## MISSION

The Economic Development Authority of Western Nevada (EDAWN) is a private/public partnership established in 1983, committed to adding quality jobs to the region by recruiting new companies, supporting the success of existing companies, and assisting newly forming companies, to diversify the economy and have a positive impact on the quality of life in Greater Reno-Sparks.

**BY FULFILLING THIS MISSION, EDAWN:**
- Builds wealth in our region
- Creates jobs

## 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 AND SUCCESS
AREAS OF FOCUS

MARKETING AND 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 AND 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 by working with partners to improve the skills of employees and potential employees in the region. Lead the outreach effort to local primary companies to make connections, identify and help resolve issues they may have, identify opportunities for growth, and work to assist them in their expansion efforts. Provide feedback from these visits to the community for business climate assessment and improvement.

ENTREPRENEURIAL DEVELOPMENT AND HIGHER EDUCATION LIAISON

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.
EDAWN Investor Values

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-Tahoe region.

PLATINUM INVESTOR {$50,000+} - MAJOR INVESTOR LEVEL
Automatic nomination for a next available EDAWN Board of Trustee seat (term limits may be waived by the EDAWN Board of Trustees)
ALL PRESIDENTIAL GOLD INVESTOR VALUES

PRESIDENTIAL GOLD INVESTOR {$25,000+} - MAJOR INVESTOR LEVEL
Preferred consideration for a Board of Trustees seat
Receive monthly Board of Trustee packet and slides
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 & SILVER INVESTOR VALUES

President’s Circle Values: (For Presidential Gold Investors not currently serving as an EDAWN Board of Trustee member)
Receive monthly Board of Trustee packet and slides
2-4 Presidential Circle meetings annually
Annual phone call with EDAWN Board of Trustee Chair
Annual meeting with EDAWN CEO
ALL PRESIDENTIAL GOLD, GOLD & SILVER INVESTOR VALUES

GOLD INVESTOR {$12,500}- MAJOR INVESTOR LEVEL
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
Invitation to attend EDAWN annual Major Investor/Board of Trustee social
Special invitations to Board & Major Investor exclusive events
Receive EDAWN Updates & Correspondence
ALL SILVER INVESTOR VALUES

SILVER Investor {$1,750}
Opportunity for EDAWN Board of Trustee seat
Invitation to attend EDAWN Events
Receive EDAWN Updates & Correspondence
PLATINUM

CAI DEVELOPMENT
DERMODY PROPERTIES
ELEMENTAL LED, INC.
GREATER NEVADA CREDIT UNION
MOBE & ACOVA HEALTH
NEVADA GOVERNOR’S OFFICE OF ECONOMIC DEVELOPMENT
NOW FOODS
RENO-TAHOE AIRPORT AUTHORITY

PRESIDENTIAL GOLD

ATLANTIS CASINO RESORT SPA
CHARLES RIVER LABORATORIES
CITY OF RENO
CITY OF SPARKS
DICKSON COMMERCIAL GROUP
EIDE BAILLY, LLP
FRANK LEPORI CONSTRUCTION, INC.
GOOGLE LLC
ITS LOGISTICS
LP INSURANCE SERVICES
MARK IV CAPITAL INC.
McDONALD CARANO LLP
MCKENZIE PROPERTIES MANAGEMENT, INC.
NV ENERGY
PANASONIC ENERGY OF NORTH AMERICA
PEPPERMILL RESORT SPA CASINO
PLUMAS BANK

REDWOOD MATERIALS
REGIONAL TRANSPORTATION COMMISSION
RENO-SPARKS CONVENTION & VISITORS AUTHORITY
RENOVA HEALTH
SAVAGE AND SON, INC.
STARK ACCELERATORS COMMERCIAL REAL ESTATE
SWITCH
THE ABBI AGENCY
THE CLUB AT ARROWCREEK
THE ROW RENO
TRUCKEE MEADOWS WATER AUTHORITY
WASHOE COUNTY
WELLS FARGO BANK
WELTTOWER INC.
WESTERN NEVADA SUPPLY, CO.
GOLD

ACCO Engineered Systems
Alpen Mortgage
Arrow Electronics
Bank of America
Basin Street Properties
Bender Group
Biggest Little Investments LP
Bishop Manogue Catholic High School
Bombora, Inc.
Brownstein Hyatt Farber Schreck, LLP
Carrara Nevada
CBRE
Chase International Real Estate
City of Fernley
Clark/Sullivan Construction
Colliers International
Community Foundation of Northern Nevada
Cushman & Wakefield
Digiprint Corporation
D.R. Horton, Inc.
Gilbane Building Company
Granite Construction Company
Greenberg Traurig, LLP
Helix Electric
IntelliSource
Intermountain Electric, Inc.
K7 Construction, Inc.
Lansing Companies
Las Vegas Raiders
Lewis Apartment Communities
Lewis Roca
Locus Development Group, LLC
Logically
Logic Commercial Real Estate
Lyon Living
Martin Harris Construction
My Ride To Work
Neeser Construction

Nevada Gold Mines
Northern Nevada Medical Center
Novo Logistics
PacStates
Parsons Behle & Latimer
Phelps Engineering
Pinecrest Construction & Development Co.
Plenium Builders
PNC Bank
Porter Group, LLC
Prominence Health Plan
Renewable Energy Park
Reno Gazette-Journal
Reno Public Market LLC
Reno Seed Fund
RHP Mechanical Systems
River City Logistics Inc.
S3 Development Company, LLC
Sierra Integrated Systems, LLC
Sierra Pacific Federal Credit Union
Sims Metal
SR Construction
Storey County
Tesla, Inc.
Toll Brothers
Tolles Development Company
Uline
United Construction Company
UPS
U.S. Bank
Value Venture Studio Inc
Vidler Water Company
Warehouse Equipment Solutions, Inc.
Western Turf & Hardscapes
Whitney Peak Hotel
# BOARD OF TRUSTEES OFFICERS

1. Len Savage  
   Savage and Son, Inc.  
   Chair
2. Nick Rossi  
   LP Insurance Services  
   Vice Chair
3. BJ North  
   Plumas Bank  
   Secretary
4. Randy Holleschau  
   Elemental LED, Inc.  
   Treasurer
5. Mike Kazmierski  
   EDAWN  
   President/CEO

# VOTING BOARD OF TRUSTEES

6. Daren Griffin  
   Reno-Tahoe Airport Authority
7. Michael Dermody  
   Dermody Properties
8. Ross Pfautz  
   Mark IV Capital Inc.
9. Abbi Whitaker  
   The Abbi Agency
10. Scott Pruneau  
    ITS Logistics
11. Tobin Basta  
    Plenium Builders
12. Helen Lidholm  
    Northern Nevada Medical Center
13. Wally Murray  
    Greater Nevada Credit Union
14. Ken Stark  
    Stark Accelerators Commercial Real Estate
15. Kate Franko  
    Google LLC
16. Christopher Beavor  
    CAI Development
17. Carolyn Barbash  
    NV Energy
18. Chris Reilly  
    Tesla, Inc.
19. Carli Kinne  
    Panasonic Energy of North America
20. Michael Kealy  
    Parsons Behle & Latimer
21. Alise Porto  
    Switch
22. Melissa Molyneaux  
    Colliers International
23. Stephen Ascuaga  
    Peppermill Resort Spa Casino
24. Karim Mekhid  
    Bombora, Inc.
25. Gene Wong  
    Reno Seed Fund
26. Value Quraishi  
    Value Venture Studio Inc
27. Jim Emme  
    NOW Foods
28. Matthew Digesti  
    Blockchains, LLC
29. Chad Martinson  
    MOBE & ACOVA Health
**DESIGNATED TRUSTEES (EX-OFFICIO)**

<table>
<thead>
<tr>
<th>No</th>
<th>Name</th>
<th>Designation</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>Mike Kazmierski</td>
<td>EDAWN, President/CEO</td>
</tr>
<tr>
<td>30</td>
<td>Keith Burrowes</td>
<td>Sierra Integrated Systems, LLC – Immediate Past Chair</td>
</tr>
<tr>
<td>31</td>
<td>Brian Sandoval</td>
<td>University of Nevada, Reno</td>
</tr>
<tr>
<td>32</td>
<td>Karin Hilgersom</td>
<td>Truckee Meadows Community College</td>
</tr>
<tr>
<td>33</td>
<td>Bob Potts</td>
<td>Governor’s Office of Economic Development</td>
</tr>
<tr>
<td>34</td>
<td>Eric Brown</td>
<td>Washoe County – Governmental Executive Committee Representative</td>
</tr>
<tr>
<td>35</td>
<td>Austin Osborne</td>
<td>Storey County</td>
</tr>
<tr>
<td>36</td>
<td>Naomi Duerr</td>
<td>City of Reno</td>
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<tr>
<td>37</td>
<td>Kristopher Dahir</td>
<td>City of Sparks</td>
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<td>38</td>
<td>Roy Edgington</td>
<td>City of Fernley</td>
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<td>39</td>
<td>Dr. Kumud Acharya</td>
<td>Desert Research Institute</td>
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<tr>
<td>40</td>
<td>Alexis Hill</td>
<td>Washoe County</td>
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<tr>
<td>41</td>
<td>Ann Silver</td>
<td>The Chamber – Chamber Liaison</td>
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<tr>
<td>42</td>
<td>Dr. Susan Enfield</td>
<td>Washoe County School District</td>
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## ECONOMIC DEVELOPMENT AUTHORITY OF WESTERN NEVADA

### EDAWN Investor Application

<table>
<thead>
<tr>
<th>Investment Level</th>
<th>Select Box</th>
<th>Annual Investment</th>
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<tbody>
<tr>
<td><strong>&quot;PLATINUM&quot;</strong> Major Investor</td>
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<td>$50,000+</td>
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<tr>
<td><strong>&quot;PRESIDENTIAL GOLD&quot;</strong> Major Investor</td>
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<td>$25,000+</td>
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<tr>
<td><strong>&quot;GOLD&quot;</strong> Major Investor</td>
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<tr>
<td><strong>&quot;SILVER&quot;</strong> Investor</td>
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<td>$1,750</td>
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### Company Information

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<th>Field</th>
<th>Information</th>
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<tbody>
<tr>
<td>Company Name:</td>
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<tr>
<td>Number of Employees:</td>
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<tr>
<td>Main Investor Contact Name:</td>
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</tr>
<tr>
<td>Title:</td>
<td></td>
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<tr>
<td>Phone:</td>
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<td>Fax:</td>
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<td>City:</td>
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<tr>
<td>Email:</td>
<td></td>
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<tr>
<td>Website:</td>
<td></td>
</tr>
<tr>
<td>Contact person or Department responsible for renewal:</td>
<td></td>
</tr>
<tr>
<td>Description of your company in 25 words or less:</td>
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</tr>
</tbody>
</table>
**EDAWN Investor Application**

### ADDITIONAL INVESTOR CONTACT INFORMATION:

<table>
<thead>
<tr>
<th>Name:</th>
<th>Title:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone:</td>
<td>Fax:</td>
</tr>
</tbody>
</table>

**Mailing Address**

City | State: | Zip code: |

**Email Address**

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**Mailing Address**

City | State: | Zip code: |

**Email Address**

**PAYMENT METHOD:**

| Amount: $________________ |

- **CHECK**  Check number: 
- **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 that best describes can be selected from the list below:

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

PLEASE RETURN THIS FORM WITH YOUR PAYMENT TO:
Economic Development Authority of Western Nevada (EDAWN)
ATTN: INVESTOR RELATIONS
401 Ryland Street, Suite 101
Reno, NV 89502
EDAWN’s 2022 Events Calendar

January 27, 2022 (Thursday) – EDAWN’s “State of the Economy in Northern Nevada”
Time: 11:00 am/Check-In; 12 noon - 1:30 pm/Lunch & Program
Location: Peppermill Resort Spa Casino

February 24, 2022 (Thursday) – EDAWN’s Major Investor Orientation & Overview of Opportunities
Time: 11:30 am/Check-In; 12 noon - 1 pm Lunch/Presentation
Location: Whitney Peak Hotel

March 31, 2022 (Thursday) – Exclusive Major Investor & Board Member Luncheon
Time: 11:30 am/Check-In; 12 noon - 1:30 pm Lunch/Program
Location: Atlantis Casino Resort Spa
*Please bring a qualified guest interested in becoming an EDAWN Major Investor

April 28, 2022 (Thursday) - Washoe K-12 Education Foundation Luncheon
*In partnership with EDAWN

August 4, 2022 (Thursday) – EDAWN’s Exclusive Major Investor/Board Member Social
Time: 5-6 pm/Cocktail Reception; 6 pm – 8 pm Program/Dinner
Location: The Club at ArrowCreek
*May bring your spouse or significant other

October 20, 2022 (Thursday) – EDAWN’s Existing Industry Awards
Time: 5 pm/Check-In; 5:30 pm/Program; 6:15 pm – 7:30/Networking Reception
Location: Atlantis Casino Resort Spa

November 15, 2022 (Tuesday) – Exclusive Major Investor & Board Member Luncheon
Time: 11:30 am/Check-In; 12 noon - 1:30 pm Lunch/Program
Location: Atlantis Casino Resort Spa
*Please bring a qualified guest interested in becoming an EDAWN Major Investor

December 8, 2022 (Thursday) - New & Expanded Companies Reception
Time: 5 pm/Check-In; 5:30 pm/Program; 6:15 pm – 7:30/Networking Reception
Location: Peppermill Resort Spa Casino
January 26, 2023 (Thursday) – EDAWN’s “State of the Economy in Northern Nevada”

**Time:** 11:30 am/Check-In; 12 noon - 1:30 pm/Lunch & Program

**Location:** Peppermill Resort Spa Casino

*(Events in blue and green are exclusive to Major Investors & EDAWN Board Members)*