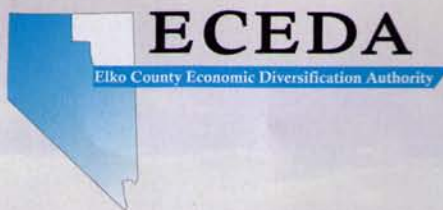


ELKO COUNTY

IT'S NOT RURAL - IT'S A MICROPOLIS



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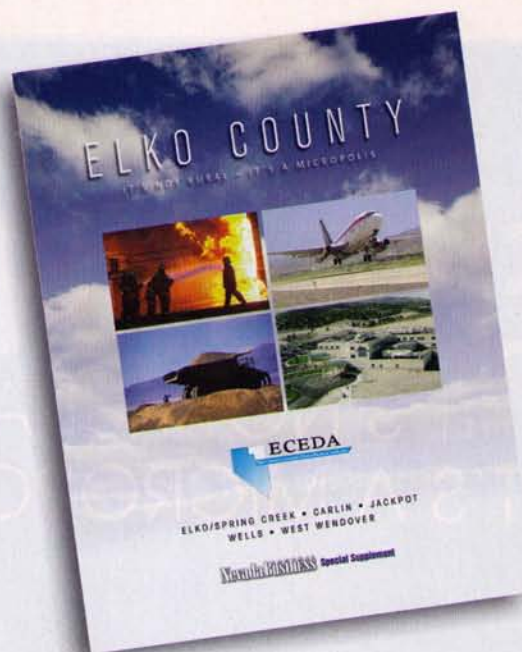


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Cover photos: Top left: The University of Nevada Reno Fire Science Academy near Carlin serves as a training center for first-responders from around the world. Top right: Elko Regional Airport can serve aircraft as large as 757s. Bottom left: Mining is an important part of the Elko County economy. Bottom right: The state-of-the-art facilities at Northeastern Nevada Regional Hospital serve the medical needs of Elko County residents.

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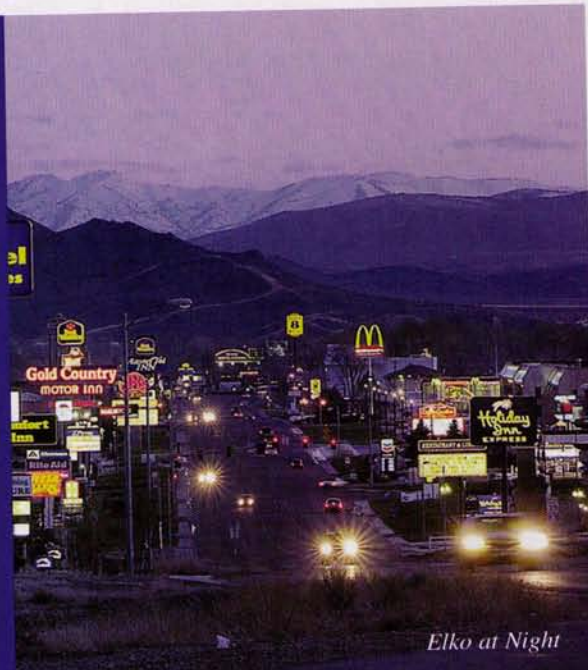
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ELKO COUNTY

IT'S NOT RURAL IT'S A MICROPOLIS



Elko at Night

Located in Northeastern Nevada's Great Basin, Elko County is at a crossroads geographically between Reno, Boise and Salt Lake City. Nearly 46,000 people live in its 17,135 square miles. The county enjoys a diversified economy built on mining, ranching and tourism. One of Nevada's most scenic areas, it offers outdoor enthusiasts opportunities to camp, hike, fish and hunt surrounded by beautiful high desert and mountain vistas. In addition, it has much to offer businesses seeking a central location among the Western states with ample natural resources.

THE CITY OF ELKO... AT THE CROSSROADS

Elko is conveniently located along Interstate-80, a major U.S. highway that runs from San Francisco to New York, in addition to major east-west railway lines. Elko is an approximate halfway point, and the largest city, on the nearly 520-mile drive between Reno and Salt Lake City on I-80. Boise, Idaho, is 236 miles north of Elko on State Route 223. The Elko Township includes the City of Elko, the Spring Creek suburb and the community of Lamoille.

Elko is home to Great Basin College,

which offers two-year and four-year degrees, along with satellite programs in many outlying communities. The newly constructed Elko Regional Airport is a 20,000-square-foot state-of-the-art facility offering commercial, charter and general aviation. Elko also boasts the newly completed 120,000-square-foot Northeastern Nevada Regional Hospital. In addition, there are 41 churches, 16 schools, two golf courses, two movie theatres, downhill skiing, 20 real estate firms, 33 hotels, 60 restaurants, and much more.

Norman Crampton listed Elko as the number-one "Best Small Town" in his 1993 book, *The 100 Best Small Towns in America*.



The annual National Cowboy Poetry Gathering in January and the Basque Festival in July, along with several other special events, draw crowds from all over the region and the world.

The area has a very strong sense of community and the citizens enjoy a satisfying four-season climate, moderate cost of living, 120 acres of public parks, quality education and healthcare and strong economic growth.

ELKO ISN'T RURAL – IT'S A "MICROPOLIS"

Elko qualifies as one of 565 "Micropolitan" towns in the U.S., with its township population of nearly 36,000 and its proximity to the nearest metropolitan area – Salt Lake City, Utah, 185 miles away.

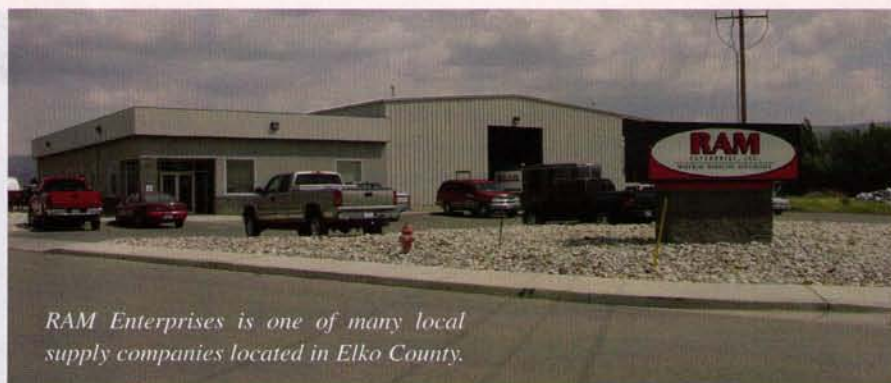
Although the term "micropolitan" has been used in the economic development field since the late 1990s, the U.S. Census Bureau officially recognized the category in 2003. To qualify, a locale must have at least one town of 10,000 to 49,999 people, be quite a distance to the nearest large city, and have proportionally few of its residents commuting outside the area.

According to a June 2004 *Wall Street Journal* report, larger companies are taking

notice of micropolitan areas. They offer some of the cultural attractions and conveniences of cities without all the expenses and liabilities of urban sprawl. According to the report, employers find it easier to open a factory or an office park in these towns, which have plenty of room for expansion and lower real estate and labor costs than in traditional metropolitan areas.

USA Today reports, "Micropolitans are becoming economic hubs, drawing workers and shoppers from miles around. Small towns that have good highways and rail lines have huge advantages. In addition, micropolitans offer cheaper land, cheaper construction, lower labor rates and a small-town quality of life. Micropolitans represent potentially lucrative – and untapped – markets. More than 28 million people, or one in 10 Americans, live in such areas."

Elko now finds itself on the brink of something big: economic diversity with small-town flavor. Located at a crossroads



between several large metropolitan areas, Elko is a logical and economically feasible answer for urban businesses looking for a better solution.

REGIONAL BUSINESSES FINDING A HOME IN ELKO COUNTY

Nationwide, businesses are finding Elko County to be an ideal location to serve as a regional hub. Proximity to both rail and trucking transportation, along with availability of industrial land, has confirmed Elko County as a prime location. These busi-

nesses have proven to be a benefit to both the local economy and to industry by providing a previously missing resource.

UNIVAR USA is a leading chemical distributor in the United States, providing more chemical products and related services than any other company in the marketplace. UNIVAR is the leading chemical supplier for the professional pest-control industry. One of UNIVAR's locations is on the outskirts of the City of Carlin, 20 miles west of Elko. This site serves as the only UNIVAR location in the state of Nevada. UNIVAR pur-

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chases chemicals from manufacturers in truck, railcar or tank-car volumes and distributes them to customers who purchase in smaller quantities. By serving this specialized market segment, UNIVAR enables chemical manufacturers to move products to end-users more efficiently.

WDC Drilling is the largest, most diverse environmental drilling company in the Western United States. It is currently licensed in 15 states and has an office in Elko. WDC is totally committed to the environmental market. As a small business entity, it has served over 250 environmental engineering and remedial clean-up contractors in support of federal programs. It has also provided support to consulting firms on hundreds of major landfill, industrial and mining projects for municipalities and major industrial clients, adapting new methods of drilling and sampling to address the evolving needs of clients.

ELKO: AN UNTAPPED RETAIL LOCATION

Elko may soon expect to be coming into an economic boom, according to a 2002 Buxton Community ID study on the City of Elko as a potential retail hub. Elko was found to be well situated to attract a quality mix of desired retailers and restaurants, as well as an attractive location to several major retail businesses.

The Buxton Community ID study found

Elko to be a preferred location for retailers who want to capture not only household spending within the trade area, but also spending from travelers using State Highway 227 and Interstate 80. The study found an average of 10,100 vehicles pass through downtown Elko each day.

According to the study, an estimated 25,792 households fall within the trade area of Elko, Spring Creek, Winnemucca, Ely and Wells. The projected number of households by 2007 is over 28,000. The average household income in 2002 was \$54,831, with the largest percent of the population in the \$50,000 to \$74,999 range. According to the study, the Elko area exhibits a strong trend of population and household growth, with income levels sufficient to be attractive to many retailers.

Expected to be open for business in early 2005, The Home Depot has set its sites on Elko for a future business location. The home-improvement retailer will be located at Mountain City Highway and Jen-



nings Way in a \$3.75 million facility. This newcomer to Elko is an exciting prospect for the community, putting Elko on the map for additional nationwide retailers looking for new locations. Home Depot's arrival is expected to create new jobs for the community, along with providing citizens a reason to shop locally rather than traveling to larger cities.

Elko's Wal-Mart will soon grow to a Super Wal-Mart, according to city building official Dennis Petersen. Construction began in July on the expansion. The 100,000-square-foot addition to the current building will include groceries, a bakery, a deli, expanded garden and automotive centers, a portrait studio and a vision center. The grand opening of the addition is scheduled for August 2005.

TAX BENEFITS IN NEVADA

According to the Nevada Commission on Economic Development, Nevada's tax structure continues to be one of the least burdensome in the country, allowing both business and employees to flourish.

Nevada has none of the following taxes: corporate income tax, personal income tax, franchise tax, inventory tax, unitary tax, estate and/or gift tax, inheritance tax or special intangible tax.

Nevada offers a customized job-training program to qualified businesses that meet established criteria. This program may be

used prior to a plant opening and up to 90 days following.

Nevada is authorized to use tax-exempt Industrial Development Bonds to provide low-interest financing of new construction, improvements, rehabilitation or redevelopment of qualified projects, which include manufacturing facilities and certain other projects organized under Section 501 of the Internal Revenue Service.

The Procurement Outreach Program provides bid information and direct technical assistance to businesses selling goods and services to the government.

Incorporation in Nevada is a simple, fast and less costly process, which is handled through the Nevada Secretary of State. There is no minimum initial capital required and annual filing fees are nominal. In addition, there are limited reporting and disclosure requirements. Visit <http://sos.state.nv.us/> for more information on incorporating in Nevada.

ELKO COUNTY TAX INFORMATION

Sales tax in Elko County is 6.5 percent on all tangible personal property. There is a use tax of 6.5 percent on all purchased tangible personal property bought out of state for use in Nevada. There is no state tax in Nevada, but there is a business tax on each employee of a partnership or corporation. Property tax is \$3.1065 per \$100 assessed value in Elko County. Nevada statutes limit the ad-valorem tax rate to \$3.64 per \$100 of assessed valuation. Assessed value is 35 percent of the current market value of the property.

AVAILABLE WORKFORCE

As of June 2004, Elko County had an unemployment rate of 4.1 percent. According to the 2000 Census, 78 percent of Elko County workers are employed in the private sector, 16 percent in government agencies, 5 percent are self-employed and 1 percent are unpaid workers. In addition to the unemployed in the Elko County/Lander County region, a new employer will be able to

attract employees from an additional pool of about 3,900 underemployed workers. Almost 35 percent of these 3,900 underemployed workers have some college experience and another 15 percent have earned college degrees. Underemployed persons located within Elko and Lander counties exhibit experience and skills in manufacturing and assembly, office, data processing or word processing, engineering, quality assurance and telecommunications.

PROPERTY INCENTIVES

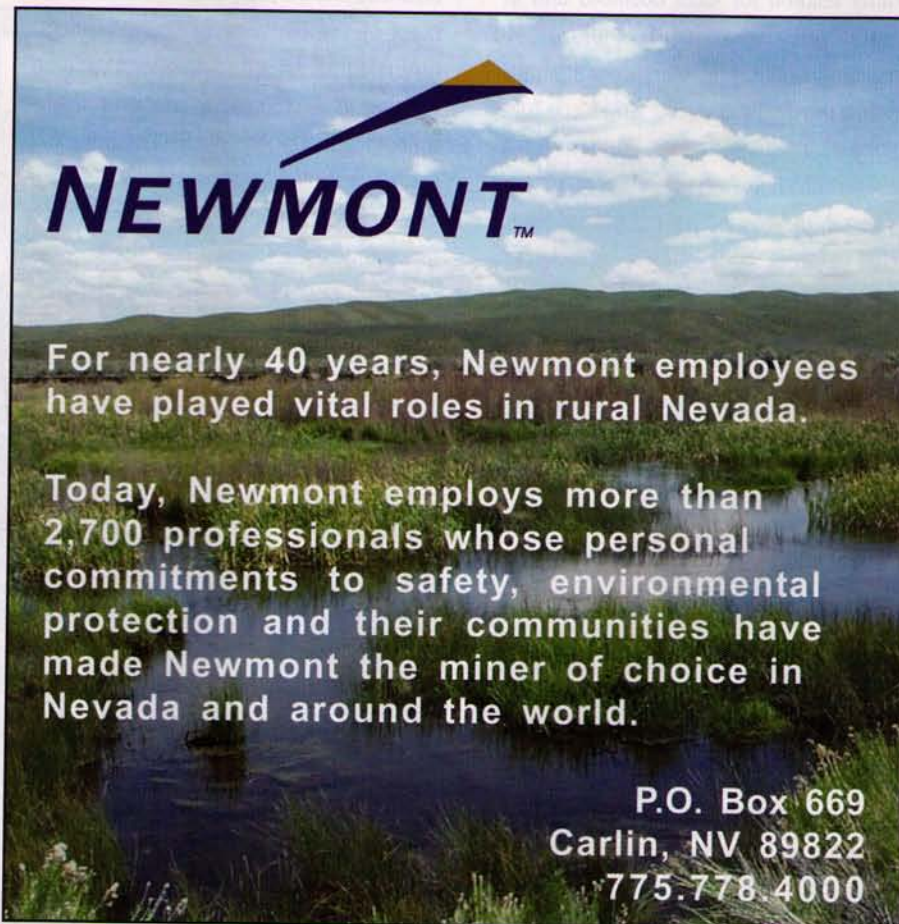
One of the City of Elko's top priorities is the development and diversification of the local economy. In an effort to provide incentives to new and expanding businesses, it has adopted a Property Incentive Program, which offers property at reduced prices to new and expanding businesses, in exchange for the creation of new jobs in industries that will diversify the local economy. For specific qualifications on the City of Elko Property Incentives, visit

www.ci.elko.nv.us/econdev/propertyincentive.

The smaller cities in Elko County will also consider incentives by request. Qualifications are based on the business' ability to diversify and enhance the local economy.

INDUSTRIAL ZONING IN ELKO

The City of Elko owns industrial-zoned property within the city limits that is available for future development. The city owns about 40 acres of undeveloped land, and approximately 25 undeveloped acres are privately owned. Power, water and sewer services are available. The city-owned industrial property, located on the west end of town, is a component of a 125-acre industrial park that is part of the city's Railroad Relocation Project. This location offers direct access to I-80 with a rail spur on the north side of the park. Power, water, sewer and geothermal services are available. The City of Elko also has land available for future commercial development at the Elko Regional Airport.



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GREAT BASIN COLLEGE: RESPONDING TO THE NEEDS OF BUSINESS AND INDUSTRY

Great Basin College (GBC), located in the City of Elko, has a history of innovative response to the community, creating programs tailored for local business and industry. GBC works with employers to ensure business and education are partners in providing a skilled workforce for a strong economic future for Northern Nevada. The GBC Job Placement Service works closely with prospective employers to develop students' skills for jobs. Following are some examples of how the college has facilitated the economic growth of the region in partnership with business, industry and government agencies.

The Manpower Training Cooperative Program began in 1989 when a partnership was formed between Great Basin College and the mining companies and related industries doing business in Elko County. Several programs were begun to give specialized training to potential employees. The mining companies provided scholarships for the training, as well as jobs when the training was complete. The college designed fast-track, 10-month training programs in Diesel Technology, Electrical Technology, Industrial Plant Maintenance,

Instrumentation Technology and Welding Technology. Students are awarded an Associate of Applied Science (AAS) degree in their area of concentration.

Another instance where Great Basin College responded to the needs of the local business and industry was in the establishment of the Bachelor of Applied Science (BAS) degree. AAS graduates who were advancing to management positions needed training in management skills, and the BAS degree provided those skills. The curriculum includes upper division math and English composition classes, management, accounting and human resources classes, and a capstone Integrative Seminar. The Integrative Seminars, a curriculum concept pioneered in Nevada by Great Basin College, combines theories from two or more



Students at Great Basin College get hands-on experience with building trades, including electrical systems

disciplines into a single course. The degree also includes upper-division courses in the student's area of concentration.

In response to the critical shortage of elementary school teachers in Nevada, Great Basin College created its first baccalaureate degree in Elementary Education. The need was great enough that the college's faculty responded to the task by developing and implementing the program in just 18 months. Great Basin College is also developing a Bachelor of Science in Nursing in response to a mandate from the Nevada Legislature that the University and Community College System of Nevada double the number of nursing graduates by 2006. The baccalaureate degree will be in addition to the college's current nursing degree offering, an Associate of Applied Science in Nursing.

The Short Term Employment Program (STEP) was established in a partnership with the mining industry when the gold market slumped a few years ago. The program trained displaced workers in electronics, small engine repair, building maintenance, heating and air-conditioning and physicians' front office assistant. The training is done in three to 18 weeks, and enables students to find employment in other fields.

Along with the degree programs, the college offers Certificates of Achievement in all applied disciplines except nursing. The certificate programs allow students an even faster track for training that will be essential to the performance of their jobs.

ELKO REGIONAL AIRPORT

Elko Regional Airport completed the new \$3.4 million, state-of-the-art terminal in August of 2001. The building, which is approximately 20,000 square feet, includes all the conveniences and security of a large airport terminal, with the comforts of a small-town atmosphere. The facility has a jet bridge that can serve aircraft as large as a Boeing 757. It also features a restaurant, business center, ATM and wireless Internet access.



The airport is currently in the process of upgrading the security system to include closed-circuit television and biometric access control, in addition to upgrading security fencing and gates located on the perimeter of the airport. The total cost for these upgrades is approximately \$1.6 million. Over the next five years the airport is planning over \$27 million in capital improvements.

According to Airport Director Cris Jensen, the airport is working on getting air service to Las Vegas. In addition, Elko Regional Airport has seen an immense in-

crease in passengers through the new terminal. "Our passenger statistics continue to improve, with some of the highest load factors we have ever seen," Jensen said.

FRONTIER COMMUNICATIONS: LEADING THE WAY ON THE INFORMATION HIGHWAY

Though Elko may seem rural, it is equipped with state-of-the-art Internet and data transport solutions through Frontier Communications, a Citizens Communications company. Frontier is one of the nation's largest independent telecommunica-

tions providers, offering local, long distance and Internet access services in 24 states over 2.4 million access lines.

Elko's broadband offerings include ATM, Frame Relay, DSL, T-1, and Point-to-Point. These services range from low-speed 56-kilobit services all the way up to high-speed DS3-type circuits, which run at 50-megabit speeds. In addition, Frontier offers direct fiber-optic connectivity, which is the connection used at the Newmont mine site north of Carlin.

The local switching systems consist of a Nortel-DMS100, which is capable of up to 100,000 access lines, of which 20,000 are presently being utilized. There are numerous remote digital switches located around Elko, Spring Creek, Lamoille, Ryn-don and Osino. In addition, these digital services are offered to the cities of Wells, Carlin and Wendover.

The fiber optic network extends from west of Carlin to Elko, Spring Creek and Lamoille. There is also fiber connectivity all

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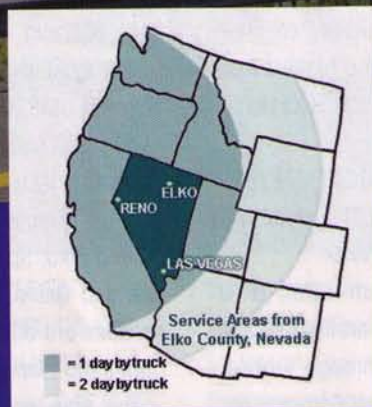
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Las Vegas, NV	432 miles
San Francisco, CA	512 miles
Los Angeles, CA	649 miles
Portland, OR	665 miles
Seattle, WA	735 miles
Denver, CO	758 miles
San Diego, CA	764 miles

the way to Reno at an (Optical Circuit) OC-48 rate of speed or 2.4 gigabit. This rate can be upgraded to an OC-192 if the need arises. The local fiber-optic network consists of redundant optical rings, locally designed and implemented to protect the switching routes, and ultimately the customer's service. These redundant rings will automatically switch routing directions in case of a severed fiber.

According to Dan Hoover, engineering supervisor in the Mountain States Territory, Frontier Communications staff work very closely with customers to serve individual needs, and they are always available to answer service availability questions. They can design customer networks and provide quotes for equipment depending on the specific customer's needs.

"With the continual advancement in telecommunications technology, Frontier is committed to providing the latest services and offerings available within the marketplace," Hoover said.

GEOTHERMAL RESOURCES IN ELKO COUNTY

Within Elko County, there are several established geothermal sources and many additional resources with high potential for development, according to the Geothermal Resource Assessment conducted by Converse Consultants of Elko. Resources within Elko County include both surface water and ground water sources. Developed resources are utilized in the cities of Elko and Wells, and additional resources have been identified in Carlin, Jackpot, Ruby Valley and Tuscarora.

The Elko area has a long history of geothermal water use and development, beginning with Native American and emigrant travelers' use of water at the "Hot Hole" in southwestern Elko. Two active geothermal systems are in place in Elko — one private and one public. The Elko County School District and the Elko Heat Company operate geothermal district heating systems that provide hot water to municipal, residential

and commercial establishments. The Elko Heat Company, one of Nevada's largest geothermal district heating systems, has provided service to Elko since 1982. In addition to space-heating and winter ice-melting applications, a laundry service directly uses the 180-degree water. Elko Heat Co. reports it is at 20 percent capacity, and would be able to readily expand its geothermal service to additional customers in the downtown and light-industrial areas west of Elko.

According to Dean Alford, principal hydro-geologist and managing officer with Converse Consultant's Elko office, several geothermal wells have been drilled in the Elko area. The Elko Heat Company well reports a flow of 700 gallons per minute with a temperature of 175° F. Geothermal waters in the Wells area are reported at 200 to 230° F. The Carlin area reports a reservoir size of 0.79 cubic miles, with hot spring temperatures near boiling (212° F).

WATER RESOURCES IN THE ELKO AREA

Municipal water supply in most of Elko County is derived from groundwater resources, often tied to the Humboldt River and its tributaries as a recharge source. While most groundwater supplies are fully allocated through the water-rights process, supplies in many areas are ready for development and beneficial use. For example, over 27,000 acre-feet of groundwater is available and permitted in the Elko area, with the City of Elko holding over 18,000 acre-feet in water rights. In contrast, only between 8,000 and 9,000 acre-feet are used annually within the basin. This allows plenty of room for residential and commercial growth in the city. The same story can be told for much of the rest of Elko County.

Overall water quality in most areas within the county is very good to excellent. One measure of quality often used by manufacturers is Total Dissolved Solids (TDS). EPA standards require TDS to be less than

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1,000. Water in Southern Nevada is often 700 to 800 TDS, whereas water in Elko is less than 350, and in Spring Creek, less than 275. Travelers to the area often remark upon how sweet-tasting the water in the area is.

COMMUNITIES IN ELKO COUNTY

CARLIN

9 Sq. Miles • 4,950' Elevation
Incorporated 1971 • Population 2,043

Located in a lush valley along the Humboldt River, Carlin is the oldest community in Elko County and was once the western terminus of the Central Pacific Railroad. Carlin is 24 miles west of Elko, 271 miles east of Reno/Carson City, and 261 west of Salt Lake City. Its location off I-80 makes it a natural stopping point for motorists. Carlin is the gateway to the world's largest gold mines. Two open-pit operations mine the Carlin Trend, producing three million ounces of ore annually.



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The University of Nevada Reno Fire Science Academy - Crisis and Emergency Management Institute opened a campus just outside of Carlin in 1999. The Academy trains employees for mining, transportation, energy, government agencies and the fields of aviation, computers, chemicals and hospitality.

For more information on the City of Carlin, visit www.explorecarlinnv.com.

*Elko County's vision
 is to have fully developed
 light and heavy
 industrial parks
 throughout the county
 in the very near future.*

WELLS

6 Sq. Miles • 6,125' Elevation
Incorporated 1927 • Population 1,367

At the intersection of Interstate-80 and US 93, Wells is a prime north/south, east/west transportation crossroads for rail and truck traffic. Wells is located 50 miles east of Elko, 345 miles east of Reno and 187 miles west of Salt Lake City. Wells has both heavy and light industrial parks complete with water, sewer, roads, fire protection and airport access. Wells is already home to a beverage distribution warehouse, an airline manufacturing facility and a small refining facility. In the near future, an environmentally-friendly tire recycling plant may also locate in Wells.

Electricity in Wells, provided by locally-owned Wells Rural Electric Company, is the second-most affordable in the state. Geothermal power and solar power are also very feasible alternative energy options.

Wells has an elementary and high school, a library, a medical clinic and Wells Municipal Airport. Wells is also home to

baseball and soccer fields, a nine-hole golf course, rodeo grounds, trap and pistol range, and a chariot racetrack.

For more information on Wells, visit www.angelfire.com/nv2/wells/wells.

JACKPOT

5 Sq. Miles • 5,200' Elevation
Not Incorporated • Population 1,270

Originally a truck stop on US 93 between Wells and Twin Falls, Idaho, Jackpot has grown into a community of 1,200 residents, complete with recreation facilities and ample housing developments. Jackpot's economic base is in gaming and tourism. Five casinos and resorts offer close to 900 rooms, and Jackpot is home to an 18-hole championship golf course, soccer fields, baseball diamonds, horseshoe pits and a children's park. Jackpot also has 30 acres of zoned commercial space.

For more information about Jackpot, visit www.jackpot-nevada.org.

WEST WENDOVER

7 Sq. Miles • 4,230' Elevation
Incorporated 1991 • Population 4,456

Located on the Nevada-Utah border, the Wendover area has been a welcome sight for weary travelers for over a century, symbolizing the end of the Great Salt Desert. Wendover is 120 miles west of Salt Lake City, 404 miles east of Reno/Sparks and 400 miles north of Las Vegas. The community is well known for its role during World War II. Crews trained for the historic atomic bombing missions over Hiroshima and Nagasaki at the Wendover Field, now a fully-equipped commercial airport.

An elementary school, a junior high school, a high school, and extension offices for both Great Basin College and Utah State University enhance community education. Multipurpose sporting facilities, an equestrian park, a golf course, a swimming pool and many mountain bike trails provide excellent opportunities for outdoor recreation.

For more information about Wendover, visit www.westwendovercity.com.

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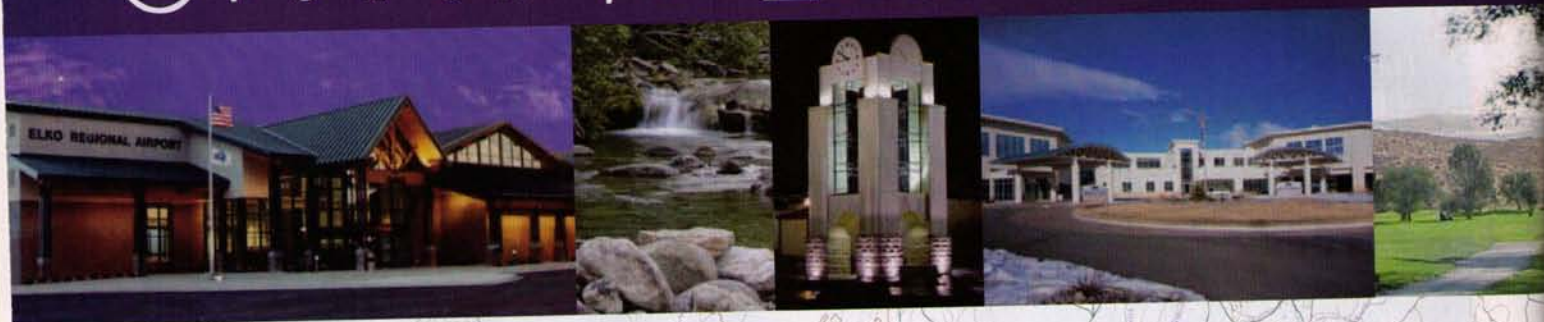
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Encouraging Economic Growth In Elko County



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As the "Economic Diversification Authority", ECEDA's mission is to encourage and coordinate diversified development and economic growth in Elko County. ECEDA is committed to the future of Elko County and the prosperity of its citizens. Our commitment will help you change the "world" of your business.



ECEDA

Elko County Economic Diversification Authority

723 Railroad St.
Elko, NV 89801
775-738-2100

Visit Our Website www.eceda.com

Call 1.866.Yes.Elko (937.3556)

WE LOOK FORWARD TO HELPING YOUR BUSINESS
BECOME PART OF OUR ELKO COUNTY FAMILY!