

# Economic Development Authority of Western Nevada (EDAWN)



Reno  
Sparks  
Tahoe

ECONOMIC DEVELOPMENT AUTHORITY  
OF WESTERN NEVADA



# What's EDAWN?



**Public/Private  
Partnership**



**Attract/Retain  
Quality Jobs**



**Attract/Train  
Workforce**



**Entrepreneurial  
Development**



**Metro Area to  
Fernley**

# The EDAWN Team

## Business Development

- Innovation, Growth & Opportunity
  - Strategy, Partnerships
  - Investment, Diversification and Sustainability
- Job Creation and Expansion
- Increased Wages

## Business Connections, Retention, Expansion, Workforce

- Collaboration and Networking
- Supports Expansion
  - Workforce Development
- Local Engagement
  - Competitive Advantage

## Investor Relations

- Financial Partnerships
- Funding and Capital Investment
- Engagement and Shared Resources
  - Return on Investment
- Perpetuates Growth

## Entrepreneurial Development

- Start-Up Support and Incubation
- Mentorship and SBA Growth
- Access to Resources
  - Innovation Ecosystem
- Attracts High Paying Jobs

# What have we done?



## New Jobs

**1,375 added from  
15 companies**



## Average Wage

**\$44/hour or  
\$91,520/year**

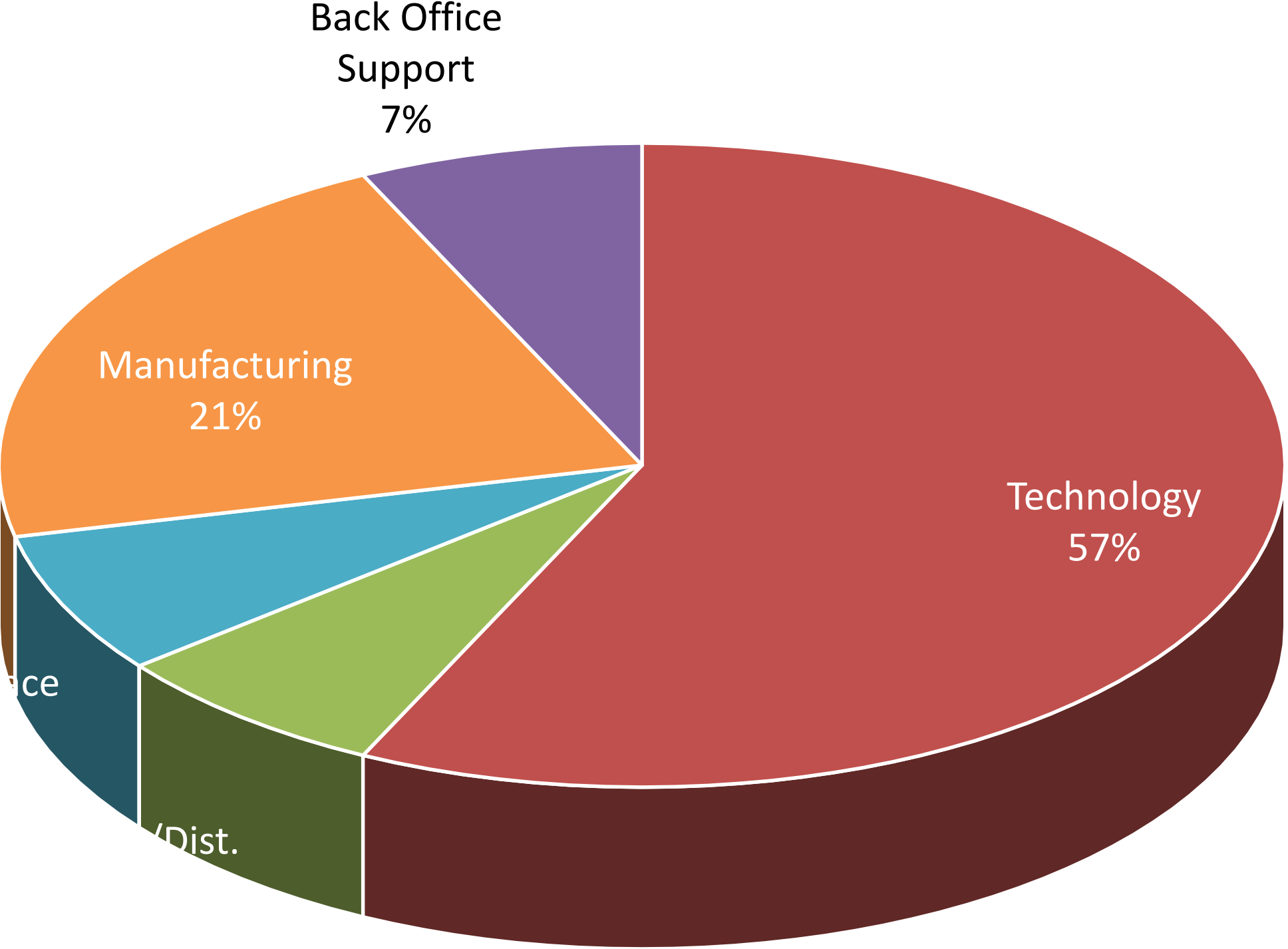


## Household Income

**Median  
Household  
Income  
\$72,103/year**



# TOP RENO INDUSTRIES ASSISTED IN 2023



# Reno Assisted Companies 2023

Company	Industry	# Jobs	From	HQ	Average Wage
Kuriyama	Logistics/Distribution	15	CA		\$25.00
OMEC Medical	Manufacturing	500	CA		\$35.00
Aeon RV	Technology	20	CA	X	\$40.00
Brokee.IO	Technology	10	CA	X	\$40.00
Phone2	Technology	10	NV		\$45.00
MADE Apparel	Technology	10	INTL		\$40.00
Mental	Technology	10	CA	X	\$40.00
Modiv	Back Office Support	20	CA		\$40.00
Montaro	Technology	15	CA	X	\$40.00
Nailstry	Technology	10	FL		\$45.00
Truck X	Technology	30	CA		\$40.00
Stellar Aviation	Aerospace, Aviation, Defense	100	DE		\$32.00
Generac	Manufacturing	100	WI		\$50
Kraus Hamdani Aerospace	Manufacturing / Aerospace	25	CA		\$48.60
Continental Advisory Services (ULAS)	Aerospace, Aviation, Defense	500	TX		\$50.00
<b>Total: 15</b>		<b>1,375</b>			



# Business Development Team

- We act as a clearing house for new business opportunities.
- We share the factors that drive competitive business transactions for Northern Nevada such as the technology-driven investments from businesses of tomorrow supercharging our local economy.
- We build relationships that create partnerships and significant investment opportunities.
- We are quick to respond, proactive in our approach, leveraging resources from outside of Nevada to grow our region now and for future generations.



# Resources:

- **Cast a wide net by attending national conferences and assertively positioning Northern Nevada for new opportunities**
- **Build relationships with key development partners, (strategically messaging strengths within the pipeline that encourage future development commitments)**
- **Host site visits (goal of 10-12 per month) that translates into at least one new project monthly**
- **Utilize/integrate partners: NV Energy, water authorities, Employ NV, other workforce & educational and real estate partners to close projects**
- **Acknowledge/track success – host events, bridge introductions, identify business to business opportunities, build long-term relationships with our new and expanded company executives and partners, and provide supportive data for new projects**



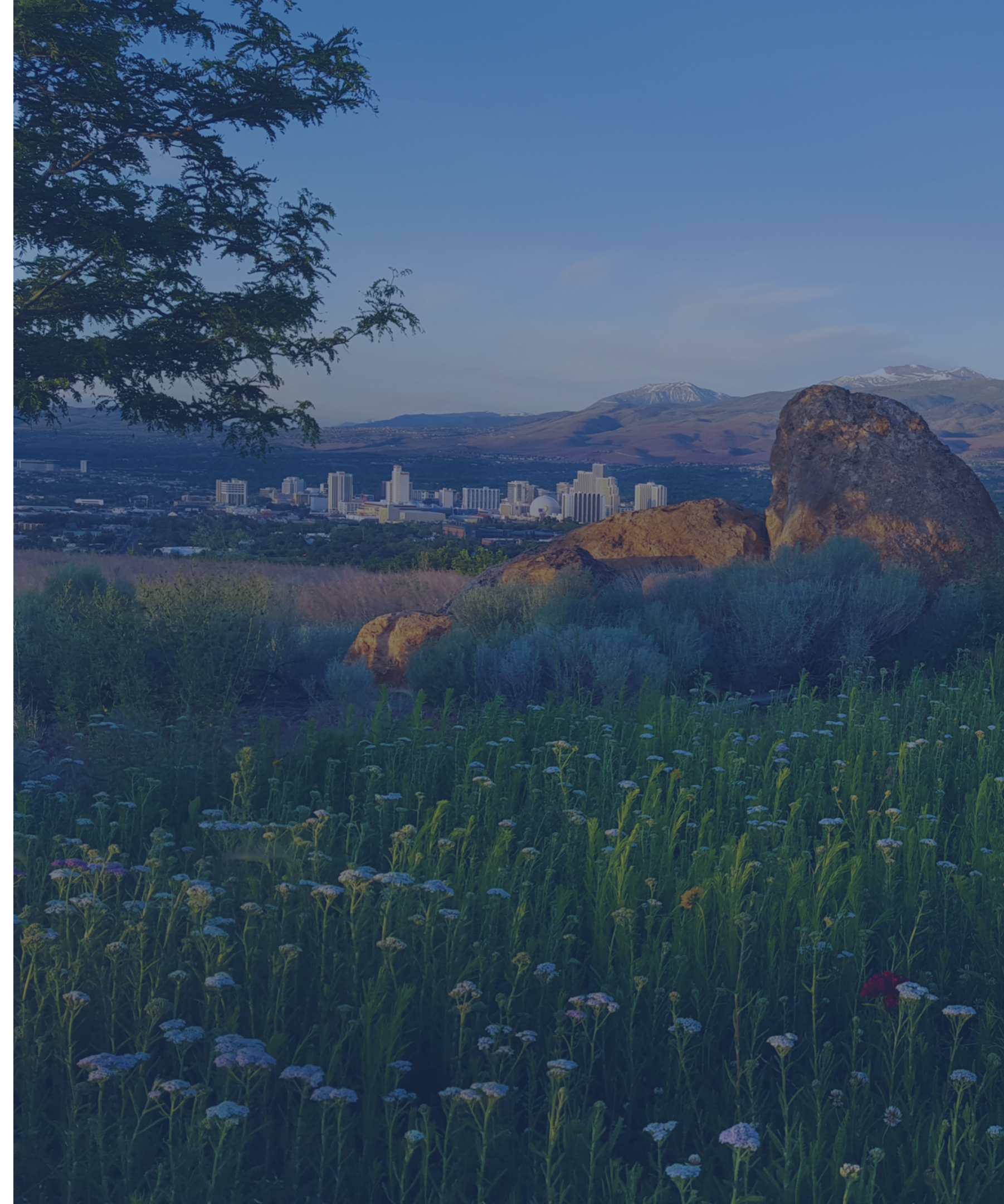
# Business Retention, Expansion, and Workforce Development

**The Business Retention, Expansion, and Workforce Development Team's mission is to strengthen immediate and long-term economic vitality by helping newly located companies and existing primary companies grow, thrive, and remain in our region.**



# Resources:

- **Provide ongoing support for new & existing primary companies**
- **Introductions to potential business partners**
- **Introductions to education and government connections**
- **Assistance with critical issues and help remove roadblocks**
- **Engage with companies on growth strategies and incentives**
- **Engage with employers on workforce solutions**
- **Introduce companies to all appropriate community resources**





# Entrepreneurial Development

The Entrepreneurial Development Team's mission is to enrich the regional economy and community by attracting and welcoming innovative companies, elevating existing businesses, and guiding new startups toward success, thereby creating a diverse and sustainable entrepreneurial landscape.



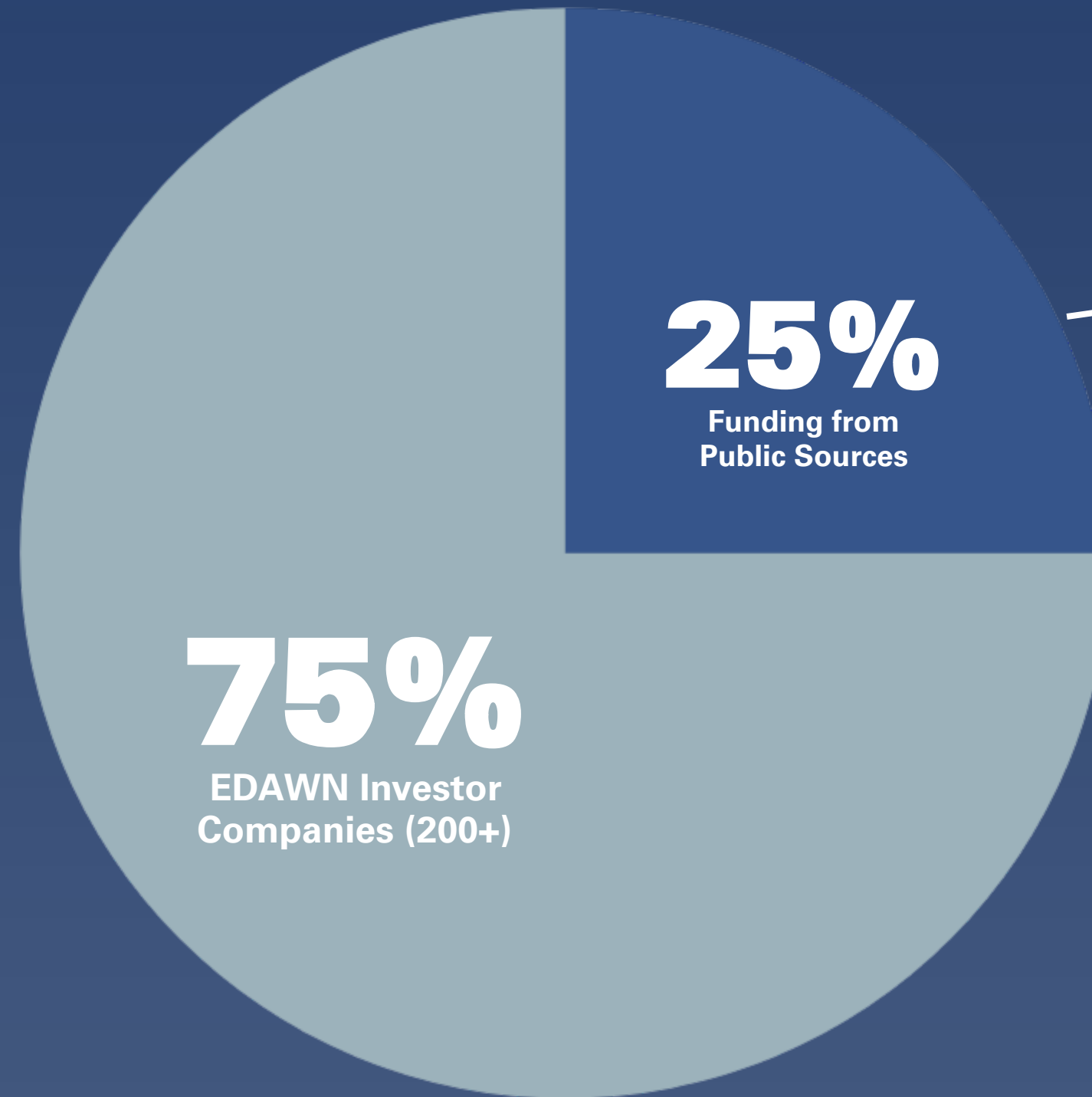


# Resources:

- **Reno Startup Week**
- **Elevate Reno**
- **Launch Reno**
- **Growth Pioneers Podcast**
- **Statewide Ecosystem Assessment**

# How is EDAWN funded?

*EDAWN is a non-profit  
501c6 organization  
funded primarily by  
private sources (EDAWN  
Investors) & 30% from  
our public partners.*

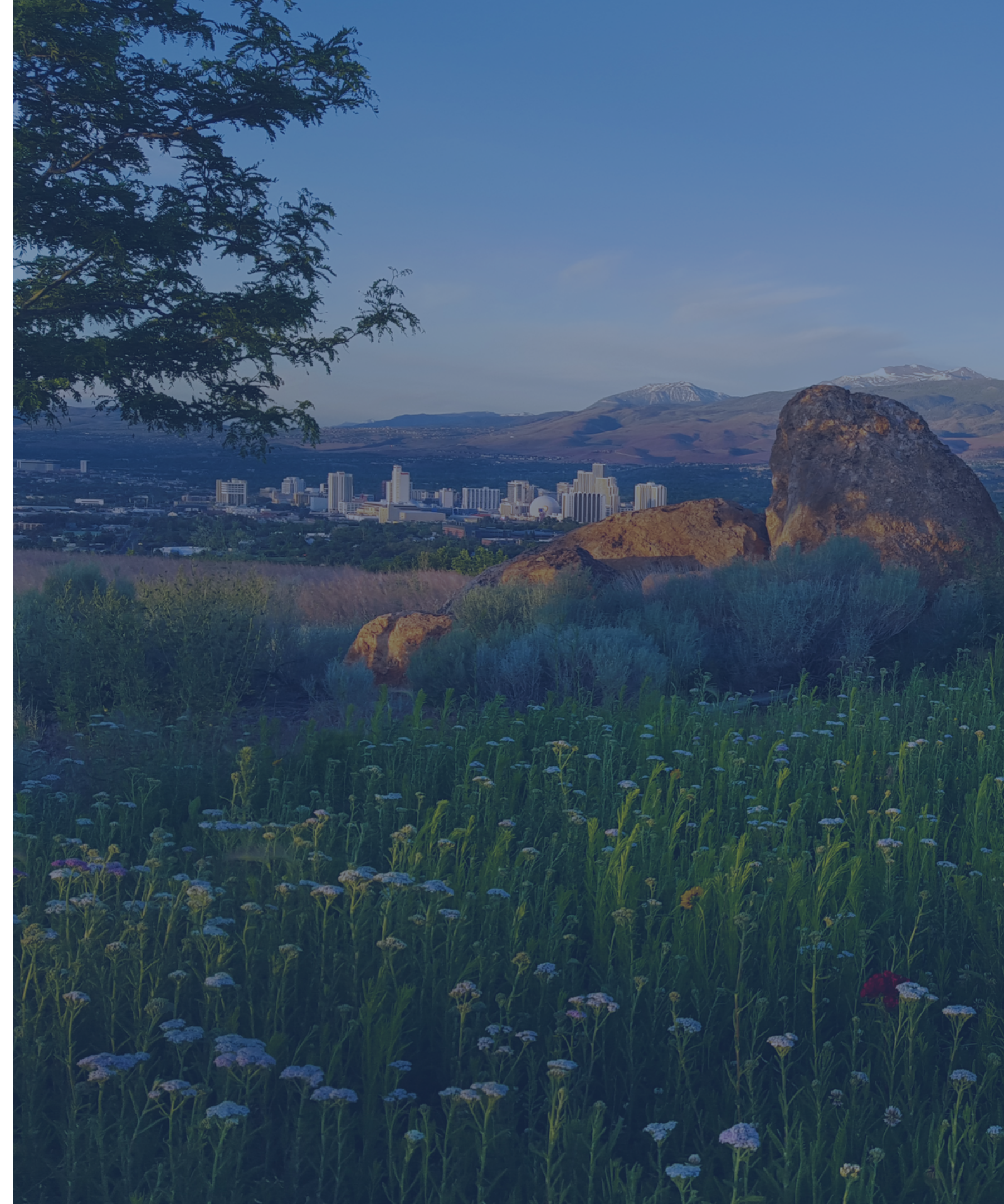


- NV GOED
- City of Reno
- City of Sparks
- City of Fernley
- Washoe County
- Storey County

**Thank you to all of our private and public partners!**



# EDAWN Fiscal Impact Analysis 2023





# Technology

Impact	Employment	Labor Income	Value Added	Output	Multiplier
1 - Direct	115	\$8,961,432	\$15,090,917	\$36,380,215	1.000
2 - Indirect	93	\$6,077,144	\$10,009,030	\$18,569,301	0.510
3 - Induced	56	\$3,307,841	\$6,745,392	\$10,837,350	0.298
<b>TOTAL</b>	<b>265</b>	<b>\$18,346,418</b>	<b>\$31,845,339</b>	<b>\$65,786,866</b>	<b>1.808</b>

# Manufacturing

Impact	Employment	Labor Income	Value Added	Output	Multiplier
1 - Direct	743	\$71,136,914	\$278,382,719	\$495,329,441	1.000
2 - Indirect	656	\$48,809,907	\$77,705,018	\$140,970,192	0.285
3 - Induced	444	\$26,101,684	\$53,232,650	\$85,515,406	0.173
<b>TOTAL</b>	<b>1,843</b>	<b>\$146,048,506</b>	<b>\$409,320,387</b>	<b>\$721,815,039</b>	<b>1.457</b>



# Logistics

Impact	Employment	Labor Income	Value Added	Output	Multiplier
1 - Direct	195	\$11,752,144	\$14,314,086	\$32,464,462	1.000
2 - Indirect	81	\$5,123,816	\$7,768,035	\$14,530,849	0.448
3 - Induced	49	\$2,862,954	\$5,887,458	\$9,463,044	0.291
<b>TOTAL</b>	<b>325</b>	<b>\$19,738,914</b>	<b>\$27,969,580</b>	<b>\$56,458,354</b>	<b>1.739</b>



# Aerospace

Impact	Employment	Labor Income	Value Added	Output	Multiplier
1 - Direct	600	\$55,314,533	\$63,529,699	\$111,471,854	1.000
2 - Indirect	267	\$16,437,031	\$27,600,692	\$48,900,382	0.439
3 - Induced	268	\$15,723,877	\$32,063,833	\$51,517,490	0.462
<b>TOTAL</b>	<b>1,135</b>	<b>\$87,475,441</b>	<b>\$123,194,224</b>	<b>\$211,889,726</b>	<b>1.901</b>



# Ecommerce

Impact	Employment	Labor Income	Value Added	Output	Multiplier
1 - Direct	50	\$4,970,769	\$7,068,426	\$16,878,363	1.000
2 - Indirect	15	\$1,185,735	\$1,900,566	\$3,697,240	0.219
3 - Induced	18	\$1,031,741	\$2,124,227	\$3,415,073	0.202
<b>TOTAL</b>	<b>83</b>	<b>\$7,188,245</b>	<b>\$11,093,219</b>	<b>\$23,990,677</b>	<b>1.421</b>



# Manufacturing Aero Industry

Impact	Employment	Labor Income	Value Added	Output	Multiplier
1 - Direct	25	\$2,107,538	\$3,957,552	\$11,891,891	1.000
2 - Indirect	6	\$483,690	\$766,749	\$1,432,431	0.120
3 - Induced	10	\$561,872	\$1,145,784	\$1,840,522	0.155
<b>TOTAL</b>	<b>40</b>	<b>\$3,153,100</b>	<b>\$5,870,086</b>	<b>\$15,164,843</b>	<b>1.275</b>



# Back Office Support

Impact	Employment	Labor Income	Value Added	Output	Multiplier
1 - Direct	20	\$3,479,664	\$4,082,717	\$5,958,772	1.000
2 - Indirect	9	\$565,592	\$997,707	\$1,867,306	0.313
3 - Induced	15	\$875,445	\$1,785,220	\$2,867,706	0.481
<b>TOTAL</b>	<b>44</b>	<b>\$4,920,702</b>	<b>\$6,865,645</b>	<b>\$10,693,784</b>	<b>1.795</b>



# Total Economic Impact

Impact	Employment	Labor Income	Value Added	Output	Multiplier
1 - Direct	1,748	\$157,722,996	\$386,426,116	\$710,374,998	38.255
2 - Indirect	1,128	\$78,682,915	\$126,747,798	\$229,967,701	12.384
3 - Induced	859	\$50,465,414	\$102,984,565	\$165,456,590	8.910
<b>TOTAL</b>	<b>3,735</b>	<b>\$286,871,325</b>	<b>\$616,158,479</b>	<b>\$1,105,799,289</b>	<b>59.550</b>



# Thank you!

