

Sparks Business Visits



- ❑ Staff was asked in March to facilitate business visits with businesses currently in Sparks
- ❑ 50 firms were selected based on type of business, number of employees, specific requests and gross receipts
- ❑ 12 have not returned phone calls
- ❑ 1 business did not see a benefit from a visit (they are happy)
- ❑ 14 visits have taken place
 - ❑ All businesses have been pleasantly surprised by the request to visit them
 - ❑ 2 businesses were debating to stay in Sparks: the visit changed their mind
- ❑ The program started up again in September, after a summer hiatus



Name of company:

Company reps/positions:

Date of visit:

City's representatives:

What does company do:

How long in business in Sparks:

Headquarters here: Yes / No

If not, where?

Is company growing, stable or declining?

Current number of employees:

Number added / lost in last year:

Number to be added in next year:

If growing, will current space accommodate growth?

Does their workforce require specialized skills/are they aware of available workforce resources (Silver State Works, TMCC, etc.)?

Do they know of or are they doing business with any businesses outside the state who may be interested in locating to Nevada?

Are there any roadblocks or outstanding issues that they need help with that might prevent them from staying or growing in Sparks/region? (If they do have an issue, ask how quickly they need an answer or something done, and let them know when they can expect to hear back from City.)