

MISSION

EDAWN is a private/public partnership established in 1983, committed to recruiting, expanding and supporting newly forming quality companies that bring jobs to the region and have a positive impact on the quality of life in the Greater Reno-Sparks region.

BY FULFILLING THIS MISSION, EDAWN:

- Builds wealth in our region
- Creates jobs
- Diversifies our economy

FOCUS

PRIMARY COMPANIES

- Produce goods & services in Greater Reno-Sparks
- Export those goods & services and import \$\$\$

RETAIL

• Typically circulates money within a community versus bringing in new money; therefore, not a focus of EDAWN

EDAWN'S ROLE

- Real estate selection
- Permitting & licensing
- Quick & easy data sourcing
- Public relations
- Access to key community members
- Connects companies to workforce resources
- Conducts competitive market analysis
- Secures incentives for new and expanding companies

ONGOING ROLE = CONTINUED GROWTH & SUCCESS

AREAS OF FOCUS

MARKETING & ATTRACTION

Management of inbound company prospects. Research and develop a marketing plan and strategy that will create new business leads in targeted industry categories.

RETENTION, EXPANSION & WORKFORCE DEVELOPMENT

Generate quality economic impact by retaining and expanding existing “primary” employers (companies that import wealth by having the majority of their customers outside of the region) and working with partners to improve the skills of employees and potential employees in the region. Lead the outreach effort to local primary companies, identify issues they may have, as well as opportunities for growth, and work to assist the companies in the resolution of these issues or in their expansion efforts and to provide feedback from these visits to the community for business climate assessment and improvement.

ENTREPRENEURIAL DEVELOPMENT

Management of the entrepreneurial ecosystem of Northern Nevada, as well as collaboration between the University of Nevada, Reno, other higher education institutions and private industry. Work with local incubation and start-up groups to help create new companies that will ultimately grow in the region and diversify our economy. Diversify the Greater Reno-Sparks economy through entrepreneurship and engage key partners to assist in the growth of small businesses from primary business sectors.

THE ECONOMIC DEVELOPMENT AUTHORITY OF WESTERN NEVADA

EDAWN is a private/public partnership committed to recruiting and expanding quality companies that have a positive economic impact on the quality of life in the Greater Reno-Sparks region



PRESIDENTIAL GOLD

PRESIDENTIAL GOLD INVESTOR {\$25,000}

- Preferred consideration for a Board of Trustees seat
- Preferred consideration to attend company prospect meetings
- Receive monthly Board of Trustee packet
- Exclusive update to investor management team upon request
- Invitation to attend EDAWN annual Major Investor/Board of Trustee Social
- Company Logo highlighted on the EDAWN website
- All Gold & Bronze Investor values included
- All Bronze Investor values included



GOLD

GOLD INVESTOR {\$12,500}

- Priority consideration for Board of Trustees seat
- Inclusion in business development & relocation assistance marketing materials
- Inclusion in Major Investor Guide
- Referral to other Major Investors
- Company name listed on EDAWN Website
- Priority Seating at EDAWN Events
- Special invitations to Board & Major Investor exclusive events
- Invitation to attend prospect company meetings
- Receive EDAWN Updates & Correspondence



SILVER

SILVER INVESTOR {\$1,750}

- Invitation to attend EDAWN Events
- Receive EDAWN Updates & Correspondence

BOARD OF TRUSTEES OFFICERS

1.	Steve Anderson	RBC Wealth Management	<i>Chair</i>
2.	Leigh Goddard	McDonald•Carano•Wilson, LLP	<i>Vice Chair</i>
3.	Phyllis Freyer	Renown Health	<i>Secretary</i>
4.	Stuart Brady	Wells Fargo Bank	<i>Treasurer</i>
5.	Mike Kazmierski	EDAWN	<i>President/CEO</i>

VOTING BOARD OF TRUSTEES

6.	Marily Mora	Reno-Tahoe Airport Authority
7.	Jim Newman	Holland & Hart
8.	Michael Dermody	Dermody Properties
9.	Mary Simmons	NV Energy
10.	Pat Flynn	Peppermill Resort Spa Casino
11.	Be-Be Adams	Barrick Gold Corporation
12.	Michael Russell	United Construction Company
13.	Lee Gibson	Regional Transportation Commission
14.	Cam Sorenson	Intuit, Inc.
15.	Frank Lepori	Frank Lepori Construction, Inc.
16.	Christopher Reed	OnTrac
17.	Jim Emme	NOW Foods
18.	Jim Annis	Applied Staffing Solutions
19.	Stephanie Tyler	AT&T
20.	Mark Foree	Truckee Meadows Water Authority
21.	John Farahi	Atlantis Casino Resort Spa
22.	Kevin Stroupe	Clark & Sullivan Construction
23.	Dominic Brunetti	Dickson Commercial Group
24.	Teresa Di Loreto	Damonte Ranch/Di Loreto Companies
25.	Chip Bowlby	Reno Land Development Company, LLC

BOARD OF TRUSTEES OFFICERS

VOTING BOARD OF TRUSTEES - Continued

- | | | |
|-----|---------------------|---|
| 26. | Craig Etem | Fennemore Craig, P.C. |
| 27. | Niki Gross | Whitney Peak Hotel |
| 28. | Michael Scolari | RHP Mechanical Systems |
| 29. | Jennifer Cunningham | Reno Sparks Convention & Visitors Authority |
| 30. | Lance Gilman | Tahoe Reno Industrial Center |

DESIGNATED TRUSTEES (EX-OFFICIO)

- | | | | |
|-----|-----------------|---|--|
| 5. | Mike Kazmierski | EDAWN, President/CEO | |
| 31. | Stephanie Kruse | KPS3 | <i>Immediate Past Chair</i> |
| 32. | Heidi Gansert | University of Nevada, Reno | |
| 33. | Maria Sheehan | Truckee Meadows Community College | |
| 34. | Mike Skaggs | Governor's Office of Economic Development | |
| 35. | Kitty Jung | Washoe County Commissioner | |
| 36. | Pat Whitten | Storey County | |
| 37. | Hillary Schieve | City of Reno | |
| 38. | Ed Lawson | City of Sparks | |
| 39. | Roy Edgington | City of Fernley | |
| 40. | Stephen Wells | Desert Research Institute | |
| 41. | Traci Davis | Washoe County School District | |
| 42. | Sarah Sommers | Solutions at Work | <i>Chamber Liaison</i> |
| 43. | Jim Nadeau | Carrara Nevada | <i>Political Advisor</i> |
| 44. | Andrew Clinger | City of Reno | <i>Governmental Executive Committee Representative</i> |

ECONOMIC DEVELOPMENT AUTHORITY OF WESTERN NEVADA

			Select Box
"PRESIDENTIAL GOLD" Major Investor	Annual Investment	\$25,000+	
"GOLD" Major Investor	Annual Investment	\$12,500	
"SILVER" Investor	Annual Investment	\$1,750	

Company Name:		Number of Employees:	
Main Investor Contact Name:			
Title:			
Phone:		Fax:	
Mailing Address:			
City:		State:	Zip Code:
Email:			
Website:			
Contact person or Department responsible for renewal:			
Description of your company in 25 words or less:			

ADDITIONAL INVESTOR CONTACT INFORMATION:

Name:		
Title:		
Phone:	Fax:	
Mailing Address		
City	State:	Zip code:
Email Address		

Name:		
Title:		
Phone:	Fax:	
Mailing Address		
City	State:	Zip code:
Email Address		

Name:		
Title:		
Phone:	Fax:	
Mailing Address		
City	State:	Zip code:
Email Address		

PAYMENT METHOD:	Amount: \$ _____
<input type="checkbox"/> CHECK Check number:	
<input type="checkbox"/> CREDIT CARD (please circle one) Visa MasterCard Discover AMEX	
Card number:	Authorized Name on account:
Exp date:	3 digit code (on back of card):
Name as it appears on card:	

I accept the invitation to invest in The Economic Development Authority of Western Nevada.

Signature: _____ Date: _____

Your commitment to economic diversity is greatly appreciated.
THANK YOU FOR YOUR SUPPORT!

ONLY (1) industry category can be selected from the list below:

- | | |
|---|--|
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Legal Services |
| <input type="checkbox"/> Advertising, Marketing & PR | <input type="checkbox"/> Logistics Providers |
| <input type="checkbox"/> Airlines/Airports | <input type="checkbox"/> Mailing/Fulfillment |
| <input type="checkbox"/> Architects | <input type="checkbox"/> Manufacturing |
| <input type="checkbox"/> Arts & Culture | <input type="checkbox"/> Marketing |
| <input type="checkbox"/> Banks | <input type="checkbox"/> Mortgage Brokerage |
| <input type="checkbox"/> Biomedical Technology | <input type="checkbox"/> Moving/Storage |
| <input type="checkbox"/> Business Services | <input type="checkbox"/> Non-Profit Organizations |
| <input type="checkbox"/> Clubhouses/Private Clubs | <input type="checkbox"/> Office Products |
| <input type="checkbox"/> Communications | <input type="checkbox"/> Organizations/Associations/Chambers |
| <input type="checkbox"/> Computer & Technology Services | <input type="checkbox"/> Printing/Promotional Products |
| <input type="checkbox"/> Construction/General Contractors | <input type="checkbox"/> Publishing |
| <input type="checkbox"/> Consulting Services & Support | <input type="checkbox"/> Radio Broadcasting |
| <input type="checkbox"/> Convention Services | <input type="checkbox"/> Real Estate - Property Management |
| <input type="checkbox"/> Credit Unions | <input type="checkbox"/> Real Estate Appraisals |
| <input type="checkbox"/> Developers | <input type="checkbox"/> Real Estate - Residential |
| <input type="checkbox"/> Distribution | <input type="checkbox"/> Real Estate - Commercial/Industrial |
| <input type="checkbox"/> Economic Development | <input type="checkbox"/> Records & Information Management |
| <input type="checkbox"/> Education | <input type="checkbox"/> Religious Organizations |
| <input type="checkbox"/> Employment, Training & HR | <input type="checkbox"/> Research & Development |
| <input type="checkbox"/> Engineering | <input type="checkbox"/> Retail |
| <input type="checkbox"/> Environmental Services/Products | <input type="checkbox"/> Telecommunications |
| <input type="checkbox"/> Financial | <input type="checkbox"/> Television & Video Production |
| <input type="checkbox"/> Food Services | <input type="checkbox"/> Title Companies |
| <input type="checkbox"/> Government Agencies | <input type="checkbox"/> Tourism |
| <input type="checkbox"/> Health Care | <input type="checkbox"/> Transportation, Planning & Services |
| <input type="checkbox"/> Hotels/Casinos | <input type="checkbox"/> Travel Agency |
| <input type="checkbox"/> Industrial Support Services | <input type="checkbox"/> TV Broadcasting Network |
| <input type="checkbox"/> Insurance | <input type="checkbox"/> Utilities |
| <input type="checkbox"/> Internet Service Providers | <input type="checkbox"/> Website Design & Hosting Service |
| <input type="checkbox"/> Internet Software | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Landscape/Nurseries | |

PLEASE RETURN THIS FORM WITH YOUR PAYMENT TO:

Economic Development Authority of Western Nevada (EDAWN)

ATTN: INVESTOR RELATIONS

5190 Neil Road, Suite 110 – Reno, NV 89502

Phone: (775) 829-3704 | Fax: (775) 829-3704 | www.edawn.org