

# NNDA Breakfast Speaker Recap

May 26, 2010

by Renea Louie, Business Council of Douglas County

The May NNDA breakfast meeting was held on Wednesday the 26<sup>th</sup> at the Gold Dust West in Carson City. President Teresa Shoupe opened the meeting and Executive Director Hooper spoke on successful business development being 85% clever innovation and using this concept to continue courting the 138 businesses currently in the works "Nevada - where innovation becomes profitable".

The program, a forum of the area's county managers included a common theme; collaboration, communication and working in a complimentary fashion instead of competing. This is certainly a different tune than just a few years ago when counties were fighting and suing each other.

Larry Werner of Carson City was the first to speak on the issues facing his county. As a county formerly too reliant on sales tax revenue specifically from the auto sales industry they are looking at an estimated 13% reduction in revenue for the next fiscal year, however, with a recent 1% increase they are hopeful this will not occur. Possible projects on the horizon for the county include a city center to incorporate jobs and tourism in the downtown area, working more closely with the school district and the ever present issues with water and water quality (specifically the pipeline with Douglas County), the continued expansion of the V&T Railroad, and a business center for small and existing businesses.

Brad Goetsch of Churchill County concentrated on his county's agricultural and military related strengths. With a goal of structured and managed growth of 2-3% per year the county is currently purchasing one farm a month to remove developmental rights and ensure lack of crowding of the Fallon Naval Air Station evidenced in larger communities. They are also concentrating on geothermal energy development including a water study of the Dixie Valley, additional defense based opportunities not only for Churchill County but the surrounding areas as well and rehabilitation of the Fallon airport.

Michael Brown's opening remarks included his honor to have the job he'd been dreaming about since he was 18 and that government needs to be cognoscente of the fact every dollar received comes from business, therefore streamlining government in a constructive way and maintaining infrastructure builds a healthier community. Outlining the need for long term vision and planning, he commented on the county's Economic Development Plan to bring additional core companies to the valley, the appreciation of the natural environment and the necessity to "flip and shake" the educational system not only in the K-12 arena but in higher levels as well, having the best school district results in the state but worst in the nation is simply not acceptable.

Lyon County's Dennis Stark's observations included recent grants obtained by the county for the cleanup of petroleum based products, the starting of their jail project to be completed in a year and a half or so and the need to use local construction resources to boost their fledging economy. The Silver Springs airport projects and proposed hanger development plan and the promotion of the USA Parkway project also made the list. He also concentrated on their outdoor and recreation events as well as the need for technical upgrades and planning for the future legislative session and the spirit of volunteerism being key to the county's success.

Pat Whitten of Storey County has a 700,000 square foot facility available if anyone is interested. While their primary revenue source is property taxes and balancing their budget has been a challenge, they have labor resources to offer and they are proud to be a part of the V&T Railroad project and continue to look for ways to market their industrial facilities and spaces outside of Fernley. He sees a bright future for his county.

All the managers remarked on the amazing job NNDA has done in working with each county to bring appropriate opportunities to them and the very healthy relationship they have with each other as well as the productive meetings they have monthly. Questions from the audience included dairy issues, construction at 395 and Clearview, the fishing pond at Fuji Park and Truckee River Operating Agreement.