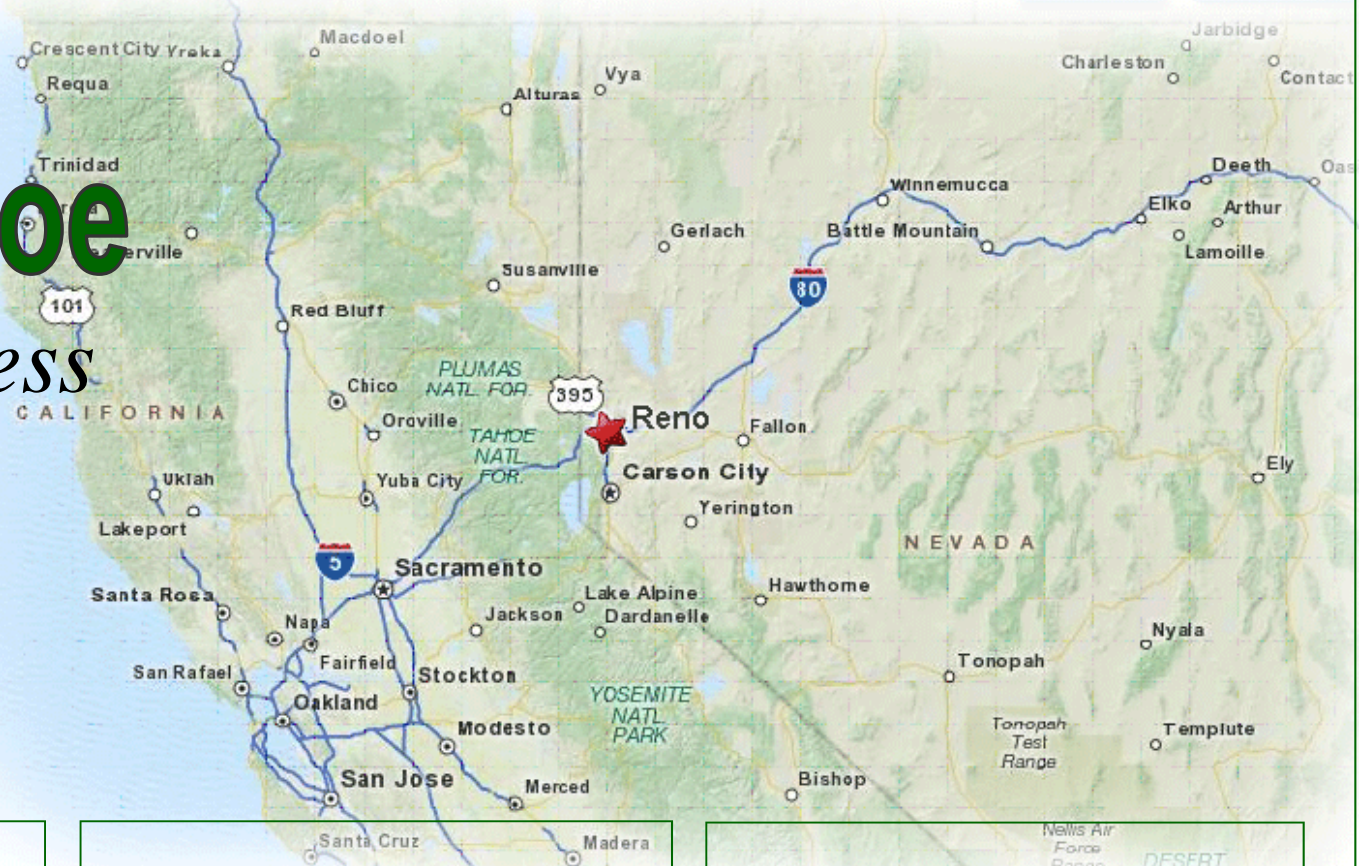


Reno-Tahoe

*Where Business
Takes Off*



**Reno-Tahoe
Airport Authority**

And
up we
go.

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Why Greater Reno-Tahoe

Advantages of Operating on RTAA-Owned Property:

- ✦ No land loans or land acquisition costs
- ✦ No additional costs for water rights
- ✦ Rare airside access at two airports
- ✦ Aviation, MU and IC zoning in place
- ✦ Real property tax concessions
- ✦ Proximity to CA customers and suppliers
- ✦ Road and rail infrastructure to the west coast
- ✦ Airport leadership has pro-development philosophy
- ✦ Customized incentives package

The Reno-Tahoe International Airport (RTIA) Offers:

- ✦ 250 acres of available land in the center of Reno minutes from both US395 and I-80
- ✦ Commercial and military quality infrastructure
- ✦ No aviation congestion
- ✦ 24/7 Operations (police, fire, snow removal)
- ✦ 24/7 Tower (New tower operational in Oct. 2010)
- ✦ 2 Instrument Landing Systems (Redundancy) and GPS approaches on all six ends
- ✦ Large Ramp
- ✦ Foreign Trade Zone
- ✦ 24/7 On-site Customs
- ✦ Sufficient Runway Length
- ✦ Airfield Capable of Various Cargo Aircraft
- ✦ An official diversion airport for Air China Cargo and all CA Bay Area airports

- ✦ Served by FedEx air and ground, UPS, DHL, Horizon Air, Alaska Airlines, American Airlines, Southwest, Delta, United, Continental and US Airways

The Reno-Stead Airport Offers:

- ✦ 3,000 acres available for development
- ✦ Rare airside access at general aviation/reliever airport
- ✦ Rail spur option
- ✦ Two Runways
- ✦ Instrument Landing System and GPS approaches
- ✦ Airfield designed to commercial aircraft standards for emergency reliever use
- ✦ Over \$40 million invested in airport improvements over the last 7 years

Advantages of Doing Business in Nevada:

- ✦ No Corporate Income Tax
- ✦ No Personal Income Tax
- ✦ No Franchise Tax on Income
- ✦ No Inheritance or Gift Tax
- ✦ No Unitary Tax
- ✦ No Estate Tax
- ✦ Competitive Sales and Property Tax Rates
- ✦ Minimal Employer Payroll Tax
- ✦ Right-to-Work State

In addition to the minimal tax environment, the state offers programs to reduce the amount of taxes that they do impose, including sales tax abatement and deferral programs, payroll tax abatements and property tax abatements. The state also offers financial support for workforce training.

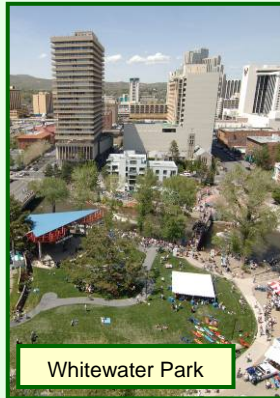
Quality of Life Advantages

Greater Reno-Tahoe offers many advantages to support choosing this region of Nevada. The magnificent Sierra Nevada mountain range forming the western boundary of the Truckee Meadows features snowboarding, alpine and Nordic skiing at 18 major resorts. Fishing, swimming, hiking, biking, sailing, camping and horseback riding are all outstanding. More than 39 golf courses provide a quick escape. Various options in performing, visual and literary arts are available. With a diverse and growing economy, renowned recreational activities and vibrant communities to call home, it's easy to see why Greater Reno-Tahoe is a great place to live, play and work.

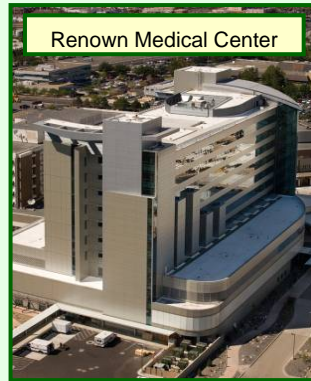


Vibrant Downtown

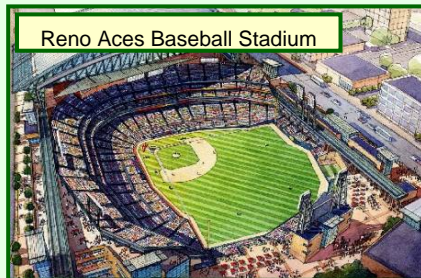
Millions of dollars have been invested in the Reno-Tahoe-Sparks community:



Whitewater Park



Renown Medical Center



Reno Aces Baseball Stadium



Palladio Condos



Special Events

The Reno-Sparks region is host to numerous world class events such as:

- ✦ Reno Jazz Festival (April)
- ✦ Reno River Festival (May)
- ✦ Street Vibrations (June)
- ✦ Reno Rodeo (June)
- ✦ Artown (July)
- ✦ Hot August Nights
- ✦ Burning Man (Aug—Sept)
- ✦ National Championship Air Races (Sept)
- ✦ Balloon Races (Sept)
- ✦ Best in the West Nugget Rib Cook-off (Sept)



Reno-Tahoe
Airport Authority

Conventions

With over 500,000 square feet of convention space and over 26,000 hotel rooms, the Reno-Tahoe Region attracts numerous large conventions.

- ✦ **Safari Club International** (January): 23,000 estimated attendees

- ✦ **United States Bowling Congress (USBC) Open Championship** (March—July): 70,000 estimated attendees

- ✦ **Rocky Mountain Elk Foundation** (March): 15,000 estimated attendees

- ✦ **Northern California Volleyball Association Spring Junior Volleyball Tournament** (April): 15,000 estimated attendees

- ✦ **Veterans of Foreign Wars of the US** (July): 10,000 estimated attendees



World Class Ski & Golf Resorts

18 World Class Resorts, including:

- ✦ Alpine Meadows (Family Favorite)
- ✦ Heavenly (Vail Resorts)
- ✦ Kirkwood (Most Annual Snowfall)
- ✦ Northstar Resort (Ritz-Carlton)
- ✦ Squaw Valley (Resort at Squaw Creek)



35 Golf Courses, including:

- ✦ Montreux: Home of PGA Legends Reno/Tahoe Open
- ✦ Edgewood: Home of the American Century Golf Championship



New & Expanded Developments

Ritz-Carlton Highlands

- ✦ 5-star resort
- ✦ 173 rooms, 75 residences and 78 fractional ownerships
- ✦ 20,000sf spa
- ✦ 11,000sf meeting space



Atlantis Casino, Resort, Spa

- ✦ \$50 million expansion
- ✦ Additional 116,000sf of new space
- ✦ 54,000sf of convention space
- ✦ Pedestrian walkway connecting to the Reno-Sparks Convention Center



Peppermill Reno

- ✦ \$400 million expansion
- ✦ Additional 600 rooms
- ✦ New upscale shopping
- ✦ New 65,500sf convention center
- ✦ 30,000sf Spa Toscana



Legends at Sparks Marina

- ✦ 2 million sf destination, entertainment and retail complex by RED Development
- ✦ 50 shops and restaurants, including Scheels Sporting Goods, Gap, Banana Republic, Addidas, Anne Taylor, Fuddruckers
- ✦ Expected to generate approximately \$600 million in taxable sales annually



The Summit (Reno)

- ✦ Regional lifestyle center, located at Mt. Rose Hwy and South Virginia St.
- ✦ 566,392 sf, developed by Bayer Properties, L.L.C.
- ✦ 70 shops and restaurants, including BJ's Brewhouse, Coach, Dillard's, Old Navy, Sephora, Williams-Sonoma and Century Theaters



Corporate Advantages

Nevada is one of the top states in which to operate due to its well-established reputation for business-friendly laws. Greater Reno-Tahoe offers favorable corporate structure and governance, legal systems that work in favor of business and economic development incentive programs.

Major Reno-Tahoe Companies

- ✦ AT&T: telephone
- ✦ Hamilton Company: medical supply
- ✦ International Game Technology: gaming equipment
- ✦ Sportif USA: sports apparel
- ✦ PC-Doctor: software developer
- ✦ Boise Cascade: paper/timber products
- ✦ Hidden Valley Ranch: Division of Best Foods
- ✦ Ralston Foods: dog food
- ✦ Michelin: tire manufacturer
- ✦ Sherwin-Williams: paint and related products
- ✦ Starbucks Roasting Plant and distribution center
- ✦ Blue Cross/Blue Shield: insurance
- ✦ Intuit: Software development, R&D, call center
- ✦ Sierra Nevada Corporation: defense contractor
- ✦ Ormat: geo-thermal / renewable energy
- ✦ James Hardy Company: construction/siding
- ✦ MicroFlex: healthcare gloves
- ✦ Twelve Horses: high tech R&D
- ✦ Miller Heiman: national sales consultants



- ✦ Cisco Systems: software financial division
- ✦ Gannett Company, Inc.: newspaper publisher
- ✦ John Deere: farm equipment
- ✦ Oracle Corporation: software financial division
- ✦ Excel Communications: telecommunications
- ✦ Microsoft: software licensing division
- ✦ Netflix: in-home movie fulfillment
- ✦ Harley Davidson: financial services division



Distribution Companies:

- ✦ J.C. Penney
- ✦ Wal-Mart
- ✦ Barnes & Noble
- ✦ Arrow Electronics
- ✦ Amazon.com
- ✦ Publishers Group West
- ✦ Dell Computers
- ✦ K2
- ✦ Aramark
- ✦ Hobbico Corporation of America
- ✦ Patagonia
- ✦ Pfizer Pharmaceuticals



Global Reach of Reno-Tahoe Economy: Foreign-Owned Companies

- ✦ **Australia**—Hydro Conduit Corp. (concrete pipe and box)
- ✦ **Canada**—Anachemia Science (chemicals, lab and mining supplies) and Racan Industries (air handling products)
- ✦ **Denmark**—Skagen Designs Ltd. (watches, eyewear)

- ✦ **France**—Aventis Pharma (pharmaceuticals), and Universal Music Group (cd's, cassettes, tapes)



- ✦ **Germany**—BMG Distribution (pre-recorded music), Boehringer-Ingelheim (prescription pharmaceuticals), Kässbohrer All Terrain Vehicles (snow-grooming tractors), Sarstedt (medical and scientific instruments), and Veka West (extruded vinyl windows and doors)

- ✦ **Israel**—Ormat Energy (geothermal power)
- ✦ **Italy**—ENEL Geothermal LLC (geothermal)



- ✦ **Japan**—Molten USA (athletic equipment), USA Tsubaki (industrial conveyor chains), and Yajima USA (structural steel fabrication)

- ✦ **Netherlands**—Eagle Picher Ind. Inc. (mining and earth processing)
- ✦ **New Zealand**—Interlock (distributes window and door hardware)

- ✦ **Scotland**—Coats & Clark, Inc. (threads, yarns, and sewing notions)

- ✦ **Singapore**—Polyvision (optical lenses— injection molding, Vicor International (emergency, fire, safety, military equipment), and Gems TV (manufacturer and retailer of colored gemstone jewelry)



Benefits and Incentives

Description of Typical Benefits



Nevada's incentive program is one-of-a-kind and one of the best reasons to do business in Nevada. Business owners and their employees keep more of what they earn than those in other states because Nevada offers one of the most attractive tax structures in the country.

- ✦ No Corporate Income Tax
- ✦ No State Personal Income Tax
- ✦ No Franchise Tax
- ✦ No Unitary Tax
- ✦ No Special Intangible Tax
- ✦ No Inventory Tax
- ✦ No Inheritance Tax
- ✦ No Estate Tax
- ✦ No Gift Tax
- ✦ Nominal Annual Fees
- ✦ Minimal Reporting Requirements
- ✦ Competitive Sales and Property Tax Rates
- ✦ Minimal Employer Payroll Tax (Modified Business Tax)

State Job Creation Incentives

- ✦ **Sales & Use Tax Abatement** – A partial sales/use tax abatement on capital equipment purchases of over \$1,000,000
- ✦ **Sales and Use Tax Deferral** – Combined with the abatement in some cases with

only \$100,000 in capital equipment purchases required to qualify

- ✦ **Personal Property Tax Abatement** – For capital equipment purchases with a minimum investment of \$50,000,0(Industrial), \$5,000,000 (Non-Industrial)
- ✦ **Modified Business Tax Abatement** – An abatement of 50% for four (4) years

In addition to these tax incentives, the State of Nevada offers two training program incentives:

- ✦ **Train Employees Now Grant (TEN)** – A grant of \$1,000 per trainee with a twenty-five percent (25%) company match with program training administered and conducted in partnership with the community college (Western Nevada College in our region).
- ✦ **Nevada Department of Training, Employment and Rehabilitation's (DETR) Employee Training Program** – Pays 50 percent of employee's labor cost for first six (6) weeks for new jobs, the cost of training provider and materials, and any special uniform or gear required.



Source: Nevada Commission on Economic Development (NCED)

State and Local Tax Summary

Sales & Use Tax – As a percentage of goods purchased including equipment purchases.

Washoe County rate is 7.725%.

Modified Business Use Tax - The Modified Business Tax is a quarterly payroll tax based on gross wages. If the sum of all taxable wages, after health care deductions, paid by the employer does not exceed \$62,500 for the calendar quarter, the amount of tax is 0.5% of the sum of those wages (0.005). If the sum of all the wages paid by the employer exceeds \$62,500 for the calendar quarter, the tax is \$312.50 plus 1.17% of the amount the wage exceeds \$62,500. For example: if the sum of all wages for the 12/09 quarter is \$101,000. The tax is \$312.50 plus \$450.45 (0.0117 x \$38,500 which is the amount exceeding \$62,500) = total tax due of \$762.95.

Property Taxes - Personal and Real Property taxes are collected by the counties in Nevada. The assessment policies and procedures are.

Calculating Real Property Taxes:

The formula for calculating real property tax is as follows:

$$\begin{aligned} \text{Taxable Value} \times \text{Level of Assessment} &= \text{Assessed Value} \\ \text{Assessed Value} \times \text{Tax Rate} &= \text{Total Real Property Tax} \end{aligned}$$

Calculating Personal Property Taxes:

Using the Cost Conversion Factor tables in the Personal Property Manual: http://tax.state.nv.us/DOAS_FORMS/LA%20Personal%20Property%20Manual%202008-09.pdf, use the following formula to calculate the assessed value. The assessed value is the value on which taxes are calculated.



$Actual\ Cost \times Cost\ Index\ (for\ appropriate\ year) = Cost\ of\ Replacement$
 $Cost\ of\ Replacement \times Percent\ Good = Taxable\ Value$
 $Taxable\ Value \times .35 = Assessed\ Value$
 $Assessed\ Value \times Tax\ Rate = Total\ Personal\ Property\ Tax$

State Business License Fee - \$200 paid annually

Labor

Workforce Advantages

As a right-to-work state, Nevada protects the right for employees to choose for themselves whether or not they want to join or support a union. Plus, workman's compensation insurance rates are nearly seventy-five percent (75%) less than those in neighboring California for certain business classifications.

Many companies move to Greater Reno-Tahoe for their expansions due to the favorable business climate, the superb quality of life and the abundant activities available to their employees. In addition, the region offers great access to government where our elected officials still believe in business and will go out of their way to address any circumstance that may arise and who will work hard for your success.

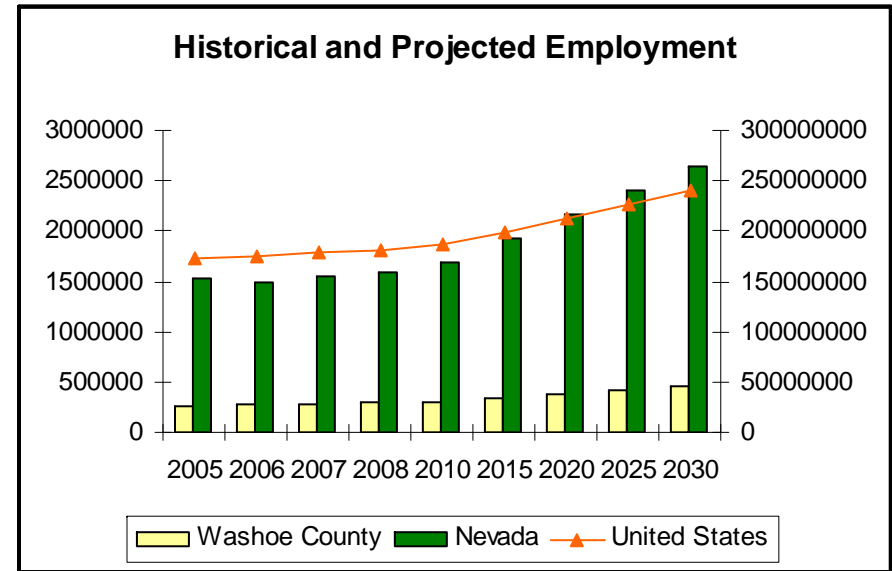
Minimum Wage Requirements

Minimum wage is \$7.25 per hour, while the minimum wage for employees not receiving health benefits is \$8.25 per hour.

2006-2010 Statistics for Washoe County

Year	2010	2009	2008	2007	2006
Labor Force	225,280	225,333	231,840	226,326	216,078
Employed	195,145	210,082	216,069	215,892	207,510
Unemployed	30,135	26,439	15,771	10,434	8,568
Unemployment Rate (Local)	13.4	11.8	6.8	4.6	4.0

Source: Department of Employment, Training and Rehabilitation (DETR)



Source: Washoe County Consensus Forecast 2003-2025/2008-2030, Woods & Poole Economics

Nevada's Worker's Compensation Program

Nevada is a great place for business. Our workers' comp programs are evidence of that fact. Many companies have moved to Nevada for just that reason. The workers comp rate is 7 percent less than California's in many categories.

In addition, Greater Reno-Tahoe is home to two statewide self insured coops. These programs dramatically reduce worker's comp rates and put the premium profits back to the coop. No more paperwork than traditional plans and much less cost.

Pro Group Management is the premier administrator of self-insured groups for workers' compensation in Nevada and is an approved Captive Manager specializing in alternative risk transfer solutions for businesses of all sizes and types. Pro Group manages five successful self insured workers' comp groups and has achieved record growth continuously since 1995.



To learn more about their services, call (800) 359-3177 or visit <http://www.pgmnv.com>.



CHSI designs and manages self-insured workers' compensation programs that help clients be more competitive. To learn more about their services, please call (866) 924-8171 or visit <http://www.chsi-nv.com>.

Nevada is an exclusive remedy state. Exclusive remedy means that an injured employee, generally, cannot sue an employer for work related injuries if the employer has purchased workers' compensation insurance as required by Nevada law. If an injured employee accepts benefits under workers' compensation, the employer is protected from lawsuits.



Risk Management is up to the discretion of the employer. Questions regarding worker compensation may be directed to the Department of Employment, Training and Rehabilitation at (775) 687-3187.

Information for employer's about worker's compensation in Nevada can be found at the following link: <http://dirweb.state.nv.us/WCS/employer.htm>.

The statutes are clear on the issue of employer coverage. Unless excluded by statute, "... Every person, firm, voluntary association and private corporation, including any public ser-

vice corporation, which has in service any person under a contract of hire needs coverage." (NRS 616A.230)

Worker Training Programs

Nevada JobConnect, a division of DETR the State's labor department, offers many training programs and related free services in addition to standard and competitive training grant programs.

On-the-Job Training (OJT)

OJT is provided through JobConnect's Career Enhancement Program (CEP). Training is provided on-site by the employing company and can include funds for specialized gear. There is up to a 50 percent cost of labor reimbursement available for each individual hired on a full-time basis for which a contract is written for a six (6) week training period. Approximately 25 contracts may be written per company per



year for jobs with a minimum starting salary of \$10 plus per hour. For a company to be eligible for OJT contracts, they

must be registered with the Secretary of State to do business; have obtained an Unemployment Insurance Account number; have the proper city/county business licenses; and have an I.R.S. Employer Identification Number.

Reimbursement and Incentives to Employers

Train Employees Now (TEN) Grant is a grant of \$1,000 per trainee with a 25 percent company match, with program training administered and conducted in partnership with the community college (Western Nevada College in our region). The TEN program is available as part of the state's incentive program.

Assistance with Employment Related Advertising and Recruitment



Nevada JobConnect Career Centers are user-friendly facilities located throughout the state that provide businesses and job seekers with person-

alized attention and a variety of valuable services, including job listings, job placement, work registration, labor market information, career information and guidance, assessment, information about education and training opportunities, unemployment insurance information, information on filing for unemployment insurance, resume preparation, referrals to other partner agency services, and more. Visit www.nevadajobconnect.com for more information.

Job Placement Assistance

Nevada JobConnect services are available at no cost to the employer. In addition, once a staffing request has been placed with JobConnect, the information circulates nationwide and statewide appearing through www.americasjobexchange.com/nv.



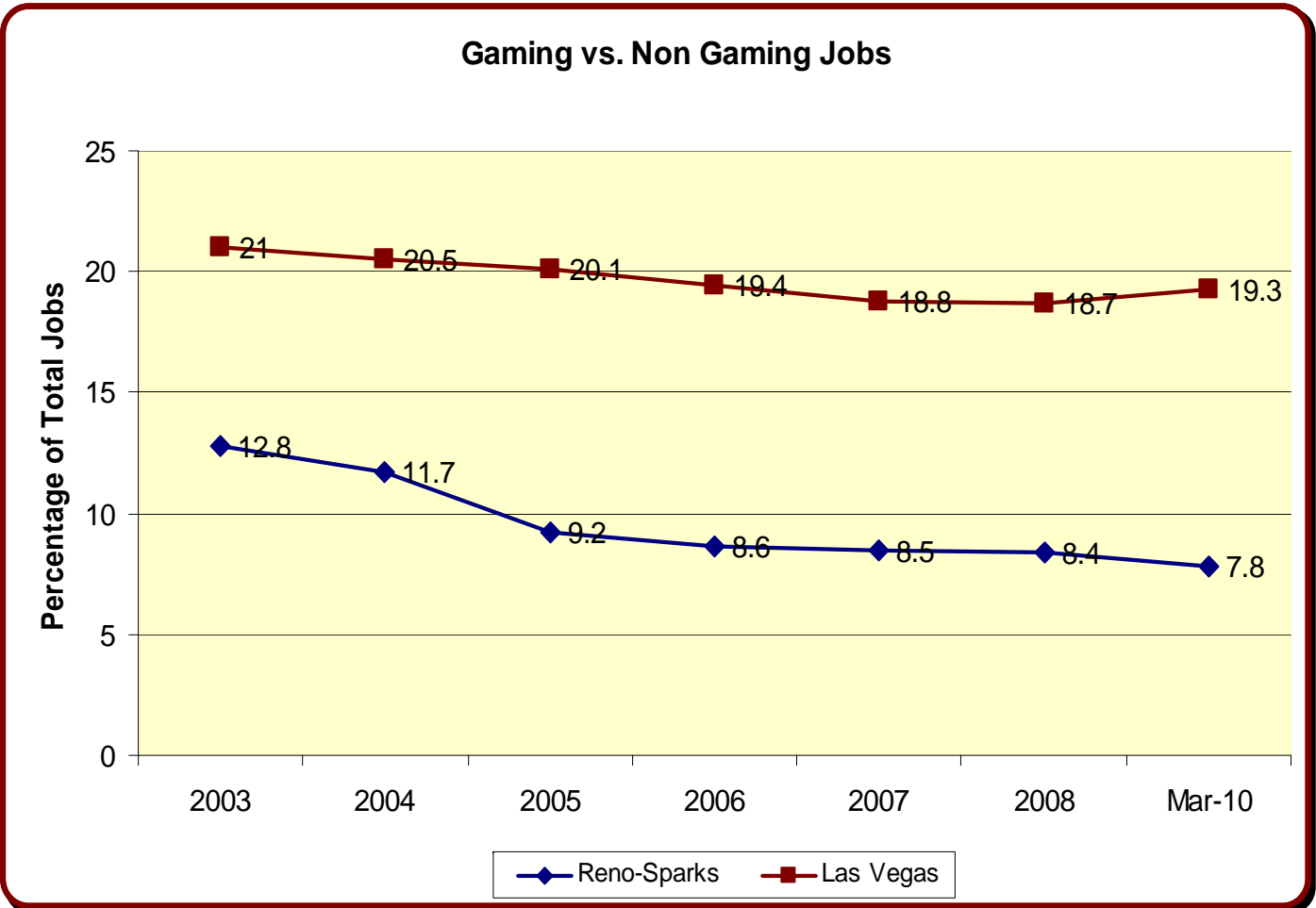
**Nevada — A
Right-to-Work State —
A Business Advantage**

Nevada is a Right to Work state. Right to Work law secures the right of employees to decide for his or herself whether or not to join or financially support a union. However, employees who work in the railway or airline industries are not protected by a Right to Work law, and employees who work on a federal enclave may not be.

Any questions regarding rules and regulations are handled through the State Labor Commissioner's office (775) 687-4850.



Reno-Tahoe Diversification



Source: NV Energy.com, June 2010

Greater Reno-Tahoe Market Access & Distribution

International Services

The **Reno-Tahoe International Airport** is an important asset to the region, generating a total annual economic impact of \$3.25 billion. The airport functions like a small city with over 2,600 employees working for a variety of companies. RTIA covers 1,540 acres. Six airlines and one charter carrier offer service at Reno-Tahoe International with 16,000 seats available through the airport each day:

- | | |
|---------------------------|-------------------------------|
| ✈ Alaska/Horizon | ✈ United/Continental |
| ✈ American/American Eagle | ✈ US Airways |
| ✈ Delta/Delta Connection | ✈ Allegiant (charter service) |
| ✈ Southwest | |

As the 64th busiest commercial airport in the nation, Reno-Tahoe International Airport (RTIA) served more than 3.82 million passengers in 2010. Located only 5 minutes from downtown Reno and 40 minutes from some of the finest ski resorts and outdoor recreation in the world, RTIA is the Gateway to America's Adventure Place. Free WiFi, free local calls, a cell phone waiting lot, and a dog park are all part of the customer service culture at Reno-Tahoe International.

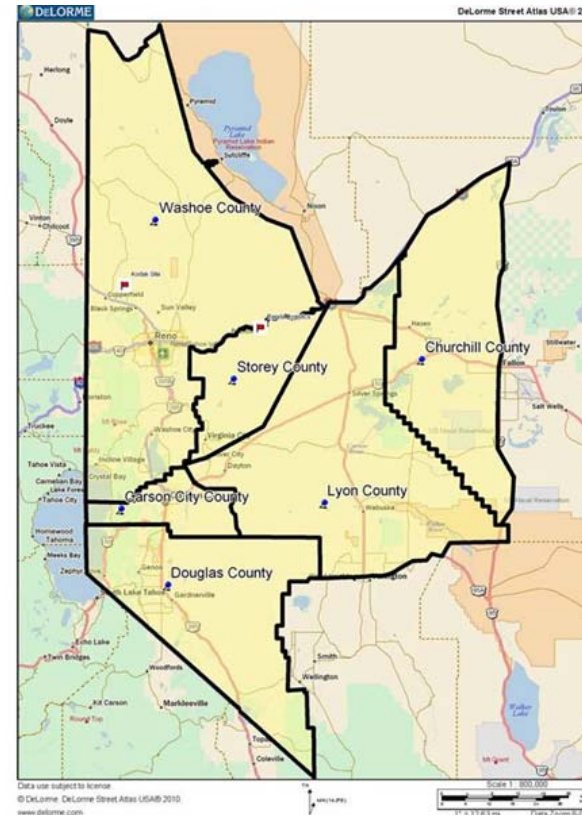


Currently, there are 136 daily arrivals/departures to and from RTIA to 16 nonstop destinations and another 27 one-stop cities on 6 airlines with 16,000 commercial airline available seats arriving/departing every day to/from Reno. We connect at 12 major airline hub cities and offer direct or connecting service to anywhere in the world.

Located approximately 10 miles north of downtown Reno on 5300 acres, **Reno-Stead Airport** is a General Aviation Reliever Airport with two runways. Recent improvements have included a new Air Tanker Facility opened by the Bureau of Land Management (BLM) as well as 9,000 feet of new runway and upgrades to runway lighting.



Foreign Trade Zones



Foreign Trade Zone—Alternative Site Framework

A Foreign Trade Zone is designated by the United States Customs Department and allows foreign and domestic merchandise to be admitted for operations such as storage, exhibition, manufacture, and processing, without being subject to formal Customs entry procedures, the payment of Customs duties or the payment of federal excise taxes. Both Reno-Tahoe International Airport and Reno-Stead Airport are included in Nevada's Foreign Trade Zone.

Foreign Trade Zone (FTZ) Advantages

- ✈ Cash Flow
- ✈ Exports
- ✈ Waste/Scraps/Defects/Damage Obsolescence
- ✈ Inverted U.S. Customs Duty Savings
- ✈ Nondutiability of labor, overhead and profit
- ✈ Reduced cycle time
- ✈ Weekly Entries
- ✈ Harbor Maintenance Fee
- ✈ Taxation
- ✈ Production Machinery
- ✈ International Returns
- ✈ Country-of-origin marking/labeling

Alternative Site Framework Plan

In 2010, northern Nevada was approved for an Alternative Site Framework (ASF) plan. The ASF provides foreign-trade zone grantees with greater flexibility to meet specific requests for zone status by utilizing the minor boundary modification process.

Opportunities and Benefits of Alternative Site Framework

The Alternative Site Framework plan makes FTZ application easier and less expensive, offering the following benefits:

- ✈ Warehousing/Distribution in 30 days
- ✈ Manufacturing under Temporary/Interim (T/IM) in 75 days
- ✈ No filing fee
- ✈ Possible production equipment benefit
- ✈ Lower cost entry for companies
 - ◆ Free or \$1600 vs. \$6500 for subzone
 - ◆ Costs of application preparation
 - ◆ Simplifies information gathering process

(Source: Foreign Trade Zone Corporation 2010, Miller & Company P.C.)

Operator:

Nevada Foreign Trade Services (NFT) are contracted by Griffin Transport Services, Inc., to manage day-to-day operations. For information on

how to be a part of a foreign trade zone, contact the Economic Development Authority of Northern Nevada at: info@edawn.org or Russ Romine at Griffin Global Logistics at (775) 331-8010.

Air Cargo Information

Reno is located north of San Francisco and west of Los Angeles.

The proximity to major West Coast ports provides next day capability for movement of cargo back and forth for import and export as well as domestic spoke-and-hub services via air, truck or rail. At the same

time, Reno has customs facilities and personnel to handle nearly all import and export needs, while Reno-Tahoe International Airport is capable of handling a variety of international and domestic services and flights.

- ✈ Alaska/Horizon
- ✈ American/American Eagle
- ✈ Delta/Delta Connection
- ✈ Southwest
- ✈ United/Continental
- ✈ US Airways
- ✈ Allegiant (charter service)



Approximately 310,000 pounds of cargo arrives/departs daily through the Reno-Tahoe International Airport.

Currently, Reno-Tahoe International Airport is served by the following air cargo carriers:

- ✈ United Parcel Service Co. (UPS)
- ✈ FedEx Express
- ✈ DHL (International Only)
- ✈ Capital Cargo Intl.



Air Cargo Numbers (in pounds)

Month	2008	2009	2010
January	11,231,880	8,777,047	8,695,804
February	9,786,730	7,675,284	7,679,924
March	9,519,983	8,237,243	8,814,895
April	9,915,236	7,841,936	8,633,892
May	9,923,064	7,619,402	8,273,448
June	9,811,115	7,967,294	8,737,038
July	9,811,115	7,967,294	9,113,694
August	9,763,038	7,929,474	9,388,206
September	9,890,572	8,553,601	9,871,400
October	9,971,505	8,519,360	9,915,411
November	8,811,895	8,093,678	9,706,711
December	12,713,339	13,149,429	14,186,519
Totals	120,232,329	102,233,891	113,016,942

Truck and Rail Services

Reno is situated at a major crossroads for truck and rail services, facilitating next day and deferred services throughout the nation and many parts of the world.



Largest Motor Carriers with Local Terminals:

ABF Freight Systems
775.342.0134
12155 Truckee Canyon Court
Sparks, NV 89431

YRC Transportation
775.359.9999
2251 Larkin Circle
Sparks, NV 89431

Con – Way Western Express
775.356.7402
1340 Spice Island Drive
Sparks, NV 89431

FedEx Freight
800.463.3339
2495 Tybo Avenue
Reno, NV 89512

UPS Freight
775.336.5100
8900 Terabyte Court
Reno, NV 89521

TS Logistics
775.358.5300
620 Spice Island Drive
Sparks, NV 89431

Oak Harbor Freight Lines
(775) 851-9100
8960 Terabyte Drive
Reno, NV 89521-5932

Trucking

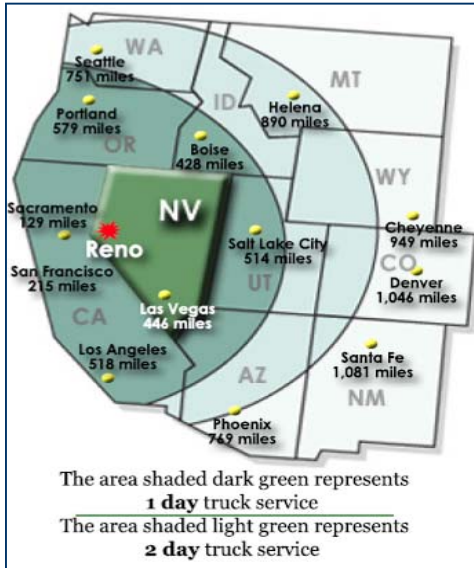
With borders on five states, Nevada provides efficient transportation links to major western markets. Reno/Sparks, located in Washoe County, is at the hub of an extensive transportation network on two major highway corridors:

Interstate 80 and U.S. Highway 395. Shipments from Reno/Sparks to 10 of the 11 western states occur on a second-day basis.

Interstate 80 connects Reno/Sparks to Sacramento and San Francisco to the west and Salt Lake City to the east. U.S. Highway 395 runs northbound to Oregon, Washington, and Canada, and southbound to Los Angeles.

Barnes & Noble, Amazon.com, Patagonia, Wal-Mart, JC Penney and Kmart distribution centers located in Greater Reno-Tahoe, carry shipments over these routes daily.





Sacramento, CA	129 miles
San Francisco, CA	215 miles
Boise, ID	428 miles
Las Vegas, NV	446 miles
Salt Lake City, UT	514 miles
Los Angeles, CA	518 miles
Portland, OR	579 miles
Seattle, WA	751 miles
Phoenix, AZ	769 miles
Helena, MT	890 miles
Cheyenne, WY	949 miles
Denver, CO	1,046 miles
Santa Fe, NM	1,081 miles

Rail Service

Union Pacific and Burlington Northern Santa Fe railroads service the Reno metropolitan area and provide efficient rail cargo distribution. Amtrak provides passenger service for Reno and Sparks travelers.

Mileage to and from Reno, Nevada

The Reno market area is centrally located on the United States west coast. This location provides easy and timely access to thirteen key metropolitan areas. (See diagram to left.)

Reno-Tahoe Airport Resource Partners

Management Assistance Partnership

(775) 445-3328

www.mapnv.com

Business & technical manufacturing assistance

Nevada Microenterprise Initiative

(775) 324-1812

www.4microbiz.org

Micro-loans – Business training

Nevada Small Business Development Center

(775) 848-2864

www.nsbdc.org

Resource for business training & counseling, business plans and NxLevel programs

Nevada's Center for Entrepreneurship & Technology

(775) 315-7635

www.ncet.org

Encourages & empowers entrepreneurs

Regional Data Center

(775) 841-7389

www.regionaldatacenter.com

Regional links, data & statistical information

Service Corps of Retired Executives

(775) 784-4436 www.score.org

Business counseling for entrepreneurs & businesses

U.S. Commercial Service - Export Assistance

(775) 784-5203 www.ita.doc.gov/cs

Global marketing & trade assistance

U.S. Small Business Administration

(775) 827-4923 x24 www.sba.gov

Loan assistance & programs & business support

Veterans Business Outreach Center

(916) 393-1690

www.vboc-ca.org

Assists & empowers veteran-owned businesses

Western Nevada Development District

(775) 883-7333

www.wnodd.org

Federal economic development funding for publicly owned industrial projects, grant writing & grant administration

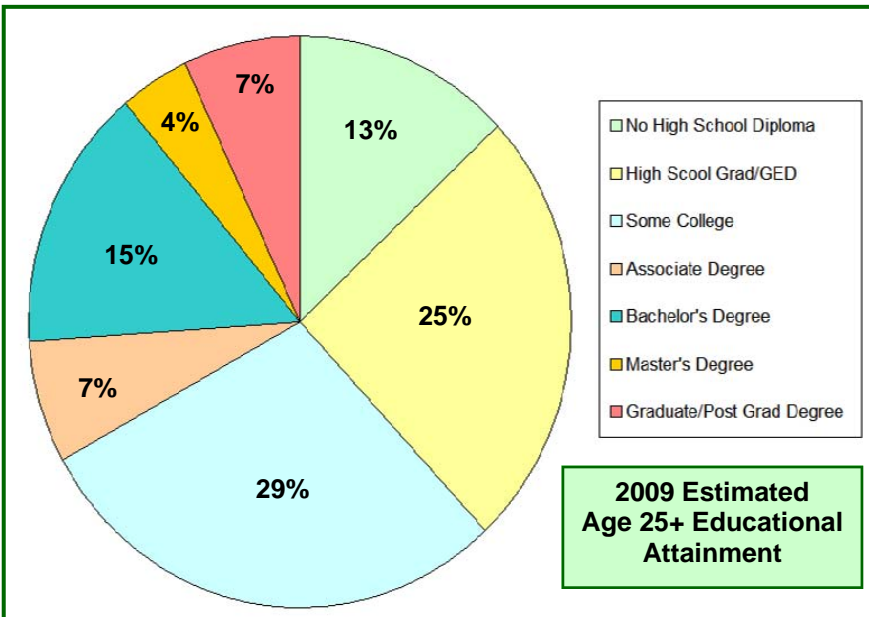


Climate

Weather Averages														
	Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
Washoe County	AVG High °F	45	51	56	64	73	83	92	89	79	68	54	45	66
	AVG low °F	21	24	29	33	40	47	51	49	41	33	27	20	37
	Pcpt. Inches	1.1	1.0	0.8	0.4	0.7	0.4	0.3	0.2	0.4	0.4	0.8	1.1	7.6
Nevada	AVG High °F	46	53	58	66	76	88	96	94	84	72	56	46	69
	AVG low °F	23	27	33	37	45	53	59	57	48	38	30	23	39
	Pcpt. Inches	0.8	0.7	0.7	0.5	0.6	0.4	0.3	0.4	0.4	0.4	0.7	0.8	6

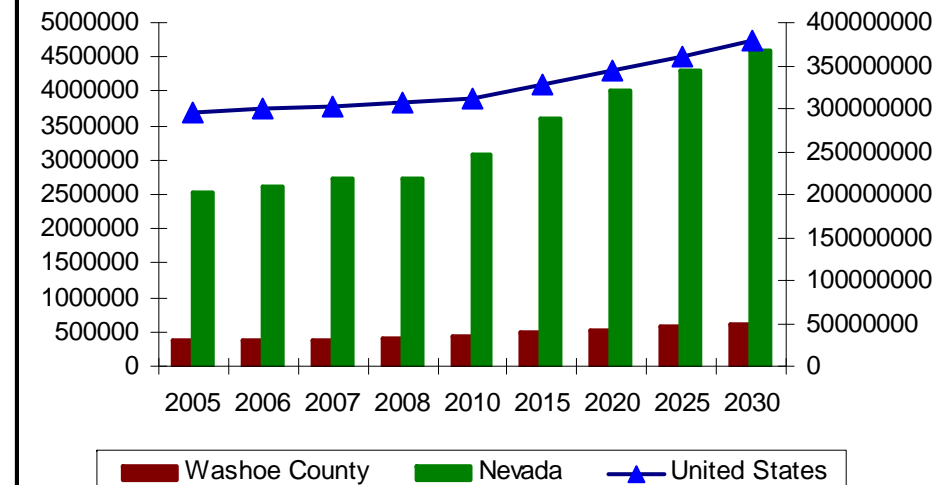
2009 Estimated Population: by Sex		
	Total	Percentage
Male	358,537	51.32%
Female	340,117	48.68%
Male/Female Ratio	1.05	
2009 Estimated Population: by Age		
Age 18 and over	536,431	76.78%
Age 21 and over	510,030	73.00%
Age 65 and over	88,890	12.72%
2009 Estimated Median Age		37.85

Demographic Snapshot



Source: Claritas, Inc. 2010

Historical and Projected Population



Source: Washoe County Consensus Forecast 2003-2025/2008-2030, Woods & Poole Economics



Demographic Snapshot (cont.)

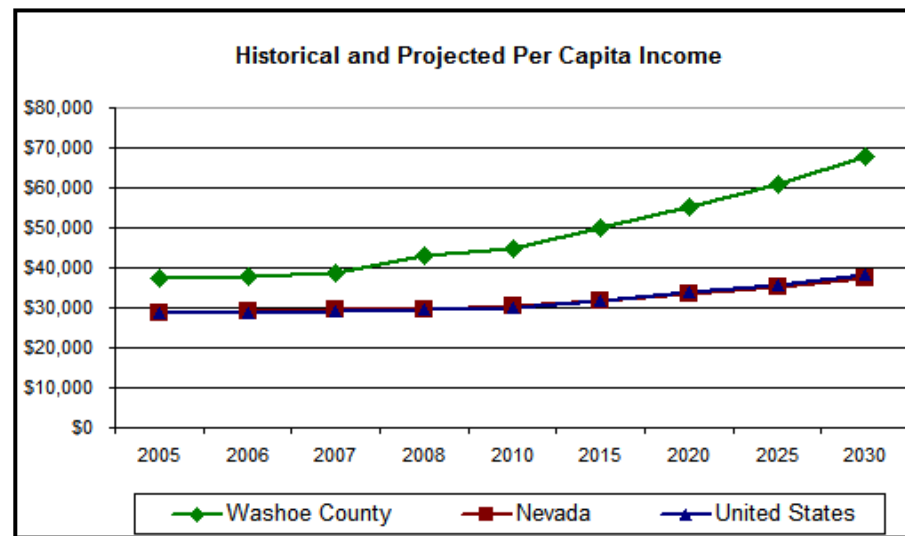
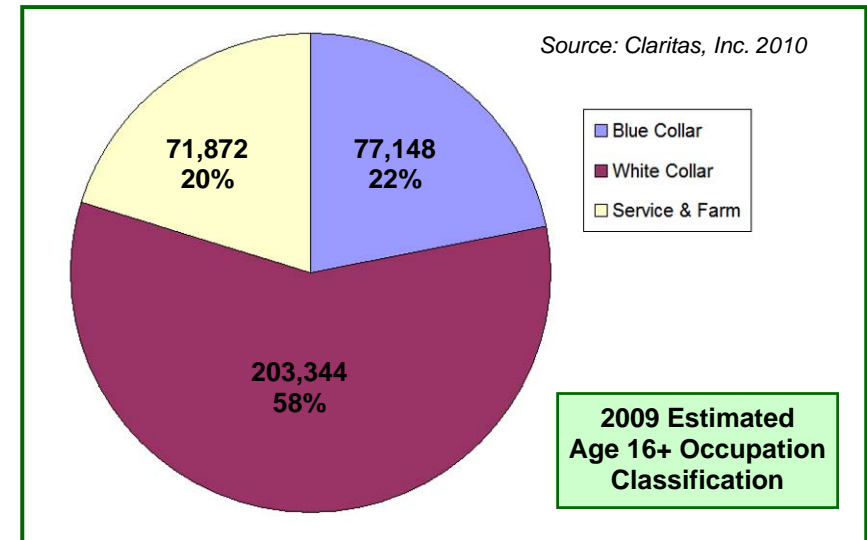
2009 Estimated Household Income		
Total Households	268,057	
Income	Total	Percentage
Less than \$35,000	77,398	28.9%
\$35,000 - \$49,999	41,974	15.7%
\$50,000 - \$74,999	58,214	21.7%
\$75,000 - \$99,999	37,228	13.9%
\$100,000 - \$149,999	34,120	12.7%
\$150,000 - \$249,000	12,722	4.7%
\$250,000 - \$499,000	4,449	1.7%
\$500,000 and more	1,952	0.7%
2009 Est. Avg. Household Income	\$72,478.75	

2009 Estimated Age 16+ Travel Time to Work		
Total Workers	334,316.00	
Time	Total	Percentage
Less than 30 min.	268,437	80%
30 - 44 min.	37,103	11.10%
45 - 59 min.	13,474	4.03%
60 or more min.	15,302	4.58%
2009 Est. Avg. Travel Time	22.16 min.	

Source: Claritas, Inc. 2010

Households	
Description	Total
2014 Proj.	294,773
2009 Est.	268,057
2000 Census	224,074
1990 Census	169,990

Source: Claritas, Inc. 2010



Source: Washoe County Consensus Forecast 2003-2025/2008-2030, Woods & Poole Economics

Median Home Value in Washoe County:

\$161,000

Source: Reno/Sparks Association of Realtors, Feb. 2011

Area Hospitals

Name	Address	Phone	Website
Northern Nevada Medical Center	2375 E Prater Wy Sparks, NV 89434	(775) 331-7000	www.northernnvmed.com
Renown Health	1155 Mill St Reno, NV 89502	(775) 982-4100	www.renown.org
St. Mary's Regional Medical Center	235 W 6th St Reno, NV 89503	(775) 770-3000	www.saintmarysreno.org
Veterans Administration - Sierra Nevada Health Care System	1000 W Locust St Reno, NV 89502	(775) 786-7200 or (888) 838-6256	www.reno.va.gov

Chambers of Commerce

Greater Reno-Tahoe chambers of commerce are local organizations of business networks whose goal is to further the interests of businesses within their communities and advocate on their behalf. Companies often become members to develop their business contacts and to demonstrate a commitment to the local economy. You are encouraged to actively support the area chambers and utilize the many services and programs they offer.

Name	Address	Phone	Website
Northern Nevada Chamber of Commerce	1420 Scheels Dr. Suite #108 Sparks, NV 89431	(775) 358-1776	www.sparkschamber.org
North Lake Tahoe Chamber of Commerce	969 Tahoe Blvd Incline Village, NV 89451	(530) 581-6900	www.laketahoechamber.com

Educational Structure

Greater Reno-Tahoe offers numerous schools from pre-school through four-year college programs. Employees within the region are known to commute from all four counties to the locations suggested. This breadth of geography allows employees to choose between varying communities and school systems. This includes public and private schools.

Greater Reno-Tahoe's Colleges and Technical Schools

Nevada offers immediate residency status for tuitions to higher education schools to all relocating employees of companies moving to Nevada.

Desert Research Institute (DRI)



DRI is the environmental research arm of the Nevada System of Higher Education. DRI conducts cutting-edge applied research in air, land and life, and water quality across Nevada, the United States and on every continent. With more than 500 employees and two main campuses in Reno and Las Vegas, Nevada, DRI generates \$50 million in total annual revenue. DRI seeks to be the world's scientific leader investigating the effects of natural and human-induced environmental change by increasing scientific knowledge and understanding of the earth's environment.

University of Nevada, Reno (UNR)

UNR is Nevada's leader in education and research, attracting the best students from across the state, country and around the world at its beautiful 290-acre campus. Students select from more than 70 undergraduate majors and more than 3,000 courses taught by a world-class faculty, representing a rich array of academic and professional programs. UNR has outstanding facilities, robust arts and cultural offerings and a picturesque community located in a mountain setting that is nationally recognized as a hotbed for outdoor recreation. Visit www.unr.edu for more details.



Truckee Meadows Community College (TMCC)

With five campuses and educational centers, TMCC is the fastest growing college in northern Nevada, offering academic and university transfer, occupational training, career enhancement workshops and other classes designed to promote lifelong learning opportunities. TMCC serves over 12,000 students with programs leading to associate degrees and certifications in more than 40 academic and occupational areas. TMCC offers students flexible scheduling, multiple class types (including internet, workshops and lectures), variety, affordability and convenience with more than 40 sites countrywide. For more information, go to www.tmcc.edu.



University of Phoenix



University of Phoenix, located in south Reno, is the largest private university with nearly 200 convenient locations in North America, as well as Internet delivery in most countries around the world. They have more than 100 degree programs at the associates, bachelors, masters and doctoral levels in much-desired employment areas, from business and technology to health care and education. The mission of University of Phoenix is to provide access to higher education opportunities that enable students to develop the knowledge and skills necessary to achieve their professional goals, improve the productivity of their organizations, and provide leadership and service to their communities.

Morrison University

At Morrison University, students get more than just an education – they get prepared for career-focused training. Programs are designed and taught by industry professionals to ensure training is centered on the actual demands of the workplace – not just theory, but the real-world skills and knowledge employers’ demand. Morrison University teaches students what employers want them to know! And, students receive the benefits of hands-on training and the chance to put skills into practice even before graduation – providing confidence in the educational field sought.



School District Information for Greater Reno-Tahoe

The **Washoe County School District (WCSD)** serves the educational needs of the area’s children, from pre-school through grade twelve, throughout the entire county. There are 91 schools with an enrollment in 2009 of 63,282 students.

Over the last decade, enrollment has increased by more than 15,000 students, a reflection of the area’s overall growth. The student body is more diverse than ever, with nearly 40% counting themselves among a racial or ethnic minority.

Washoe County School District	
Superintendent	Dr. Heath Morrison
Address	425 East 9th St Reno NV 89520
Phone	(775) 348-0200
Website	Www.washoek.k12.nv.us

College Entrance Exams 2009	
ACT English Scores (Scale 1-36)	
	Avg. Score
WCSD	21.2
Nevada	20.9
National	20.6
ACT Math Scores (Scale 1-36)	
WCSD	22.1
Nevada	21.4
National	21

College Entrance Exams 2009	
SAT Verbal Scores (200-800)	
	Avg. Score
WCSD	519
Nevada	500
National	500
SAT Math Scores (200-800)	
WCSD	528
Nevada	505
National	515

Source: Washoe County School District website

