EDAWN Mission Focus + Stategy

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 **MISSION** 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 PRIMARY COMPANIES • Produce goods & services in Greater Reno-Sparks • Export those goods & services and import \$\$\$ **FOCUS** RETAIL • Typically circulates money within a community versus bringing in new money; therefore, not a focus of EDAWN Real estate selection Permitting & licensing • Quick & easy data sourcing Public relations EDAWN's Access to key community members • Connects companies to workforce resources **ROLE** • 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.



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, GOLD & SILVER INVESTOR VALUES

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 and slides

Opportunity to become a volunteer for the "Business Builders" outreach program for EDAWN's Business Retention team

Exclusive update to investor management team upon request

Invitation to attend EDAWN annual Major Investor/Board of Trustee Summer Social

Company Logo highlighted on the EDAWN website

Annual meeting with EDAWN PRESIDENT/CEO

ALL GOLD & SILVER INVESTOR VALUES



GOLD INVESTOR {\$12,500}- MAJOR INVESTOR LEVEL

Priority consideration for Board of Trustees seat

Inclusion in Major Investor Guide

Opportunity to become a volunteer for the "Business Builders" outreach program for EDAWN's Business Retention team

Company name listed on EDAWN Website

Priority Seating at EDAWN Events

Invitation to attend EDAWN annual Major Investor/Board of Trustee Summer Social

Special invitations to Board & Major Investor exclusive events

Opportunity to host an AFTER 5! exclusive reception for EDAWN Major Investors

Receive EDAWN Updates & Correspondence

ALL SILVER INVESTOR VALUES



SILVER Investor {\$2,500}

Opportunity to become a volunteer for the "Business Builders" outreach program for EDAWN's Business Retention team

Company name listed on the EDAWN website Investors Page (link to a PDF document listing all Silver Investors)

Opportunity to host a Silver Investor only networking event at your business or other location

Receive EDAWN email Correspondence

Receive invitations to EDAWN community events



BOARD OF TRUSTEES OFFICERS

VOTING BOARD OF TRUSTEES





DESIGNATED TRUSTEES (EX-OFFICIO)



STATE & LOCAL GOVERNMENT SUPPORT

PLATINUM

PRESIDENTIAL GOLD





GOLD



ECONOMIC DEVELOPMENT AUTHORITY OF WESTERN NEVADA

| | | | Select Box |
|-------------------------------------|-------------------|-----------|------------|
| "PLATINUM" Major Investor | Annual Investment | \$50,000+ | |
| "PRESIDENTIAL GOLD" Major Investor | Annual Investment | \$25,000+ | |
| "GOLD" Major Investor | Annual Investment | \$12,500 | |
| "SILVER" Investor | Annual Investment | \$2,500 | |

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|---|--------------|----------------------|--|--|--|
| Company Name: | Number of Em | Number of Employees: | | | |
| Main Investor Contact Name: | | | | | |
| Title: | Phone: | Cell: | | | |
| Your Assistant's Contact Name/Phone/Email: | · | · | | | |
| Mailing Address: | | | | | |
| City: | State: | Zip Code: | | | |
| Email: | | | | | |
| Website: | | | | | |
| Name/email/phone of person responsible for renewal: | | | | | |
| Description of your company in 25 words or less: | | | | | |
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EDAWN Investor Application

ADDITIONAL INVESTOR CONTACT INFORMATION:

| Name: | | | | | | |
|--|--------|---------------------------------|-----------|--|--|--|
| Title: | | | | | | |
| Phone: | | Cell: | | | | |
| Mailing Address: | | | | | | |
| City: | State: | | Zip code: | | | |
| Email Address: | | | | | | |
| Name: | | | | | | |
| Title: | | | | | | |
| Phone: | | Cell: | | | | |
| Mailing Address: | | | | | | |
| City: | State: | | Zip code: | | | |
| Email Address: | | | | | | |
| Name: | | | | | | |
| Title: | | | | | | |
| Phone: | | Cell: | | | | |
| 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!



■ Landscape/Nurseries

EDAWN Investor Application

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

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

PLEASE RETURN THIS FORM WITH YOUR PAYMENT TO:

Economic Development Authority of Western Nevada (EDAWN)

ATTN: INVESTOR RELATIONS

50 W. Liberty, Suite 108 – Reno, NV 89501 Phone: (775) 829-3704 | www.edawn.org



EDAWN's 2025 Events Calendar

February 13, 2025 (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

March 13, 2025 (Thursday) – EDAWN's Major Investor Orientation & Overview of Opportunities

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

Location: Peppermill Resort Spa Casino

April 10, 2025 (Thursday) – EDAWN's <u>Exclusive</u> Major Investor & Board Member Luncheon

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

Location: Atlantis Casino Resort Spa

May 1, 2025 (Thursday) - EDAWN's "Interns for Industry" Luncheon

<u>Time</u>: 11 am – 12 noon/Networking & Informational Booths

12 noon – 1:30 pm/Lunch & Program Location: Atlantis Casino Resort Spa

(Sponsorship opportunities available for EDAWN Investors)

July 24, 2025 (Thursday) – <u>Exclusive</u> Major Investor & Board Member Social

<u>Time:</u> 5 pm - 6 pm/Cocktail Reception; 6 pm - 8 pm/Program & Dinner

Location: The Club at ArrowCreek

(Major Investors may bring a spouse or significant other)

September 29 - October 3, 2025 – Reno Startup Week Contact Candi Block for details & sponsorship | block@edawn.org (Sponsorship opportunities available for EDAWN Investors)

November 6, 2025 (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

December 4, 2025 (Thursday) – EDAWN's "Celebration of Business & Industry in Northern Nevada"

Time: 4:30 pm/Check-In & Pre-Event Reception; 5:30 pm/Program

6:30 pm - 8 pm/Cocktails & Dinner (open seating)

Location: Peppermill Resort Spa Casino

(Sponsorship opportunities available for EDAWN Investors)



February 5, 2026 (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

(Sponsorship opportunities available for EDAWN Investors)

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

Contact: Sheila Imsdahl, SVP Investor Relations & Events 775-829-3704 | imsdahl@edawn.org