

EDAWN Update Opportunities & Partnerships

Mike Kazmierski CEO

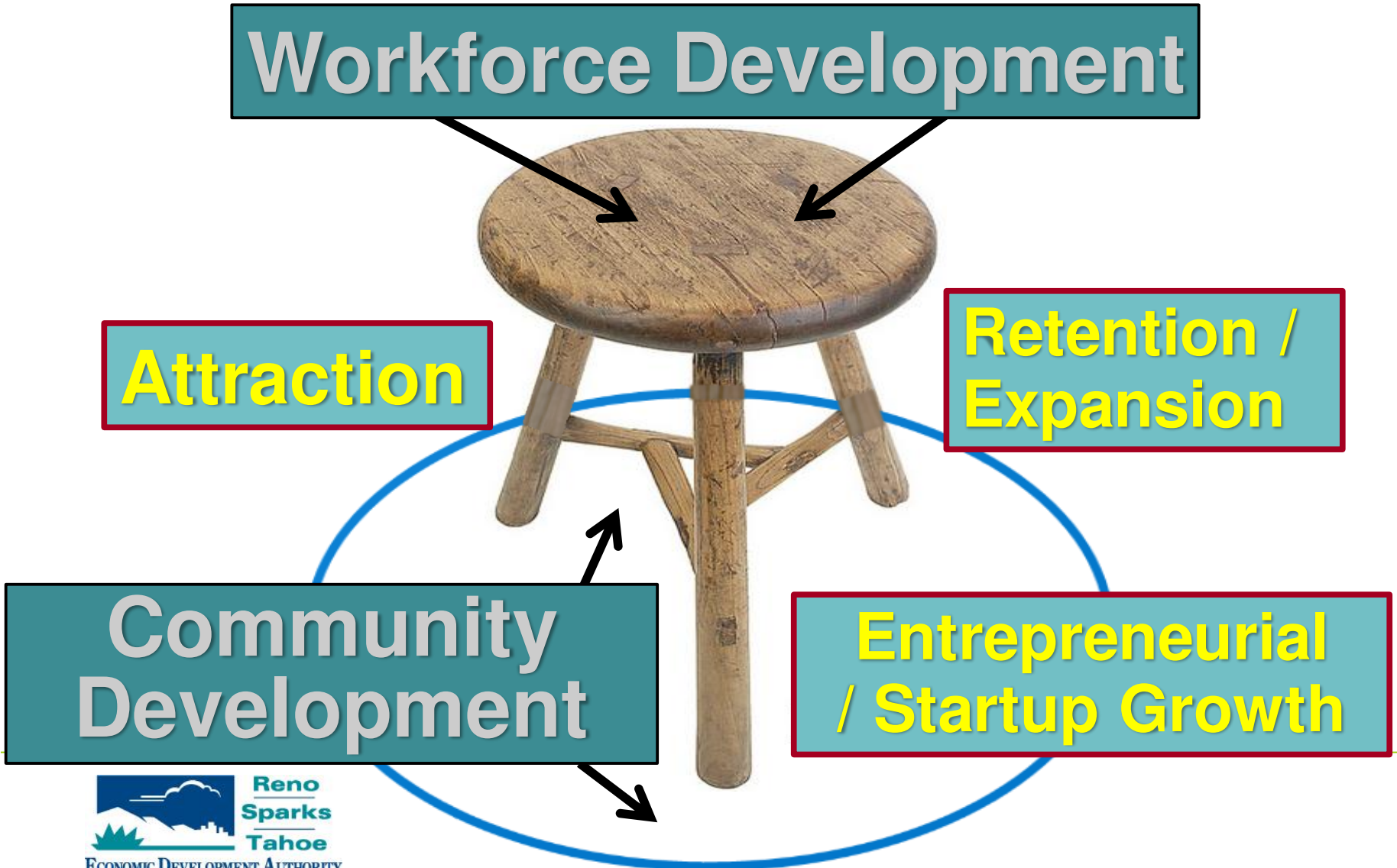
*TIME FOR
CHANGE*

What Is EDAWN ?

Economic Development Authority Of Western Nevada

- **Non-Profit** That Leads Economic Development Efforts Of The Region
- Mission To Attract/Retain & Grow **Quality Jobs**
- Involved In The Attraction Of Tesla
- **One Of Nine** - State Development Authorities
- Has a 40+ Member **Community Board** With Members From: Local Government, Private Sector, Education Community & Partners
- **Area Of Responsibility** - Metro Area to Fernley

What Does EDAWN Do?

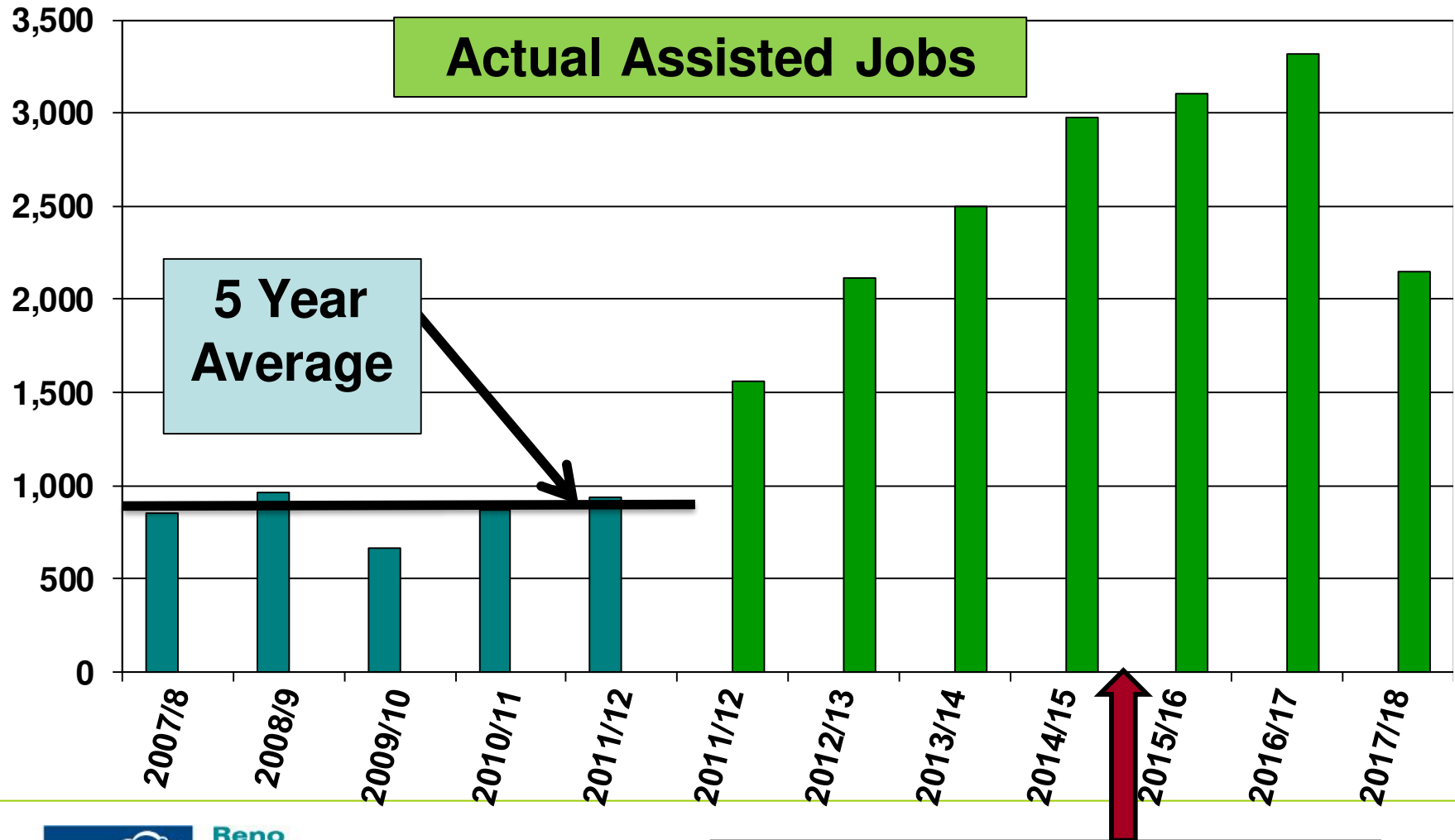


Reno - Sparks 2012 - 2018

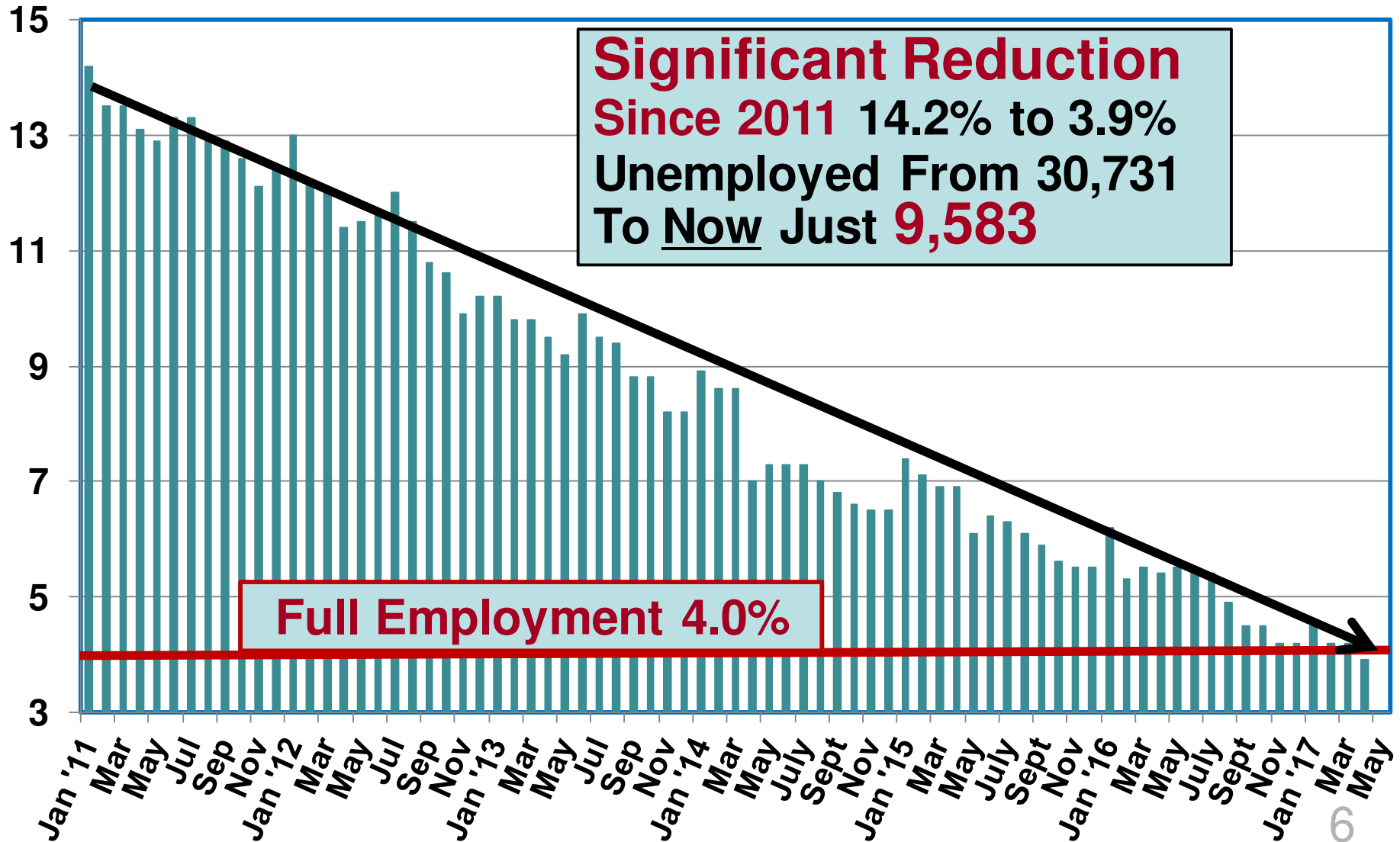
We've Come A Long Way In Six Years!



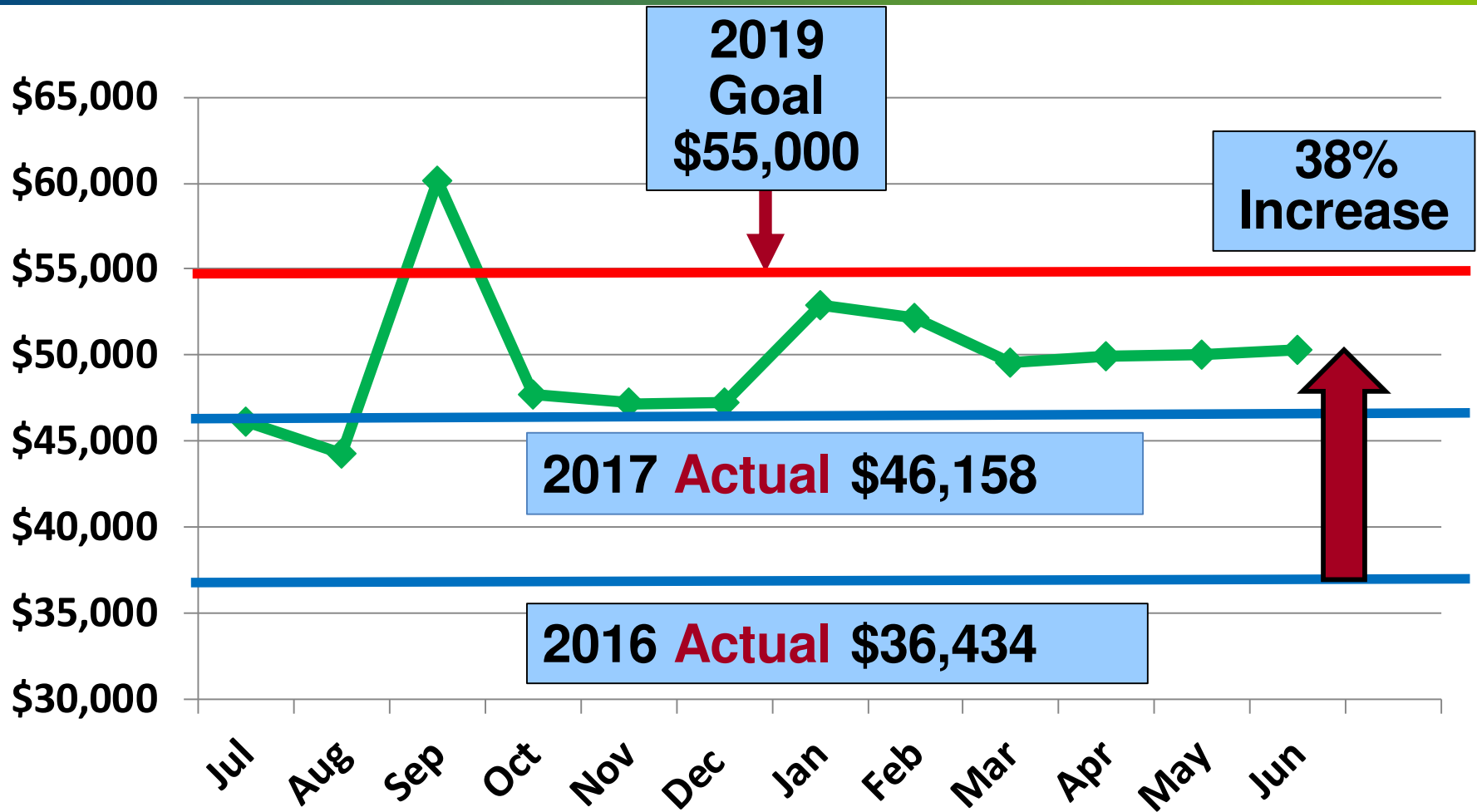
EDAWN Assisted New Jobs 2007-2017



Available Workforce Almost Gone



Average Wages Of EDAWN Projects



2018 Attraction Priorities

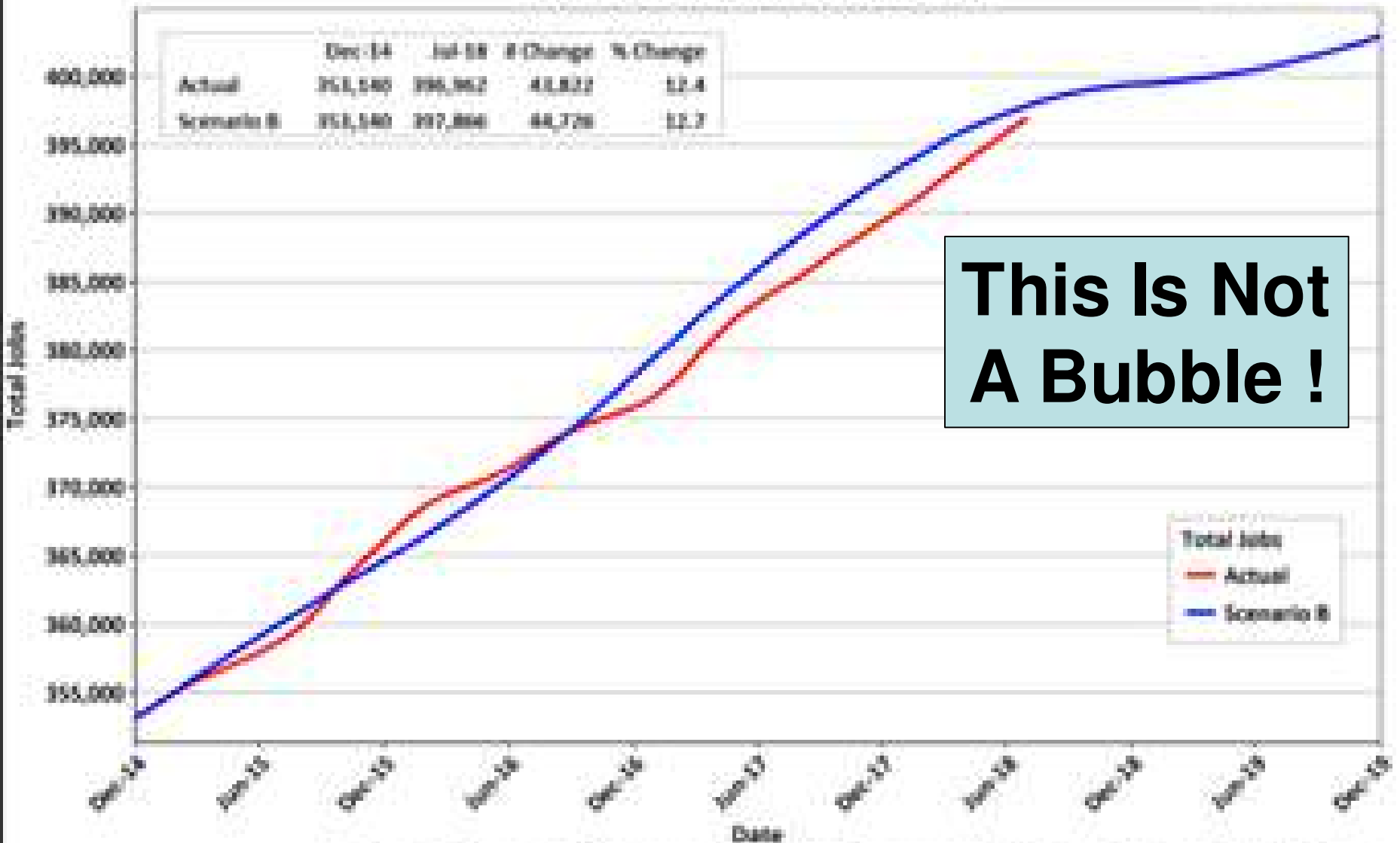
- **Higher Paying Jobs** 50% More Than \$30 / Hr.
- Reduced **Job Goal** to **2,500** from 3,200
- Corporate **Headquarters**
- **Technology** Companies
- High State Tax Locations – New Tax Plan
- **Joint Entrepreneurial** Attraction Effort
- Increase Prospect Travel To The Bay Area



It's Not Slowing Down!

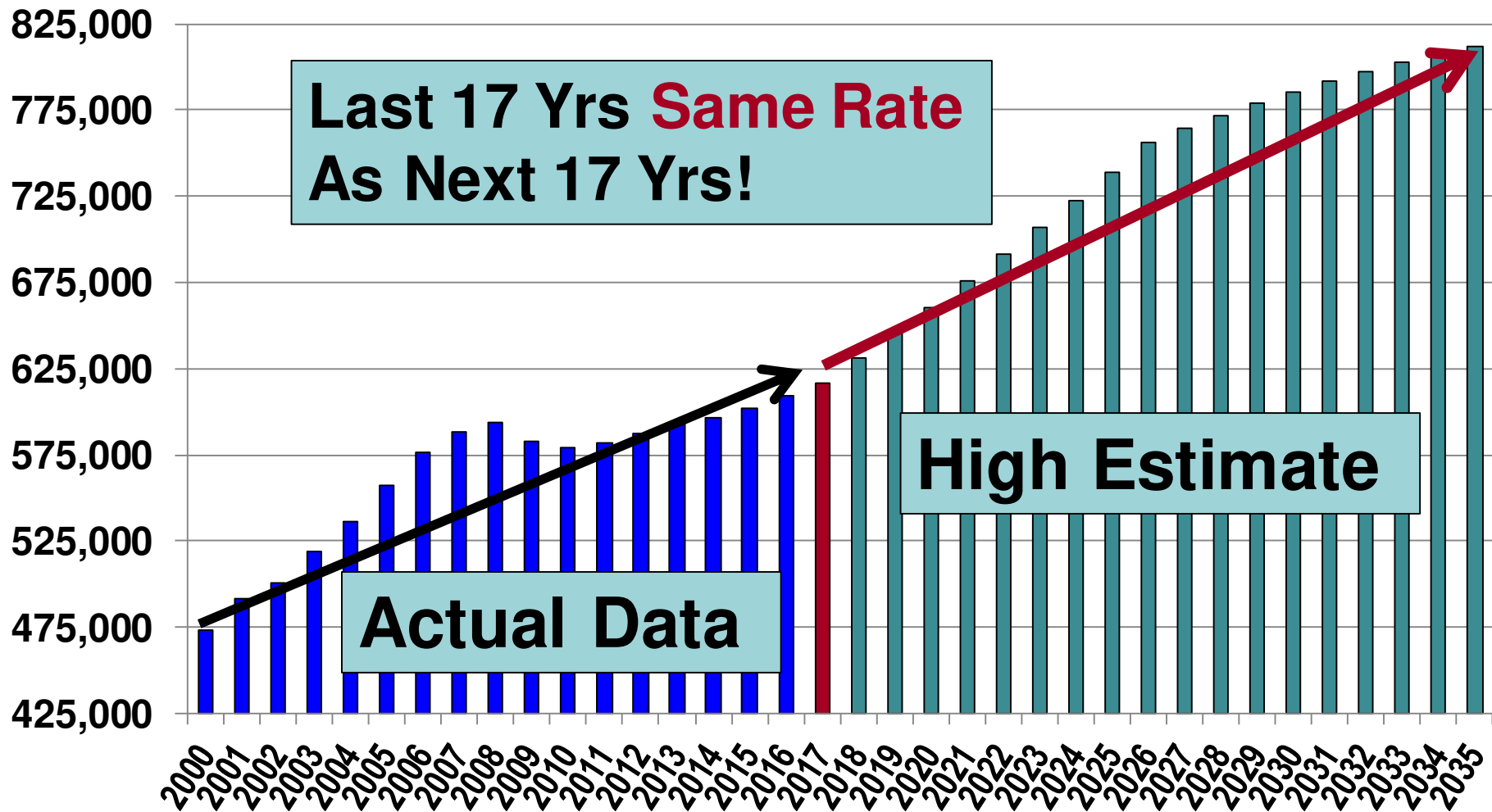
Industry	Job Count	HQ	Confidence	Relocation State
Distribution	400		Finalist	CA
Manufacturing	1,000		Finalist	CO
Manufacturing	150		Finalist	CA
Manufacturing	150	X	Finalist	CA
Manufacturing	20	X	Finalist	NY
Distribution	800		Finalist	PA
Datacenter	50		Finalist	CA
Manufacturing	40		Finalist	CA
Manufacturing	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 Jul-18 [Scenario Forecast Period: 2015-2019]



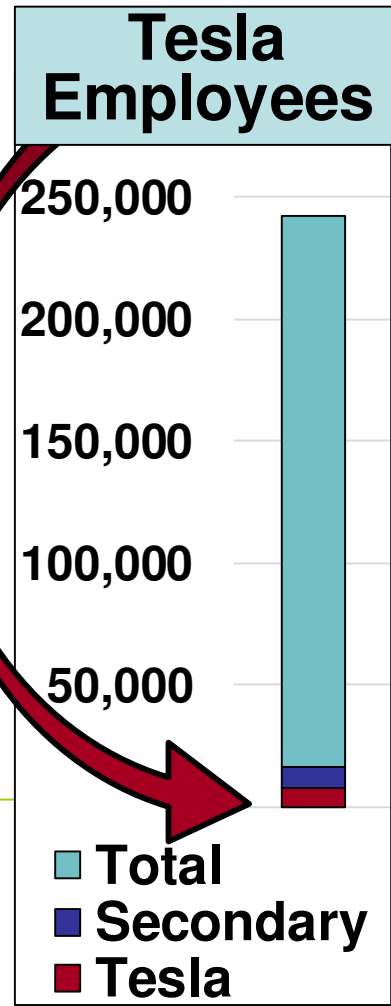
Source: EPIC Committee, RCS Economics, Nevada State Demographer, BLS, Bureau of Labor Statistics, US Census

Are We Growing **Too Fast?**



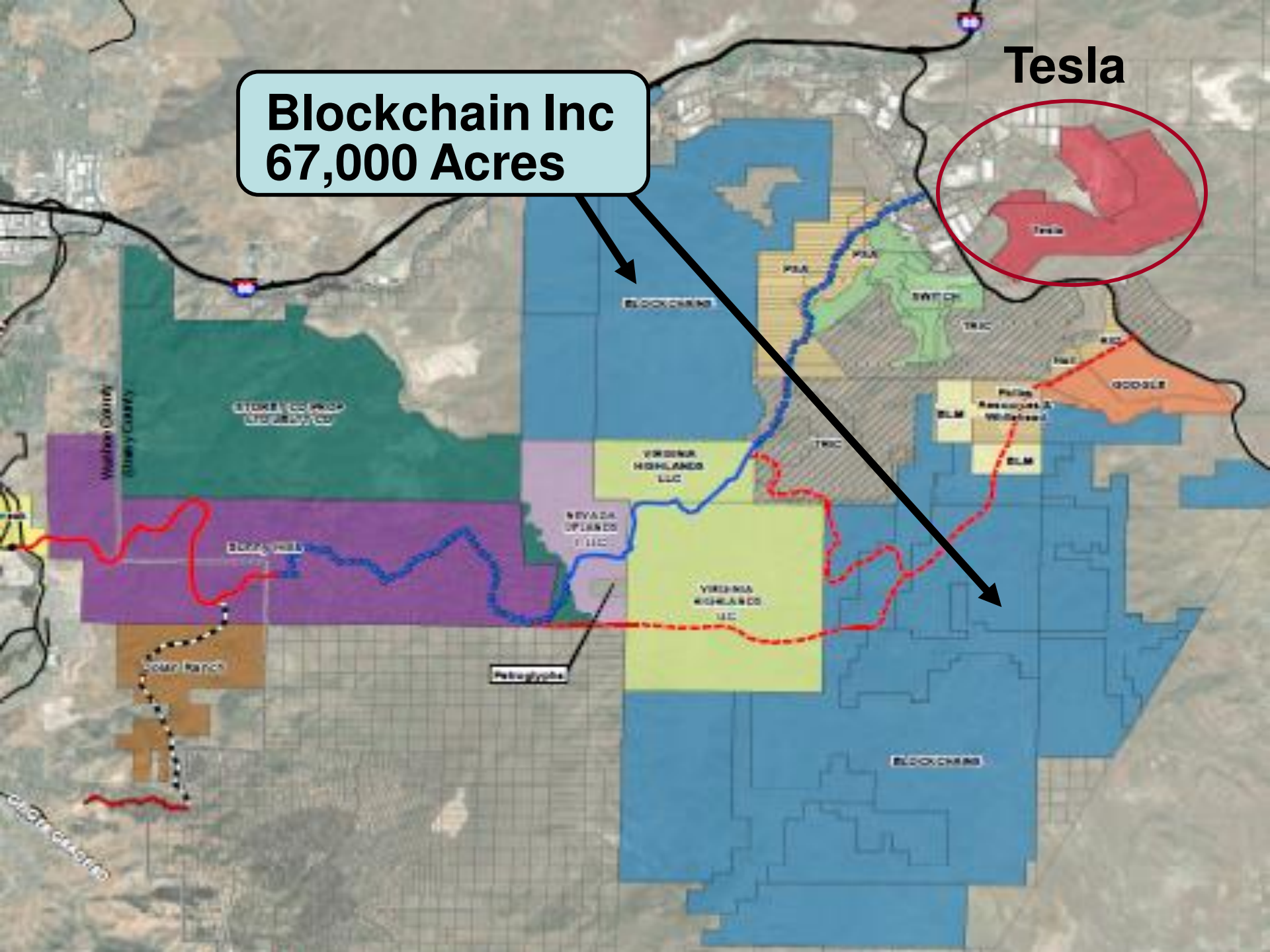
Tesla Update! Going Strong!

- Employs Over 7,000 At An Average Wage of \$35 / Hr. And Expected To Hit Over 10,000 Employees
- Nevadans Average **96 Percent** Of The Full-Time Employee Workforce
- Model 3 Battery And Drive Unit, Tesla Powerwall And Powerpack, All In Production At Gigafactory
- Current Structure Has 5.4M Sq. Ft. Of Operational Space (29% Complete)



An aerial photograph showing a residential area. A specific region, labeled 'Tensile' in a black box, is highlighted in red. This red area is irregularly shaped and is circled with a thick red line. The surrounding area shows other buildings and green spaces.

Blockchain Inc
67,000 Acres



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**



Where The Talent May Come From



UNR



TMCC



WNC



SNC



CCNN



Sacramento State



UC Davis



San Jose State



Stanford



Cal State Chico



Fresno State



UC Berkeley



UC Merced



Attract Nearby Talent

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



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



Talage



TRAINERROAD



PEEP
NO MORE



FILAMENT



Reno-Sparks Connected To Tahoe

- Shared Challenges:

- Workforce
- Cost Of Living
- Affordable Housing

- Shared Opportunities:

- **Target Industries:** Technology, Blockchain, IoT
- **Entrepreneurship Growth:** Capital And Talent
- **Talent Attraction:** Quality Jobs, Outdoor Recreation, Quality of Life
- **Arts and Culture:** Promote Business Support



Questions?

