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A Message From The President & CEO

Somer Hollingsworth

President & CEO
Nevada Development Authority

Fiscal Year End Results Support NDA's Efforts in Bringing More Jobs

"The infrastructure that made Las Vegas great is still here."

As the Nevada Development Authority wraps up its 2010/11 fiscal year, the organization has announced it has worked with 27 companies that have relocated or started up in Southern Nevada and seven other local companies that have expanded its operations in the area.

"The NDA continues to focus on bringing companies in from all across the U.S. into Southern Nevada to promote economic diversification," said Somer Hollingsworth, president and CEO of the NDA. "We successfully assisted 34 new and expanding companies in such areas as manufacturing, recycling, renewable energy and technology."

Based on the information supplied by the companies, the following impacts are projected over the next five years:

- 1,197 primary and secondary jobs, 34 new and expanding businesses
- One-year employee economic impact of \$203,281,456
- Five-year employee economic impact of \$1,016,407,291
- 27 new companies, yielding 940 jobs with an average wage of \$24.57 per hour
- Seven expanding companies, creating 257 jobs with an average wage of \$17.95 per hour
- One-year annual payroll impact will measure \$54,856,094
- Five-year annual payroll impact is projected at \$274,280,456
- Five-year local tax revenues of \$32,837,410
- Five-year state tax revenues of \$10,148,000

Hollingsworth said the NDA remains dedicated to promoting economic development and diversification as well as providing local businesses with valuable resources to ensure maximum growth in spite of the nation's troubled economy. The NDA strives to find positive solutions to create a broad-based economy designed to compliment Las Vegas' tourism and gaming industries – the key to an overall healthy society.

Take a look at what our companies are saying:

"We chose to relocate to Las Vegas because of the area's competitive business climate, talented labor pool, state-of-the-art technology and transportation infrastructure, and the city's proximity to some of the world's largest information technology markets," said Jim Kegley, president of **U.S. Micro Corporation**.

"Choosing the state of Nevada as the location for the opening of the **LINQ360** Innovation Center Powered by Microsoft in March of 2011 was one of the best decisions we made. Working with the NDA prior to opening and on a continuing basis is a sure recipe for any company's success. Our business is growing every month as we continue to move more companies into LINQ360. The support system provided by the NDA is one of the forces behind our continued success," said Scott Garrison, president of LINQ360.

"The infrastructure that made Las Vegas great is still here," says Hollingsworth. "As president & CEO, I look forward to ushering NDA into the new fiscal year and continue our mission to attract companies to Southern Nevada that diversify, expand and nurture the business environment which will enhance the overall socio-economic development of our community."

Mark Your Calendar... NDA's Upcoming Event



NDA Annual Luncheon
Keynote Speaker:
Governor Brian Sandoval
Thursday, November 17th
Bellagio Hotel & Casino
3600 Las Vegas Blvd. South
11:30 a.m. - No-Host Cocktails
12:00 Noon - Luncheon
\$75.00 per person

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

Sponsorships are still available for NDA members.

If you would like to host an NDA Mixer or know someone that is interested, please contact the NDA at 702-791-0000.



NEVADA
DEVELOPMENT
AUTHORITY

MISSION STATEMENT

The Nevada Development Authority shall attract companies to Southern Nevada that diversify, expand and nurture the business environment which will enhance the overall socioeconomic development of our community.

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.

Ken's Foods, Inc.

Born in a Great Steak House

It all started back in 1941, when Ken and Florence Hanna decided to open Ken's Steak House in Framingham, Massachusetts. Steaks, of course, were going to be their specialty. But both Ken and Florence wanted something special to serve alongside. That something was a great salad, tossed with an even greater dressing.

According to Ken, "It got to the point where our salads were probably more popular than our steaks. And pretty soon people were asking why I didn't put the salad dressing in a bottle and sell it." Friends of Ken did exactly that, and an entire company was born. Frank and Louise Crowley started the business of Ken's Foods® in their kitchen in 1958 based on the house dressing served in the restaurant. Today the company has plant operations in Marlborough, Massachusetts, McDonough, Georgia and Las Vegas, Nevada.

As the years have gone by, Ken's Foods has grown far beyond that original Italian dressing. They're still a family owned and operated business. But today, between their Retail Grocery Products and Food Service divisions, they produce and package over 400 varieties of dressings and sauces.

A lot of people also come to Ken's for custom-made dressings and sauces. Others, like Paul Newman, even bring in their own ideas for dressings, and ask Ken's Food's to produce and bottle them.

While Ken's Foods first gained popularity in supermarkets, over the years they've become an extremely respected name in the food service industry, too. Their products include over 250 high quality salad dressings, as well as barbecue sauces, coleslaw dressings, mayonnaise and more. Their packaging capabilities go from .75 ounce single serve pouches up to 400 gallon totes. And their plants are widely recognized as two of the most advanced and automated in the nation. They can produce as little as 100 cases of custom dressing at a time, or as much as 200 gallons of French dressing in a minute.

The Las Vegas plant has been in operation since 2003 manufacturing dressings for the food service business and serving as Ken's Foods West Coast distribution center. They have been very successful with their operation in Las Vegas, and plan on expanding their manufacturing operations to include retail dressing.



Mr. Mike Shanks
Ken's Foods, Inc.

8925 Ken's Foods Ct.
Las Vegas, NV 89139
Phone: (702) 932-6400

Meet Mike Shanks



Mike Shanks, Plant Manager for Ken's Food's Las Vegas, is the NDA's newest member of the Chairman's Circle. "The NDA has provided support and proved to be a valuable resource in both our initial construction and now with our expansion project. I believe the support of the NDA was a significant factor in our decision to expand the Las Vegas operation."

New Executive Committee Member

NDA Welcomes Jeff Oberschelp *CenturyLink™*

The NDA would like to introduce you to its newest Executive Committee Member, Mr. Jeff Oberschelp, vice president and general manager of CenturyLink. A 16 year veteran of the telecommunications industry, Mr. Oberschelp served as vice president of sales for competitive markets for CenturyTel, before the company's acquisition of EMBARQ in 2009 to create CenturyLink.

Over the span of Oberschelp's career, he has served in numerous executive positions, including area vice president at Idearc Media (formerly Verizon Information Services) and vice president and general manager at McLeodUSA. Oberschelp specializes in building high performing teams, strategy development and execution, building and managing large organizations, and market share acquisition.

Oberschelp is an avid golfer, runner and community volunteer, offering support for several local nonprofit organizations including Big Brothers Big Sisters and Habitat for Humanity. Oberschelp lives in Las Vegas with his wife and received his Bachelor of Science in Marketing at Eastern Illinois University.

We are very pleased to have Mr. Oberschelp on our executive committee. If you get a chance at the next NDA breakfast meeting or mixer, extend a hand and introduce yourself to Mr. Oberschelp. We know he will bring his communications expertise to further the NDA's mission.



*Mr. Jeff Oberschelp
Vice President/General Manager
CenturyLink™*



CenturyLink™

6700 Via Austi Pkwy.
Las Vegas, NV 89119
Phone: (702) 244-2222

President's Council

NDA President's Council members make significant annual contributions of \$10,000 - \$24,999 and provide valuable resources of time, talent and treasure to serve the mission of the NDA. The NDA extends appreciation for the support and financial commitment the President's Council organization provides.

Mr. Brian Robertson
Amonix, Inc
1709 Apollo Ct.
Seal Beach, CA 90740
Phone: (562) 200-7730

Amonix, Inc

Amonix Brings More Jobs & Sustainable Green Energy to Nevada

Founded in 1989 with the vision to make solar electricity accessible to the masses, Amonix Inc. headquartered in Seal Beach, CA, with additional facilities in Torrance, CA, and North Las Vegas, NV, is the leading designer and manufacturer of low cost, high performance utility-scale concentrated photovoltaic (CPV) solar systems.

Amonix is proud to manufacture CPV solar systems in the U.S. The Nevada Development Authority was instrumental in helping the company to select Nevada. Aided by a \$5.9 million dollar manufacturing investment tax credit in late 2010 through the American Reinvestment and Recovery Act, Amonix established a large 214,000 square foot manufacturing plant in North Las Vegas with an annual capacity of 150 MW. This plant has created over 330 private sector clean energy jobs for local residents and is projected to deliver over \$560 million dollars in economic impact to Southern Nevada over the next five years. It is the largest

facility of its kind in the state of Nevada.

Amonix has been harvesting the sunshine in Nevada with four Amonix CPV solar power installations at the following locations: NV Energy Clark Generating Station, located next to Highway 95, UNLV's Center for Energy Research (CER); Southern Nevada Water Authority's River Mountains Water Treatment Facility in Henderson, and at our manufacturing facility where Amonix is using clean energy to manufacture the CPV solar systems.

With 21 years in business, 16 years of CPV field experience and seven generations of system evolution, Amonix is the proven choice for utility-scale solar energy production in sunny and dry climates.



Trustees

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.

Prudhomme/Chernysheva Law Office

Ms. Margo Chernysheva
Prudhomme/Chernysheva Law Office
6725 Via Austi Pkwy., Ste. 230
Las Vegas, NV 89119
Phone: (702) 258-0032

Prudhomme Chernysheva Protects Your Foreign Assets

Prudhomme/Chernysheva Law Office has served the needs of international and local businesses and individuals in their immigration and foreign related matters for over fifty years. They are a small, but highly experienced and technologically advanced business immigration law firm. They serve as a value-added partner assisting your company in strategic business counseling.

If your business has ever received notice from the U.S. Immigration and Customs Enforcement (ICE), Prudhomme/Chernysheva Law Office is here to help. Employers can have charges pressed against them for a variety of simple "technical failures" or paperwork violations which are not necessarily indicia or negligence. ICE assesses penalties and fines for these simple violations. Trying to fix your I-9 AFTER you received a Notice of Inspection may look suspicious and a felony count of tampering with government records, or document fraud are not easy charges to dismiss.

In the past two years there have been at least one hundred of ICE's worksite enforcement initiatives carried out in Las Vegas

alone. ICE has recently released news reports of doubling its enforcement activities in 2012.

Prudhomme/Chernysheva Law Office is the only AV-rated immigration firm in Las Vegas with over 56 years of combined legal experience. Senior Partner, Ed Prudhomme, a former Immigration Judge, is Board Certified in Immigration Law (TBLS) and, annually named as one of the "Best Lawyers in America in Immigration Law". Partner Margo Chernysheva has over ten years of international corporate experience. The office has Armenian, Russian, French, Spanish, Chinese, German and Japanese speaking staff and attorneys.



**PRUDHOMME/
CHERNYSHEVA LAW**

Millenium Staffing Services

Ms. Donna Lattanzio
Millenium Staffing Services
8230 W. Charleston Blvd.
Las Vegas, NV 89117
Phone: (702) 876-0708

Millenium Staffing Services Reaches Beyond Jobs

Millenium Staffing Services is a local, 100% woman-owned and NDOT (Nevada Department of Transportation) certified company established in 2002. With over 100 years of combined staffing expertise in Las Vegas, Millenium Staffing Services is here to help your business with a variety of staffing needs. Not only do they believe in finding people and companies that compliment each other, they believe in giving back to our community through sustainable, smart business practices and socially responsible causes.

Through Millenium Staffing Services' generous clients, internal staff and temporary associates, they have been able to assist with donations of food, clothing and gift cards to SafeNest Domestic Shelter, Whitney Elementary School, City Mission of Las Vegas and Southern Help of Nevada.

With the help of Millenium Staffing Services, food donations swell at Thanksgiving and Easter; school administrators gave thanks as hundreds of pairs of new shoes and clothing were delivered to Whitney Elementary School; and the children of six fam-

ilies at SafeNest and Southern Help of Nevada were overjoyed when they saw their shiny new bicycles at holiday time.

Millenium Staffing Services is also fortunate to be a part of Operation Paperback, a volunteer organization which sends books to our military personnel overseas and to veterans hospitals throughout our nation. Once again, clients, staff and associates stepped up and donated hundreds and hundreds of books for shipment.

Look to this link to see what positions they fill or how Millenium Staffing Services can help your business: <http://www.millenium-staff.com/affiliations.html>.



Governor Sandoval to Speak at NDA Annual Luncheon

The NDA is proud to announce the keynote speaker of their 2011 Annual Luncheon:

Brian Sandoval, Governor of Nevada

Thursday, November 17, 2011 • Bellagio
11:30 a.m. No-Host Cocktails • 12:00 Noon Luncheon

Sponsorship Opportunities

\$7,500 MEETING SPONSORS

Includes one (1) VIP reserved table of 10 at luncheon;
speaker reception prior to luncheon;
prominent placement of company banner at luncheon;
company logo projected on screen during luncheon;
distribution of promotional materials to every attendee;
two (2) complimentary invitations to all NDA 2012 Board of
Trustee breakfasts.

\$5,000 RECEPTION SPONSORS

Includes one (1) table of 10 at luncheon; preferred reserved seating;
speaker reception prior to luncheon;
placement of company banner at luncheon;
distribution of promotional materials to every attendee.

\$1,500 TABLE SPONSORS

Includes one (1) table of 10 at luncheon; reserved seating;
distribution of promotional materials to every attendee.



Brian Sandoval, Governor of the State of Nevada



**Sponsorship opportunities
are available to members.**

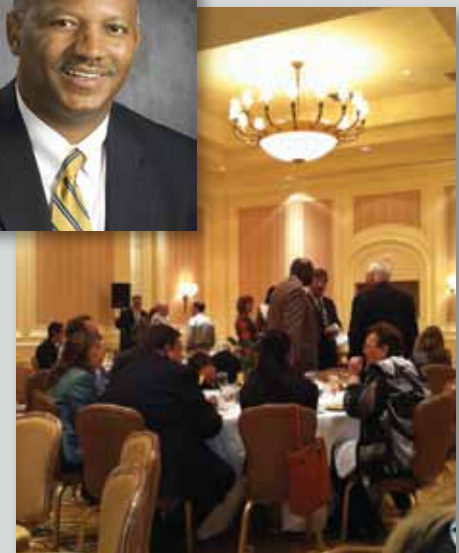
**Please call 791-0000
and speak to an NDA team
member for more details.**

NDA Trustee's Breakfast Welcomed Superintendent Dwight Jones

The NDA Board of Trustees Meeting, featuring keynote speaker, Dwight Jones, Superintendent of the Clark County School District was held at the Four Seasons Hotel on Thursday, July 14, 2011. Superintendent Jones gave his perspective on education reform and his goals in changing our school system to a captivated audience of over 200 NDA members and business leaders.

His compelling address reminded us that we are all in this together and that educational reform is an important community effort that affects everyone. While CCSD has "pockets of success," he noted that these "pockets" are not enough for our large school system. He said our "moral obligation is that every kid should be educated well," regardless of the language they speak or where they were born.

One of Superintendent Jones' goals is to build an accountability system by adopting the "Colorado Growth Model," which 20 other states have already implemented. His other agenda item is to invest in our teachers and make them a priority, not an afterthought.



Letizia Mass Media® Hosts NDA Spring Mixer

NDA members and guests were treated to an evening of socializing at the facility of Letizia Mass Media®, a Las Vegas based advertising agency. Hors d'oeuvres and cocktails were served inside Letizia's 8,000 square foot facility.

Letizia Mass Media® hosts three video production suites including a high-definition smoke edit suite, pro tools audio and HD camera package.

Letizia Mass Media® also maintains an in-house graphic department capable of turning any idea into a creative reality. Their complete media buying department uses advanced software to investigate any market and assemble multi-platform media buys while their digital services department pushes progression forward for all their clients, constantly integrating the most modern technology.

The Agency Services Department at Letizia Mass Media® has executed a variety of projects for a wide array of clientele. Their team creates every piece of work with their client's demographic and desired end result in mind.

For more information, please see: www.letiziamassmedia.com



*Tom Letizia (center),
Chairman of the Board
Letizia Mass Media®*



Summer Mixer Held at Marnell Properties' Panevino Bar & Lounge



Congresswoman Shelley Berkley was in attendance at the summer NDA mixer sponsored by Marnell Properties along with NDA members and guests. Held at the beautiful Panevino Ristorante Bar and Lounge, the networking event proved to be a well-placed venue centrally located adjacent to McCarran International Airport.

Panevino in Italian means "bread and wine" which are symbols of entertaining in the Italian tradition. Panevino is not just another restaurant; it is the epitome of Italian hospitality. Guests are treated like family inside their ristorante, bar and lounge, gourmet deli or at any of their private event banquets.

Panevino is part of the Marnell Corporate Center which is a master planned office campus on 37 acres and features 736,000 square feet of office space. David Simard, president of Marnell Properties, graciously hosted the event.



New at NDA

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 investors.

Mr. Don Butler

Energenic

9121 W. Russell Rd., Ste. 117
Las Vegas, NV 89148
Phone: (702) 650-7160
Developers

Ms. Dana Rogers

Ryland Homes

8925 W. Russell Rd., Ste. 200
Las Vegas, NV 89148
Phone: (702) 360-7532
Real Estate Development

Mr. Kurt Ouchida

Braintrust Marketing & Communications

4090 E. Post Rd., #D-1
Las Vegas, NV 89141
Phone: (702) 862-4242
Advertising/Public Relations

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.

Mr. John P. Aldrich

Aldrich Law Firm, LTD.

1601 S. Rainbow Blvd., Ste. 160
Las Vegas, NV 89146
Phone: (702) 853-5490
Attorneys

Mr. Steven A. Gibson

Dickinson Wright, PLLC

7201 W. Lake Mead Blvd., Ste. 503
Las Vegas, NV 89128
Phone: (702) 541-8200
Attorneys

New & Expanding Companies

Please welcome these new and expansion companies assisted by NDA April 2011 - June 2011.

Allied Wire & Cable (New)

Mr. Matt O'Reilly

1650 Helm Dr., Stes. 100 & 200
Las Vegas, NV 89119
Phone: (702) 492-9600

Allied Wire & Cable is a family-owned and operated value-added manufacturer and distributor of electrical wire and cable, tubing and accessories.

Exhibitrac Direct Marketing (New)

Mr. Kyle Landrum

8290 W. Sahara Ave., Ste. 280
Las Vegas, NV 89117
Phone: (702) 824-9651, Ext. 700

Premier database compiler for the trade show industry

Gladstone Industries Corporation (New)

Ms. Vicki Atlasman

6721 S. Eastern Ave.
Las Vegas, NV 89119
Phone: (702) 838-0500

Manufacturer of decorative architectural metalwork

Pumpco Parts (New)

Mr. Terry Holmes

7340 Eastgate Rd., Ste. 100
Henderson, NV 89011
Phone: (303) 289-2300

Sales and distribution of concrete pump parts and accessories

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2011 LAS VEGAS PERSPECTIVE

THE MUST-HAVE REFERENCE TOOL



You will not find a more comprehensive profile of Southern Nevada that includes in-depth information on demographics, community, business and industry, real estate, retail and tourism.

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Call 702.967.3333 or visit lvperspective.com

Applied Analysis Promotes Alyson Bettelman and Jake Joyce

Applied Analysis, a leading Southern Nevada advisory services firm, today announced the company has promoted Alyson Bettelman, CPA and Jake Joyce to the position of senior manager.

In her new position, Bettelman will retain her responsibilities of monitoring, analyzing and reporting general economic and developmental activity in Nevada. In addition, she will manage projects of Applied Analysis' expanding litigation support practice, overseeing market analyses, feasibility studies and highest and best use analyses.

Over the past three years, Jake Joyce has performed in-depth supply, demand and forecasting analyses for clients in the public and private sectors, becoming a recognized source for expert information on the performance and outlook of Southern Nevada's commercial real estate markets.

"In addition to being smart and talented professionals, both Alyson and Jake have a resolute work ethic," said Applied Analysis Principal Brian Gordon. "The dedication and diligence they have shown over the last three years has contributed to our company's success."

Colliers International Announces New Multi-Family Investment Division

Colliers International - Las Vegas' second quarterly market report of 2011 shows that after four years of recession, Southern Nevada's commercial real estate market is on track for improvement. The report was compiled by John Stater, research director for Colliers International - Las Vegas.

Stater says the retail market should be the first sector of the local commercial real estate market to feel the effects. That is assuming gaming numbers continue to improve and the gaming sector adds jobs.

Stater says while both job and real estate performances continue

to be weak in 2011, all signs point to eventual recovery. Southern Nevada continues to add office jobs in some sectors and this has translated into marginally better performance in the office real estate market.

"Gaming revenue and visitor volume numbers are gradually improving. Economic improvement on the Las Vegas Strip should be a boom to the Southwest and West Central submarkets, which are dominated by tenants that supply goods and services to the resorts," Stater said.

The Korte: Designing/Building a Greener Planet

The Korte Company is turning heads nationally as a leading green LEED certified builder. So much so, in fact, that they were recently named by the Engineering News Record as a Top 100 Green Contractor.

This is the fourth year the ENR has compiled the list - and The Korte Company has been a favorite since 2008.

"We believe that building green is essential to the long-term health and happiness of our planet," said Todd Imming, Chief Marketing Officer. "It's always nice to know that the work you're doing will make something better than you found it. From recycling bricks for buildings to reusable coffee cups in the form of branded company mugs, we truly subscribe to the green philosophy."

The Korte Company specializes in Design-Build, Construction Management and General Contracting. The company manages, on average, in excess of \$330 million in annual construction volume and has 17 LEED certified professionals on staff. For more information, log onto www.korteco.com.

Lionel Sawyer & Collins' Charles McCrea Appointed Lawyer Representative

Charles H. McCrea, Jr., a shareholder with the Litigation Department at **Lionel Sawyer & Collins**, has been appointed to serve as a lawyer representative to the U.S. District Court for the District

of Nevada. Mr. McCrea was selected from an impressive group of applicants to represent Southern Nevada for a three-year term commencing in August, 2011. His responsibilities in this new role include acting as a liaison between the federal courts and the local bar association to implementing conference and district court programs and providing the Court with guidance from the practicing bar. He will be invited to attend the annual Ninth Circuit Judicial Conferences for 2012-14, a selected group of judges and attorneys from nine western states and two Pacific Island territories. Mr. McCrea will also participate in the quarterly meetings of the Nevada Federal Judges.

Sun Commercial Real Estate Announces New Team Members

Cathy Jones, president of Las Vegas-based **Sun Commercial Real Estate**, recently announced the addition of a new team led by Lisa M. Brady and Adam J. Ballner. The team will enhance Sun's full spectrum of services with an emphasis in tenant and buyer representation in the areas of retail, office, industrial and land.

Jones said the addition of the new team will accommodate a growing demand for her firm's boutique, client-oriented services. This past year the five-year-old commercial real estate firm successfully represented the sale of numerous bank-owned properties including the 23+ acre site at Boca Park. Jones said her team is known in the Las Vegas market for their experience in handling investment sales and bank REOs. Since inception, nearly 70 percent of the firm's clients represent repeat business.

"Our clients have come to rely on our team's deep knowledge of the financial side of the business along with our focus on client service. With the addition of Lisa and Adam, we can continue to grow our reputation of long-term client relationships and comprehensive in-house real estate solutions," Jones said.



NEVADA
DEVELOPMENT
AUTHORITY

6700 Via Austi Pkwy., Ste. B

Las Vegas, NV 89119

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Toll Free: (888) 466-8293

www.nevadadevelopment.org

Get connected to Nevada's premiere economic development agency

Please feel free to contact us:

NDA STAFF

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President & CEO

Carol Cooper
Financial Manager

Chris Zunis
Vice President
Economic Development

Michael Walsh
Vice President
Economic Development

Kathy Parker
Executive Assistant

Stacey Ceragioli
Economic Development
Coordinator

Terrence Thornton
Financial Coordinator

Chaad Taylor
Administrative Assistant

Interested in submitting a
News Brief?
Contact NDA at: (702) 791-0000

NDA Newsletter produced by:

