



LETTER FROM
THE PRESIDENT & CEO

SOMER HOLLINGSWORTH

President & CEO
Nevada Development Authority

NDA Remains Positive Through Adverse Economic Conditions

“FORBES MAGAZINE RANKS
LAS VEGAS AS 2ND BEST CITY
FOR JOBS IN 2008.”

While the U.S. economy continues to be sluggish at best, Las Vegas continues to shine as a city for future growth, job stability and opportunity. Forbes recently ranked Las Vegas the **number two best city** on its “Best And Worst Cities For Jobs” 2008 list. While the article pointed to sliding housing markets and foreclosure problems in the top ranked cities including Las Vegas, Forbes related, “There is hope, though, especially for job prospects in Las Vegas, Phoenix and Riverside.”

Considering the number of jobs coming online in the next few years in the gaming and non-gaming sectors, the Las Vegas housing market and economy in general look promising for the future. The Nevada Development Authority in turn continues its successful efforts to recruit new business to Southern Nevada keeping Las Vegas on the top of “best business” lists time and again.

The proof is in the numbers. Year after year, NDA has managed to draw significant numbers of new companies to Southern Nevada as well as engender numerous corporate expansions. Fiscal year 2007/2008 was certainly no exception. NDA helped to relocate 27 new companies and assisted with 3 local expansions to Southern Nevada resulting in 1,400 new primary and secondary jobs. The economic impact tied to these numbers is impressive as well. At an average yearly wage of nearly \$47,000 for each position, the economic impact of those new employees is nearly \$216 million.

High technology and manufacturing businesses are one of the areas of focus for the NDA and seem to be on the rise

in Southern Nevada. ICO Global Communications Ltd. (ICO), a leading satellite communications company developing an advanced next-generation hybrid media system, chose Las Vegas as one of two locations to conduct market trials. ICO implemented a state-of-the-art technology known as ‘ground based beam forming’, which allows ICO to operate its satellite payload from its Nevada gateway. The ICO G1 satellite is the first commercial satellite to use this innovative system. The NDA was instrumental in helping ICO navigate through the business side of operations. With a total capital equipment investment of \$84 million, a 5-year local tax revenue impact of over \$2.4 million and a 5-year economic impact of over \$10.7 million, ICO Global Communications Ltd. is a welcome addition to Las Vegas.

NDA’s commitment to be a wealth of resources to technology-based businesses in Southern Nevada, along with partnerships with UNLV who supply a stream of qualified graduates for an exemplary workforce, take Southern Nevada to the top of the lists when companies are planning to relocate.

As a new fiscal year begins for NDA, recruiting efforts continue. California remains a prime target due to a high tax burden and climbing rates for workers’ compensation. The California Tax Bear campaign proved highly successful and garnered press coverage across the nation. As president & CEO, I look forward to ushering NDA into the new fiscal year and continue our mission to attract, retain and expand the business base of Southern Nevada.



CHAIRMAN'S CIRCLE

Chairman's Circle members make the highest level of annual contributions from \$25,000 - \$100,000 to the NDA and experience the greatest amount of opportunity, influence and connectivity available within the organization. NDA extends appreciation and gratitude to these highly dedicated business leaders whose support helps form a solid foundation of continuous involvement in Southern Nevada's business climate.



2007-2008 Executive Committee

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CEO, The Peckman Company

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Dr. Stephen M. Younger
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National Security Technologies^{LLC}

Wells Fargo Travels Far Beyond Banking

Wells Fargo traces its history in Southern Nevada as far back as 1907, providing essential banking services such as transfer of funds via the telegraph and transfer of goods via the Wells Fargo stagecoach. Today, the company continues to be a leading financial services company in Nevada, with more than 120 locations and 3,500 team members whose goal is to help customers succeed financially.

With such a rich history, the company understands the value of, and places great importance on community service. Team members on the stagecoach also understand that the customers and communities they serve want to know how the companies they do business with rate in the arena of corporate citizenship.

The company's third annual Corporate Citizenship report shows how Wells Fargo is making progress in community involvement, team member volunteerism, financial education, environmental stewardship, workplace practices, responsible business practice and home ownership. In Nevada, the progress includes:

- Donated \$1.5 million in 2007 to 400 nonprofit and community organizations and schools in Nevada.
- Team members volunteered 28,000 hours of their time to local community organizations and events – a dollar value of \$526,000. They served as mentors, board members, project heads, fundraisers, educators and more.
- Completed its first solar energy project financing – an equity investment in Nevada Solar One – a 64 MW Concentrated Solar Power (CSP) plant southeast of Las Vegas. Wells Fargo is one of three equity investors in the \$266 million project, which was developed by Acciona Energy and represents the world's largest solar energy facility built in the last 16 years.
- Continued to support Hope Now (an alliance of mortgage servicers, mortgage counselors, capital markets investors and the government) and local homeownership preservation workshops.

"We've embraced the values of social responsibility since we started doing business in 1852. That spirit of working together with our customers and communities is even stronger today because our team members demonstrate it each day," said Jay Kornmayer, executive vice president of Wells Fargo's Gaming and Native American Banking Services division. "Our communities are our customers, too, and this report is our opportunity to showcase our good work and acknowledge the areas where we can, and will, do better."

Wells Fargo Bank, N.A. • Mr. Jay Kornmayer
3800 Howard Hughes Pkwy., Ste. 400 • Las Vegas, NV 89169
Phone: (702) 791-6311

Focus Property Group and Kummer Kaempfer: A Client-Focused Philosophy

Much like an artist begins what he hopes is his next masterpiece with only a blank canvas and a paintbrush in hand, so began the work of Focus Property Group's Chairman and CEO John Ritter. In the early 1990s, he began creating a vision on a canvas of his own -- his first large assemblage of undeveloped land which became the 1,200-acre Lone Mountain Master Plan.

Fast forward to today, and Focus Property Group has grown to become one of the largest developers in Southern Nevada. Creating a high quality of life for its residents on more than 8,200 acres, the communities of Nevada Trails, Mountain's Edge, Providence and Inspirada are well-known across the region.

"Envisioning a project is one thing, but taking it to the next level requires assembling the right people, the right teams and knowledgeable experts," said Ritter. "This philosophy continues to be a key success factor for us."

NDA member and statewide law firm Kummer Kaempfer Bonner Renshaw & Ferrario has been an integral part of Focus Property Group's ongoing land use and development work. From entitlement and licensing work to community and governmental outreach to creating and gaining approval of the master development plans, Kummer Kaempfer has worked alongside the Focus Property Group team since Ritter's first 600-acre purchase.

"Our land use and government affairs team makes it our business to know our client's business," said Mark Fiorentino, partner and head of Kummer Kaempfer's Land Use and Government Affairs Department. "Our client-focused approach has enabled us to enjoy a long-term business relationship with Focus."

This success has enabled the teams to achieve industry-wide recognition. Mountain's Edge was recently ranked by RCLCO, a leading independent real estate advisory firm, as the No. 1 selling master planned community in the U.S. in 2007. In 2008, Kummer Kaempfer received top honors for land use and zoning law by Best Lawyers in America.

"Our relationship with our consultants such as Kummer Kaempfer is very important to us," said Ritter. "Kummer Kaempfer has been with us from the beginning and the company's ability to navigate Focus through the planning process of developing master plans has contributed to our success, and their expertise is invaluable."

Both firms operate on the philosophy of developing the master plans in an orderly and planned way to ensure a high quality of life for its residents. With planned growth, they both believe, that issues such as the environment, transportation and the preservation of rural communities are appropriately addressed.



Kummer Kaempfer Bonner Renshaw & Ferrario • Mr. Michael J. Bonner
3800 Howard Hughes Pkwy., 7th Fl. • Las Vegas, NV 89169
Phone: (702) 792-7000

Michael E. Skaggs to Head Nevada Commission on Economic Development

Governor Jim Gibbons has appointed Michael E. Skaggs to serve as executive director of the Nevada Commission on Economic Development (NCED). This appointment followed a five month international search conducted by NCED commissioners. The Lt. Governor, Brian Krolicki, received resumes from 16 applicants. Through two rounds of interviews, Skaggs prevailed and serves at the pleasure of the commission. Governor Gibbons quoted, "Mike has tremendous experience working in Nevada and is familiar with our state. I am confident he will help drive economic development here in Nevada."

Skaggs has made a career out of economic development, including extensive work in the southwest as a consultant and advocate for regional development efforts. He most recently served as Vice President of Solutions for DW Turner Public Relations and Advertising in Albuquerque, developing communication strategies for business, government and non-profit enterprises. He has a degree in advertising from Texas Tech.

"Fresh economic strategies, collaboration with our legislative and development authority partners as well as unending dedication to customer service will be my focus," Skaggs says.

Further endorsements of the Governor's appointment came from two of the development authorities, Somer Hollingsworth of the NDA and Chuck Alvey, president and CEO for the Economic Development Authority of Western Nevada. "What a great coup for NCED in hiring one of the top professionals in economic development," says Hollingsworth.

Trustees support the NDA with contributions of \$5,000. In addition to receiving voting privileges at annual meetings, Trustee members enjoy many networking privileges throughout the year.

TRUSTEES

Meridian Luxury Suites

The Meridian Luxury Suites in Las Vegas, Nevada is one of the city's best kept secrets. Just one block off the strip, this 16-acre resort is walking distance from "Restaurant Row", the monorail and only eight minutes from the airport - you couldn't find a better location. Currently Meridian Luxury Suites offers corporate housing/relocation from month to month with pending nightly/weekly rentals coming shortly.

The secret here is the all-suite accommodations. Each room comes fully-furnished and decked out with the latest hi-tech electronics and amenities: flat screen TVs in each room, fully stocked kitchen with high-end appliances, free high speed internet access, deluxe leather furnishing and plush bedding.

The Presidential Suite, for example, offers a penthouse view of the resort grounds and the strip from this 2,000 square foot luxury suite appointed with two king bedrooms, a private master bath with jacuzzi tub, a separate office, fully stocked dine-in gourmet kitchen, spacious living room with wet bar and

fireplace, 55" Plasma TV, Bose surround sound and the finest finishes throughout.

The Meridian Luxury Suites is a hotel experience defined by luxury, sophistication and enjoyment. Romantic courtyards and lush landscapes invite a relaxed and tranquil lifestyle. State-of-the-art recreational facilities rival those of private country clubs, high-end gyms and spas. Enjoy a wide range of amenities, including concierge services and a full-service business center. The Meridian Luxury Suites is one to consider when luxury, location and pampering is your main concern.



Meridian Luxury Suites • Ms. Pamela Bierman
250 E. Flamingo Rd. • Las Vegas, NV 89103
Phone: (702) 990-0634

NDA EVENTS

California Senator George Runner Keynote Speaker for NDA July Breakfast

Nevada Development Authority's breakfast meeting held on July 17, 2008 at the Four Seasons Hotel featured California Senator, George Runner. Distinguished guests at the breakfast also included Governor Jim Gibbons, state senators Joyce Woodhouse and Michael Schneider, as well as state assemblymen Morse Arberry and Mo Denis. Senator Runner addressed NDA members, guests and media with a keynote speech entitled "California's tax and spend problem and how that drives business away into the waiting arms of Nevada and Arizona."

Runner opened his remarks with the comment that it was "kind of a strange place for a California Senator to be." He described one of his primary jobs in the legislature as ensuring California's work environment and business environment stay healthy and therefore standing before the Nevada Development Authority was a "great irony." Alluding to that business environment, Runner continued by saying, "It is clear, what you have continued to focus on and continued to preserve in the state of Nevada, is something that California has lost."

Senator Runner related there are many dynamics they face in their state that make ensuring the health of the work and business environment very difficult, offering the example of California as a caution to other states. He said, "Our burdensome business regulations and unnecessary laws are chasing many of our good businesses out of the state." The first of these are taxes, with California's tax climate ranked 47th in the nation according to the Tax Foundation. He described California being "encumbered by some of the highest tax laws in the nation, including a nearly nine percent corporate income tax rate." He also said Californians face higher taxes on average by far, including personal income, sales and capital gains tax.

Senator Runner closed his address by again cautioning Nevada against making mistakes similar to those made in California, encouraging us to continue fostering our business-friendly environment. His impetus for being there was the "California Tax Bear" advertising and public relations campaign launched and executed by the NDA.



NEW & EXPANDING COMPANIES

Please welcome these new & expansion companies assisted by NDA April - July 2008:

NEW NDA INVESTORS

Investors provide annual financial support to NDA of \$2,500 - \$4,999 and they are eligible to serve on NDA committees. You are encouraged to network and work with NDA supporters.

Capstone Brokerage, INC

Ms. Mary Thompson
2675 S. Jones Blvd., Ste. 102
Las Vegas, NV 89146
Phone: (702) 227-5727
Insurance

CHS Group INC

Mr. Jeffery Caputo
2875 N. Lamb Blvd., Bldg. #14
Las Vegas, NV 89115
Phone: (888) 473-5050
Hospitality

Emerald Suites Hotel

Ms. Valerie Troisi
9145 Las Vegas Blvd. South
Las Vegas, NV 89123
Phone: (702) 948-9999
Luxury Hotel

FDM4 America

Mr. Mike Cutsey
11500 S. Eastern Ave., Ste. 150
Henderson, NV 89052
Phone: (866) 676-3364
Computer Services

Holland & Hart

Mr. Gregory Gilbert
3800 Howard Hughes Pkwy., 10th Fl.
Las Vegas, NV 89169
Phone: (702) 699-4600
Attorneys

IBM Corporation

Ms. Debra Fleischer
2516 Shore Bird Ave.
North Las Vegas, NV 89084
Phone: (702) 944-8823
Computer Services

Lovitt & Touché Inc.

Mr. John Daviz
9121 W. Russell Rd., Ste. 111
Las Vegas, NV 89148
Phone: (702) 233-0095
Insurance

Plus 6 Technologies

Mr. Colin Sturtevant,
2850 Horizon Ridge Pkwy., Ste. 200
Henderson, NV 89052
Phone: (702) 430-4766
Communications

CHS Group (New)

Mr. Jeff Caputo
2875 N. Lamb Blvd.
Las Vegas, NV 89115
Phone: (888) 473-5050
Hotel room and office renovations

Meritronics (New)

Mr. James Bench
950 Pilot Rd., Ste. C
Las Vegas, NV 89119
Phone: (702) 949-8880
PCB assembly, PCB layout, BGA assembly, BGA rework, X-ray services, cable assembly and box build

Switch Communications Group, LLC (Expansion)

Ms. Melissa Young
7135 S. Decatur Blvd.
Las Vegas, NV 89118
Phone: (702) 444-4195
Colocation services including disaster avoidance, uninterrupted power, internet connections, bandwidth, external connectivity and 24/7 security.

NEW NDA ASSOCIATES

Associates demonstrate their commitment and support of economic development in Southern Nevada with contributions of \$1,000 - \$2,499 annually. Please welcome these new Associates.

The Beckley Group

Mr. Doug Beckley
2880 W. Sahara Ave.
Las Vegas, NV 89102
Phone: (702) 838-8413
Consulting

The Bentley Group Inc.

Ms. Jodi Bentley
11920 Southern Highlands Pkwy., Ste. 100
Las Vegas, NV 89141
Phone: (702) 855-0440
Developers

F&M Publishing, LLC

Mr. Bob Farrell
7500 W. Lake Mead Dr., Ste. 9-282
Las Vegas, NV 89128
Phone: (702) 968-9366
Publications

Fox Rothschild LLP

Mr. Glen Trowbridge
3800 Howard Hughes Pkwy., Ste. 500
Las Vegas, NV 89169
Phone: (702) 262-6899
Attorneys

MARK YOUR CALENDAR... NEVADA DEVELOPMENT AUTHORITY'S UPCOMING EVENTS

**NDA Breakfast Meetings:
Thursday, September 18, 2008**

**Location: Four Seasons Hotel
3960 Las Vegas Blvd., South
Acacia Ballroom**

**7:00 a.m. - Breakfast and Networking
7:30 a.m. - Meeting \$40.00 per person**

*Space is limited and will be on a first-come,
first-served basis.
RSVP to (702) 791-0000*



CLASS OF 2008

The NDA Recognition/Retention Committee would like to acknowledge and extend a warm welcome to the Class of 2008. The committee is committed to recognize new members as a yearly group beginning with fiscal year 2007/2008. A special luncheon will be held in their honor. Please take time to seek out and get acquainted with these new members. It is the networking of the NDA's members that help make the organization a success. We look forward to the Class of 2009!

Mr. John Anderson

SH Architecture
7373 Peak Dr., Ste. 250
Las Vegas, NV 89129
(702) 363-2222
Architectural Services

Mr. Robert C. Anderson

Hale Lane
3930 Howard Hughes Pkwy., 4th Fl.
Las Vegas, NV 89169
(702) 222-2500
Attorneys

Ms. Sofia Athan

Marriott Hotels
3900 Paradise Rd., Ste. 235
Las Vegas, NV 89135
(702) 335-0800
Hospitality

Mr. Mark Atkinson

Levy Production Group
5905 S. Decatur Blvd., Ste. 1
Las Vegas, NV 89118
(702) 597-0743
Audio Visual Services

Ms. Debra Baez

Baez Design
5076 Momenti St.
Las Vegas, NV 89135
(702) 251-8157
Advertising/Public Relations

Mr. Robert Barron

Smith Barney
3993 Howard Hughes Pkwy., Ste. 800
Las Vegas, NV 89169
(702) 792-2020
Financial Services

Mr. Doug Beckley

The Beckley Group
2880 W. Sahara Ave.
Las Vegas, NV 89102
(702) 838-8413
Consulting

Mr. Dave Benardino

Amtec Communications
4460 Reno Ave., Ste. E
Las Vegas, NV 89118
(702) 938-8000
Telecommunications

Mr. James Bench

Meritronics
950 Pilot Rd., Ste. C
Las Vegas, NV 89119
(702) 371-0629
Manufacturing/Misc.

Ms. Pamela Bierman

Meridian Luxury Suites
250 E. Flamingo Rd.
Las Vegas, NV 89103
(702) 990-0634
Hospitality

Ms. Lorraine Hunt-Bono

The Piazza LLC
7700 Las Vegas Blvd., South
Las Vegas, NV 89123
(702) 617-0732
Real Estate

Mr. Keith Bowen

Nevada Construction Clean Up
2745 N. Nellis Blvd.
Las Vegas, NV 89115
(702) 644-8484
Recycling

Mr. Roger Bulloch

SPB Partners
10091 Park Run Dr., Ste. 190
Las Vegas, NV 89145
(702) 471-0030
Financial Services

Mr. Randy Burk

Quality Corrections & Inspections Inc.
882 American Pacific Dr., Ste. A
Henderson, NV 89014
(702) 719-2322
Manufacturing/Misc.

Mr. Chris Caluya

Clark & Sullivan Construction
4180 W. Dewey Dr.
Las Vegas, NV 89118
(702) 798-5400
Contractors

Mr. Tim Castello

Castello Excavation & Grading, Inc.
7565 Commercial Way, Ste. F
Henderson, NV 89011
(702) 440-8013
Construction

Ms. Cheryl Congdon

Los Angeles Times Media Group
6955 N. Durango Dr., Ste. 1115
Las Vegas, NV 89149
(702) 823-2823
Media

Mr. James J. Cornick

Multi-Ceptor, LLC
5040 Edna Ave., Ste. 11
Las Vegas, NV 89146
(702) 449-0399
Consulting

Mr. Bob Coyle

Republic Services
770 E. Sahara Ave.
Las Vegas, NV 89104
(702) 599-5501
Misc. Services

Mr. Doug Crook

C2 Lofts
9500 Hillwood Dr., Ste. 200
Las Vegas, NV 89134
(702) 646-6000
Real Estate

Ms. Faye M. Cross

Knoll
4077 S. Dean Martin Dr.
Las Vegas, NV 89103
(702) 737-1005
Manufacturing/Misc.

Mr. Mike Cutsey

FDM4 America
11500 S. Eastern Ave., Ste. 150
Henderson, NV 89052
(866) 676-3364
Computer Services

Mr. John Davis

Lovitt & Touche' Inc.
9121 W. Russell Rd., Ste. 111
Las Vegas, NV 89148
(702) 233-0095
Insurance

Mr. Chuck Devorak

ReMax Extreme Commercial
107 E. Warm Springs Rd.
Las Vegas, NV 89119
(702) 614-3500
Real Estate

Mr. Michael DiAsio

Southwest USA Bank
4043 S. Eastern Ave.
Las Vegas, NV 89119
(702) 853-4748
Financial Services

Mr. Ed Domanico

Community Environment Alliance
2475 W. Cheyenne Ave., Ste. 150
N. Las Vegas, NV 89032
(702) 202-1685
Retailers

Mr. Rob Dorinson

Evergreen Recycling
5491 Accurate Dr.
Las Vegas, NV 89156
(702) 646-1446
Recycling

Ms. Terry Dusold

Staffmark
3360 W. Sahara Ave., Ste. 210
Las Vegas, NV 89102
(702) 248-4380
Employment/Staffing/Recruiting
Services

Mr. Bob Farrell

F&M Publishing, LLC
7500 W. Lake Mead Dr., Ste. 9-282
Las Vegas, NV 89128
(702) 968-9366
Publications

Mr. Michael Fennell

Payroll Solutions Group
3575 W. Cheyenne Ave., Ste. 101
N. Las Vegas, NV 89084
(702) 256-3748
Payroll Services

Ms. Carole Fisher

Nathan Adelson Hospice
4141 Swenson St.
Las Vegas, NV 89119
(702) 796-3110
Medical

NDA MEMBER RECOGNITION

Ms. Debra Fleischer

IBM Corporation
2516 Shore Bird Ave.
N. Las Vegas, NV 89084
(702) 944-8823
Computer Services

Mr. Jesse Fruman

Majestic Realty Co.
4155 W. Russell Rd., Ste. C
Las Vegas, NV 89118
(702) 896-5564
Real Estate

Mr. Randy A. Garcia

The Investment Counsel Company
10000 W. Charleston Blvd., Ste. 280
Las Vegas, NV 89135
(702) 871-8510
Financial Services

Mr. Dennis Gentles

Klegg Electronics
6230 McLeod Dr., Ste. 3
Las Vegas, NV 89120
(888) 465-5344
Manufacturing/Misc.

Mr. John Gilani

ITT Technical Institute
168 N. Gibson Rd.
Henderson, NV 89014
(702) 558-5404
Education

Mr. Gregory Gilbert

Holland & Hart
3800 Howard Hughes Pkwy., 10th Flr.
Las Vegas, NV 89169
(702) 699-4600
Attorneys

Mr. Robert A. Goldstein

Jennings, Strouss & Salmon, PLC
8330 W. Sahara Ave., Ste. 290
Las Vegas, NV 89117
(702) 227-0700
Attorneys

Mr. Jose Gomez

Prime Choice Foods, Inc.
103 Thomas Rd.
Bristol County, VA 24201
(276) 591-1880
Manufacturing/Misc.

Ms. Kathryn Goossen

Landini and Associates, Ltd.
6153 S. Rainbow Blvd.
Las Vegas, NV 89118
(702) 368-2444
Insurance

Mr. Carl Heard

Nevada Health Centers, Inc.
4413 Spring Mountain Rd., Ste. 103
Las Vegas, NV 89102
(775) 450-6545
Associations

Mr. Brian Huse

Arroweye Solutions
7485 Commercial Way
Henderson, NV 89015
(702) 938-6730
Misc. Services

Mr. Michael F. Ives

AFLAC
2290 Sunridge Heights Pkwy., Ste. 140
Henderson, NV 89052
(702) 597-3434
Insurance

Mr. Jeff Jarvis

Service 1st Bank of Nevada
8311 W. Sunset Rd., Ste. 130
Las Vegas, NV 89113
(702) 966-7421
Financial Services

Mr. Greg Korte

The Korte Company
9225 W. Flamingo Rd.
Las Vegas, NV 89147
(702) 228-9551
Construction

Mr. Kevin Kostiner

B-Hive Realty Brokerage
1834 Somersby Way
Henderson, NV 89104
(702) 533-4372
Real Estate

Mr. Dane Maralason

World Wide Technology, Inc.
1416 Premier Court
Las Vegas, NV 89117
(702) 581-5164
Information Technology & Data
Center Services

Ms. Mary Marriott

Tax Projects Group
2984 E. Russell Rd., Ste. 830
Las Vegas, NV 89120
(702) 596-6149
Financial Services

Captain Liliu P. Moody

US Army Recruiting Company -
Las Vegas
1050 E. Flamingo Rd., Ste. W-371
Las Vegas, NV 89119
(702) 735-2883
Employment/Staffing/Recruiting
Services

Mr. Michael Morton

N-M Ventures, LLC; N9ne Group
4321 W. Flamingo Rd.
Las Vegas, NV 89103
(702) 938-9999
Entertainment/Restaurant/Private
Members Club

Ms. Sherri O'Boyle

Erin O'Boyle Photographics, LLC
2245 N. Green Valley Pkwy., Ste. 559
Henderson, NV 89104
(702) 263-5271
Photography

Mr. George F. Ogilvie III

McDonald Carano Wilson LLP
2300 W. Sahara Ave., Ste. 1000
Las Vegas, NV 89102
(702) 873-4100
Attorneys

Mr. Santiago Ojeda

LTAS International, LLC
4920 W. Cheyenne Ave., Ste. 110
Las Vegas, NV 89130
(702) 853-6500
Misc. Services

Ms. Tanna Prince

Lockton
7251 W. Lake Mead Blvd., Ste. 300
Las Vegas, NV 89128
(702) 641-4531
Insurance

Ms. Joanne Reynolds

Reynolds Marketing LLC
2857 Aliso Dr.
Henderson, NV 89074
(702) 616-0801
Advertising/Public Relations

Ms. Amber Robinson

Siemens Building Technologies
6295 S. Pearl St., Ste. 100
Las Vegas, NV 89120
(702) 855-5300
Alarm Systems

Ms. Maria Romano

Advantage Rent A Car
7135 Giles St.
Las Vegas, NV 89119
(702) 216-7510
Transportation

Ms. Ann Santiago

TMC Development
10161 Park Run Dr., Ste. 150
Las Vegas, NV 89145
(702) 318-6515
Financial Services

Mr. Paul Schmitt

The Whiting-Turner Contracting Co.
6720 Via Austi Pkwy., Ste. 300
Las Vegas, NV 89119
(702) 650-0700
Contractors

Ms. Elizabeth Schubeck

Realty One Group
1333 N. Buffalo Dr., Ste. 190
Las Vegas, NV 89128
(888) 461-0101
Real Estate

Mr. Michael W. Shell

M101 Powersports
2001 Lockwood St.
Oxnard, CA 93036
(805) 643-1015
Retailers

Mr. David Steen

EcoWall, LLC
10501 W. Gowan Rd., Ste. 110
N. Las Vegas, NV 89129
(702) 485-6353
Construction

Mr. Barry Stubbs

Abbey, Stubbs & Ford, LLC
1540 Foothills Village Dr.
Henderson, NV 89012
(702) 269-9923
Consulting

Mr. Glen Trowbridge

Fox Rothschild LLP
3800 Howard Hughes Pkwy., Ste. 500
Las Vegas, NV 89169
(702) 262-6899
Attorneys

Mr. Edward A. Vance, AIA

EV&A Architecture
900 S. Pavilion Center Dr., Ste. 160
Las Vegas, NV 89144
(702) 946-8195
Architectural Services

Mr. Akio Wada

Imagine Global, LLC
1450 W. Horizon Ridge Pkwy., B304-176
Henderson, NV 89012
(702) 885-4476
Misc. Services

Mr. JD Wang

ReRubber
(408) 916-7788
Misc. Services

Mr. James R. Warring

HNTB Architecture Inc.
101 Convention Center Dr.
Las Vegas, NV 89109
(702) 789-4001
Architectural Services

Mr. Kyle Waugh

Rise Realty
501 Canon Greens Dr.
Las Vegas, NV 89114
(702) 791-1970
Real Estate

Baez Design Named Supplier of the Year

The Nevada Minority Business Council (NMBC) named **Baez Design** as 2008 Professional Service Business of the Year at their 13th Annual "A Night of Stars" Excellence Awards Dinner, held at Caesars Palace. As a corporate member of the NMBC, Nevada Power/Sierra Pacific Resources nominated Baez Design for this prestigious award, designed to recognize best practices of certified minority business enterprises that display excellence in client service and running a successful business.

This is the second time Baez Design has been named Professional Service Business of the Year. It was also named 2001 Minority Business of the Year, and has won as the National Minority Supplier Diversity Council's (NMSDC) 2003 State Regional Minority Business of the Year, Class I Award, for businesses that earn less than one million dollars in annual sales.

Burke & Associates Breaks Ground on the New Alexander Library and Park

Tony Dazzio, Senior Vice President of Burke & Associates, announced today that Burke & Associates has recently begun construction of the new Alexander Library and Park complex in North Las Vegas. This innovative \$3.3 million, 16,400 square foot library will include a computer facility for patrons, meeting rooms and a children's library wing. The adjacent two acre public park will include tot lots, shade structures, paved and lighted walking paths and a demonstration garden.

Working together with Lucchesi Galati Architects, the project will be managed by Burke Project Manager **John Travassos** and is scheduled for completion in early 2009.

Eagle Promotions Awarded Minority Business of the Year For Nevada

The Nevada Minority Business Council (NMBC) named **Eagle Promotions** as 2008 Minority Business of the Year. The event, which highlights the achievements of Minority Business Enterprises and Major Corporations in the State of Nevada that have excelled in programs, products and/or services the previous calendar year, was full of excitement and surprises.

Eagle Promotions originated in 1995 and specializes in promotional products, silk screened t-shirts, embroidered clothing, both domestic and imported advertising specialty items and lenticular 3D printed items.

Grubb & Ellis Company Announces Top Affiliate Producers for 2007 at Annual Circle of Excellence Awards

Grubb & Ellis|Las Vegas announced that **Al Barbagallo**, Senior Vice President, Investment Services, **David R. Scherer**, Senior Vice President, Office Group, **Nelson L. Tressler**, Senior Vice President, Retail Group, **Xavier Wasiak**, Senior Vice President, Industrial Group of Grubb & Ellis|Las Vegas were recently honored as one of the Company's top producers at Grubb & Ellis' Circle of Excellence Awards. The annual event was held in Montego Bay, Jamaica, March 30 through April 1, 2008.

To qualify for Circle of Excellence, brokers must fulfill the highest production standards set by the Company, which typically results in honoring the top 5 to 8 percent of all Company professionals.

Lamb Asphalt Names New VP of Sales and Marketing

Jim Andres has been named vice president of sales and marketing of Lamb Asphalt Maintenance. Andres brings over 30 years of experience in sales and manage-

ment to the asphalt maintenance company. Since 1959, Lamb Asphalt Maintenance, Inc. has set the standard for paving services in the Las Vegas valley. Named one of the top 100 seal coating companies in the nation by Pavement magazine, in June 2000, Lamb Asphalt prides itself on quality workmanship. As vice president of sales and marketing, Andres will be applying his management experience and consultative sales approach to spearhead business development and expansion for the company.

Shred-it Las Vegas Takes ID Theft Serious

Shred-it Las Vegas recently announced that **Larry Howard** and **Kyle Hammer** have become the only two Certified ID Theft Risk Management Specialists in Southern Nevada.

Shred-it was founded in 1988 and serves more than 150,000 customers around the world. With more than 140 branches on five continents, Shred-it is now the world's leading on-site document destruction company.

SR Construction Completes Design Project for Ambassador Limo

SR Construction Vice President **Rob Silecchia** recently announced the firm has completed construction of Ambassador Limo's Transportation Service Facility located at 4600 Wynn Road in Las Vegas.

The 18,000 square-foot design/build project called for a unique design of the two-story building which consisted of a mechanic's bay facility and corporate offices.

Interested in submitting a News Brief?

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6700 Via Austi Pkwy., Ste. B, Las Vegas, NV 89119
Phone: (702) 791-0000 • Fax: (702) 796-6483 • Toll Free: (888) 466-8293
www.nevadadevelopment.org