

2003

ANNUAL REPORT

Nevada Small Business
Development Center

The Business Assistance Network



Mike Reed
Dean, College of
Business Administration
University of Nevada, Reno



Richard Flaherty
Dean, College of
Business Administration
University of Nevada, Las Vegas

Since its inception in 1985, the Nevada Small Business Development Center (NSBDC) has experienced tremendous growth in the number of clients served. In 2003 alone, the NSBDC touched 1000 more entrepreneurs than any previous year with their diverse, multi-faceted training and counseling programs. More importantly, the center continues to add new services to meet the ever-changing needs of Nevada's economy. With 13 state locations, assistance is never far from Nevada's entrepreneurs.

The ongoing challenge for the NSBDC is to keep pace with the changing needs of our business community. For this the center relies upon the multitude of quality partners with whom they work. The local chambers of commerce, economic development authorities, major utilities, private businesses and, of course, our elected officials all play a vital role in the statewide network.

In the coming year, the NSBDC has many challenges to address. The center will continue to focus on increasing the number of long-term client cases and NxLevel™ participants, the center's cornerstone training program. The ultimate goal is to provide quality business assistance and increase the economic impact in our communities.

The NSBDC will also continue to identify and develop new funding partners to maintain and expand their services. To do this, the center will utilize a number of programs including:

- Geographic Information Services (GIS)
- Business Environmental Program (BEP)
- Safety Assistance Service (SAS)
- Technology Development Assistance
- Disadvantaged Business Enterprise (DBE) Outreach Program
- State Demographer's Office
- Energy Conservation Education for Businesses
- Bureau of Business & Economic Research

These specialty programs help to enhance NSBDC business development efforts through out the state.

By working together with their numerous partners and community organizations, the Nevada Small Business Development Center is making great strides towards building and supporting a healthy and prosperous economy in Nevada for years to come.

WELCOME

I am pleased to present to you the Nevada Small Business Development Center's (NSBDC) annual report summarizing our accomplishments for 2003. During this year, we provided assistance to just over 11,000 entrepreneurs and participated in a wide variety of statewide economic development initiatives.

More importantly than the number of businesses we assisted are the wide variety of services we offer:

Growing and Managing a Successful Business

Helping existing business owners overcome obstacles, expand, and develop their business through free, confidential advising and low-cost training seminars.

Starting a Business

Offering free, confidential counseling and low-cost training seminars addressing a wide variety of start up issues including business plans, financing, taxes, licensing, and marketing.

Environmental and Safety Assistance

Delivering environmental and OSHA assistance to businesses in a confidential, non-regulatory, friend-of-business approach.

Measuring Growth and Economy

Providing our clients with the most current demographic and economic information available for Nevada.

Research for Business and Government

Working with state, local, and private entities to meet small business research needs.

Additionally, you may notice a new "look" to the NSBDC this year. Even though we have revised our logo, colors, and style, our purpose remains the same: to enhance Nevada's economic growth through business development.

Our success would not be possible without our dedicated staff and the resources provided by our numerous funding partners. I would especially like to thank the U.S. Small Business Administration, the University of Nevada-Reno, the University of Nevada-Las Vegas, the Nevada Division of Environmental Protection, the Nevada Department of Taxation, and the U.S. Environmental Protection Agency.

Through continued support and innovative programs, the NSBDC remains committed to helping Nevada maintain a healthy economy in 2004 and beyond.



Sam Males
NSBDC State Director

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2003 SERVICES SUMMARY

Clients Consulted	2083
Total Consulting Sessions	4990
Total Consulting Hours	7191
Average Hours Per Client	3.45
Training Events	199
Total Training Event Attendees	4764
Total Training Hours	17,531

The Nevada Small Business Development Center (NSBDC) is a statewide resource for business assistance, providing a unique array of services, expertise, and training in all areas including starting, growing, and developing a business.

The NSBDC also offers information and guidance in understanding and complying with environmental and safety regulations.

In addition, the NSBDC provides useful information and analyses of the economy, environment, and demographic data to assist businesses, government, and other organizations promote economic growth in their communities.

COUNSELING, TRAINING, & COMMUNITY OUTREACH

- Partnered with Citibank and the International Sign Association (ISA) for the NxLevel™ Entrepreneur program. Added a 13th week to the program to discuss the importance of signage. A record attendance for this cornerstone training program was achieved.
- Started a monthly newspaper column called, "Mind Your Own Business – Your Business Questions Answered," in the Humboldt Sun and Elko Daily Free Press.
- Collaborated with the Nevada Procurement Outreach Program, Clark County, and the city of North Las Vegas to host "Business Opportunity Day." Businesses desiring to compete for government contracts displayed their products and services to potential buyers. The event drew over 200 participants.
- The Ely office and the Rural Nevada Development Corporation (RNDC) designed and implemented an annual business expo.
- Partnered with the SBA to hold a Small Business Loan Expo in Reno and Las Vegas. The events drew a total of 538 attendees.
- The Reno office housed two SBA economic specialists to assist clients with financing.
- Provided counseling to area disabled entrepreneurs, including those receiving assistance from Nevada Vocational Rehabilitation, Social Security, and the Veteran's Administration.
- Through the U.S. Department of Justice, educated small business owners on employer rights and responsibilities under the anti-discrimination provisions of the Immigration and Nationality Act (INA) through statewide workshops.
- Received a Community Development Block Grant (CDBG) to provide services to poverty and underserved individuals and businesses in Henderson.
- Implemented an IRS training series for Nevada businesses.
- Developed a Small Town Marketing training series for rural businesses.

HIGHLIGHTS

ENVIRONMENTAL & SAFETY ASSISTANCE

- Served on the EPA's National Compliance Assistance Advisory Committee which seeks to improve the quality and availability of small business assistance regarding EPA compliance regulations.
- Partnered with the Center for Behavioral Safety to provide a 1.5 day behavior based safety seminar.
- Worked with Sierra Pacific Power Company, Wells Fargo Bank, the Nevada State Office of Energy, and the UNR Energy Assessment Center to increase small business energy conservation awareness. This program was expanded through a Rebuild America grant with the U.S. Department of Energy and includes Nevada Power and the cities of Henderson and Reno as additional partners.

RESEARCH FOR BUSINESS & GOVERNMENT

- Secured funding to develop a comprehensive economic/demographic database of Hispanic businesses through the Northern Nevada Hispanic Chamber of Commerce.
- Provided economic indicator reports to several Nevada banks.
- Created wall-size maps of residential and commercial parcels.
- Initiated a project with the Nevada Department of Transportation to estimate the economic impact of airports in Nevada.
- Assisted with a feasibility assessment and marketing plan for the UNR Fire Science Academy.
- Generated a Henderson Business Activity Report, at the request of the City of Henderson.
- Calculated the economic impact from ESPN's Great Outdoor Games for the Reno-Sparks Convention & Visitors Authority.
- The State Demographer's Office, through funding by the Nevada Department of Taxation, estimated the official state, county, city, and unincorporated town populations.
- Assisted with a study to determine the feasibility of developing a region-wide incubator system in Elko, White Pine, and Humboldt counties.

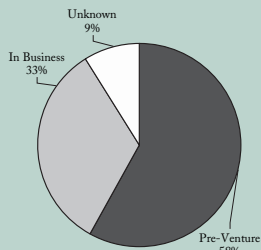
Disadvantaged Business Enterprise (DBE) Program Accomplishments

Clients Consulted	158
Consulting Sessions	213
Total Consulting Hours	224
Average Hours Per Client	1.42
Training Events	11
Total Event Attendees	582
Total Inquiries	394
Total Inquiry Hours	109
Community Events Attended	58
Referrals Provided	116
Presentations Conducted	38
Total Presentation Attendees	914

- Hank Pinto, Program Manager, was appointed to serve on the MGM-Mirage Community Advisory Council in Las Vegas.
- Pinto served on the Clark County Business Development Advisory Committee advising the Clark County Purchasing Divisions on issues relevant to southern Nevada's small, disadvantaged, minority, and women-owned businesses.
- Pinto was appointed to the National Association of Minority Contractors Advisory Board.
- Pinto was appointed as one of two male members on the Moms In Business Network (MIBN) Advisory Board.

The DBE program is funded by the Nevada Department of Transportation (NDOT), Nevada Department of Environmental Protection (NDEP) and the Nevada State Health Division.

Stages of Client Business*



*Approximate percentages

Pre-venture businesses dominate the southern Nevada market. In 2003, the Las Vegas office began developing the New Client Orientation program for clients who have never owned or operated their own business.

This class helps reduce the number of informational consulting sessions thus potentially increasing the caliber of client Las Vegas advisors assist. In Reno, Service Corps of Retired Executives (SCORE), housed at the NSBDC office, provides this service.

Client Inquiries

Total Inquiries	5509
Total Sessions	7565
Total Inquiry Hours	1466
Avg. Time per Client	.27

Client inquiries encompass a variety of issues including:

- Licensing
- Financing
- Forms of Ownership
- Taxation Issues
- Legal Issues
- Government Regulations

All About You Bridal Galleria

Henderson, Nevada

Welcome to All About You Bridal Galleria, Henderson's newest bridal shop. Opened in September 2003, the store sells everything a bride needs to have a beautiful wedding and is partnered with a number of other companies, such as florists, photographers, and bakeries, to provide a one-stop-shop for planning a wedding. The shop also features a wedding library where brides can look at wedding catalogs or find out where to attend cake tasting and flower arrangement seminars.

“The term ‘small business’ is an oxymoron. There is no SMALL when you are in business for yourself.”

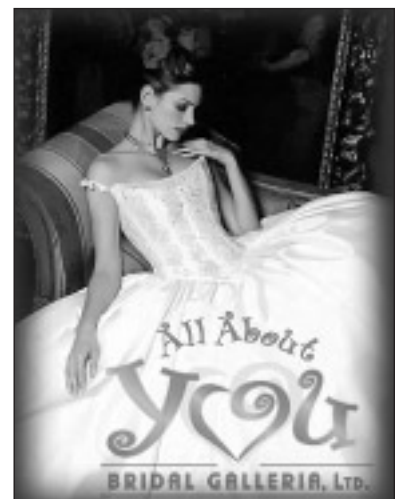
Laura Stade

Owner, Laura Stade, credits her daughters with the inspiration for such a unique bridal salon. After being laid off from her job in the resort industry, Stade was looking for a new career path. That's when her daughters suggested they start a business together. After researching the resources available through SCORE and the SBA, Stade came to the NSBDC for assistance.

Stade believes her store would not be as successful as it is without the help of the NSBDC. Her business development advisor helped her put together a business plan, cash flow projections, profit and loss statements, and cost of goods statements. Their diligent work paid off and Stade was able to secure a \$210,000 loan.

Since opening her doors, Stade has kept in contact with her advisor. “He is always willing to give me helpful hints on how to go about success!” she commented.

When asked about any advice she would pass along to new small business owners, she said, “The term ‘small business’ is an oxymoron. There is no SMALL when you are in business for yourself. It is all big and it is all critical. We will succeed by sheer stubbornness and only because of the preplanning assistance from the NSBDC.”



STARTUPS

Black Rock Pizza Co.

Sparks, Nevada

Black Rock Pizza, which opened in September 2003, is known for its casual dining experience and exotic pizzas. The menu features a gourmet line including 29 combination pizzas as well as salads, sandwiches, pastas, and desserts.

Dave and Linda Winchester had owned several businesses previously, but had been interested in opening a restaurant for several years. With Dave's background in business and Linda's culinary education, they thought it would be a great fit.



Photo by David Robert, *Reno News & Review*

Shortly after selling one business, they found a building with a pizza oven in a "great location for a really reasonable price," Dave said. They decided to buy it, but knew they would need help with a few things. That's when they sought out the NSBDC.

Their business development advisor helped them do a market analysis of the surrounding area as well as gathered a plethora of information about the restaurant business including profit and loss statements and business plans from other successful restaurants.

"New business owners are naive. The NSBDC gets them going in the right direction."

Dave Winchester

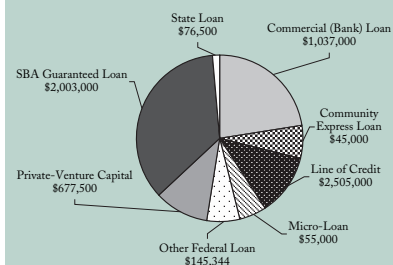
Overall, the Winchesters feel the concept is working well. Currently, Dave cited marketing as the hardest obstacle to overcome. "It's hard figuring out why people come and why they don't," he said.

When asked if they would recommend the NSBDC to new business owners, Dave said, "Absolutely, I have several times already. New business owners are naive and don't have a clue about a lot of things. The NSBDC gets them going in the right direction."

Economic Impact

Equity Financing	\$3,117,617
Businesses Reached	74
Loans	\$6,544,344
Businesses Reached	76
Assisted Start-ups	12
Approximate Value	\$549,000
Business Acquisitions	2
Approximate Value	\$210,000
Jobs Created	200
Jobs Retained	75

Sources of Financing



Loan Type	Clients Served
Commercial Bank Loan	17
Community Express Loan	5
Line of Credit	9
Micro-Loan	4
Other Federal Loan	5
Private-Venture Capital	8
SBA Guaranteed Loan	27
State Loan	1

Consulting Topics

Business owners consult with the NSBDC to find out more about a wide variety of business development related topics.

Consulting Topic	% of Clients
Accounting and Records	2%
Bus. Liquidation/Sales	.02%
Business Start-up/ Acquisition	47%
Engineering R&D	.02%
Financial Analysis/ Cost Control	2%
Govt. Procurement	5%
International Trade	.01%
Marketing/Sales	6%
Personnel	.03%
Source of Capital	14%
Technology	.02%
No Response	24%

Beaujolais Bistro

Reno, Nevada

Bill Gilbert, co-owner and head chef of Beaujolais Bistro, had helped open a handful of French restaurants and dreamed of one day having his own. Then in 2001, he found a perfect location.

Gilbert immediately sought out the advice of his business development advisor. "The NSBDC helped me put together a business plan and helped educate me on the realities of financing and operational costs," Gilbert said. He also enrolled in the NxLevel course for entrepreneurs. The course, "helped open my eyes and really made me look at the realities of owning a business," Gilbert commented.

"Take plenty of time to understand the nature of the business you are investing in and consult with the NSBDC."

Bill Gilbert

With the help of the NSBDC, Gilbert formed a partnership with his wife Trisha, and his in-laws, Gerald and Teresa Jackson. They became the first recipients of the Reno Redevelopment Agency's "Small Business Incentive Program" and secured a \$200,000 loan.

With the loan, they demolished the interior, converted an old garage into a banquet room, and renovated the whole place to feel like a traditional French bistro. After eight years of dreams and hard work, Beaujolais Bistro opened in November 2002. In 2003, the bistro was voted the Best New Restaurant by the *Reno Gazette-Journal*.

Gilbert believes one of the hardest things about running your own business is all the roles you have to play. "I'm a chef and that's a demanding position already," Gilbert said. In spite of all the work, Gilbert is glad his dream finally came true.

Gilbert also stayed in touch with his business development advisor.

Recently, the two consulted on expanding the hours of operation for their lunch and dinner service. When asked what advice he would give to future small business owners he said, "Have patience. Take plenty of time to understand the nature of the business you are investing in and consult with the NSBDC."



GROWTH

The Stray Dog

Elko, Nevada

“An eclectic bar for people of all ages,” is how co-owner Tracey Shingleton describes The Stray Dog, a bar she and her fiancé Mike Reynolds purchased in June 2003. Originally opened in 1995, Shingleton and Reynolds saw the potential the bar could have and wanted to make it their own.

Shingleton and Reynolds began looking into financing with Great Basin Bank and soon found that the amount of paperwork required was daunting. The bank recommended the two see the NSBDC for help.

With the assistance of their business development advisor, Shingleton and Reynolds put together their business plan and determined the asking price for the bar was fair. By the end of June they had received their \$105,000 loan.

“People are scared of SBA loans because of all the paperwork, but the NSBDC made it easy.” Shingleton commented. “Without the assistance of the SBDC, we would have never been approved for a loan because we didn’t even know what a business plan was, let alone how to write one!”

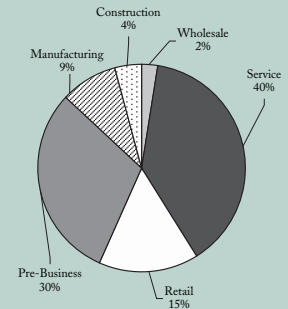
“People are scared of SBA loans because of all the paperwork, but the NSBDC made it easy.”

Tracey Shingleton

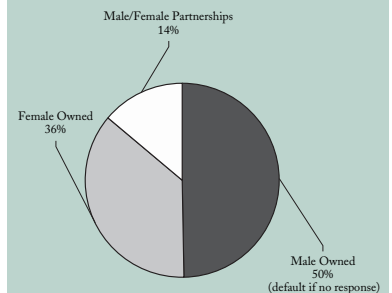
Shingleton and Reynolds began improving the bar as soon as the purchase was complete. They put down new flooring, painted and installed wood blinds. They also began opening for lunch.

Today business is up 48% over last year’s figures, which is way beyond what was outlined in their business plan. And their business development advisor regularly checks in with them to see how they are doing. “We are NSBDC fans,” Shingleton said. “They are an amazing asset to our community.”

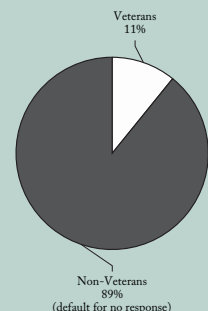
Types of Business Served



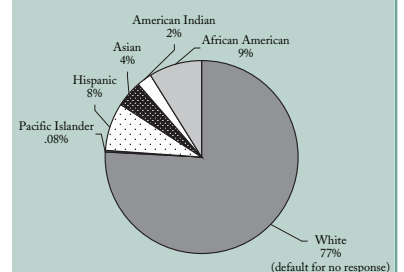
Male vs Female Business Owners



Veteran vs Non-Veteran Business Owners



Owner Ethnicity



Business Environmental Program (BEP)

This program provides advice to businesses expanding or relocating to Nevada regarding state and local regulations, compliance, permitting, and pollution prevention.

Summary of Services

Individual Consultations	110
Training Seminar Attendees	772
Assistance Line Requests	955
Companies Assisted with Waste Reduction	5
Pounds of Waste Reduced	47,033
Waste Reduction Cost Savings	\$48,454

BEP Effectiveness Survey Results

- 100% of respondents found the information BEP provided easy to understand and helpful for their operations.
- 95% felt BEP understood their particular business operations.
- 81% indicated they have passed on information provided by BEP to other businesses or referred other businesses to BEP.
- 72% indicated BEP referred them to other useful sources of information.
- 51% indicated they had reduced the amount of waste they generate with information delivered by BEP.

McCrosky's "Y" Service

Panaca, Nevada

Steve McCrosky was ready and waiting as soon as his father and uncles decided they were done running the family gas station and body shop. He had worked in the shop for over 24 years and was not about to let it go under or be run by someone else. He had big plans for expansion. He envisioned tearing down the old structure and building a new, modern-looking convenience store.

"The people at the NSBDC are orientated towards making the business work. It's nice to work with people who really care about you."

Steve McCrosky

A friend told him about the Nevada Small Business Development Center and suggested McCrosky give them a call. With the help of his business development advisor, McCrosky began learning about and writing his business plan. In addition, he began the arduous loan process.

In August 2003, McCrosky and his advisor took his business plan and application to several banks and to the Rural Nevada Development Corporation (RNDC). RNDC worked with McCrosky, Wells Fargo, and USDA Rural Development to get a guarantee through the Business and Industries Program.

"We are still in the process. We've run into a lot of roadblocks," McCrosky said. Currently, he is working on getting the environmental and historical studies done as well as appraisals. Despite all the hold ups, McCrosky is in good spirits. "I'm not going away," he said. He is determined to get the financing he needs to build the store he wants.

As for McCrosky's experience with the NSBDC, he would absolutely recommend them to anyone looking to develop their business. "I'd tell them the first thing they should do is contact the NSBDC," he said. "They are wonderful people and really good friends willing to go to bat for you," McCrosky commented. "They are orientated towards making the business work. It's nice to work with people who really care about you."

PARTNERS

Asian Chamber of Commerce
 Association of Small Business
 Development Centers
 Austin Chamber of Commerce
 Black Mountain Community Bank
 Boys and Girls Club of Northern
 Nevada
 Caliente Chamber of Commerce
 Carson Board of Realtors
 Carson City
 Carson City Area Chamber of
 Commerce
 Carson Valley Chamber of
 Commerce and Visitors
 Authority
 Center for Behavioral Safety
 Churchill Economic Development
 Authority
 Citibank
 City of Elko
 City of Henderson Downtown
 Redevelopment
 City of Henderson Economic
 Development
 City of Las Vegas
 City of North Las Vegas
 City of North Las Vegas
 Economic Development
 City of Reno
 City of Sparks
 City of Winnemucca
 Clark County Business
 Development
 Clark County School District
 Community Business Resource
 Center
 Community College of Southern
 Nevada
 Community Service Agency of
 Northern Nevada
 Computer Intellect
 Dayton Chamber of Commerce
 Douglas County
 Douglas County Builders Industry
 Association
 Economic Development Authority
 of Esmeralda/Nye Counties
 Economic Development Authority
 of Western Nevada
 Economic Opportunity Board
 Elko County Economic
 Diversification Authority
 Eureka County Economic
 Development Program
 Experimental Program to
 Stimulate Competitive
 Research (EPSCoR)
 First Independent Bank
 First National Bank of Ely
 Geneva Companies
 Great Basin College
 Great Basin Development
 Association
 Henderson Chamber of
 Commerce

<p>U.S. Small Business Administration University of Nevada, Reno U.S. Environmental Protection Agency</p>	<p>Nevada Division of Environmental Protection Nevada Department of Taxation University of Nevada, Las Vegas</p>
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Henderson Economic
 Development Resource
 Partners
 Henderson Resource Center
 Heritage Bank
 Humboldt County
 Humboldt County Chamber of
 Commerce
 Humboldt Development Authority
 Incline Village Chamber of
 Commerce
 Innovative Bank
 Institute for the Studying of
 Gambling and Commercial
 Gaming
 Iowa Small Business
 Development Center
 Japan American Society
 Lander County
 Las Vegas Chamber of
 Commerce
 Latin Chamber of Commerce
 Lemelson Center for Invention,
 Innovation and
 Entrepreneurship
 Lincoln County Regional
 Economic Development
 Authority
 Lyon County
 Lyon County Economic
 Development Authority
 MGM Mirage Community
 Advisory Council
 MIBN (Moms in Business
 Network)
 Mineral County Economic
 Development Authority
 National Association for the
 Advancement of Colored
 People (NAACP)
 National Association of Minority
 Contractors (NAMC)
 National Association of Women
 Business Owners
 National Contract Management
 Association
 Nevada Association of Employers
 Nevada Association of Minority
 Contractors

Nevada Bank & Trust
 Nevada Commission on
 Economic Development
 Nevada Cooperative Extension
 Nevada Department of
 Agriculture
 Nevada Department of Business
 and Industry
 Nevada Department of
 Employment, Training and
 Rehabilitation
 Nevada Department of
 Transportation
 Nevada Development Authority
 Nevada MicroEnterprise Initiative
 Nevada Minority Purchasing
 Council
 Nevada Power Company
 Nevada Procurement Outreach
 Program
 Nevada Rural Development
 Council
 Nevada State Bank
 Nevada State Development Corp.
 Nevada State Health Division
 Nevada State Housing Division
 Nevada State Office of Energy
 Nevada Technology Council
 Nevada Welfare Division
 Nevada Women's Business
 Resource and Assistance
 Center
 New Ventures Certified
 Development Corporation
 North Las Vegas Chamber of
 Commerce
 Northern Nevada Development
 Authority
 Northern Nevada Hispanic
 Chamber of Commerce
 NxLevel™
 Office of Special Counsel for
 Immigration Related Unfair
 Employment Practices (U.S.
 Dept. of Justice)
 Pahrump Valley Chamber of
 Commerce
 Pahrump Valley Community
 Action Team
 Reno-Sparks Chamber of
 Commerce
 Regional Basemap Committee
 Regional Business Development
 Advisory Council
 Rural Nevada Development
 Corporation

Nevada Safety Consultation and
 Training Section (SCATS)
 Service Corps of Retired
 Executives (SCORE)
 Sierra Angels
 Sierra Pacific Power Company
 Southern Nevada Center for
 Independent Living
 Southern Nevada Certified
 Development Company
 Southern Nevada International
 Council
 Sparks Chamber of Commerce
 Stewart Title
 Tahoe Douglas Chamber of
 Commerce and Visitors
 Authority
 Task Force for Diversity in
 Construction Employment
 Technology Business Association
 of Nevada
 Tonopah Development
 Corporation (TDC)
 Town of Gardnerville
 Town of Minden
 Truckee Meadows Regional
 Planning Agency
 U.S. Department of Agriculture
 Rural Development
 U.S. Department of Energy,
 Nevada Test Site Advisory
 Board
 U.S. Department of Labor,
 Occupational Safety and Health
 Administration
 U.S. Forest Service
 Urban Chamber of Commerce
 UNR Energy Assessment Center
 University of Phoenix, Las Vegas
 US Bank
 Washoe County Department of
 Community Development
 Washoe County District Health
 Department
 Wells Fargo Bank
 Western Nevada Community
 College
 Western Nevada Development
 District
 Western Regional Pollution
 Prevention Network
 White Pine Chamber of Commerce
 White Pine County Economic
 Diversification Council
 Winnemucca Visitors and
 Convention Authority

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 Libby Morvin, Nevada Small Business
 Development Center

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Mission

To enhance economic growth in the state of Nevada through business development.

NSBDC services include:

- Business and entrepreneurial counseling and training
- Free, confidential, third-party safety and environmental compliance assistance
- Free and low cost management training
- Assistance for Disadvantaged Business Enterprise (DBE's)
- Contract procurement assistance
- Geographic information services & statewide demographic economic analyses
- Population estimates and forecasts
- Applied research, economic impact studies, and needs assessments
- Technology development
- Energy conservation education for businesses

Nevada Small Business Development Center

The Business Assistance Network

State Office

University of Nevada, Reno
College of Business Administration/032
Ansari Business Building, Room 411
Reno, NV 89557
(800) 240-7094 or (775) 784-1717

Business Environmental Program (BEP) & Safety and Assistance Services (SAS)

P.O. Box 15225
Las Vegas, NV 89114
(702) 866-5962

Carson City Area Chamber of Commerce

1900 South Carson Street
Suite 200
Carson City, NV 89701
(775) 882-1565

Carson Valley Chamber of Commerce and Visitors Authority

1513 Hwy 395 North
Gardnerville, NV 89410
(775) 782-8144

Churchill Economic Development Authority

446 West Williams Ave
Fallon, NV 89406
(775) 423-8587

Henderson Business Resource Center

112 Water Street, Suite 108
Henderson, NV 89015
(702) 992-7208

Great Basin College

723 Railroad Street
Elko, NV 89801
(775) 753-2245

Western Nevada Community College

601 A Street, Box 716
Hawthorne, NV 89415
(775) 945-2405

Rural Nevada Development Corporation-Ely

1320 E. Aultman St.
Ely, NV 89301
(775) 289-8519

Rural Nevada Development Corporation-Pahrump

1301 South Highway 160
NSB Building, 2nd Floor
Pahrump, NV 89041
(775) 751-1947

Sierra Pacific Power Company (BEP)

6100 Neil Road, Suite 400
Reno, NV 89511
(775) 689-6688

University of Nevada, Las Vegas

4505 Maryland Pkwy, Box 456011
851 East Tropicana, Bldg. 700
Las Vegas, NV 89154
(702) 895-4270

Humboldt Development Authority

90 West 4th Street
Winnemucca, NV 89445
(775) 623-1064

Vision

Nevada's premiere economic development resource with a network of facilities throughout the state providing expertise, knowledge and innovative training necessary to help start-up and existing businesses succeed.