



NEVADA BUSINESS CONNECTIONS

NBC PROGRESS

July 2010

Volume 3, Number 7

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NBC Members

- * Corporate Sponsors
- * 7Q10
- Access to Healthcare Network
- Accountants Intl.
- Adele's Restaurant & Lounge
- AFLAC
- Alliance Business Appraisals
- Allison-MacKenzie Law Firm
- Aloha Medicinals
- Altair Nano
- American Lenders
- Applied Business Solutions
- ARMAC Construction Assoc. Builders & Contractors (ABC)
- AVISO Surfboards
- * Bank of America
- Barrett Resources
- Bayliss & Associates
- * Beta Manufacturing

Welcome to NBC PROGRESS, the monthly e-newsletter of Nevada Business Connections

July Meeting Information

There will be **NO** NBC Breakfast in July. Enjoy the summer and the sunshine.



NBC Breakfasts resume on **Wednesday**, August 18th at the Atlantis in Reno with speaker **Brian Sandoval**.

Future Meeting Information

Third Wednesday of the Month. Doors will open at 7:30 am. Meetings are exactly one hour, 8 am to 9 am. Cost is \$20 for members and \$30 for future members. Please RSVP to NBC at 775.882.8306 or kris@nevadabusinessconnections.com.

2010 NBC Breakfast Meeting Schedule		
Date	Location	Speakers
August 18 th	The Atlantis, Reno	Brian Sandoval
September 15 th	Carson Nugget Casino	"Logistics Panel" - TBA
October 20 st	The Atlantis, Reno	TBA

NBC Advisory Board

Nevada Business Connections Adds 4 New Advisory Board Members

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"We are not the experts, but we know who they are!"

NBC Members (contd)

Bradley Preston
Graphic Designer
Builders Assn. of
Northern Nevada
(BANN)
Builders Assn. of
Western Nevada
(BAWN)
Business Council of
Douglas County
* Bullis and Co CPAs
* Capital City
Computing
Carson City Chamber
of Commerce
Carson City Library
Carson Nugget
Casino
* Carson Properties
Carson Valley
Chamber of
Commerce
CarsonNow.com
Century 21 Clark
Properties
Churchill County
Economic
Development
City of Fernley
City National Bank
* Coldwell Banker
Premier
Commercial
Brokers
Coldwell Banker
Select RE
Commerce Comm.
RE Group
* ComputerCorps
Connect2it
Country Financial
Courtyard by Marriott
Daggs Properties
Dayton Area
Chamber of
Commerce
Day Williams,
Attorney at Law
Delta Saloon
Denton Cabinets
Dept of Employment,
Training & Rehab.
(DETR)
Development
Dynamics

Nevada Business Connections announced today that four new members were added to the 2010-2011 Advisory Board. The new additions include **Rodney Borges** with Plumas Bank, **Pat Langhoff** with Vitamin Research Products, **Kevin Annis** with Tanamera Development, and **Jonathan Miri** with Bank of America.

Nevada Business Connections (NBC) is a private business recruitment and expansion organization formed in July 2008. NBC has over 200 members serving northern Nevada with offices in Reno and Carson City. Kris Holt is the Executive Director at Nevada Business Connections

NBC Client Activity

“Serious Shoppers” – Hot Prospects

- ❖ **Video Production Company** from Lake Tahoe. Reviewing Carson City.
- ❖ **Portable Stage Manufacturer** from CA. Needs to partner with northern Nevada manufacturers.
- ❖ **Aircraft Parts Manufacturer** from OR. Likes Carson City to relocate.

“Tire Kickers” – Looky-Loos

- ❖ **Solar Panel Manufacturer** from NV. Looking to join with a Reno parts manufacturer.
- ❖ **Machine Shop** from IL. Would like to expand in Nevada with 10,000 sq. ft.
- ❖ **Tractor Distributor** from CA. Likes Nevada or Oregon.
- ❖ **Call Center** from CA. Wants 10,000 sq. ft. to employ 30.
- ❖ **Sporting Cards Manufacturer** from CA. Needs 40,000 sq. ft. in Reno.
- ❖ **Electronics Equipment Refurbisher** from CA. Looking for 10,000 sq. ft. in Nevada.
- ❖ **Real Estate Developer** from WA. Reviewing Reno for opportunities.

June Meeting Notes

Members enjoyed presentations and talks from **Duane Denson**, President of Comnet Marketing from Oregon, and from **Lori Carpenter**, of 7Q10, about expansion in northern Nevada and new land-use software. Two motorized chairs from DynaMotion of Minden also intrigued guests during the June 17th NBC breakfast at the Atlantis.



Duane Denson at the podium



Lori Carpenter is a lively speaker



Lori and Duane answer questions

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NBC Members (contd)

- DGD Development
- DigiPrint Corporation
- Douglas County
- Douglas Gorgen
- *Duro Manufacturing
- *Exyst.com
- First American Title Company
- First Independent Bank
- Fundis Trucking
- *GDA Degree Inc.
- Gilbane Construction
- Gilmor Coons Real Estate Group
- Gold Dust West Casino
- Gold Hill Publishing
- Granite Construction
- Grant Thornton CPAs
- *Great Basin Brewing Company
- Green Enterprises
- Hammer Head Construction
- * Hampton Inn
- Henkes Welsh Insurance Services
- Heritage Bank
- Hire Dynamics
- ID Corporation
- Industrial Logistics Services
- Industrial Plastics
- JLM Industrial Supply
- JT Basque Bar & Dining Room
- J.P. Copoulos Architect
- J.W. McClenahan Co.
- Job Opportunities In Nevada (JOIN)
- *Kahl Commercial Interiors
- *Kohn Colodny CPAs
- L. Lance Gilman Real Estate Services
- LaMonica Properties
- *Langhoff Consulting
- Lee & Assocs RE
- Lumos & Associates
- Lyon County
- Mallard Investment Management
- *Mariner's Resort



Ben Nelson is flanked by David Spillers and Kelly Duran



Robin Reedy, Duane Denson and Kevin Annis



DynaMotion's chair interests guests

Comnet and 7Q10 Discuss Expansion Plans at NBC's June Breakfast

First, the bad news. After courting **Telemark, Inc.** from Fremont, CA, for over seven years, they have decided to relocate to Battle Ground, WA. Why? Because of Carson City's higher housing costs and the state's weak education system. Potentially, 50 jobs (15 to relocate) paying an average of \$50,000 per year were lost. We will track Telemark's progress as they build their 20,000 sq. ft. facility with reduced development fees and local city incentives.

The good news, **Comnet Marketing Group** from Medford, OR, will expand in Reno during the next few months. They plan to start with 30 to 40 new employees and eventually employing up to 150. Comnet is a telemarketing company that specialized in fundraising for colleges, universities, zoos and museums Their clients include PBS and the Shakespeare Festival in Ashland, OR.

Interesting note: From an Oregon state government-sponsored small business survey, "65% of all companies plan on expanding or relocating to other states" according to Duane Denson, Production Manager with Comnet Marketing Group. The new, improved, higher corporate and personal taxes (Measures 66 and 67) which are retroactive to 2009, have many businesses reevaluating OR's business climate.

Finally, Lori A Carpenter, CEO of **7Q10** (an NBC Corporate Sponsor), presented the company's products and plans for expansion in Reno. "7Q10 is Reno's Google" said Brian Wallace with the Nevada State Development Corp. Lori has 12 employees now and she is actively looking for 6 more. 7Q10 has a new online GIS, GPS-capable wetland delineation mapping and reports software service called CorpsJD. This gives anyone in commercial real estate the ability to pull up aerial maps instantly to see your property's aquatic constraints, oil soil concerns, floodplains, and other variables that often determine a property's net worth.

NBC Keynote speakers thus far in 2010:

Month	Speaker
June 2010	Duane Denson , of Comnet Marketing Group, Medford OR and Lori Carpenter , 7Q10
May 2010	Rick Parr , General Manager of the Reno Aces, and Lise Mousel , Access to Healthcare Network
April 2010	Sue Lowden , Candidate for U.S. Senate, and John Dunn , Nevadans 4 Carbon-Free Energy

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NBC Members (contd)

- Marriott Residence Inn MC-21
- McClain's Mobile Music & DJ Svc
- MCSS, Ltd.
- *Metalast
- *Metcalf Builders, Inc.
- Micromanipulator
- *Miles Construction
- Mo & Sluggo's Bar and Grill
- Nevada Appeal
- Nevada Assn. of Counties
- Nevada Business Journal Magazine
- Nevada Center for Entrepreneurship and Technology
- *Nevada Development Authority
- Nevada Governor
- Nevada Industry Excellence
- Nevada Manufacturers Association
- *Nevada Motor Transport Assn.
- Nevada Premier Properties
- Nevada Secretary of State
- Nevada Small Business Development Center
- Nevada State Bank
- *Nevada State Development Corp.
- Nevadans 4 Carbon-Free Energy
- Nevadaworks
- New York Life Ins.
- Northern Nevada Title Company
- Office Support Center OHL
- Olmo Realty Company
- Pacific States Communications
- Pam & Tony Parenti

March 2010	Jim Miller , CEO of Renown, and Robert Watson , CEO of Vitamin Research Products
February 2010	Jim Gibbons , Nevada Governor, and Mark Amodei , State Senator
January 2010	Glen Atkinson , UNR College of Business, Economics Professor Emeritus, and Tammy Westergard , Deputy Manager of the Carson City Office of Business Development

Statistics

California: Just One State

As published in the Los Angeles Times:

1. **40%** of all workers in L. A. County (L. A. County has 10.2 million people) are working for cash and not paying taxes. This is because they are predominantly illegal immigrants working without a green card.
2. **95%** of warrants for murder in Los Angeles are for illegal aliens.
3. **75%** of people on the most wanted list in Los Angeles are illegal aliens.
4. Over 2/3 of all births in Los Angeles County are to illegal alien Mexicans on Medi-Cal, whose births were paid for by taxpayers.
5. **Nearly 35%** of all inmates in California detention centers are Mexican nationals here illegally.
6. **Over 300,000** illegal aliens in Los Angeles County are living in garages.
7. The FBI reports half of all gang members in Los Angeles are most likely illegal aliens from south of the border.
8. **Nearly 60%** of all occupants of HUD properties are illegal.
9. 21 radio stations in L. A. are Spanish speaking.
10. In L. A. County 5.1 million people speak English, 3.9 million speak Spanish. (L. A. County has 10.2 million people)

(All 10 of the above facts were published in the Los Angeles Times)

Less than 2% of illegal aliens are picking our crops, but **29% are on welfare**. Over 70% of the United States ' annual population growth (and over 90% of California, Florida, and New York) results from immigration. **29% of inmates in federal prisons are illegal aliens.**

We are fools for letting this continue.

Service Industry Statistics

	All Industries	Retail	Retail	Arts, Entertainment & Recreation	Accommodation & Food Service	Total Service Industry
Code ¹	0	44	45	71	72	
All of Nevada						
# Firms	66,386	3,980	1,852	1,341	4,367	11,540

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NBC Members (contd) Paper Cup, LLC PAUGHCO Pershing County/Lovelock Plumas Bank Pro Group Mgmt Realty Executives RE/MAX Reno Forklift and Storage Reiser & Assocs. RMS Brokerage RPS Real Estate Services Shaheen-Beauchamp Builders Shaw Consulting Service Bob Shriver, Consultant Sierra Capital Resources Sierra Land Realty Sierra Nevada Assn. of Realtors Silver Springs Airport Silvera Commercial Real Estate, Inc. Small Business Admin *Southwest Gas Corporation *Sperry Van Ness Commercial Real Estate State Agent & Transfer Syndicate State Farm Insurance Stewart Title Storey County Studio G J. Paul Sutton Corporate Planning & Finance Tahoe & Carson Telephone Directories Tahoe Collective Tanamera Development Tetra Tech The Hemisphere Group The Hone Company The Note-Ables The Ribeiro Company	Establishments	74,360	5,002	2,305	1,490	5,950	15,737	
	Avg. Employment	985,399	82,937	45,237	26,267	281,740	436,181	
	Total Wages	\$40,524,723,790	\$2,395,507,430	\$1,121,395,722	\$779,355,794	\$8,216,722,838	\$12,513,031,784	
	% of Wages	100%	5.9%	2.8%	1.9%	20.3%	30.9%	
	% of Total Employment	100%	8.4%	4.6%	2.7%	28.6%	44.3%	
	Carson City							
	# Firms	2,053	147	68	38	139	392	
	Establishments	2,136	155	68	45	152	420	
	Avg. Employment	17,924	1,907	1,155	1,268	2,147	6,477	
	Total Wages	\$694,818,354	\$61,153,663	\$31,866,777	\$29,355,319	\$34,168,173	\$156,523,932	
	% of Wages	100%	8.8%	4.6%	4.2%	4.9%	22.5%	
	% of Total Employment	100%	10.6%	6.4%	7.1%	12.0%	36.1%	
	Washoe County							
	# Firms	13,080	762	408	191	809	2,170	
	Establishments	14,228	1,013	455	220	1,012	2,700	
	Avg. Employment	161,113	13,104	8,889	5,396	28,628	56,017	
	Total Wages	\$6,504,395,434	\$392,999,647	\$202,740,187	\$120,685,408	\$623,005,183	\$1,339,430,425	
	% of Wages	100%	6.0%	3.1%	1.9%	9.6%	34.8%	
	% of Total Employment	100%	8.1%	5.5%	3.3%	17.8%	34.8%	
	Douglas County							
	# Firms	1,780	110	59	36	129	334	
	Establishments	1,822	112	60	38	137	347	
	Avg. Employment	15,853	1,208	864	581	5,875	8,575	
	Total Wages	\$578,353,707	\$32,904,675	\$18,196,188	\$16,832,156	\$159,923,559	\$227,856,578	
	% of Wages	100%	5.7%	3.1%	2.9%	27.7%	39.4%	
	cont'd on next page							

NBC Members (contd)

Thomas Clark Real Estate
 Ticor Title
 Uhart Commercial Real Estate
 United Construction
 Universal Analyzers
 *UNR/Business Environmental Program
 UNR/College of Agriculture
 *UNR/Economic Regional Studies
 VCM Collision Center
 *Vidler Water Company
 Vitamin Research Products
 Waddell & Reed
 Wade Development
 Ware Consulting
 *Weed Heights Development
 Wells Fargo Bank
 Wells Fargo Advisors
 *Western Nevada College
 Western Nevada Supply
 YESCO
 Ziehm Medical

% of Total Employment	100%	7.6%	5.5%	3.7%	37.1%	53.8%
Lyon County						
# Firms	1,012	67	29	34	68	198
Establishments	1,048	74	30	36	73	213
Avg. Employment	9,091	823	1,101	732	638	3,294
Total Wages	\$307,229,028	\$20,260,177	\$37,942,798	\$15,346,863	\$8,237,017	\$81,786,855
% of Wages	100%	6.6%	12.4%	5.0%	2.7%	26.6%
% of Total Employment	100%	9.1%	12.1%	8.1%	7.0%	36.2%
Storey County						
# Firms	189	7	14	7	23	51
Establishments	192	7	16	7	23	53
Avg. Employment	2,553	31	38	55	123	247
Total Wages	\$104,068,173	\$574,174	\$691,207	\$785,765	\$1,997,489	\$4,048,635
% of Wages	100%	0.6%	0.7%	0.8%	1.9%	3.9%
% of Total Employment	100%	1.2%	1.5%	2.2%	4.8%	9.7%

Key Components to a Positive Business Climate:

1. Education
2. Infrastructure
3. Taxation
4. Regulations
5. Entrepreneurship
6. Attitude

OUR FAVORITE LINKS

WhyNevada.com
 NevadaWorkforce.com
 NSBDC.org
 Expand2Nevada.com
 SWGas.com
 DouglasCountyNV.gov
 Lyon-County.org
 StoreyCounty.org

MEDIA

NevadaAppeal.com
 RecordCourier.com

New Location

Business recruiter Nevada Business Connections moves into new office

by Brian Duggan, Nevada Appeal, May 20, 2010

Two years after establishing Nevada Business Connections, a private business recruitment firm, executive director Kris Holt finally has a desk.

A big wooden one. With a name plate.

Holt moved into a new office inside the Ormsby-Rosser House on Minnesota Street last week after spending nearly two years in an office inside an industrial park off of Arrowhead Drive.

Holt said more changes are coming for his organization, which aims to recruit businesses to the region. Holt said NBC has so far attracted three companies, two from Oregon and one from California, all of them setting up

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NBC MISSION

NBC is a private non-profit marketing and business development organization committed to the effective economic diversification and development of northern Nevada.

NBC Advisory Board

Janet Andraski
Kevin Annis
Brad Bonkowski
Rodney Borges
Michael Buis
Brian Colodny
Rick DeMar
Paul Enos
Lori Haney
Brent Holderman
Dan Kahl
Pat Langhoff
Angela LoGiurato
Tom Metcalf
Bill Miles
Jonathan Miri
Helaine Jesse
Morres
Maxine Nietz
Darryl Rubarth
Dick Silvera
Paul Sutton
David Toll
John Uhart
Brian Wallace

shop in Reno. He adds the organization also has grown to 213 members.

Holt sat down with the Nevada Appeal on Thursday.

Nevada Appeal: What has changed since Nevada Business Connections was established in June 2008?

Kris Holt: It's interesting to see the trends because they're unexpected in my book. Out of the 213 members, 90 are from Washoe County and 60 are from Carson City and the rest are spread out through the rural counties...

The other thing too is the interest has changed. I'm really surprised. I get the majority of our leads from our members and existing manufacturers, and I would say the interest, head and shoulders, is in Washoe County... and then follows Douglas County, which is a shocker to me, and then it's Lyon and then it's Storey. And Carson is actually at the bottom of that list.

Think about this, though, (Carson City's) target is manufacturers. We don't go after retail we don't after any high tech...

We love small medium manufacturers. We play off our base, we have 20 clusters. They like being around each other. We are averaging 10 maybe 12 inquires a month, out of those inquiries we have two to four visits. These are numbers that are way, way down from five to six years ago. And from those we try to land one company a month...

"We've landed three so far and it's taken two years to do that. Three are done deals in Washoe County."

NAP: While there has been a lot of interest in Reno, what are the efforts to attract business to Carson City?

KH: "We plan a trip every other month. My next trip is for sure scheduled at the end of August.

When I drive a guy around this area, we have 160 manufacturers alone. I can say this is where they came from, this is how many employees, this is how many square feet. They say 'I want to talk to him', and that's when the marriage happens. It's where the rubber hits the road is guys doing business here."

NAP: So why this new office?

KH: To be close to city hall and restaurants. It's going to generate some activity again. Being out there, it was kind of quiet.

NAP: What's in the future for Carson City and what needs to change for it to recover?

KH: The state of Nevada is unpredictable right now. It's up in the air, so I'm talking out of two sides of my mouth when I go to Oregon. Come on down, no personal, no corporate income tax. Who knows what's going to happen, it's going to be a blood bath. What are we \$3 billion upside down? So No. 1 is the uncertainty of our business climate.

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No. 2 is the situation that (companies are) in. Mainly it's real estate. They're in a lease and they can't get out of it. They're going to take a hit, they're trying to justify if that hit is worth taking and that return on investment is worth it.

And the third thing is our power rates. It's a negative... we're not very competitive when it comes to electricity. And that hurts...

I think Carson City has come along and it's going to progress. I think the image still is Reno is the metro and this is country, it's still rural even though we're past the 50,000 mark. It's a totally different market than Reno-Sparks. I think that quaint image is real cool.

I think Carson City has a very glowing future. You can pick up the phone and get things done... I love the fact that we are a combined city and county, people love that.

NBC Membership Composition

WASHOE COUNTY	93
CARSON CITY	61
DOUGLAS COUNTY	26
LYON COUNTY	15
STOREY COUNTY	6
OUT OF AREA	13
<hr/>	
TOTAL	214
★ All 4 Counties are Members! ★	

**ALIGN YOUR COMPANY WITH THE CAPITAL REGION'S
MOST INVOLVED AND SUCCESSFUL BUSINESS PEOPLE,
NBC MEMBERS.....**

**NBC IS PRIVATE, SIMPLE AND FOCUSED – NEW AND EXPANDING
COMPANIES = JOBS!
(A NO-NONSENSE MARKETING COMPANY WORKING FOR
NORTHERN NEVADA)**

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KRIS HOLT, EXECUTIVE DIRECTOR

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