b>15</b>	<b>TN</b>
<b>Support Services</b>	<b>Cashman Equipment</b>	<b>15</b>	<b>NV</b>
<b>Manufacturing</b>	<b>Havelock Wool</b>	<b>15</b>	<b>NZ</b>
<b>Manufacturing</b>	<b>HC Companies</b>	<b>150</b>	<b>OH</b>
<b>Distribution</b>	<b>South/Win</b>	<b>20</b>	<b>NC</b>
<b>Logistics</b>	<b>Alfa Aesar</b>	<b>15</b>	<b>MA</b>
<b>Manufacturing</b>	<b>NeoMedical</b>	<b>12</b>	<b>CA</b>
<b>Dist/Logistics</b>	<b>Allergy Be Gone</b>	<b>15</b>	<b>NY</b>
<b>Dist/Logistics</b>	<b>Walkenhorst's</b>	<b>217</b>	<b>CA</b>

# 2012 / 2018 **Sparks** Projects

<b>Industry</b>	<b>Company</b>	<b>Jobs</b>	<b>From</b>
<b>Manufacturing</b>	<b>American Dunnage</b>	<b>35</b>	<b>INT'L</b>
<b>Manufacturing</b>	<b>Deantronics (Sp Springs)</b>	<b>100</b>	<b>INT'I</b>
<b>Manufacturing</b>	<b>Monin (Sp Springs)</b>	<b>30</b>	<b>FL</b>
<b>Logistics</b>	<b>Ellsworth (Sp Springs)</b>	<b>33</b>	<b>CA</b>

# 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**

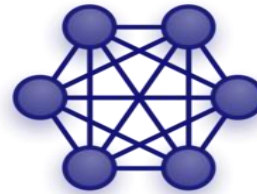


# Retention-Expansion-Workforce

- 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**

Apr

May

20

# Programs We Support



**CONSCIOUS  
CAPITALISM**<sup>®</sup>  
NORTHERN NEVADA CHAPTER



# Example Of Companies We Help

## Attracted



## Organic



# 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

# Alternate Route to TRI

## Route From The North?





# 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>

# Request City Of Sparks Retain Funding Support For EDAWN At Current Level

## Questions?

