The recent recovery and growth of our region, along with the addition of new companies, continues to generate excitement, and rightly so. However, this community includes other outstanding companies, the existing primary companies, which continue to make up the foundation of our regional economy. Primary companies are those that primarily export products and/or services outside the region. This enables them to import revenue and add wealth to the region and create jobs in the area in which they are located.” While these companies represent a small portion of the overall business in the region, they account for over 50% of the jobs, and contribute significantly to the economic vitality of Northern Nevada.

EDAWN’s Business Retention, Expansion and Workforce Development team personally visits over 180 primary companies annually in order to understand their business, their challenges and opportunities and connect them with community resources, suppliers, and each other.

The following report summarizes who they are, what they do, and what we have learned in this process. It also includes feedback from visits to companies, both large and small, in Washoe County, Lyon County and Storey County. The good news is that growth is happening across multiple sectors, and the overall outlook is positive. We know however that growth is not without challenges, and we have touched on some of them here.

We appreciate the many contributions these companies have made, and continue to make, to the growth and prosperity of Northern Nevada and look forward to supporting their future success. Please join me in recognition of these companies that contribute so much to the economic foundation and growth of the region.

Mike Kazmierski

President and CEO
EDAWN
Business and Retention Program Key Components

Key Primary Growth Industries

- Aerospace and Defense
- Advanced Manufacturing
- E-Commerce and Logistics
- Technology and Data Centers
- Unmanned/Autonomous Vehicles

Visit Primary Companies
Support Growth
Connect with Resources
Encourage Local Purchasing
Workforce Development
Eliminate Roadblocks
Retain and Recognize

EDAWN
“The business environment in Northern Nevada is world class, allowing NOW Foods to continue to expand our presence in support of our corporate strategic goals.”

— Jim Emme, President/CEO, NOW Foods

NOW Foods, located in Sparks, NV, is a natural health company which manufactures and distributes dietary supplements, natural foods, sports nutrition, and personal care products.

“Northern Nevada and Storey County in particular is very business friendly. Our staff is skilled and hardworking and includes 5 Engineers from UNR. Our excellent schools, standard of living and great outdoors make it the best place to live and raise a family.”

— Konrad Eriksen, President, Dynamic Isolation Systems Inc.

Dynamic Isolation Systems Inc., located in McCarran, NV, is the leader in seismic isolation of bridges and buildings.

“When we started doing business in Nevada back in 2000 we wanted to be close to California without having inventory or state income taxes. We soon discovered that we also had access to a strong workforce right here in Nevada.”

— Sonny Newman, President, EE Technologies

EE Technologies, located in Reno, NV, is a premier contract manufacturing partner that provides global electronics manufacturing services.

“Nevada offers Server Technology a very favorable tax and business environment, close proximity to our largest market, and a direct pipeline to UNR where we have found superb engineering, marketing, operations and business personnel.”

— George Holman, Senior Vice President, Server Technology

Server Technology, located in Reno, NV, provides the world’s highest quality power distribution units for labs, data centers, and telecommunications operations.

“We located in Northern Nevada because it made good business and economic sense. The decision was influenced by the good logistical location both for our suppliers and our customers, the availability and affordability of warehouse space, the ability to hire people at multiple levels and positions to meet our needs, and the overall positive tax environment compared to other locations.”

— John C. Gilbert, President/CEO, Kassbohrer All Terrain Vehicles

Kassbohrer All Terrain Vehicles Inc., located in Reno, NV, manufactures and distributes all terrain snow grooming and tracked utility vehicles.
Why Nevada

➨ Favorable tax structure and availability of incentives

➨ Strategic location with customer delivery access to 12 western states within 24 hours

➨ Reasonable regulatory environment

➨ Availability of buildings and land at competitive rates

➨ Air, rail, and highway transportation access

➨ Tier 1 university town and highly responsive community colleges

➨ Multitude of state and community resources

➨ Availability of labor at affordable wages

➨ Business friendly environment

➨ Deep Nevada roots

➨ Great quality of life and competitive cost of living for themselves and employees

This report summarizes feedback collected from Primary Company Visits.
More than 84% of companies visited reported current or future growth.

Mix of Industries

- Aerospace and Defense (2%)
- Back Office/IT Support/Technology (10%)
- Clean Energy (1%)
- Logistics and Distribution (33%)
- Manufacturing (36%)
- Health/Medicine (1%)
- Other (18%)

Visits by County

- Washoe County: 92%
- Storey County: 4%
- Lyon County: 2%
- Other Counties: 2%

Company Growth Summary*

- Declining: 2%
- Flat: 14%
- Future Growth: 30%
- Current Growth: 54%

*Companies employment growth status for current and upcoming year based on date visited.
This report summarizes data collected from Primary Company Visits between July of 2013 and June of 2015.

6 Primary Industry Sectors
394 Total Visits
231 Total Companies Assisted
17 Assisted Expansions
1,682 New Jobs Created
$60.3 Millions Invested
66 Workforce and Education Referrals
10 Miscellaneous Assistance Provided
7 Utilities Assistance Provided
6 City/County Assistance
3 Environmental Protection/Regulatory Assistance
3 Business Licensing/Permitting Assistance
• Thoughtful tax policy

• Adequate funding for education and workforce development

• Innovative programs to meet the skilled workforce demands of strategic sectors

• Alignment and consistent implementation of rules and regulations Fed/State/Regional/Local levels

• Streamline license and permit processes

• Maintain competitive power rates

• Increased flights between Reno and other metro areas

• More financing or funding options for growth and expansion

• Keep it simple to do business in the region
AEROSPACE, AVIATION AND DEFENSE
ABARIS TRAINING INC.
AERON CORPORATION
ATLANTIC AVIATION
BLAST DEFLECTORS INC.
COULSON GROUP
DASSAULT FALCON
DIGITAL SOLID STATE PROPULSION
DRONE AMERICA
FIRTH RIXSON VIKING
FLIRTEY
SIERRA NEVADA CORPORATION
VALLEY TECH SYSTEMS
WHISPER JET, INC.

BACK OFFICE, BUSINESS SUPPORT
ALORICA
ANTHEM BLUE CROSS BLUE SHIELD
AT&T
BLACKHAWK NETWORK
FUSION CONTACT CENTER
GREATCALL
MINE DEVELOPMENT ASSOCIATES
ONE CONTACT
ORC INTERNATIONAL
PBS WEST
RAILROAD INDUSTRIES, INC.
STODDARD NLA LLC

CLEAN ENERGY
ADVANCED REFINING CONCEPTS
ENEL GREEN POWER
GRADIENT RESOURCES
GREEN FUELS AMERICA, INC.
HAMILTON SOLAR
ORMAT TECHNOLOGIES, INC.
SUNSCIENCE CORP.
SUNVELOPE
SUNWORLD USA

E-COMMERCE FULFILLMENT
1-800 Flowers
AMAZON
AMERICAN DUCHESS
BIGCERAMICSTORE.COM
BIZ CHAIR (BELNICK INCORPORATED)
CUSTOMINK
EBAY ENTERPRISE
ETAILER
JIMMY BEANS WOOL
LEADING EDGE PRODUCTS, INC.
LIVE GRACEFULLY
MIRE POIX
NO SLIPPY HAIR CLIPPY
N-STYLE ID
ONLINETECHSTORES.COM
PRIMARIM MEMORY SOLUTIONS
QUIDSI INC.
SPALDING LABS
ZULILY

FINANCIAL
BRISTLECONE HOLDINGS
CLEAR CAPITAL
FIRST NATIONAL COLLECTION BUREAU
INSIDE VALUATION

GAMING
INTERNATIONAL GAMING TECHNOLOGY (IGT)
RADICAL BLUE GAMING
SCIENTIFIC GAMES CORPORATION (Formerly Bally Technologies)
SPIN GAMES
XPERTX

LOGISTICS AND DISTRIBUTION
AAMF OF AMERICA INC.
ABF FREIGHT SYSTEM, INC.
ADVANCED SUPPLY CHAIN LOGISTICS
AIMS POWER
ALFA AESAR
ALLERGY BE GONE
AMERIJET
AMERISOURCE BERGEN
AMES TRUE TEMPER
ANIXTER
ANSELL HEALTHCARE PRODUCTS
APROPOS INTERNATIONAL
ARROW ELECTRONICS INC
AVA LOGISTICS
B YOUR BEST
Baker & Taylor
BARNES & NOBLE PURCHASING INC.
BELIMO AMERICA
BENCO DENTAL SUPPLY
BENDER GROUP
BLOCH
BOWEN TRANSPORTATION
BURKHART DENTAL
BUS Industries, INC.
C.H. ROBINSON
COLINX
COMMSCOPE, INC.
COMSTOCK TELCOM
OREO MUNDI
DAYCO PRODUCTS
DYNAREX
E COMPLETE, LLC.
ENDO CHOICE
ERICO INTERNATIONAL CORPORATION
FEDEX FREIGHT
FEDEX GROUND
FOOD HANDLER
FOSDICK FULFILLMENT
FREUND CONTAINER & SUPPLY
GIVI
GLOBAL OVERNIGHT FREIGHT
HENRY SCHEIN, INC.
HERCULES TRUCKING
HIGH QUALITY ORGANICS, INC.
HODELL-NATCO INDUSTRIES
HOPKINS DISTRIBUTION
INNOTRAC
INTERLOCK USA, INC.
ITR AMERICA LLC
ITS LOGISTICS
JACOBSON COMPANIES
JC XPRESS, INC.
JLH, INC.
KEEF GROUP
KEY LOGISTICS
KINEDYN
LEGACY SPORTS INTERNATIONAL
LEGACY SUPPLY CHAIN SERVICES
LEVITON
LOGISTICS & DISTRIBUTION
MACPHERSON'S
MAX PACKAGING
MB AMERICA
McKERNAN PACKAGING CLEARING HOUSE
MD LOGISTICS
MERIT BRASS
MSC INDUSTRIAL SUPPLY COMPANY
MXI, INC.
NBTY
NEVADA DISTRIBUTION SERVICES
ONTRAC
OPEN AIR DYNAMICS
OREST EXPRESS

MANUFACTURING
A D HAWK INC.
ACCESS EVENT SOLUTIONS
ACH FOAM TECHNOLOGIES LLC
ADVANCED COMPOSITE TECHNOLOGIES, INC.
ADVANCED MICROWAVE PRODUCTS
ADVANCED PRECISION
AGTRON INTEGRATED
ALEKSIS POWER SYSTEMS
AM2T
AP STAINLESS
ARDAGH GROUP
ATHLETIC TRAINING EQUIPMENT CO.
B&J INC.
BEAVER FIT
BLACKHAWK MOLDING CO., INC.
BUFFALO WIRE
BURROWS PAPER CORPORATION
BVA SYSTEMS
CAFE FOODS
CAROLINA ABSORBENT COTTON
CASHMAN EQUIPMENT

OZBURN HESSE LOGISTICS
PACIFIC PHARMACEUTICAL SERVICES
PARIS BUSINESS PRODUCTS
PATAgon
PET BUDDIES
PETSMART, INC.
PHILLIPS MOTOR SPORTS
PHOENIX TEXTILE CORPORATION
PITTSBURGH PAINT (PPG)
PLOW & HEARTH LLC
PROPAX LOGISTICS, INC.
RAN zus LOGISTICS
REDDAWAY TRUCKING
RENOV LOGISTICS
REPLICO
RINNAI
RUGBY IPD DISTRIBUTION
RUST BULLET
SAGINAW CONTROL & ENGINEERING
SAIA FREIGHT
SALLY BEAUTY SUPPLY
SVMAN CORPORATION
SANOFI PASTEUR
SCHWAH-NATURE’S WAY
SILVEREAGLE RELOCATION
SKS BOTTLE & PACKAGING, INC
SOUND MATTERS
SPORTIF WHOLESALE, INC.
SUMMIT RACING
TAGG Logistics
TECO-WESTINGHOUSE MOTOR CO.
TESSCO TECHNOLOGIES
THE WOOBRUSH COMPANY
THOMAS PETROLEUM
TIRE RACK
TURN 14
UPS SUPPLY CHAIN SOLUTIONS, INC
URBAN OUTFITTERS
US FOODS
VIEGA LLC
VITAMIX
WALMART
WASSO
WATER CHEF
WATTS REGIONAL DISTRIBUTION CENTER
WEGMANN AUTOMOTIVE USA, INC.
WIND-LOCK
WINZER
YRG FREIGHT
ZIEGLER & AMES
Z LINE KITCHEN & BATH

Primary companies are those companies where the majority of their revenues are generated from outside the region.
EDAWN has made every effort to ensure this list is as accurate and complete as possible. We apologize for any errors or omissions.
Mission
The Economic Development Authority of Western Nevada is a private/public partnership, established in 1983, committed to recruiting new quality companies, and supporting existing and newly forming companies, which bring jobs to the region and have a positive impact on the quality of life in greater Reno-Sparks.

Vision
A world-class economic development organization with strong local partnerships, regional respect and cooperation and a national reputation for innovation and creativity.

Questions? Please contact:
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As a non-profit, EDAWN relies on private sector support for the majority of its funding. Please consider supporting the programs that will grow our economy through job creation by becoming an investor in EDAWN.

Get Involved
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