

## Entrepreneurial spirit continues to thrive

**Dave Archer, CEO**  
 Nevada's Center for Entrepreneurship and Technology

Despite the challenging nature of our state's economy, there's a definite bright spot on the horizon – Nevada entrepreneurs. Many aspiring small business owners are people just like you who are concerned about being down-sized or who may have been recently laid off. They're taking a page from Nevada's history book and stepping up to create their own business – be their own bosses.

NCET (Nevada's Center for Entrepreneurship and Technology) and its programs serve as a clearinghouse for the many public sector programs and private sector resources that provide free or low-cost services for start-ups or growing a business. NCET can help them make that dream a reality.

True to the spirit on which Nevada was founded, the entrepreneurial spirit is alive and well in the Silver State – and with good reason. Despite the economic hardships the state has been facing recently, Nevada continues to garner high marks for its entrepreneurial climate. The Small Business & Entrepreneurship Council's "Small Business Survival Index 2009: Ranking the Policy Environment for Entrepreneurship Across the Nation" recently ranked Nevada as number two in the nation for entrepreneurial climate.

On March 12, NCET will hold its annual Entrepreneur Expo at the Atlantis Casino Resort Spa in Reno. This unique full-day event, free and open to the public, was created to connect Nevada's small businesses and entrepreneurs with business experts from across the state who will share information, provide guidance and literally offer "one-stop shopping"

for people who want to start or grow a business. We've created a safe haven that meets the unique needs of small business owners and entrepreneurs – it's a place to come with questions: What kind of business license do I need? Should I write a business plan? How can I get a loan? NCET will provide honest, straight-forward answers to these relevant questions.

The Expo will host nearly 100 exhibitors, including representatives from state and federal government and business agencies, professional services providers, educational institutions and small business lenders. Exhibitors will provide information on all stages of micro and small business development and expansion, from licensing needs and business plan development to financing and marketing. Attendees can learn practical hands-on information in a series of no-cost seminars on topics including pre-start-up strategizing and long-term business development planning.

Be part of the NCET Entrepreneurial Expo. Attend, exhibit, participate, sponsor... there are many ways to be involved, all of which support the long-term economic health and revitalization of Nevada's economy. For more information on the Expo and how you can be involved, please visit [www.NCETexpo.com](http://www.NCETexpo.com) or contact Emily Somerville at [emily@NCET.org](mailto:emily@NCET.org) or call (775) 853-4226. ■



## NNDA's Open Source Economic Development Yields Results

The question has changed. It is no longer "What has the development authority done for me today?" It is now "What have we done together for the future of our community?"

This is a major paradigm shift that has already proven to be effective in creating jobs and bringing new wealth into the community. NNDA, through its team approach, has recently been successful in moving another great company to Northern Nevada.

The company – Buffalo Wire Works. This would not have taken place without the unified effort of the community. The NNDA action committee members have become the skilled ambassadors of the Sierra Region. Together they are making a difference that will provide benefits for years into the future. In fact, Buffalo Wire will provide \$21.8 million of economic impact to the region over the next five years. This is "wealth into the community." As a company pays employees, uses power, meets lease obligations, hires service vendors within the facility, and more... their dollars circulate through the community. This "impact" is what makes our economy go around. It's what we need more of.

According to Bruce Robertson with Sperry Van Ness in Carson City, "No other organization in Nevada has real estate agents in positions like NNDA. The brokers and agents involved each have several deals in the pipeline right now as a result of the new open source NNDA approach. And, with the leads provided by the recent trade show in Anaheim, the Sierra Region stands to recruit some very strong companies creating much needed jobs."

So how does it work? Simple. Each opportunity that comes to the NNDA is assigned to one of the qualified members of the Commercial Real Estate Committee, our Nevada ambassadors. The members are assigned leads on a rotating basis and become the team leader for that client. They are responsible for organizing information and services from the other NNDA action committees such as Banking & Finance, Workforce & Education, Professional & Business Services, and others. Armed with the support of this brain trust, the team leader provides a high level of service, information and support to our future and current Nevada businesses.

For Buffalo Wire, the team

leader was Tom Miller of Miller Industrial Properties.

"To be perfectly honest," said Miller, "Buffalo Wire would not have moved to Northern Nevada without the NNDA team process being in place. As the team lead, having the backing of the NNDA staff and the other resources through the committee system made it possible to meet the needs of the client in a timely manner. The change from a traditional approach to an empowered community action team provided us the opportunity to be solution focused in finding the right location for the company and get them here."

Joe Abramo, CEO of Buffalo Wire Works, said this about the help received from NNDA. "We executed an extensive site selection process over the last two years visiting locations in California, Utah, Arizona, Oregon, Washington and Nevada. We've opened facilities in other states and we found the open source, one-stop-shop process in working with the



**Rob Hooper**  
 Executive Director NNDA

NNDA and Miller Industrial Properties to be top notch and efficient. The NNDA team succinctly addressed all questions and issues to seal the deal that brought Buffalo Wire Works to Sparks. This plant will create very

stable manufacturing employment opportunities and put American workers back to work," said Abramo.

Buffalo Wire, a New York based company, specializes in high-quality technology-based screening solutions and is developing its West Coast presence with a new manufacturing, warehouse and distribution operation in Sparks. This facility complements its New York and Alabama locations giving the company a geographic proximity to meet the demands of its growing customer base of material processors and regional screen finishers.

For questions or to learn how you can get involved, call NNDA at (775) 883-4413 or visit [www.nnda.org](http://www.nnda.org). ■

### DID YOU KNOW?

**NEWTRAC (Nevada World Trade Council)**

is an organization serving Nevada's international business community offering access to resources, educational seminars and skills to effectively conduct global trade. Contact [cristina@newtrac.net](mailto:cristina@newtrac.net) or visit [www.newtrac.net](http://www.newtrac.net).