



2010-2011 Executive Committee

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A MESSAGE FROM THE CHAIRMAN OF THE BOARD

Glenn C. Christenson
Chairman of the Board
Nevada Development Authority

Nevada - 4th Best Business Tax Climate in the Country

"As for me, why would I want to be anywhere else during this recession?"

As defined in the Business Dictionary, "business climate" means the general economic environment comprising of the attitude of the government and lending institutions toward businesses and business activity, attitude of labor unions toward employers, current taxation regimen, inflation rate, and such.

Nevada placed fourth behind South Dakota, Alaska and Wyoming according to the Tax Foundations' State Business Tax Climate Index (SBTCI).

The report states, "The lesson is simple; a state that raises sufficient revenue without one of the major taxes will, all things being equal, out-compete those states that levy every tax in the state tax collector's arsenal."

to score each state's business tax climate on a scale of zero (worst) to 10 (best).

In the same SBTCI report, Nevada ranked 1st overall in their 2006-2011 Corporate Tax Index which measures the impact of each state's principal tax on business activities. It is well established that the extent of business taxation can affect a business's level of economic activity within a state.

In another business publication survey, Chief Executive Magazine, ranked Nevada #5 for best business climate. 651 CEOs across the U.S. rated each state in three general categories: taxation and regulation, quality of workforce and living environment. Texas took top honors while California was ranked worst state.



THIS OR THAT

The Leaning Tower of South Dakota in Sioux Falls vs average 75° Las Vegas vibrancy.

One CEO respondent remarked, "California is anti-business with anti-business regulations." Another commented, "California is terrible. Even when we've paid their high taxes in full, they still treat every conversation as adversarial. It's the most difficult state in the nation."

I share this information with you to reinforce the significant competitive advantages we have here in Southern Nevada as we weather the storm our national economy has wrought. When one considers these advantages, "As for me, why would I want to be anywhere else during this recession?"

The Tax Foundation's 2011 State Business Tax Climate Index is a hierarchical structure built from five component indexes:

- The Corporate Tax Index
- The Individual Income Tax Index
- The Sales Tax Index
- The Unemployment Tax Index
- The Property Tax Index

Using the economic literature as their guide, they designed these five component indexes

Mark Your Calendar... NDA's Upcoming Events

2011 Breakfast Meetings:

January 19th

March 17th

May 11th

July 14th

September 15th



**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

Membership Recruitment is Essential

While the NDA strategizes with its media partners in bringing new businesses to Southern Nevada, they still rely on members like you to further the success of their efforts. We encourage you to spread the word. Bring a guest to the next breakfast meeting or mixer. Get involved with one of the many NDA committees.

New ads have been created utilizing NDA members demonstrating the key selling points of our business climate. This is another benefit of membership - *the NDA helps to promote their members businesses.*



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.

NV ENERGY

The Right Strategy for Nevada

"Southern Nevada is not just where we do business, it's where we live and raise our families. We are proud to be a part of this community, and we are proud to support the Nevada Development Authority's efforts to ensure the vitality of our region."

For more than 100 years NV Energy has provided our state with safe, reliable energy at an affordable price. That kind of longevity does not come without a solid plan in place to meet the needs of customers.

Several years ago, NV Energy developed a three-part strategy to meet our commitment. That strategy was comprised of three priority objectives:

- Making investments that enable our customers to reduce energy usage
- Expanding renewable energy initiatives
- Adding clean, efficient generation and related transmission infrastructure

During a time of rapid growth, our strategy guided the addition of increased generation resources within the state, sparked widespread renewable energy development and fostered energy efficiency programs that continue to benefit both residential and business customers.

Today, Nevada's economic landscape is different. Growth has slowed, but the demands of our state remain dynamic and our three-part strategy continues to deliver results.

We are currently implementing NV Energize, our statewide smart grid/smart meter project. This program will be an important element of our energy efficiency and conservation efforts. When fully operational,

NV Energize will give 1.45 million customers throughout the state the tools and technology they need to make informed choices about their energy use, allowing them to conserve energy and save money.

Renewable energy is a key component of our energy portfolio. We have more than 40 projects comprising in excess of 1,200 megawatts in service or under development. Our state ranks first in installed geothermal energy capacity and installed solar energy capacity per person. Additionally, we have distributed more than \$23 million in rebates for approximately 800 customer-installed renewable energy projects. For Nevada, renewable energy is an important aspect of our future.

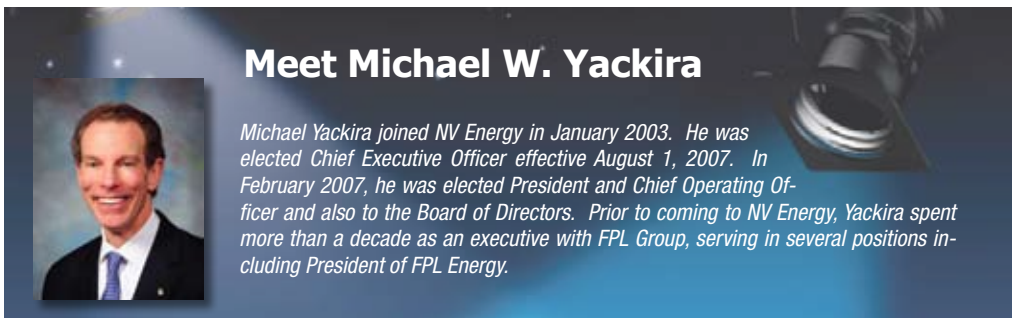
We have also made great strides in increasing Nevada's generation resources, and in 2012 the One Nevada Transmission Line will electrically link our resources in Northern and Southern Nevada for the first time. This connection will allow strategic statewide energy management and provide transmission access for renewable resources currently stranded in Eastern Nevada.

Energy efficiency and conservation, renewable energy and new, efficient generation and transmission resources: It is a strategic plan for a dynamic state, and it serves as our energy gateway to the future.



Mr. Michael W. Yackira
President & CEO - NV Energy

P.O. Box 98910
Las Vegas, NV 89151
Phone: (702) 402-5601



Meet Michael W. Yackira

Michael Yackira joined NV Energy in January 2003. He was elected Chief Executive Officer effective August 1, 2007. In February 2007, he was elected President and Chief Operating Officer and also to the Board of Directors. Prior to coming to NV Energy, Yackira spent more than a decade as an executive with FPL Group, serving in several positions including President of FPL Energy.

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. Gary Fair
American Credit Exchange, Inc.
5920 S. Rainbow Blvd., Ste. 7
Las Vegas, NV 89118
Phone: (702) 214-0710

American Credit Exchange, Inc.

ACE Boasts Above Average Recovery Rates.

American Credit Exchange, Inc. (ACE) is a national recovery services company and a leader in the collection industry. Founded in 1999, the company has been headquartered in Las Vegas since 2001, focusing most of its debt recovery work in the educational, retail, commercial and medical fields.

ACE holds great value in creating professional working relationships with all its clientele. This starts with employing a team of educated, trained and highly committed professionals. The staff at ACE is well versed and educated on FDCPA regulations and tested regularly on matters of compliance. ACE is proud to have a technology team with more than 25 years of experience in the industry. ACE uses state-of-the-art collections software, a variety of skip tracing tools, monitors all inbound and outbound call operations, utilizes strategic manual and predictive dialing

systems and has implemented a comprehensive collector training program. These and other technologies contribute to ACE's above average recovery rates.

The company's President, Gary Fair, attributes their business growth and operational success to focusing specifically on client relations and technology enhancements. With an expansive knowledgebase in the collections industry, Gary is committed to process improvement with the implementation of innovative solutions.



Mr. Ryan Townend
William Joseph Communications
3960 Howard Hughes Pkwy., Ste. 500
Las Vegas, NV 89169
Phone: (702) 990-3737

William Joseph Communications

Marketing Budgets Should NOT be the First to Go.

For over a decade, William Joseph Communications has helped companies in all industries build brand awareness, boost business and provide excellent ROI. Now, they're operating in Las Vegas.

"There is an entrepreneurial spirit embodied by Nevada as it diversifies its industry mix," said Ryan Townend, CEO of the agency. "We're entrepreneurs, too – that's what drew us here."

"When we announced the move, I think some people wondered why – the economy wasn't strong and the recession had hit the state hard," explained Townend, "But we've had significant success in times of recession and have helped other companies do the same. It's time to lend a hand in Vegas."

And so far, the agency's approach is working. Their first Vegas client – The American Heart Association – is thrilled to partner with an experienced agency and the fresh approach of the 'new kid on the block' seems to be paying off. A successful re-brand of the Go Red for Women luncheon and the Heart Ball is sure to help launch William Joseph in the Vegas market.

So what can other Vegas businesses do to boost business in these trying times? Focus on smart marketing. Though marketing budgets are often the first to go in a recession, it's more important than ever to evangelize your business – just make sure you're doing it right. Work with an agency that specializes in strategy and can analyze your current marketing mix. From there, they can recommend a few simple tweaks that will maximize your investment.

"It's not necessarily the dollar spend," insists Townend. "It's where and how you choose to use it. An agency like William Joseph can help you make better marketing decisions that generate excellent results. Our clients know their business. We know marketing. Let's work together." www.williamjoseph.com



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.

Performance Marketing America

Mr. Ron Filipovic
Performance Marketing America

121 E. Warm Springs Rd.
Las Vegas, NV 89119
Phone: (702) 270-2800

PMA: Building Neighborhoods One Family at a Time

Since 1973, Performance Marketing America (PMA) has completed sales for over 56,000 homes. Their vision is to bring affordable homes to Clark County. They have assembled a team of professionals involved in all aspects of the home industry – REO liquidation, financing, construction, title, mortgage, sales and marketing. This team – dedicated to uncompromised excellence – is committed to delivering Las Vegas residents the finest residential locations that are close to schools, shopping and recreation.

Customer satisfaction is something they pride themselves on, making every home purchase a smooth process from start to finish. Their treasured customers include: developers, HUD, builders, banks, realtors, suppliers, all of the PMA family and especially prospective new homebuyers.

Ken Baxter is the founder and owner of PMA. He began his housing career at Heartland Realty in Salt Lake City and moved

his company to Las Vegas. With his leadership, PMA quickly became a driving force and the number one new home marketing company in the Las Vegas Valley. He has been directly responsible for more than seven billion dollars in sales volume while providing PMA clients with four decades of new home selling and marketing experience.

Ron Filipovic, President, a 21-year veteran of the real estate industry, joins Ken Baxter along with Jimmy Jones, VP of New Business Development to round out the driving force behind PMA. Look to their website: www.pmalasvegas.com for more in depth information.



Republic Services

Mr. Bob Coyle
Republic Services

770 E. Sahara Ave.
Las Vegas, NV 89104
Phone: (702) 599-5501

Evolution of Recycling in Our Community

In July 2010 Republic Services announced the merger with Southern Nevada's largest independent commercial recycler, Evergreen Recycling. The merger combined waste recycling programs, expertise and facilities to set a new standard for commercial, industrial, construction and residential recycling throughout the valley. They operate three waste collection and recycling companies, two Material Recovery Recycling Facilities (MRF), three transfer stations and two landfills within Clark County.

In Southern Nevada Republic Services will continue to serve its 500,000 single family residences and 21,000 commercial and industrial customers with its workforce of 1,500 plus employees. Residential customers can continue to rely on their waste and recycling collection service. Businesses that use Republic Services and Evergreen Recycling for waste and recycling collection will continue to receive reliable, cost-effective and environmentally-safe service offerings.

At the request of Clark County, Republic Services implemented residential recycling pilot programs initiated in 2008. The programs

selected areas and provided each residence with one 95-gallon cart for trash and one 95-gallon cart for recycling. Residents can commingle all their recyclables in one container. This system, referred to as "single stream recycling," makes recycling much simpler and more convenient for the resident, resulting in recycling rates increasing from 2 to 3 percent in these communities to more than 25 percent today.

As a community, by recycling more, we can divert valuable materials from landfills for remanufacturing and reuse. This will continue to evolve over time. Republic Services mission is to seek opportunities that best serve our environment and support our local economy today and for future generations. For more information please visit us online at www.republicservicesvegas.com.



Breakfast Meeting Gets Oscar Nod

On September 21st, Mayor Oscar Goodman addressed over 200 NDA members and guests at the NDA's Trustees breakfast held at Four Seasons Hotel Las Vegas. Currently serving his third term as Las Vegas Mayor, Goodman spoke of a number of economic development successes since first being elected in 1999. Prior to Goodman's first term as Mayor, the top 10 corporate taxpayers within downtown Las Vegas were casinos. Today, the top tax generators are more diversified. They include the 5.1 million square foot World Market Center Las Vegas campus, the 539,000 square foot Las Vegas Premium Outlets, The Molasky Corporate Center office complex and commercial mixed-use developer Forest City/Livework LLC.

As Chairman of the City of Las Vegas Redevelopment Agency, Goodman also led the charge on 115 completed projects -- totaling \$2.17 billion in private investment -- that have been realized in downtown Las Vegas since 2004. These projects generated 7,660 permanent jobs and 10,917 construction jobs.



NDA Member Mixer

Caña Latin Kitchen & Bar was the venue for the NDA Member Mixer. Located in Town Square, Caña Latin Kitchen & Bar has a shaded patio overlooking the Town Square Park. Complete with cool misters and refreshing libations, Caña is sure to quench your thirst and appetite even on the hottest of August nights. True to their name which translates to "sugar cane" in Spanish, Caña houses the finest sugar cane-based spirits and South American wines and beers. NDA members and guests were treated to an array of tapas, "small plate bites" and hand-crafted cocktails. Caña is open daily from 5:00 p.m. to 2:00 a.m.



Hosted by





Class of 2010 Brings in New NDA Members

The Retention and Recognition Committee held its third annual "Class of" luncheon to honor members that joined NDA during fiscal year 2009/2010. The luncheon was graciously held at the Four Seasons Hotel on September 28th.

This is the third year the committee has organized the event aimed to enrich NDA members by providing networking opportunities and a platform for more involvement. Jenny Peterson from Apple One Employment Services was the lucky recipient of a \$2,500 branding package from Brand It Design Studio. Somer Hollingsworth, president & CEO of the NDA, along with members of the Executive Committee were on hand to welcome the newest NDA members.

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 2011!



Jenny Peterson receives the raffle prize from Theresa Blazic.



Stay Connected with the NDA

NDA Utilizes Smart Technology

The NDA is continually exploring new technology that will assist them in their effort to attract businesses to Southern Nevada. One of the latest developments in the hi-tech world is mobile barcode scanning. You may have seen these images on magazine ads, posters, brochures, direct mail pieces, etc. By using a smart phone, the consumer can scan the barcode which will direct them to a webpage for more information on a certain product or service. This revolutionary technology shortens the gap between business and information at the ease and touch of a finger.



Download the free application for your mobile phone at www.scanlife.com/barcode. The service is free; however, standard text and data rates apply.



Become a fan on Facebook, follow us on twitter, stay informed on LinkedIn or watch our latest campaigns on YouTube. Whatever your social network preference, stay in touch with the NDA. The latest news releases, events and breaking news stories can be found using the Nevada Development sites or pages.

www.nevadadevelopment.org

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 supporters.

Mr. Curt Miller

Anexeon, LLC

6865 W. Charleston Blvd., Ste. A
Las Vegas, NV 89117
Phone: (702) 938-0365
Computer Services

Mr. Larry Blumenthal

Good Night Pediatrics

1440 E. Missouri Ave., Ste. 200
Phoenix, AZ 85014
Phone: (602) 476-0800
Medical

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. Dimitri Vazelakis

Forest City Development

949 S. Hope St.
Los Angeles, CA 90015
Phone: (213) 416-2272
Real Estate

Mr. Bill Marion

Purdue Marion & Associates

3455 Cliff Shadows Pkwy., Ste. 190
Las Vegas, NV 89129
Phone: (702) 222-2362
Advertising/Public Relations

Mr. Jim Spinello

R&R Partners

900 S. Pavilion Center Dr.
Las Vegas, NV 89144
Phone: (702) 228-0222
Advertising/Public Relations

New & Expanding Companies

Please welcome these new and expansion companies assisted by NDA July 2010 - September 2010.

Magnetico, LLC (New)

Dr. Dean Bonlie

6925 Speedway Blvd., #C-110, Las Vegas, NV 89115
Phone: (800) 265-1119
Magnetic products for complimentary healthcare

Phoenix Materials Technologies LLC (Start Up)

Mr. Steven Garber or Ms. Beth Sockwell

9325 S. Jones Blvd., Las Vegas, NV 89139
(Manufacturing Location)
4775 E. Cheyenne Ave., Ste. 120, Las Vegas, NV 89115
(Office Location)
Phone: (702) 893-0046
Manufacturer of PelletPave™ materials for use in road paving and pothole repair

Project Resources, Inc. (New)

Mr. Frank Loscavio

6385 S. Rainbow Blvd., Ste. 420, Las Vegas, NV 89113
Phone: (858) 505-1000
Provider of critical contingency support services for the federal government including base operations, logistics, construction and time critical disaster services throughout the world including in remote, hostile and austere environments.

NDA Welcomes Cord Blood



"When taxes and regulations started overwhelming us in California, we began looking for possible locations to relocate our business. The more we investigated, the more we realized Las Vegas was the right place for us."

— Matthew Schissler, CEO
Cord Blood America, Inc.

Find out more about
Cord Blood America, Inc. at:
www.cordblood-america.com

Thanks Cord Blood For Creating:
5 year economic impact....\$18,967,386
5 year local tax revenue.....\$686,802
Capital investment.....\$1,839,694

**Make The Smart Choice.
Contact The NDA Today.**

702-791-0000

www.nevadadevelopment.org
Text lvbiz2 to 33528

6700 Via Austi Parkway, Ste. B
Las Vegas, NV 89119



Colliers International Named "Phil-anthropic Business of the Year"

Colliers International - Las Vegas was recently named "Phil-anthropic Business of the Year" by In Business Las Vegas, as part of the weekly business magazine's third annual Angel Awards program. The award recognized Colliers' 15 years of supporting Southern Nevada children's charities through its annual Links for Life Golf Tournament.

"It is truly an honor to receive this award, and to be recognized along with so many other great companies and organizations," said Mike Mixer, managing partner of Colliers' Las Vegas office. "Giving back to the community has always been an integral part of Colliers' company culture, and we look forward to continuing this mission for many years to come."

The Links for Life tournament brings together members of the commercial real estate community and related industries to raise money that directly impacts the lives of children. Lifetime tournament's proceeds have reached nearly \$2 million, which are then distributed through Colliers' Links for Life Foundation to organizations throughout the year.

The Korte Company Receives Honors From Tilt-Up Concrete Association

The Korte Company, a Design-Build construction company headquartered in Highland, Illinois, has recently been recognized for its design and construction of the Armed Forces Reserve Center facility in Norman, Oklahoma.

The Tilt-Up Concrete Association (TCA) is an international non-profit organization that serves to expand and improve the use of Tilt-Up as the preferred construction method. The panel of judges recognized a total of 23 award recipients, and selected seven overall Excellence in Achievement winners that best represent the heights the industry has attained.

The 217,125 square foot facility serves as a combined Armory for the Oklahoma Army National Guard and United States Army Reserve, with administration and training areas, a drill floor, arms vaults, classrooms and a kitchen, plus multiple maintenance bays, paint and welding shops, locker rooms and storage for controlled waste and flammable materials.

Tilt-Up was selected for this project for its ability to help the building earn LEED certification (thanks to the use of regional materials and admixtures with high recycled material content) while meeting anti-terrorism protection requirements.

Lionel Sawyer & Collins' Greg Smith Named One of the Nation's Most Powerful Employment Attorneys

Lionel Sawyer & Collins' Greg Smith was named to the Human Resource Executive® magazine/Lawdragon list of the nation's Most Powerful Employment Attorneys. Comprised of just 100 attorneys across the United States, selection for inclusion is determined by recent headline clients or cases, proven leadership, affiliations and associations in peer-selected organizations and other accomplishments, such as noteworthy publications and speaking circuits.

This year marks the second year that Mr. Smith has been recognized by Human Resource Executive/Lawdragon. In 2009, he was named to the Top 10 List of Labor Attorneys in the U.S.

Based in Las Vegas, Mr. Smith is a shareholder in the Litigation Department of Lionel Sawyer & Collins and is head of the firm's Labor and Employment Law Practice Group. He has 35 years of experience in labor and employment law matters.

Marnell Properties Taps Colliers International to Represent the Marnell Airport Center and Marnell Air Cargo Center

Marnell Properties has appointed Colliers International as its exclusive leasing agent as it

moves forward with its plans for the Marnell Airport Center and Marnell Air Cargo Center. Colliers will be responsible for enhancing the presence and exposure for both flagship projects adjacent to McCarran International Airport.

"The Colliers International team understands our portfolio and is best equipped to handle a project of this size and caliber," said David Simard, Senior Vice President of Marnell Properties. "We're confident the new leasing team will actively and aggressively pursue prospective tenants."

Suzette La Grange, Senior Vice President at Colliers International will lead the leasing efforts. La Grange says the two projects' attributes provide a great foundation for attracting new tenants. "This distinctive project is minutes from the Las Vegas Strip; allows for easy accessibility to major connectors; and is walking distance to McCarran Marketplace master-planned retail and commercial center," said La Grange. "It's an ideal location next to one of the busiest airports in the nation."

McCarthy Names Jason Howard Preconstruction Director

McCarthy Building Companies, Inc. one the nation's oldest and largest building companies, recently promoted Jason Howard to preconstruction director for the firm's Southern Nevada estimating group. Previously, Howard served as senior estimator in McCarthy's Las Vegas office.

"Jason has played an integral role in our estimating department by providing our clients with the most accurate construction and scheduling costs," said Randy Highland, President of McCarthy's Nevada Division. "His strong subcontractor and supplier relationships, knowledge of innovative technology and expertise in all aspects of project planning are some of the many reasons clients turn to McCarthy for their preconstruction and construction needs."



NEVADA
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AUTHORITY

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Please feel free to contact us:

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