



City of Sparks Update

Mike Kazmierski, President and CEO

October 23, 2017

What Does EDAWN Do?

An Effective Economic Development Program

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

Quality Jobs!

Updated Economic Development Stool

Workforce Development

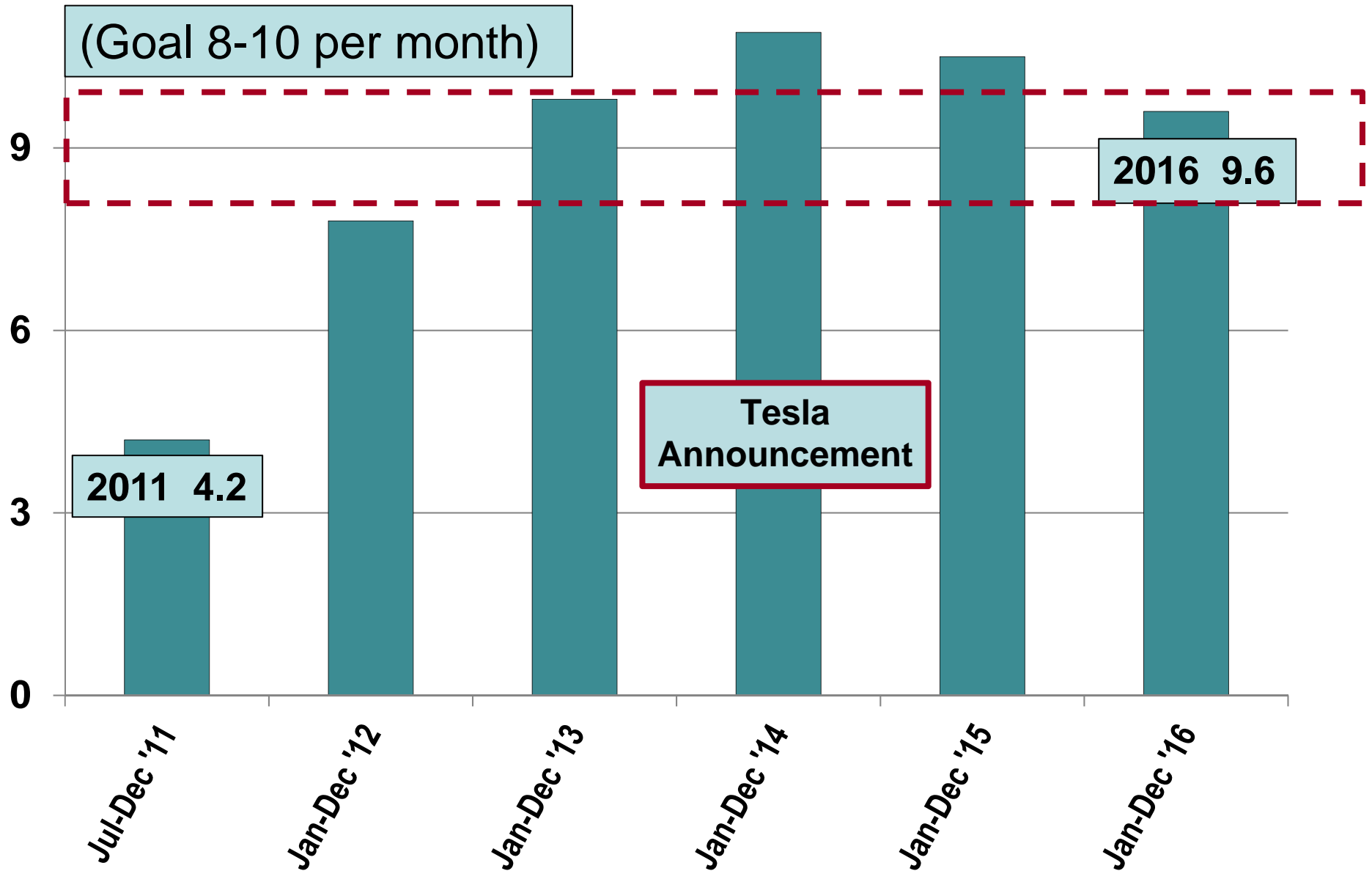
Attraction

Retention /
Expansion

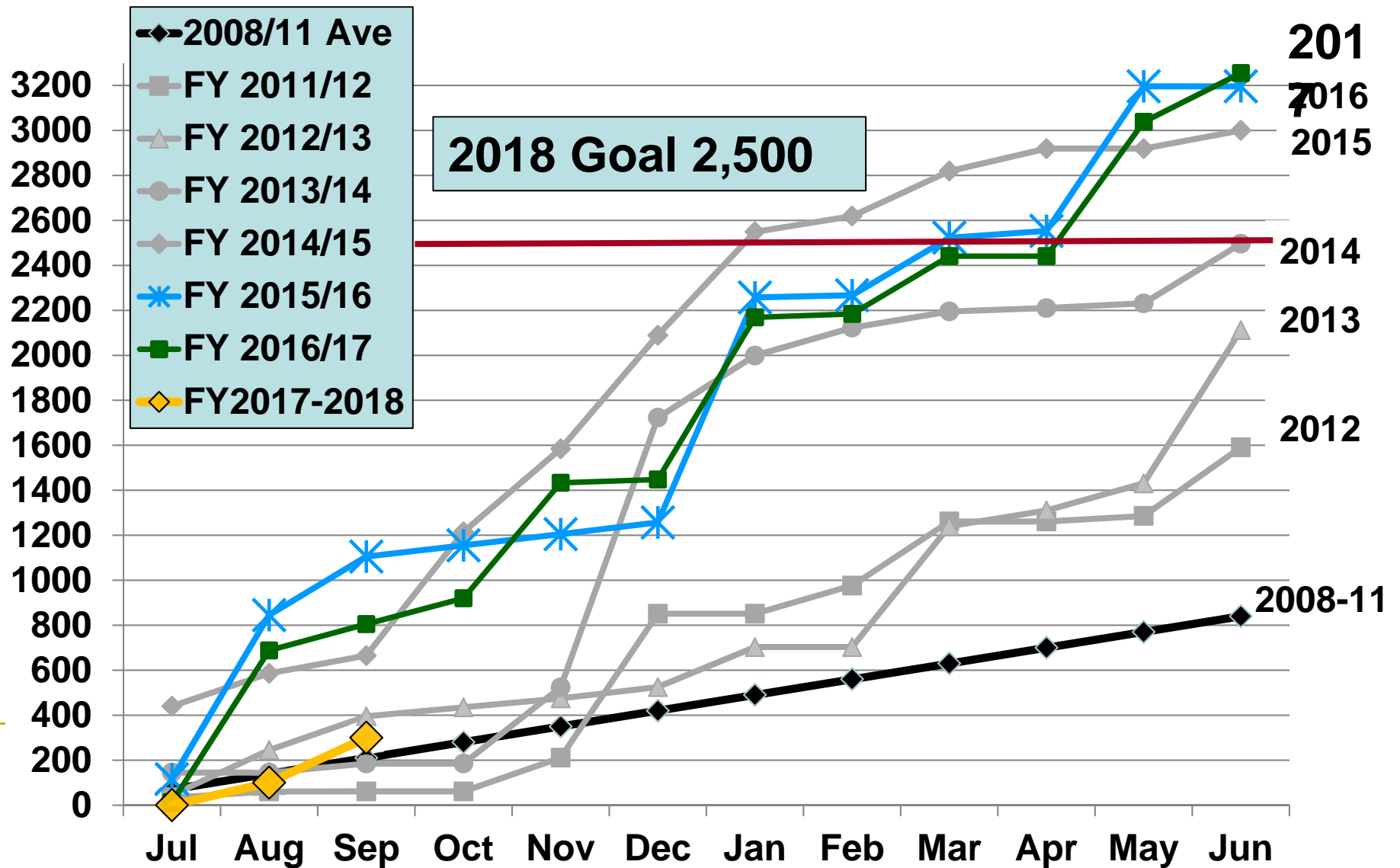
**Community
Development**

Entrepreneurial
/ Startup Growth

Average Prospect Visits Per Month



Jobs Announced



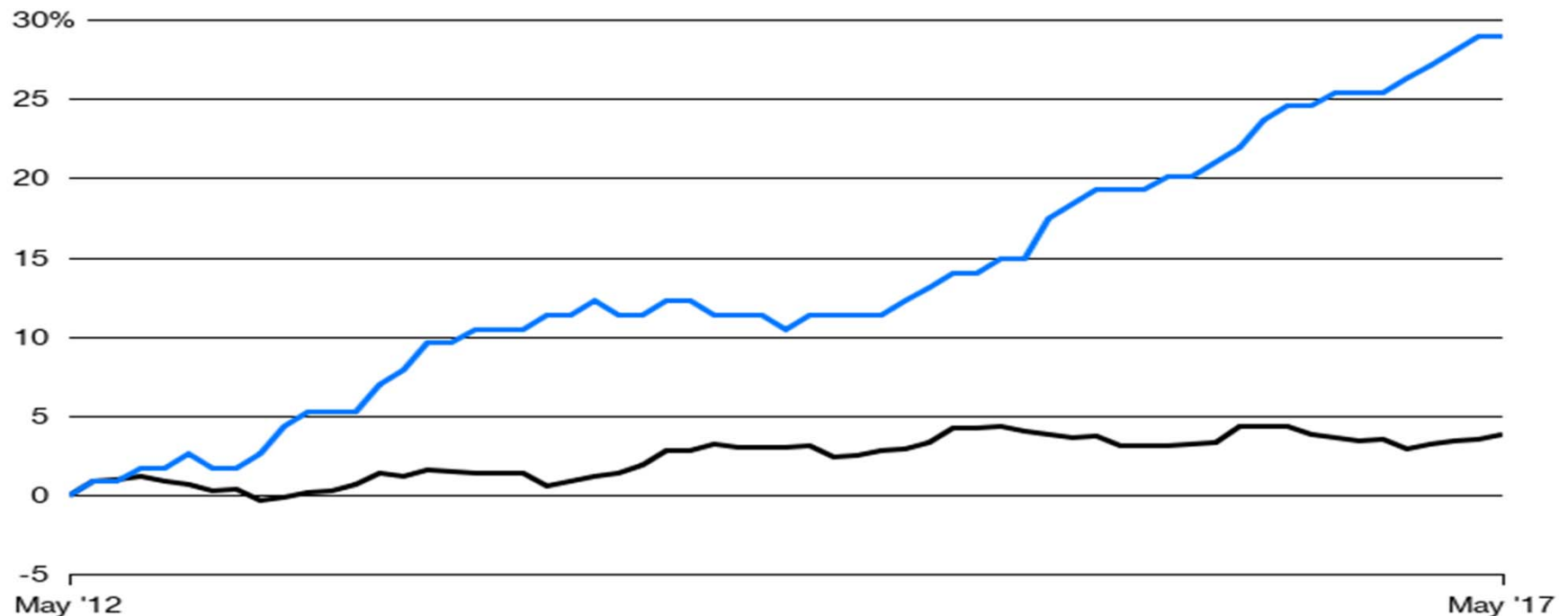
Hot Prospects!

Industry	Job Count	HQ	Confidence	Relocation State
Back Office	300		Finalist	INTL
Manufacturing	828		Finalist	INTL
Manufacturing	150	X	Finalist	CA
Manufacturing	150		Finalist	CA
Manufacturing	1,000		Finalist	CO
Manufacturing	500	X	Finalist	CA
Service	100		Finalist	CA
Manufacturing	150		Finalist	CA
Manufacturing	150	X	Finalist	CA
Total	3,328	3		

Our Focus On Manufacturing - **Paying Off!**

Change in manufacturing payrolls since May 2012

■ U.S. ■ Reno Area

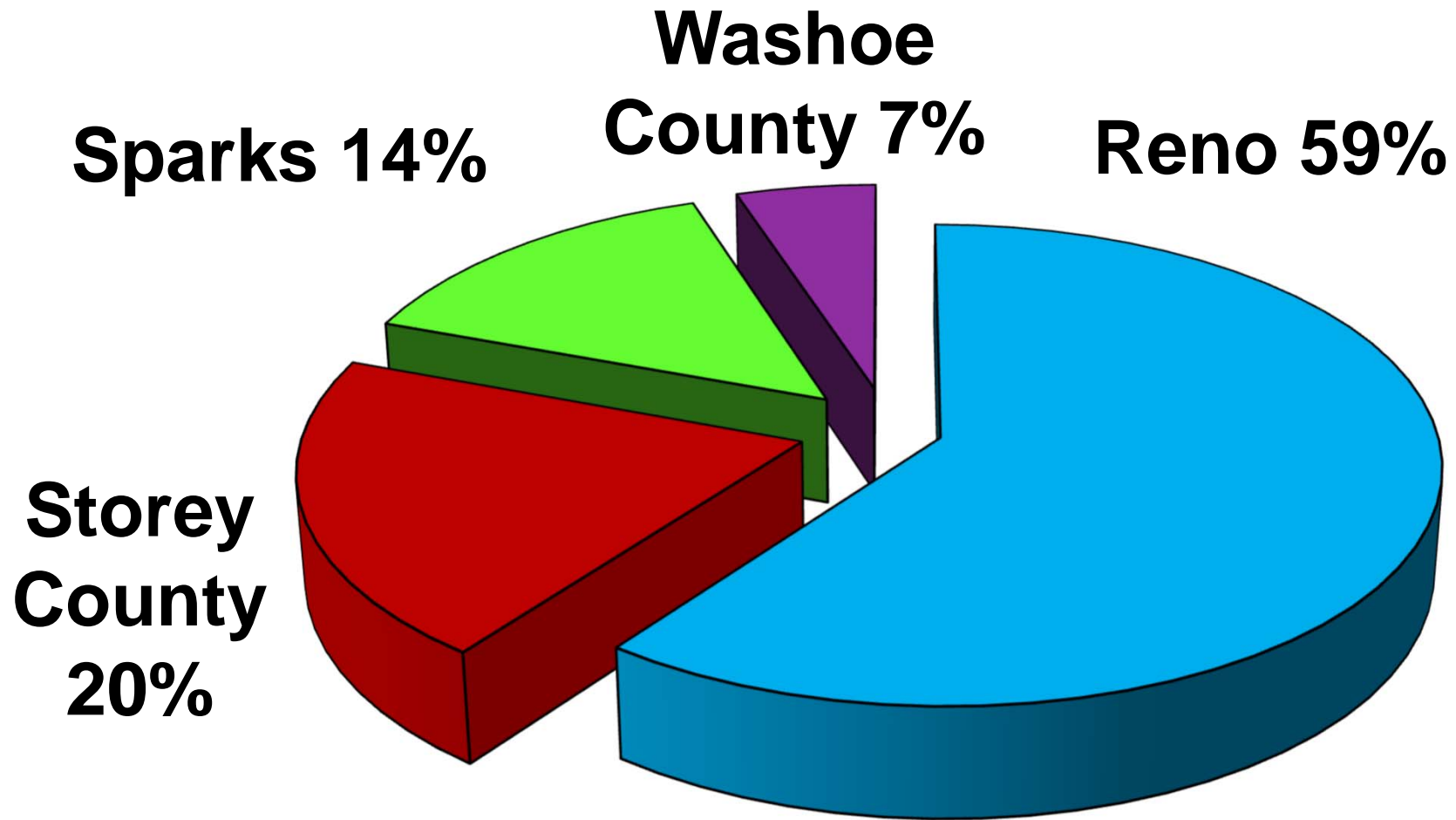


Data: Bureau of Labor Statistics; graphic by Bloomberg Businessweek



2012 Vision: To Become The Advanced Manufacturing Hub Of The West!

141 Companies Located FY 2012- 2016



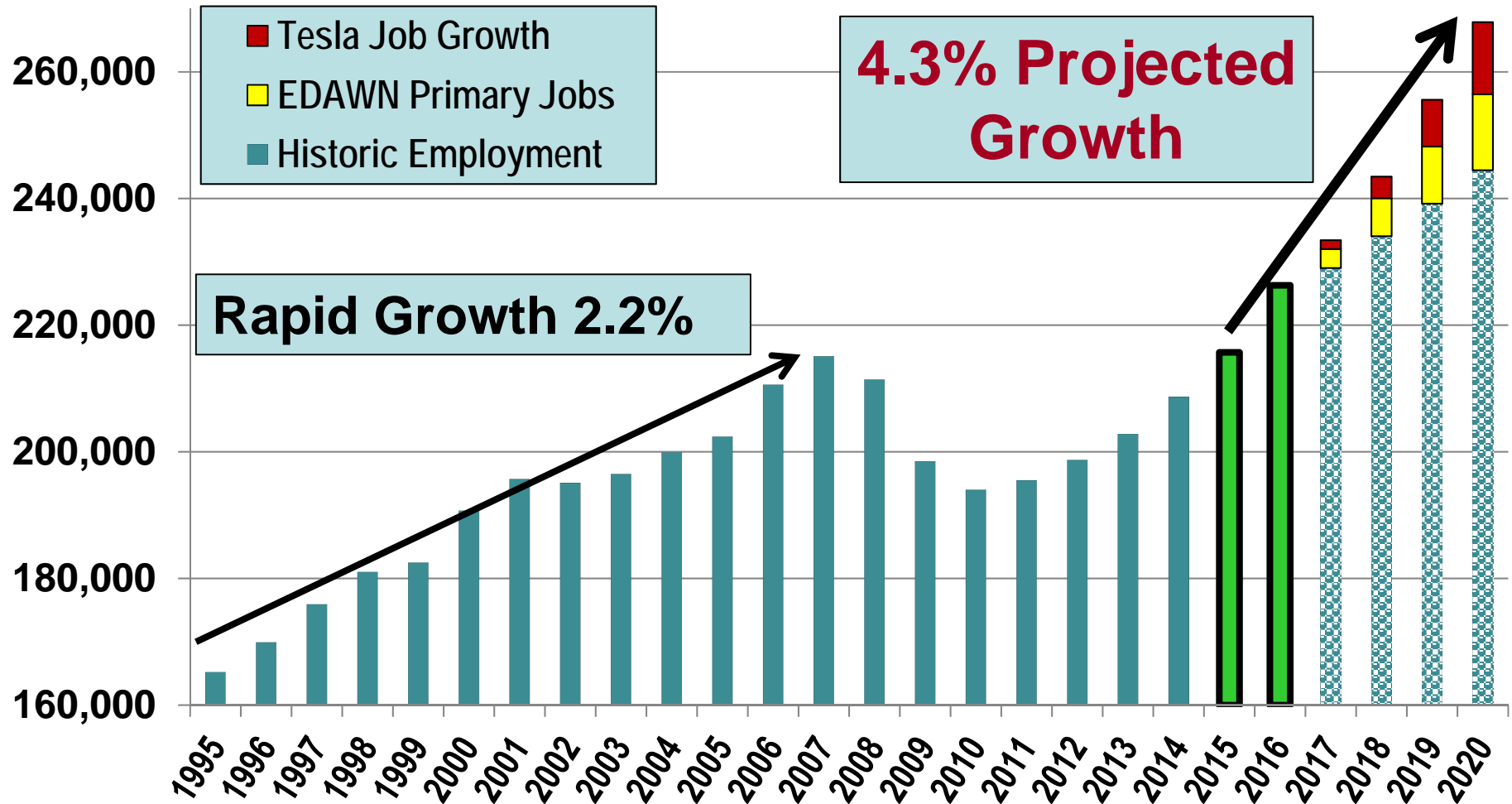
2012 / 2016 **Sparks** Projects

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

2012 / 2016 **Sparks** Projects

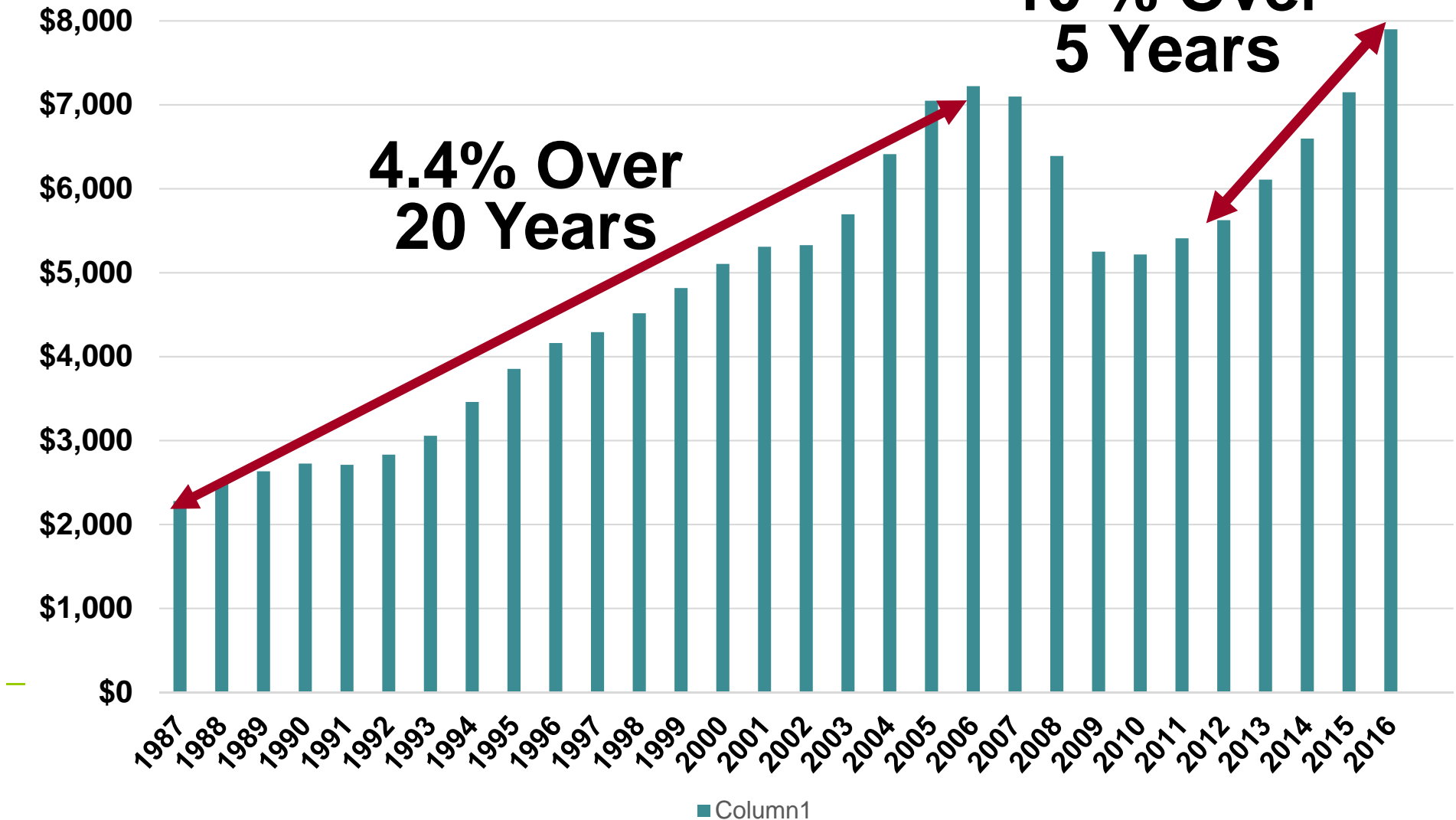
Industry	Company	Jobs	From
Manufacturing	Mechman Alternators	15	TN
Support Services	Cashman Equipment	15	NV
Manufacturing	Havelock Wool	15	NZ
Manufacturing	HC Companies	150	OH
Distribution	South/Win	20	NC
Logistics	Alfa Aesar	15	MA
Manufacturing	NeoMedical	12	CA
Dist/Logistics	Allergy Be Gone	15	NY
Dist/Logistics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

We're Going Up! Growth Continues!

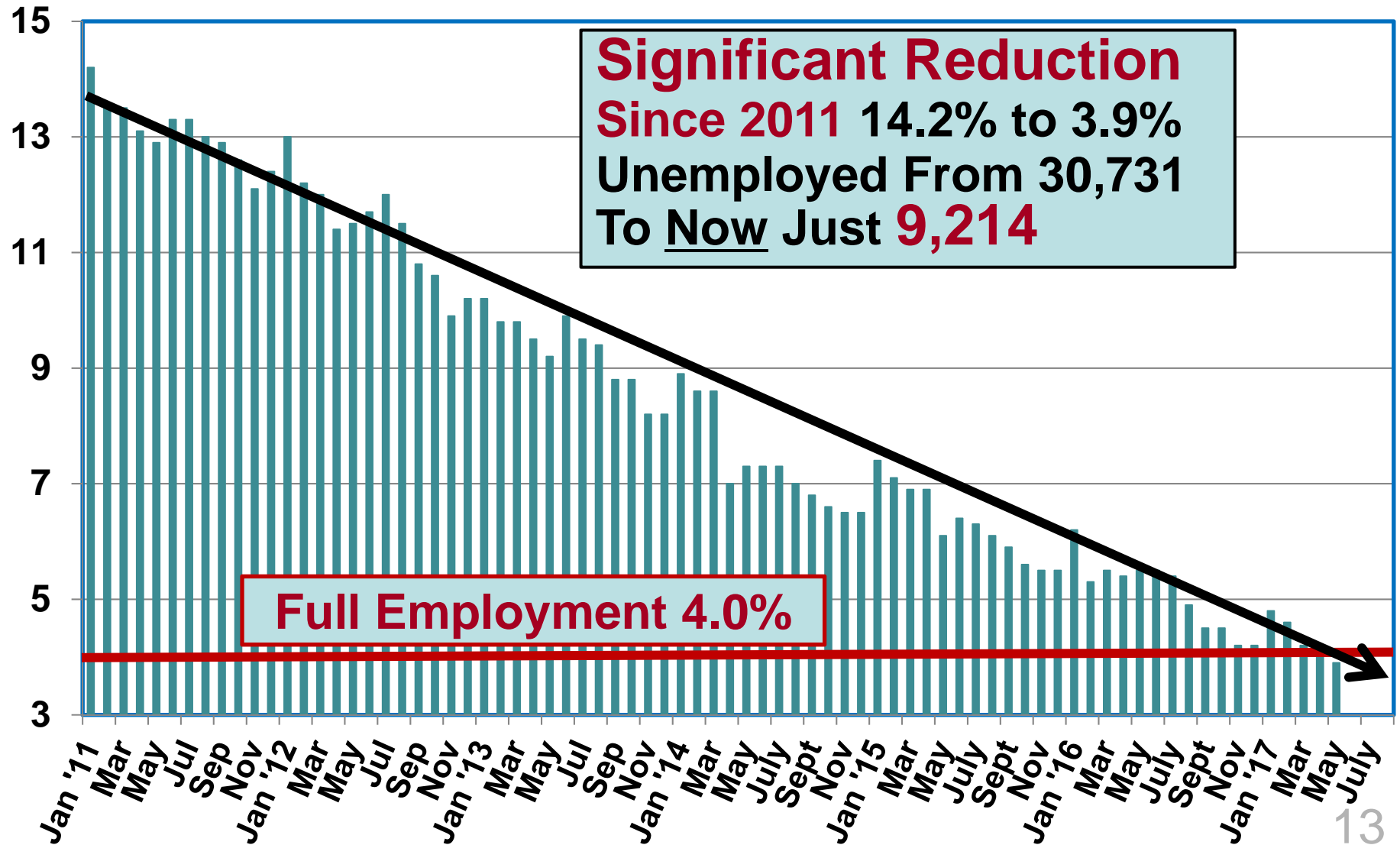


Washoe County Taxable Sales

Millions



Workforce Availability A Challenge



BR&E And WF Results

174 Company Visits = **81% Are Growing**

3 Assisted Expansions = **89 Jobs**

36 Business To Business Connections

3 Industry Sector Councils – 12 Meetings

53 Companies Recognized @ Industry Awards

8 Critical Issues Addressed

129 Total Education and **Internship Connections**

400 Educator Meetings / Tours **With Industry**

Workforce Development Activities

Connection

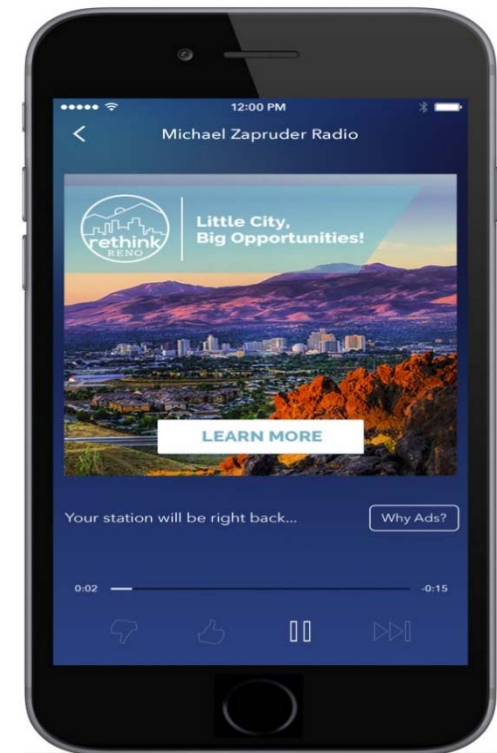
- 6 WCSD Industry Tours
- Facilitate Other Industry / Education Links
- Workforce Consortium
- Western Manufacturing Alliance
- **Key Partners**



Workforce Development Activities

Attraction

- UNR Alumni Mag
- Burning Man **Billboards**
- Society of Women Engineers
- WCSD – Info Graphic
- Rethink Reno
- Pandora Ads



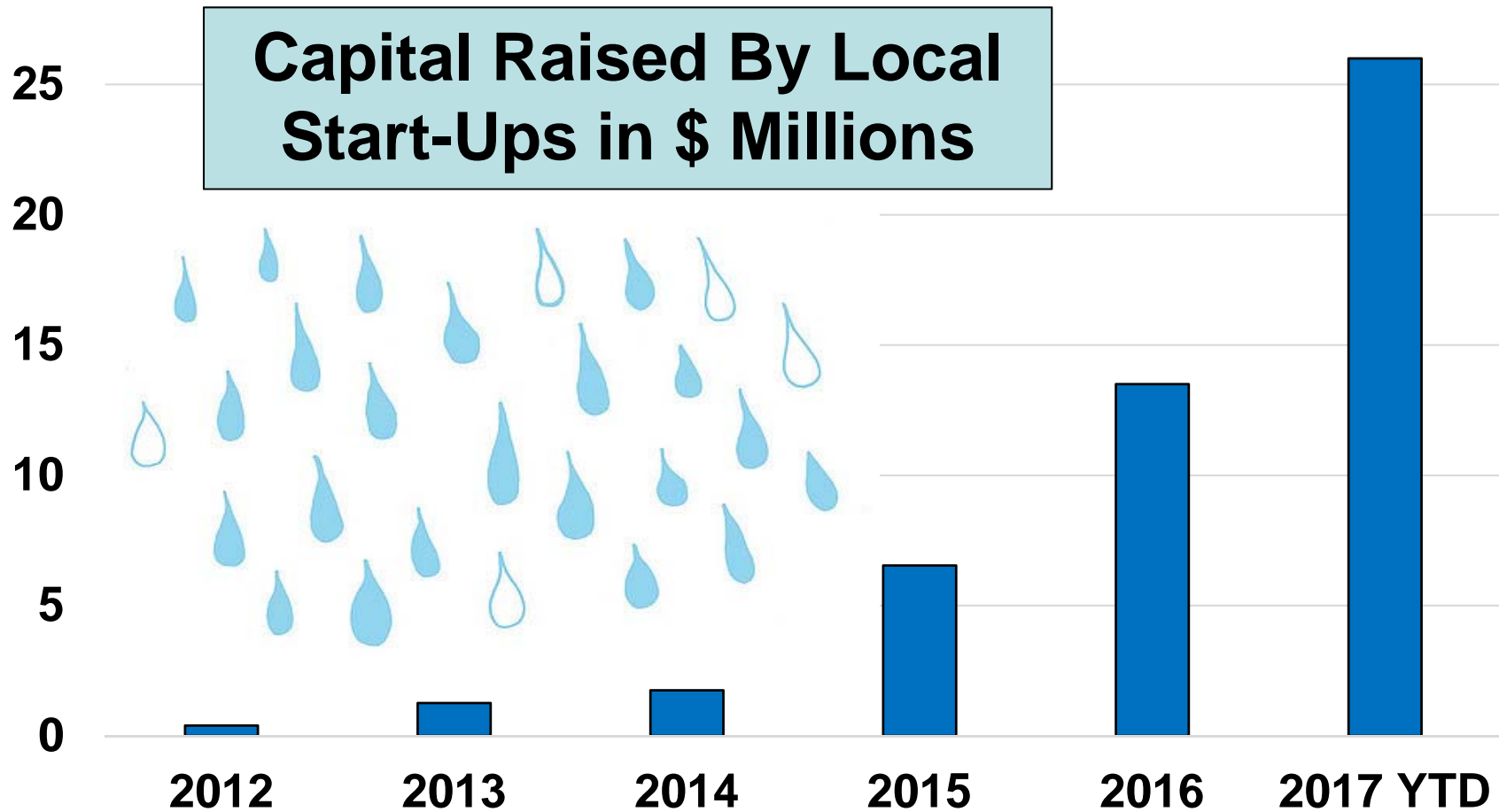
Entrepreneurial **Successes** In 2016

2016

121 NEW Startup Jobs
67 NEW Companies
\$9.8 M In NEW Funding

Reno Being **Recognized** As A Unique Start-Up Town And An Alternative to the Bay Area

Entrepreneurial Success - Capital



Example Companies We Help

Attracted



Organic



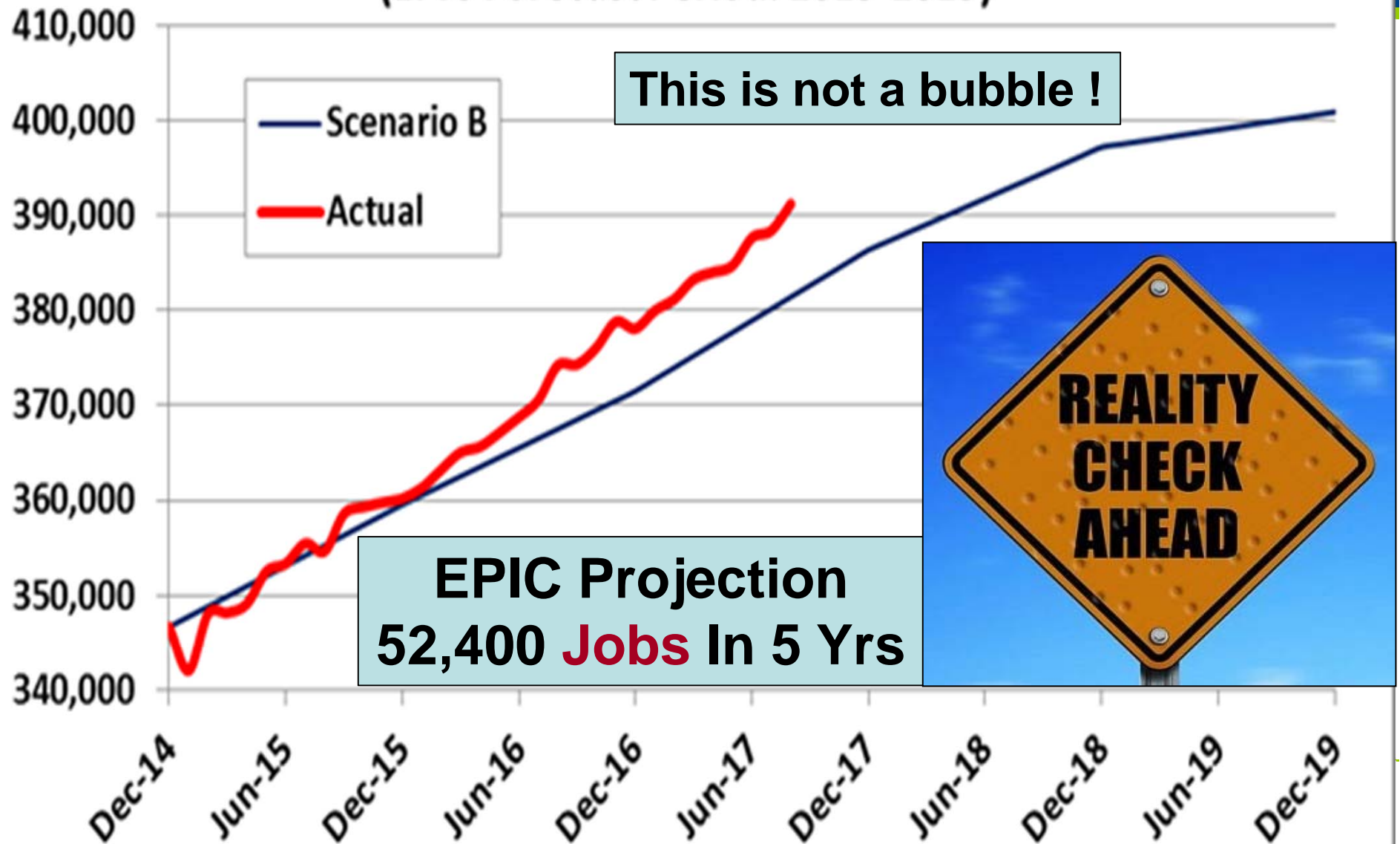
Community Development Initiatives

- **EPIC Report**
- **Funding For School Infrastructure – WC-1**
- **Downtown Revitalization – Start-Up Row**
- **Arts and Culture – Art Map; Business & Arts**
- **Housing Crisis – Developers Workshop**
- **Regional Trails Planning**
- **Regional Industrial Park (Reno-Sparks)**
- **Effluent Water Issue – Leo Drozdoff**
- **Traffic Issues On I-80 (Exploring Options)**

Route From The North?



Study Area Employment Tracking: Dec-14 to Aug-17 (EPIC Forecast Period: 2015-2019)



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 !

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

Questions?

