



EDAWN

Major Investor

Guide 2015



7.16.15

To view the current version of our Major Investor Guide,
please go to www.edawn.org



www.edawn.org



Three Legs of Economic Development:

- Attraction: Attracts “Primary” jobs and companies from outside Nevada
- Retention Expansion and Workforce Development: Assists in retaining and expanding existing Primary companies and jobs, and serves as a central resource for problem solving
- Entrepreneurial Development: Supports local incubation and start-up groups to help create new companies that will ultimately grow in the region and diversify our economy

Why Major Investor Support?

- 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
- Priority Seating at EDawn events
- Special invitations to Board & Major Investor exclusive events
- Invitation to attend prospect company meetings
- Receive EDawn updates & correspondence

For more information, please contact: **Rae McElroy**, *EVP Investor Relations & COO*
at 775.829.3727 or mcelroy@edawn.org



WELCOME

EDAWN has created this Major Investor Guide for two reasons: First, to recognize you for your significant investment in the job creation program at EDAWN and ensure that we have a ready resource to use to refer you and our organization to the prospects that ask for information, visit the community, as well as our existing companies that may ask EDAWN for a reference based on our ongoing relationship with them.

Secondly, you are encouraged to do business with fellow major investors. These are the people and organizations that, like you, have invested significantly in the economic vitality of our community. You are part of a select group of community minded leaders that believe in the strength of our community and are willing to put financial resources behind the programs that will reshape and grow our economy.

Please feel free to reach out to me or any one of our team members if you need anything in the future. Your investment and involvement in EDAWN is important and appreciated.

Thank you,



Mike Kazmierski
President & CEO, EDAWN

EDAWN PRESIDENTIAL GOLD INVESTORS



VisitRenoTahoe.com



Whitney Peak Hotel



Reno-Tahoe Airport Authority





EDAWN GOLD INVESTORS

Anthem Blue Cross Blue Shield	International City Mortgage, Inc.
Applied Staffing Solutions	IQ Technology Solutions
AT&T	ITS Logistics
Avison Young	KPS3
Basin Street Properties	Lansing Industries, Inc.
Bender Group	Lewis Roca Rothgerber LLP
Bosma Group CPAs	NAI Alliance
Carrara Nevada	Ormat Technologies, Inc.
CBRE	Pacific Cheese Company, Inc.
Charter Business	Pacific States Communications
Chase International Real Estate	Parsons Behle & Latimer
Clark & Associates of Nevada, Inc.	Q&D Construction Company
Colliers International	RBC Wealth Management
Dermody Properties	RE/MAX Realty Affiliates
Digiprint Corporation	Reno Engineering Corporation
Eldorado Resort Casino	Sala Family Dentistry
Gilbane Building Company	Savage & Son, Inc.
Grant Thornton LLP	The Abbi Agency
Holland & Hart LLP	United Parcel Services, Inc.
HomeGate Realty Reno	U.S. Bank
IntelliSource	Warehouse Equipment Solutions, Inc.
Intermountain Electric, Inc.	

INVESTOR DIRECTORY

Advertising & Marketing

KPS3

KPS3 is a full service marketing firm, including public relations, advertising, brand development/management and extensive digital/web capabilities. Key industry expertise includes health care, development, real estate, and tourism/travel.

Contact: Stephanie Kruse
Email: stephanie@kps3.com

Phone: (775) 686-7411
Website: www.kps3.com

The Abbi Agency

Digital engagement firm - providing public relations, website development, design, social media, advertising, marketing, and political campaigns.

Contact: Abbi Whittaker
Email: abbi@theabbiagency.com

Phone: (775) 323-2977
Website: www.theabbiagency.com

Banking



Wells Fargo Bank

Call, click or stop by today to start a conversation about how we can work with you to help your business succeed financially. Because an open dialogue can open doors. Wells Fargo. Together we'll go far.

Contact: Stuart Brady
Email: stuart.j.brady@wellsfargo.com

Phone: (775) 689-6219
Website: www.wellsfargo.com

U.S. Bank

A full-service regional bank with local community focus and direction.

Contact: Jack Prescott
Email: jack.prescott@usbank.com

Phone: (775) 688-3475
Website: www.usbank.com

Mortgage Banking

International City Mortgage, Inc.

International City Mortgage, Inc. ("ICM") is a privately held residential mortgage banker. Founded in 1987 on the principles of responsible lending, competitive rates, and exceptional service, we have successfully weathered mortgage industry cycles and are positioned for sustained growth. Our retail branch locations are focused primarily on purchase transactions, which are generated from strong relationships with Realtors, Builders and local business leaders. As an approved Fannie Mae Seller and Ginnie Mae Issuer, we are in a competitive position to offer a wide range of lending solutions for homebuyers and existing real estate owners, including Conventional, FHA, VA, USDA, Jumbo and Bond products.

Contact: Jerry Saffle
Email: jerry.saffle@citymortgage.com

Phone: (775) 225-0707
Website: www.icitymortgage.com

Business & Financial Services

Accounting

Bosma Group CPAs

We provide proactive tax and accounting advice to closely held growing businesses and their owners in the technology, manufacturing, real estate, construction and professional services sector.

Contact: Mike Bosma
Email: mbosma@thebosmagroup.com

Phone: (775) 786-4900
Website: www.thebosmagroup.com

INVESTOR DIRECTORY

Grant Thornton LLP

The people in the independent firms of Grant Thornton International Ltd. provide personalized attention and the highest quality service to public and private clients in more than 100 countries. Grant Thornton LLP is the U.S. member firm of Grant Thornton International Ltd, one of the six global audit, tax and advisory organizations. Grant Thornton International Ltd and its member firms are not a worldwide partnership, as each member firm is a separate and distinct legal entity.

Contact: Brian Wallace

Email: brian.wallace@us.gt.com

Phone: (775) 332-1768

Website: www.grantthornton.com

Computer & Technology Services

IQ Technology Solutions

IQ Technology Solutions is a leading provider of Managed IT solutions and technology infrastructure to business, government and non-profit organizations. With over 30 staff and over 20 years in business, we serve clients regionally, nationally and internationally from our Reno, Nevada headquarters.

Contact: Steve Cerocke

Email: steve@iqisit.com

Phone: (775) 352-2301

Website: www.IQisIT.com

Employment, Training & Human Resources

IntelliSource

IntelliSource is a national outsourcing company that provides organizations with scalable and sustainable solutions, site implementation, training, workforce recruitment and management that improve quality, efficiency, and manages cost without compromising company culture or brand. Specific expertise includes distribution and fulfillment operations, contact centers, business services, IT, project management, training and process improvement.

Contact: Scott Walker

Email: swalker@intellisource.com

Phone: (775) 386-6131

Website: www.intellisource.com

Applied Staffing Solutions

Applied Staffing Solutions consists of three companies dedicated to managing the business of employing people...from temp staffing to executive search to human resources outsourcing.

Contact: Jim Annis

Email: jim.annis@theappliedcompanies.com

Phone: (775) 853-5433

Website: www.theappliedcompanies.com

Financial Services



Intuit, Inc.

(NASDAQ:INTU) is the leading provider of financial software & Web-based services for consumers, small businesses and accounting professionals.

Contact: Cam Sorenson

Email: cameron_sorenson@intuit.com

Phone: (775) 424-8068

Website: www.intuit.com

RBC Wealth Management

Investment consulting, implementation and financial planning for individuals, endowments, foundations, retirement plans and corporations.

Contact: Steve Anderson

Email: steven.anderson@rbc.com

Phone: (775) 824-7159

Website: www.rbc.com

Insurance Services



LP Insurance Services

A rapidly growing Western based enterprise risk management, commercial and personal insurance brokerage firm, headquartered in Reno, Nevada.

Contact: Nick Rossi

Email: nick.rossi@lpins.net

Phone: (775) 996-6001

Website: www.lpins.net

INVESTOR DIRECTORY

Clark & Associates of Nevada, Inc.

Clark & Associates, Altus Insurance Group, and Solutions at Work: Our family of companies specializes in providing Health and Life Benefits, Workers Compensation, Property and Liability Insurance, HR Consulting, Payroll and HR Technology.

Contact: Valerie Clark

Email: valerie@clarkandassoc.com

Phone: (775) 828-7420

Website: www.clarkandassoc.com

Legal Services

FENNEMORE CRAIG

A T T O R N E Y S

law that leads™ for 130 years

Fennmore Craig, P.C.

Fennmore Craig, P.C., a regional commercial law firm with offices in Nevada, Colorado and Arizona, has been serving clients, large and small, for more than 130 years.

Contact: Craig Etem

Email: cetem@fclaw.com

Phone: (775) 788-2225

Website: www.fclaw.com



MCDONALD
CARANO
WILSON

McDonald Carano Wilson LLP

Statewide law firm practicing in the areas of business entity formation and transactions, state and local taxes & incentives, real estate & entitlements, labor & employment, intellectual property, business litigation, gaming, creditors' rights & bankruptcy, construction, tax & estate planning, energy, environmental & natural resources, and governmental affairs.

Contact: Leigh Goddard

Email: lgoddard@mcdonaldcarano.com

Phone: (775) 788-2000

Website: www.mcdonaldcarano.com

Holland & Hart LLP

With our firm wide resources, local presence and coordinated efforts, Holland & Hart delivers integrated legal solutions to regional, national and international clients of all sizes, from emerging businesses to Fortune 500 corporations.

Contact: James Newman

Email: jnewman@hollandhart.com

Phone: (775) 327-3014

Website: www.hollandhart.com

Lewis Roca Rothgerber LLP

Lewis Roca Rothgerber maintains thriving practices in litigation, gaming, government relations and energy. We serve our clients with decades of experience and dedicated customer service.

Contact: Richard Trachok II

Email: rtrachok@lrllaw.com

Phone: (775) 321-5513

Website: www.lrllaw.com

Parsons Behle & Latimer

Parsons Behle & Latimer (PBL) is a regional and full service law firm founded in Carson City, Nevada in 1882. With over 130 attorneys in offices located in Nevada, Utah, Idaho, Washington D.C and Montana, PBL provides dedicated services to businesses and individuals with particular emphasis on corporate, transactional, tax, real estate, environmental, natural resources, mining, employment, intellectual property and litigation.

Contact: Rew Goodenow

Email: rgoodenow@parsonsbehle.com

Phone: (775) 323-1601

Website: www.parsonsbehle.com

Printing Services

Digiprint Corporation

Digiprint has been in the printing business for over 25 years in Northern Nevada. We provide complete design, printing and mailing services.

Contact: David Spillers

Email: david@digiprintcorporation.com

Phone: (775) 786-4464

Website: www.digiprintcorporation.com

INVESTOR DIRECTORY

Construction & Contractors

Construction



Clark & Sullivan Construction

Clark/Sullivan Construction is a general contractor with offices in Nevada, California and Wyoming. We enjoy projects that build better communities. Our portfolio includes public works, education, hospitality, medical, industrial, commercial buildings and more. We are "The partner to build with." We excel at providing solutions with collaborative delivery methods, including Design-Build and CMAR.

Contact: Kevin Stroupe
Email: kevin@clarksullivan.com

Phone: (775) 355-8500
Website: www.clarksullivan.com



Frank Lepori Construction, Inc.

Frank Lepori Construction, Inc., a locally owned and operated General Contractor, has been turning our customer's visions into realities for over 25 years.

Contact: Frank Lepori
Email: frank@leporiconstruction.com

Phone: (775) 337-2063 x103
Website: www.leporiconstruction.com



United Construction Company

United Construction Company is a leading design/build and general contracting firm that creatively and successfully serves private, public and institutional customers throughout the western U.S.

Contact: Michael Russell
Email: michaelr@unitedconstruction.com

Phone: (775) 398-1732
Website: www.unitedconstruction.com

Gilbane Building Company

Gilbane Building Company is a full-service construction management company with over 3000 employees around the world. We specialize in Higher Ed, K-12, Mission Critical, Healthcare, and Government along with many other types of construction.

Contact: John Clays
Email: jclays@gilbaneco.com

Phone: (775) 800-1061
Website: www.gilbaneco.com

Q&D Construction Company

Q&D Construction is a leading regional multi-faceted general contractor based in Reno, NV. Our construction divisions include; Building, Heavy Civil and Aviation. We serve the industrial, commercial, retail, healthcare, education, mining and aviation sectors. We provide Service Integrity and Quality while using hard-bid, design-build, and CMAR delivery methods.

Contact: Chris Barrett
Email: cbarrett@qdconstruction.com

Phone: (775) 786-2677
Website: www.qdconstruction.com

Electrical Contractor

Intermountain Electric, Inc.

Since its formation in 1946, Intermountain Electric, Inc. has established itself as a premier commercial and industrial electrical contractor in Nevada, Colorado and California providing quality electrical installations, design build services, electrical testing and maintenance in a safe and economical manner.

Contact: Tom Pourchot
Email: tpourchot@imelect.com

Phone: (775) 850-3600
Website: www.imelect.com

INVESTOR DIRECTORY

Engineering

Reno Engineering Corporation

Reno Engineering has over 20 years of experience in development consulting & engineering services. We assist land owners, developers & builders in achieving their development & construction goals.

Contact: Vincent Griffith
Email: vince@recnv.com

Phone: (775) 771-9575
Website: www.recnv.com

HVAC, Plumbing, and Mechanical



RHP Mechanical Systems

RHP Mechanical Systems is a closely held, locally owned Northern Nevada business. Specializing in HVAC, Plumbing and Mechanical work, per design/build, design/assist or plan/specification.

Contact: Michael Scolari
Email: mscolari@rhpinc.net

Phone: (775) 322-9434 X 224
Website: www.rhpinc.net

Savage & Son, Inc.

Savage and Son is a locally owned family business established in 1893 with Nevada Contractor's license #10. Savage and Son is a Plumbing/HVAC/Piping contractor specializing in all aspects of Commercial, Residential, and Industrial Process Manufacturing Piping projects. With our on-site state-of-the-art fabrication facility, we are able to maintain a superior quality product at a more efficient and lower cost to the end user. Thank you for thinking SAVAGE.

Contact: Len Savage
Email: lens@savageandson.com

Phone: (775) 828-4193
Website: www.savageandson.com

Material Handling Systems

Warehouse Equipment Solutions, Inc.

Design, engineer, supply, install and service material handling systems nationwide including pallet racking systems (all types), conveyor systems, shelving systems, mezzanines, waste equipment and dock equipment.

Contact: Robert Johnson
Email: rjohnson@whsesolutions.com

Phone: (775) 851-7811
Website: www.whsesolutions.com

Government Affairs

Government Agencies



City of Reno

"The Biggest Little City in the World" offers exceptional quality of life, culture, and a vibrant, diverse economy. **Mission:** To efficiently provide the highest level of services responsive to our community and to enhance the quality of life and economic vitality.

Council Strategic Priorities:

- Enhance Communication and Citizen Engagement
- Provide Efficient and Responsive City Services
- Provide Safe and Livable Neighborhoods
- Promote a Sustainable and Vibrant Economy

Contact: Mayor Hillary Schieve
Email: schieveh@reno.gov

Phone: (775) 334-2400
Website: www.reno.gov

INVESTOR DIRECTORY



City of Sparks

Sparks (pop. 90,000) - In 2009, Business Week named Sparks the No. 1 city in Nevada to start a new business. And a more recent survey by the Boyd Company named Sparks one of the top 10 places in the nation for high-tech companies to open a manufacturing facility.

Contact: Council Member Ed Lawson |
Email: elawson@cityofsparks.us

Phone: (775) 353-2310
Website: www.cityofsparks.us



Washoe County

Regional government serving more than 400,000 people with state mandated, regional and community services.

Contact: Commissioner Kitty Jung |
Email: kjung@washoecounty.us

Phone: (775) 328-2000
Website: www.washoecounty.us

Consulting Services & Support

Carrara Nevada

Government Affairs

Contact: Jim Nadeau
Email: jim@carraranv.com

Phone: (775) 323-4300 x 201
Website: www.carraranv.com

Healthcare Resources



Renown Health

Renown is the region's largest integrated healthcare network with 4 hospitals, more than 20 outpatient care locations and an Insurance division with more than 100,000 area members. Renown is also the region's largest private employer with more than 5000 FTEs.

Contact: Phyllis Freyer
Email: pfreyer@renown.org

Phone: (775) 982-5722
Website: www.renown.org

Anthem Blue Cross Blue Shield

Anthem Blue Cross Blue Shield of Nevada is a licensee of the Blue Cross Blue Shield Association (BCBSA), an association of independent health benefit plans. The company offers a spectrum of network-based managed care plans to the large and small employer, individual, Medicaid and senior markets.

Contact: Lisa Schloemer
Email: lisa.schloemer@anthem.com

Phone: (775) 448-4149
Website: www.anthem.com

Sala Family Dentistry

Caring people, caring for people. Since 1974, our commitment has been to put your needs first. Providing you with caring service and cutting edge technology.

Contact: Angie D'Antoni
Email: marketing@salafamilydentistry.com

Phone: (775) 322-2061
Website: www.salafamilydentistry.com

INVESTOR DIRECTORY

Hotel & Casino



Atlantis Casino Resort Spa

Atlantis is a luxurious AAA Four Diamond resort destination in the heart of Reno's restaurant, shopping and entertainment district. Atlantis showcases Reno's only Concierge Hotel Tower, eight award-winning restaurants, a dynamic casino, state-of-the-art meeting and conference facilities and the world-class Spa Atlantis, voted top ten in the world as SpaFinder's Readers' Choice award recipient for Best Casino Hotel Spa.

Contact: John Farahi

Email: jfarahi@monarchcasino.com

Phone: (775) 824-4401

Website: www.atlantiscasino.com



Peppermill Resort/Spa/Casino

The Peppermill Resort Spa Casino pairs ideal meeting venues with impeccable service in our 106,000 square feet of meeting space and 2-story 17th-floor executive boardroom. Perfect for your next meeting, trade show or convention, we offer full service state-of-the-art meeting facilities, in-house catering, and amenities that rival the finest hotels.

Contact: Pat Flynn

Email: pflynn@peppermillreno.com

Phone: (775) 689-7144

Website: www.peppermillreno.com



WHITNEY PEAK
HOTEL

Whitney Peak Hotel

Whitney Peak Hotel is Downtown Reno's ONLY non-gaming, non-smoking boutique luxury hotel that embraces active lifestyles and casual luxury.

Contact: Niki Gross

Email: ngross@whitneypeakhotel.com

Phone: (312) 315-3572

Website: www.whitneypeakhotel.com

Eldorado Resort Casino

The Eldorado Resort Casino is home to nine award-winning restaurants; 81,000 square feet of gaming, including slots, table games, keno, sports book and the poker room; six styles of nightlife including Reno's hottest new nightclub, NoVi; 817 luxurious guest rooms and suites; and the only Broadway-style theater in Northern Nevada.

Contact: Kara Duncan

Email: duncank@eldoradoreno.com

Phone: (775) 348-9294

Website: www.eldoradoreno.com

Manufacturing



NOW Foods

For more than 40 years NOW Foods' promise to retailers and consumers has been to provide the highest quality natural products at the best possible price. With over 1,400 natural products including supplements, foods, sports nutrition and personal care products, NOW® is the choice of consumers dedicated to natural health and well-being.

Contact: Jim Emme

Email: jim.emme@nowfoods.com

Phone: (630) 545-9098 x2250

Website: www.nowfoods.com

Pacific Cheese Company, Inc.

Pacific Cheese Company, Inc. is a manufacturer and distributor of natural and processed cheese products to domestic and international markets.

Contact: Dale Tate

Email: dtate@pacificcheese.com

Phone: (510) 784-8814

Website: www.pacificcheese.com

INVESTOR DIRECTORY

Mining



BARRICK

NORTH AMERICA

Barrick Gold Corporation

Barrick Gold Corporation of North America has operating gold mines and projects in Nevada, Alaska, Montana and the Dominican Republic. In northern Nevada, the company has 7 mines, a power plant and solar field. Barrick's operations are served by over 500 Nevada-based vendors.

Contact: Be-Be Adams

Email: bbadams@barrick.com

Phone: (801) 990-3772

Website: www.barrick.com

Real Estate

Commercial, Industrial & Office



DICKSON
COMMERCIAL
GROUP

Dickson Commercial Group, Inc.

Dickson Commercial Group is one of the largest commercial real estate firms in Northern Nevada. DCG offers broad based market knowledge, proven problem solving capabilities and a full array of real estate services.

Contact: Dominic Brunetti

Email: dbrunetti@dicksoncg.com

Phone: (775) 850-3100

Website: www.dicksonCG.com



Tahoe Reno Industrial Center

Tahoe Reno Industrial Center (TRIC) is a massive 107,000 acre park that encompasses a developable 30,000 acre industrial complex with pre-approved industrial and manufacturing uses.

Contact: Lance Gilman

Email: lance@lancegilman.com

Phone: (775) 412-5999

Website: www.tahoereno.com

Avison Young

We are a full service commercial real estate firm offering brokerage and management services throughout northern Nevada. Our parent company, Avison Young, has offices across the U.S. and Canada.

Contact: John Pinjuv

Email: john.pinjuv@avisonyoung.com

Phone: (775) 332-2800

Website: www.avisonyoung.com

CBRE

CBRE is the largest real estate services firm in the world, providing Industrial brokerage and Build To Suit services, Office, Retail and Investment Property brokerage, integrated team of data center brokerage, project management and facility management, global supply chain solutions, debt and equity financing, facilities management.

Contact: Tony Burnett

Email: tony.burnett@cbre.com

Phone: (916) 446-8755

Website: www.cbre.com

Colliers International

Colliers International provides commercial real estate brokerage and management services for office, industrial, retail, multi-family, and land projects.

Contact: Melissa Molyneux

Email: melissa.molyneux@colliers.com

Phone: (775) 823-4674

Website: www.colliers.com

NAI Alliance

NAI Alliance is the largest full service commercial real estate company in Northern Nevada with years of collective experience in industrial, office, retail, land, multi-family and investment brokerage and commercial property management.

Contact: Michael Hoeck, SIOR

Email: jmhoeck@naialliance.com

Phone: (775) 336-4621

Website: www.naialliance.com

INVESTOR DIRECTORY

Developers



DAMONTE RANCH

DI LORETO COMPANIES

Damonte Ranch/Di Loreto Companies

Nationally recognized, award winning home building, commercial and development company in Nevada over 38 years. Damonte Ranch Master Developer and Nevada's first certified Home Innovation Green Homebuilder.

Contact: Teresa Di Loreto | **Phone:** (775) 359-3000
Email: tndl@diloretohomes.com | **Website:** www.damonteranch.com
www.diloretohomes.com



**RENO
LAND
DEVELOPMENT**
COMPANY LLC

Reno Land Development Company, LLC

Reno Land Development Company is a culmination of some of the most experienced and profoundly visionary individuals in the real estate environment today. The principals and their executive team have more than 40 years of experience in land acquisition, entitlement, project design, construction management and financing, marketing and asset management.

Contact: Chip L. Bowlby | **Phone:** (775) 432-7110
Email: cbowlby@renolanddev.com | **Website:** www.renolanddev.com

Dermody Properties

Founded and headquartered in Reno, NV, Dermody Properties is a privately-held, national developer of industrial properties, with a 50-year history as one of the most agile and visionary private industrial developers in the country. Consistently ranked Nevada's largest industrial developer, it has developed and leased more than 35 million square feet to many Fortune 500 companies across the nation. The company is actively doing Build-to-Suits and joint ventures, with a current portfolio of 3.5 million square feet.

Contact: Michael Dermody | **Phone:** (775) 858-8080
Email: mdermody@dermody.com | **Website:** www.dermody.com

Lansing Industries, Inc.

Founded in 1984, Lansing Companies is the leading expert in Southern California land development, now expanding to AZ, NV and CO.

Contact: Gregory Lansing | **Phone:** (858) 523-0719
Email: khouser@lansingcompanies.com | **Website:** www.lansingcompanies.com

Property Management

Basin Street Properties

Basin Street is a Real Estate firm that has built a renowned track record of successfully developing, acquiring and managing office, industrial, retail and hospitality properties throughout the western U.S.

Contact: Par Tolles | **Phone:** (775) 954-2886
Email: ptolles@basin-street.com | **Website:** www.basin-street.com

Residential

Chase International Real Estate

Chase International Real Estate is an independent real estate firm featuring 10 offices around the Lake Tahoe/Reno/Carson Valley region to provide our clients with the best possible customer service and local expertise available.

Contact: Leah Wagner | **Phone:** (775) 850-5994
Email: lwagner@chaseinternational.com | **Website:** www.chaseinternational.com

INVESTOR DIRECTORY

HomeGate Realty Reno

HomeGate Realty is a full service boutique real estate firm helping sellers, buyers and investors with over 25 years of experience, resources, and trust in a very confidential atmosphere.

Contact: Alan Hoffman
Email: alan@homegater Realty.com

Phone: (775) 826-9696
Website: www.homegater Realty.com

RE/MAX Realty Affiliates

RE/MAX Realty Affiliates is a family of full-time, experienced, top-producing REALTORS®, focused on maximizing results in the Northern Nevada residential real estate market.

Contact: Amy Lessinger
Email: amy@thelessingerteam.com

Phone: (775) 327-9910
Website: www.renotothemax.com

Tourism



VisitRenoTahoe.com

Reno Sparks Convention & Visitors Authority

The RSCVA is the primary agency supporting the promotion of meeting, convention and tourism business for the Reno/Sparks/North Lake Tahoe region.

Contact: Jennifer Cunningham
Email: jcunningham@renotahoeusa.com

Phone: (775) 827-7750
Website: www.visitrenotahoe.com

Transportation

Airport



**Reno-Tahoe
Airport Authority**

Reno-Tahoe Airport Authority

The Reno-Tahoe Airport Authority owns and operates both the Reno-Tahoe International Airport and the Reno-Stead Airport. The Reno-Tahoe International Airport provides commercial, cargo, military and general aviation services and facilities to benefit the region in a safe, convenient, and efficient manner. The Reno-Stead Airport is a general aviation reliever airport.

Contact: Marily Mora
Email: mmora@renoairport.com

Phone: (775) 328-6402
Website: www.renoairport.com

Logistics



OnTrac

OnTrac is the first in overnight delivery in California, Arizona, Nevada, Oregon, Washington, Utah, Colorado and Idaho.

From Reno, OnTrac is overnight to 7 Western states.

Contact: Christopher Reed
Email: creed@ontrac.com

Phone: (775) 355-9055 x 6805
Website: www.ontrac.com

Bender Group

Bender Group combines a small business approach with innovative and technology-based logistics solutions to help companies of all sizes improve their supply chain systems.

Contact: Jared Lindwall
Email: jaredl@benderwhs.com

Phone: (775) 788-8800
Website: www.bendergroup.com

ITS Logistics

ITS Logistics is a leading logistics company that delivers a variety of services in supply chain management, dedicated transportation solutions, warehousing, brokerage, and transportation management.

Contact: Ken Tavener
Email: ktavener@its4logistics.com

Phone: (775) 356-3106
Website: www.its4logistics.com

INVESTOR DIRECTORY

United Parcel Services, Inc.

WE LOVE LOGISTICS There is a huge competitive advantage in Logistics and no one can help you harness that power like UPS.

Contact: Jon Schulze

Email: jschulze@ups.com

Phone: (916) 801-4796

Website: www.ups.com

Public Transportation



Regional Transportation Commission

The RTC serves the citizens of Reno, Sparks and unincorporated areas of Washoe County. As the federally designated Metropolitan Planning Organization for the region, the RTC provides leadership in planning, public policy development and implementation of quality transportation systems through a commitment to excellence and stewardship to meet the community's present and future transportation needs. The RTC is governed by five appointed representatives from the City of Reno Council (2), City of Sparks Council (1) and the Washoe County Board of Commission (2).

Contact: Lee Gibson

Email: lgibson@rtcwashoe.com

Phone: (775) 335-1826

Website: www.rtcwashoe.com

Utility

Energy



NV Energy

Investor owned energy utility serving Northern Nevada.

Contact: Mary Simmons

Email: msimmons@nvenergy.com

Phone: (775) 834-5642

Website: www.nvenergy.com

Geothermal

Ormat Technologies, Inc.

Ormat Technologies, Inc. (NYSE: ORA) is a world leader in the geothermal power plant sector. As a geothermal company we have over four decades of experience in the development of state-of-the-art, environmentally sound power solutions, primarily in geothermal and recovered energy generation.

Contact: Bob Sullivan

Email: bsullivan@ormat.com

Phone: (775) 356-9029

Website: www.ormat.com

INVESTOR DIRECTORY

Telecommunications

AT&T

Telecommunications & Entertainment: Internet access/products, U-verse-TV, DSL, ISDN, frame relay, fiber transport, voice, and wirelesscommunications.

Contact: Stephanie Tyler
Email: st1424@att.com

Phone: (775) 333-8500
Website: www.att.com

Charter Business

Catering to the needs of business customers of all sizes, Charter Business offers competitively priced bundled products over its state-of-the art, fiber-rich network helping businesses in a variety of industries maximize efficiency while continuing to grow.

Contact: Joe Chambers
Email: joe.chambers@charter.com

Phone: 775-850-1346
Website: www.charterbusiness.com

Pacific States Communications

Since 1986, PSC has provided a full range of Telecommunications services including: Telco & Internet reviews/solution, Voice/Data/Fiber Cable Infrastructure/equipment rooms, Digital and VoIP phone solutions, HD Video Conferencing & Surveillance.

Contact: Michael W. Buis
Email: mbuis@psc-reno.com

Phone: (775) 284-4103
Website: www.psc-reno.com

Water



Truckee Meadows Water Authority

Water purveyor to the greater Reno-Sparks area.

Contact: Mark Foree
Email: mforee@tmwa.com

Phone: (775)-834-8009
Website: www.tmwa.com

BOARD OF TRUSTEES

BOARD OF TRUSTEES OFFICERS

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44. Andrew Clinger	City of Reno	<i>Political Advisor</i> <i>Governmental Executive Committee Representative</i>

WE THINK LOCAL



The “We Think Local” program is a community initiative to build awareness of the economic benefits of doing business locally. This effort enhances the livability of our community, the stability and diversity of the local economy and the retention and expansion of local businesses, while increasing awareness of the personal, community and economic benefits of choosing to “Think Local” first.

There are several ways to participate in the “Think Local” initiative. Including:

- Purchase goods or services from local vendors and suppliers, and when needed, from on-line companies with a presence within the State of Nevada. Purchase from companies that hire local employees.
- Contract with companies that have a local presence
- Hire local – Our region’s talent base is robust and diverse
- Eat locally produced food when available – support growers, local distributors, and locally owned food establishments. This also helps cut down on travel and carbon emissions
- Support our local non-profits – They support us
- Serve or otherwise engage and invest in our local community as a citizen and a volunteer

“Thinking Local” is really just a “mind-set” that helps retain wealth in our region. It benefits our economy, creates jobs, increases the tax base and it helps all of us.



GROW THE ECONOMY

Create Jobs in Your Community by Investing in Economic Diversification

If your company is interested in giving back to the region and the economy in Greater Reno-Tahoe, consider an investment opportunity with EDAWN.

Your support of EDAWN plays a vital role in attracting and growing quality companies in our region that produce high-paying jobs and provide the tax dollars necessary to maintain our quality of life. By being engaged, you gain new contacts, new insights, and new strategies for reaching out and staying relevant to your key audiences.

ROI of 300:1

**Invest \$1 into Economic development;
Inject \$300 into our local community.**

For more information, contact:

Rae McElroy

COO/Executive Vice President of Investor Relations

at 775-829-3727 or mcelroy@edawn.org

or visit our website at **www.edawn.org**

**To view the current version of our Major Investor Guide,
please go to www.edawn.org**