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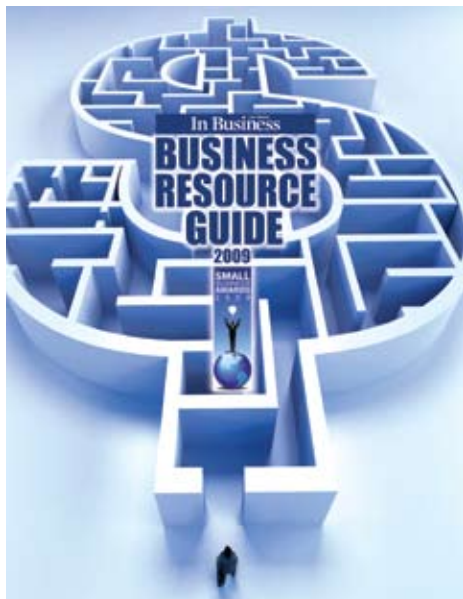
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LETTER FROM THE EDITOR



Dear readers,
 Each year, the U.S. Small Business Administration honors business owners across the 50 states with its SBA awards program. Nevada is no different. In this publication, we profile the 2009 honorees. The eight winners are full of amazing stories. These small-business owners can relate to just how tough running a small business can be and the hours of

hard work — the blood, sweat and tears — that goes into being successful.

This year's winner of the Nevada Small Business Person of the Year award is Rob Dorinson, majority owner and president of Evergreen Recycling. He will be honored in mid-May, during SBA's national Small Business Week Expo in Washington, D.C.

Additionally, Mary Kerner, lending administrator for the Rural Nevada Development Corp. in Ely, Nev., was selected as SBA's Region 9 (Guam, Hawaii, California, Arizona and Nevada) Financial Services Champion of the Year.

Check out the stories about these two dynamic business-people, along with features on

the other six winners. These are people who know that running a successful business is less about free time and more about keeping their noses to the grindstone.

Again this year, we have compiled a helpful resource directory that you'll find on page 10. It's filled with contact information for various chambers of commerce, government agencies, organizations and assistance centers for small-business owners. We hope you'll find these phone numbers and Web sites useful.

Rob Langrell

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LETTERS FROM THE SPONSORS



I am honored to congratulate you on being named a 2009 Small Business Award recipient. Small businesses are the heart of commerce in Las Vegas, and the entrepreneurial spirit of small-business owners drives innovation and excellence throughout the business community. Embarq is proud to work with so many small businesses in our area. We understand what you need from a business communications partner, and we provide quality

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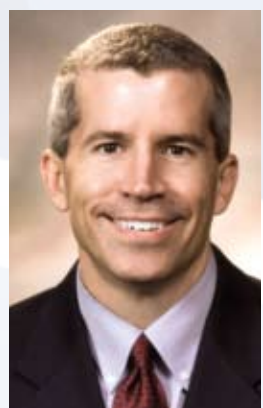
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If you are interested in learning how we can assist your small business, please contact our local office at (702) 244-7771 to schedule a free consultation.

Again, congratulations, and I wish you the very best and continued success in your future endeavors!

Richard G. Twilley

Regional Vice President
 Business Sales
 Embarq Corp.



On behalf of Nevada Commerce Bank, I would like to congratulate all of the 2009 Small Business Award winners. Being a business owner has always been difficult, but in today's economic environment, it is particularly challenging. Small businesses are the engine for the U.S. economy.

The small businesses we honor today have survived and thrived de-

spite the challenging economy. This is a testament to the leadership skills and business acumen of these entrepreneurs. This is what the SBA lending programs are all about. The SBA loan programs continue to provide access to capital for businesses that would not otherwise receive capital. Many successful businesses would not be here today, employing hundreds of people, without the SBA loan programs.

Nevada Commerce Bank specializes in business banking, particularly in SBA lending. We have loan officers who are dedicated to SBA lending and are trained to guide business owners through the SBA loan process. Nevada Commerce Bank also has a full array of deposit and cash

management services to help your growing business. If you are looking for capital to expand your small business, stop by Nevada Commerce Bank and talk to one of our SBA loan experts.

Calvin Regan

Executive Vice President &
 President/Small Business
 Lending Division



SMALL BUSINESS PERSON OF THE YEAR

ROB DORINSON MAJORITY OWNER/PRESIDENT, EVERGREEN RECYCLING

BY BRIAN SODOMA
SPECIAL PUBLICATIONS WRITER



Inspiration sometimes comes in the oddest moments; and watching a crew load construction waste into a beat-up pickup truck may very well satisfy the criterion for an oddly timed muse. But that mental snapshot was all it took for Rob Dorinson to launch one of the most important and recognized green businesses in the valley.

It was 1996 and Dorinson, a contractor at the time, was building a custom home for a client. He called a trash hauling company to bring out a bin for the construction waste on his site, and when it came time for the waste to be hauled off, three men arrived and began sorting the material into separate bins: plastics, wood, drywall, etc., before trucking it away. Dorinson bought the waste hauling company's business assets and later named it Evergreen Recycling. The trucks died shortly after the sale.

Since that time, Dorinson has proudly climbed to the top of the trash heap, and despite some serious hurdles — unregulated and unlicensed recycling waste haulers driving down prices in 2001 and numerous county permitting tangles in the construction of his state-of-the-art materials recovery facility — Dorinson is still as focused as ever on saving the planet one landfill-diverted construction bin at a time.

"I was fortunate enough to find a purpose in life ... and I'm more excited about the future now than I've ever been," said Dorinson. Evergreen diverts from the valley's landfill between 80 and 90 percent of the 120,000 tons of waste it processes annually, and the Evergreen president always couches those numbers with: "The goal is 100 percent diversion."

From its hobbled truck beginnings, Evergreen has grown to more than 70 employees today and has annual revenues of \$12 million. It is also home to the state's first materials recovery facility, a 50,000-square-foot sorting site, which has been featured in numerous industry trade journals and is the company's greatest tool in processing recyclables and reusables that it sends all over the world.

Today, Evergreen has branched out beyond construction cleanup and into commercial recycling, taking on green-conscious businesses looking to offset disposal costs and do their part in the environmental equation. Commercial clients now make up about 50 to 60 percent of Evergreen's business, Dorinson said.

Industry spokesman

Dorinson quickly learned that growing a business in an emerging industry meant stepping into a leadership role. He has been referred to as the de facto spokesman for the recycling industry and was a founding member of the local chapter of Leadership in Energy and Environmental Design in 2003.

"It was really an accident that I met these people. There were 10 or 15 of us who started it," he said. "We're still a sponsor today."

In 2007, he was also the chief presenter for the Southern Nevada Recycling Advisory Committee, which makes recommendations to the county on recycling initiatives and ways to encourage recycling in the community.

Communication

One of Dorinson's keys to success lies not so much in the salesmanship required to land large contracts such as MGM Mirage's CityCenter and the Clark County School District's Northwest Career and Technical Academy and other big commercial jobs, but in the simple art of keeping open communication lines with clients.

As a contractor, Dorinson felt it was important that each of the subcontractors communicated with him. At Evergreen, he is simply treating his customers the same way he always wanted to be treated as a builder. The simple act of following up with a phone call after a bin drop-off is an example, Dorinson says, of delivering a small but important piece of the Evergreen experience.

"Everybody has different needs. And companies that address those individual needs, those are the successful ones. Once you try to standardize that, it becomes problematic for a business. You should never be too big to listen to your customer every single day," he said.

Dorinson's commitment to communication met its greatest challenge in 2001, when unlicensed, unregulated recycling companies came into town, dramatically driving prices down for recycling and waste hauling services. Forced to raise rates by a whopping 35 percent to cover costs, the struggling businessman visited each one of his clients personally to break the news. His hope was to retain 70 percent of his customers, but his candor was rewarded when 98 percent of his clients stuck with him.

The future

Today, Dorinson spends a lot of time evaluating "up-processing" — or



increasing the value of materials by somehow modifying the waste materials before finding a buyer — opportunities for his company. Dorinson gives the example of extension cords; his company picks up many of them from construction sites. In the past, the cords held little value. But Dorinson recently invested in a machine that strips the coating off the cords to pull the copper from their center. By separating the materials, he is able to get a better return on the material, while also creating something that is in greater demand. As a result of up-processing efforts, Dorinson also is constantly evaluating what he calls "the highest and best use of a commodity."

"Sometimes you get comfortable with a market you're selling to. (But)

it may be better to up-process material and find a different market," Dorinson said, while discussing how market needs shift constantly. "I still feel those high petroleum content products, like plastic bags, will always have value in the marketplace. It just means we may need to present them differently, make it a different form."

Dorinson also is working with the state of Nevada on potentially creating a woody biomass processing center, where wood can be sorted and processed for various repurposing, such as compost or biomass fuel.

"It's about taking green to the next level," he added.

We think that's something Dorinson already may have accomplished. ■



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FINANCIAL SERVICES CHAMPION OF THE YEAR

MARY A. KERNER
LENDING ADMINISTRATOR,
RURAL NEVADA
DEVELOPMENT CORP.

BY BRIAN SODOMA
SPECIAL PUBLICATIONS WRITER

SMALL
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Mary A. Kerner is often asked how she gets so much done. Her response is always simply, "You just do!" That positive perspective has served her well professionally, and it has also allowed the mother of five to help many rural Nevada small businesses find financing.

A lending administrator with the Rural Nevada Development Corp. since 2002, Kerner helps the agency book about \$1 million per year in small-business loans, ranging from \$5,000 to \$150,000. She also has helped build a loan portfolio exceeding \$7 million, with a default rate of less than 1 percent. Most, if not all, of the business owners she has loaned to have been turned down by banks before coming to the RNDC.

"Instead of finding a way to turn it down, we try to find a way to make it work," Kerner said of working for the RNDC. "Just because someone filed a bankruptcy a few years ago doesn't mean we can't help them."

With most of the funding RNDC coordinates for rural small businesses coming through federal programs, Kerner admits coming to the agency required "a good year to settle in." Kerner spent considerable time studying federal loan programs and loan scenarios when she arrived and is still known for doing some late-night reading or coming back to work in the office after she puts her children to bed.

Kerner grew up near Ely, Nev., where she first considered a career in medicine.

"I'm a people person. I was looking at physical therapy. But once I got into high school, I took accounting classes and got involved in FBLA (Future Business Leaders of America)," she said.

With the help of a full-ride scholarship from FBLA, an educational association made up of student members preparing for careers in business, Kerner was able to go to college on the East Coast at Johnson & Wales Univer-

sity in Providence, R.I. After completing an associate degree in business, Kerner began networking on the East Coast, but realized she missed her rural roots and also believed her contributions could be felt on a greater level back in the Silver State.

"I was building a big network there and was really enjoying it. ... But part of me felt I could be so much more helpful back home," Kerner added. "I have some friends who never went to college, some only a year or two, then they worked in family businesses. ... I really felt like I could help some of these people."

When she came back to the Ely area, Kerner was hired on at a local bank, eventually working her way up to a management position in which she oversaw two branches.

After eight years, Kerner left banking for the RNDC to pursue her passion, lending to business owners who really need the help.

"Nothing against banks, but if it didn't fit inside the box, it was outside the door," she said of the more rigid lending requirements in the private sector.

Kerner sees her new role as a partnership with the banking industry. In fact, her agency requires prospective borrowers to be turned down by a bank before the RNDC takes them on as a client.

"We really want to get them from nonbankable to bankable. That's why we give the banks first right of refusal," she clarified.

In 2007, Kerner completed her bachelor's degree in business administration with an emphasis in human resource management. In addition to volunteering for civic causes, Kerner also conducts financial literacy and business-related seminars for the public. Last year, Kerner implemented rural loan seminars in conjunction with the Small Business Administration and Nevada Microenterprise Initiative for 22 cities in rural Nevada. ■





WOMEN IN BUSINESS CHAMPION OF THE YEAR

CARRIE MICHELLE HENDERSON

FOUNDER/PRESIDENT, BEST AGENCY

BY BRIAN SODOMA
SPECIAL PUBLICATIONS WRITER

turned 30, after spending years modeling and gaining insight into the business behind the camera.

"I figured I should probably get out before they kicked me out," she said with a laugh. "I had a daughter and was married. ... Modeling was fun and glamorous and exciting, but I really wanted to use a little more of my brain and creativity."

In 1997, Henderson created Best Agency, which began as a modeling and talent agency that expanded to include what Henderson calls "atmosphere entertainers," such as the Roman characters at Caesars Palace and gondoliers at The Venetian's Grand Canal Shoppes, for example. BEST also branched into complete event planning through the years and recently won the Gala Award, which is often described as the Oscar for meeting planners and is awarded each year at the Meeting Professionals International conference. When

she started BEST, Henderson had many doubters.

"Competitors said, 'I'll give you a year,'" Henderson said.

Today, the company employs about 400 full- and part-time employees, and bills \$12 million annually. Henderson credits her success to growing up with three older brothers and having a great mother who constantly persevered and today is attending college to earn a master's degree at the ripe young age of 72.

"I was definitely not the spoiled little baby sister. I was picked on and learned if I was going to make it in life, I was going to have to stand up for myself," Henderson added.

Currently, Henderson is also the incoming president for the Entrepreneurs' Organization, an invitation-only international group of business owners.

"The great thing about EO is that it's such a great support system. It's a place where people share their

highs and lows, and there are so many collaborative opportunities that come up," she explained.

On any given day, Henderson may be planning the next runway event at Fashion Show or putting together costume ideas for a different show, while finding modeling or entertainment talent for clients. She appreciates the creativity involved in her work and also the flexible schedule, so she can be available for her 15-year-old daughter.

The former model is also extremely committed to her community. Born in Reno, Nev., but living in the valley since she was 4, Henderson helps with events and fundraising for the Lied Discovery Museum, is a founding member of Nevada Women's Philanthropy, has been a big sister for the Big Brothers Big Sisters program and is also a founding member of the startup organization Responsible Citizens of Nevada. ■



SMALL BUSINESS EXPORTER OF THE YEAR

JOHN C. HOLLIDAY

PRESIDENT/DIRECTOR OF RESEARCH, ALOHA MEDICINALS INC.

BY BRIAN SODOMA
SPECIAL PUBLICATIONS WRITER

ing some time building equipment for nuclear submarines in Hawaii. Cultivating mushrooms as a hobby since 1976, Holliday started Mushroom Maui in 1997. He sold the company to Aloha Medicinals in 2000 and became the president and head of research for the medicinal mushroom company with the move. Two years later, Holliday moved Aloha Medicinals to Santa Cruz, Calif., and then to Carson City 18 months ago.

"The business atmosphere is much more friendly here than in California," he said. "The NNDA (Northern Nevada Development Authority) has been just a wonderful support. ... I can honestly say the best thing I ever did was move my business to Nevada."

Holliday leaned on his mechanical engineering background to build the equipment necessary to replicate the growth environment of the high Himalayas so that his company could produce Cordyceps, the earlier-men-

tioned fungus known around the world for its immune system-enhancing and infection-fighting properties in humans and animals. Holliday sells raw Cordyceps and mushroom medicinals to more than 700 drug and supplement companies around the world, in addition to selling some under the Aloha Medicinals name.

The company grows more than 75 percent of the world's supply of Cordyceps and sells it and other medicinal mushroom products to more than 30 countries. With sales growing to \$3.6 million in 2008, Holliday expects them to balloon to \$50 million soon, with the completion of an agreement to sell the company's Immune-Assist 247 product in Africa, where it has proven to be effective in helping HIV/AIDS sufferers.

Holliday, who is editor of the *International Journal of Medicinal Mushrooms*, was awarded an honorary doctorate degree in mycology from

the Chinese scientific community for his research work on the medicinal effects of mushrooms; and he has lectured in more than 20 countries on the topic.

While other countries consider mushroom formulations and some of Aloha Medicinals' supplements actual drugs, gaining that title in America is difficult. But Holliday doesn't allow the inability to get his products approved as drugs in America to keep him from marketing effective products around the world.

"In the U.S., a drug must be able to be described down to a single molecule. But nature isn't that simple. It isn't a single active molecule but rather an entire suite of compounds (that makes mushrooms medicinally effective)," Holliday said. "Things are looked at as dietary supplements in this country, where in other countries ... those same things may be regarded as a mainstream treatment." ■



A highly coveted medicinal fungus that only grows naturally on the heads of caterpillars living above 14,000 feet in the Himalaya mountains can also be found in Carson City, Nev.

John C. Holliday is to thank for that.

While many may not understand the significance behind Holliday's ability to grow this unique fungus from tissue cultures, it's noteworthy to mention that many people around the world are enjoying health benefits from his Northern Nevada organically grown products.

Holliday began his professional career as a mechanical engineer, spend-



MICROENTERPRISE BUSINESS PERSON OF THE YEAR

LISA MCQUERREY OWNER, PROFESSIONAL WRITING SERVICES

BY BRIAN SODOMA
SPECIAL PUBLICATIONS WRITER

It's spring break, and Lisa McQuerrey's kids want to go to the park. But she's hard at work on a writing assignment for a client, and her mind likely wanders from moments of, "No, I'm too busy," to "Maybe I can get away for just a minute."

The perks of running a microenterprise, or home-based, business are easy to see for those on the outside: casual dress code, flexible schedule (forget spring break, though) and that somewhat dignified title of sole proprietor. With a little luck and persistence, McQuerrey can attest, a decent living can

be made while doing something enjoyable. But she'll also tell you that working from home usually means she's "always" working.

McQuerrey graduated from Ohio University's E.W. Scripps School of Journalism in the late '80s. Before completing school, she freelanced for numerous publications, including for an Associated Press bureau. Her writing career branched into broadcast journalism as well, and in 1991, McQuerrey took a job in Las Vegas with KNUU-AM, where she covered city and county business issues and anchored an afternoon drive-time news program.

In 1994, her employer at the time, a national chain of vocational schools, decided to move from Las Vegas to Colorado. Six months pregnant and soon to be jobless, McQuerrey saw opportunity in a challenge and created Professional Writing Services. Her office was a card table in her

condominium bedroom, and her first client was the state of Nevada, which surfaced when an acquaintance passed along her résumé to then Lt. Gov. Sue Wagner; Wagner was looking for a speechwriter at the time.

"I couldn't ask for a better break than that. It was the break of all breaks," McQuerrey said.

Referrals continued, and the writer found herself doing newsletters, press releases, news features and marketing writing for a variety of clients, including the Las Vegas Chamber of Commerce, Nevada's Center for Entrepreneurship and Technology, Big Brothers Big Sisters of Southern Nevada, Greenspun Media Group and many others. Her office now consists of two rooms of dedicated space in her home, and her revenues have doubled since 2006. At times, she even needs to turn down work.

McQuerrey also has helped her

husband start his own home-based business, Into the Fire Lampwork Art Beads. She likes how owning a small home-based business forces her to "think outside the box" and react quickly to challenges.

"As a small business ... you don't have to call 50 people in for a meeting. ... You can act faster and take advantage of things, if you're willing to forget about how you've always done it in the past," she added.

The daughter of a longtime outdoors writer, McQuerrey would like to follow in her father's footsteps and someday publish books, preferably fiction pieces.

"My dad's been a great help with offering advice on contracts and things like that through the years," McQuerrey said. "He always reminds me who stole his pencils when I was little."

For now, she also might be happy to settle for a day at the park. ■



HOME-BASED BUSINESS PERSON OF THE YEAR

SHAWN D. LANE OWNER/FOUNDER, CHEYENNE MARKETING

BY BRIAN SODOMA
SPECIAL PUBLICATIONS WRITER

Shawn D. Lane has always loved marketing. But she's never been a big fan of going to school to study the subject. The founder of Cheyenne Marketing, a firm she started in 2006 that specializes in the entertainment industry and niche small business, has always preferred to learn from experience.

"I keep learning more and more and creating more relationships. It (marketing) is definitely something I was meant to do," Lane said.

At 16, she worked for a shoe store chain. By 17, Lane was managing

two shoe stores, and her employer allowed her to try some of her marketing ideas to move product. The first idea involved receiving a free beach ball when spending \$15 or more, Lane said.

"I saw this car with all these beach balls in it and came up with the idea. ... We ended up blowing out the place (selling a lot of shoes)," Lane added.

Lane later started her own mystery shopper company. Feeling the itch to try something new, the entertainment industry fell into her lap when she helped a neighbor organize local advance screenings for a few movie studios. Lane recalls being constantly asked where tickets were available for the screenings. The inquiries helped spur an idea for two Las Vegas entertainment Web sites: LasVegasmovieinsider.com and LasVegasentertainment.com, with which she started doing

ticket distribution online.

"Theaters were asking me to build them movie club lists. ... It was just a fun idea, something on the side," Lane said.

Today, Lane has merged her two sites, through which she handles ticketing distribution, and organizes and promotes Las Vegas movie premieres and advance screenings for 17 movie studios. She has done work with films such as the *Saw* movie franchise, *Two for the Money*, *National Lampoon's Cattle Call* and numerous others.

Lane also enjoys weaving her small-business clients and local nonprofits into her movie marketing campaigns. For example, in some cases, she has moviegoers pick up movie tickets at one of her retail clients' locations or somehow weaves a nonprofit's cause into a marketing campaign. She also uses her Web site to drive traffic to some of her small-business clients.

"It seems silly not to do that," Lane said of helping promote local nonprofits and other businesses.

The 42-year Southern Nevada resident also is very involved in Las Vegas on a philanthropic level. While helping groups like Make-A-Wish Foundation, Boys and Girls Clubs, Candlelighters and others, Lane is a board member of Family and Child Treatment of Southern Nevada, a group that helps children and families overcome and heal from the traumas of abuse, neglect and violence.

As far as expanding her own business beyond a home-based operation, Lane's 12-year-old daughter, Cheyenne, after whom the marketing firm was named, will have the final say. Lane said she will wait until her daughter turns 16 to expand.

"When I started, I was a stay-at-home mom and wanted to be there for my kids. ... That hasn't changed," Lane said. ■





MINORITY SMALL BUSINESS CHAMPION OF THE YEAR

JANIS STEVENSON ADVISER,
NEVADA SMALL BUSINESS DEVELOPMENT CENTER

BY BRIAN SODOMA
SPECIAL PUBLICATIONS WRITER

After graduating with a degree in business administration from The University of Arizona, Stevenson began a banking career that included the positions of loan officer, business development specialist and compliance officer for banks in Arizona and Nevada. In the mid-'80s, she left banking to work for the Las Vegas Minority Business Development Center, a nonprofit that assists socially and economically disadvantaged businesses.

"I wanted to use what I knew about business in a different fashion," Stevenson said. "I wanted to help people on the other side of the desk."

It wasn't that she wasn't able to help small businesses as a banker. But the knowledge she gained from working with well-run small businesses and those that weren't well-run was too valuable, she felt, to not be used elsewhere.

"As a banker ... I learned a lot from the mistakes that were made. I wanted to show people how to

avoid these same errors I call common missteps, in ways you approach business or handling finances," Stevenson added.

Even today, Stevenson far too often sees a tradesman or technician who is very skilled in his or her field but not aware of what it takes to make a business work. This is a common misstep that sets the prospective business owner up for failure.

"I'm a big believer in understanding the business end of the business. Technicians and products don't make money. Businesses make money. You've got to understand the finances and legalities in your own market and what makes that market tick in order to develop an organization that moves forward," she offered.

Stevenson also prides herself in working for an objective organization. Housed at the University of Nevada, Las Vegas' College of Business, the Nevada Small Business Development Center is a partnership between the U.S. Small Business Administra-

tion and the Nevada System of Higher Education that offers completely non-biased third-party advice.

"When people are looking for information and don't have money and/or they're trying to find someone that doesn't have an ax to grind, we become a detached set of eyes and ears," Stevenson said. "Many times, it's not so much that we know the answer to everything. But sometimes, small-business people are so very stressed out and bogged down that ... if they take the time away from their surroundings and are put with someone nonthreatening, nonjudgmental, it's amazing how they will work out their own problems."

While the business professional enjoys helping build solid businesses in Southern Nevada, she also enjoys wearing the hat of student with her clients.

"I like learning about all these different industries. That's what I enjoy the most about my job," Stevenson added.



SMALL BUSINESS JOURNALIST OF THE YEAR

CONNIE BRENNAN PUBLISHER/CEO,
NEVADA BUSINESS

BY BRIAN SODOMA
SPECIAL PUBLICATIONS WRITER

and CEO of the *Nevada Business Journal* 20 years later.

"I love the creative process. I love the ad agency business," Brennan said of her early years working for R & R Partners and later, Joyce Advertising. Her husband, who purchased the *Nevada Business Journal* shortly after it was established in the mid-'80s, needed someone who understood marketing, public relations and journalism to grow the publication. The candidate for the position surfaced in Brennan, who came onboard on a full-time basis in 1998.

"My husband is a developer and had a number of businesses. ... We saw the value in owning a statewide business publication in Nevada. ... Many times, it takes the TLC of the owner to take it to the next level. One of us really needed to be involved, and since I had the

journalism background, it was me," Brennan said.

Through the years, Brennan's publication, now simply titled *Nevada Business*, has covered many important Southern and Northern Nevada business issues, including but not limited to: diversity, technology, real estate, lending, health care and small-business issues.

Brennan takes pride in the fact that her publication is the "right wing conservative magazine in the state" and sees her role as publisher of a statewide publication as an opportunity to connect the northern and southern business communities in the Silver State. As a small-business owner and advocate, Brennan prides herself in the fact that more than half of her readers are from businesses that employ fewer than 100 employees.

"I have a passion for helping small businesses and educating

Nevada's business professionals. I think there are so many tools out there that are needed to operate a business, and let's face it, it's not getting easier. ... Any publication has the obligation to serve your readership. Our goal is to give them tools to help their businesses succeed," Brennan offered.

In addition to running the business side of the publication, Brennan also authors some of the magazine's stories, while overseeing all of the copy, before the magazine publishes.

"I do run the publication from a high level. But I'm still really the editor-in-chief. Nothing goes in without my eyes on it," she said.

Brennan also has contributed time and money to several valley nonprofits, including Opportunity Village, The Shade Tree Shelter, March of Dimes, Miley Achievement Center and Communities In Schools.



In 1978, Connie Brennan wanted a change from the small-town Arkansas life she knew. Like many others before her, Las Vegas was the land of opportunity she chose to explore. Earning a communications degree from the University of Nevada, Las Vegas, Brennan set out on a marketing career in Southern Nevada that eventually landed her in the world of journalism as publisher

CHAMBERS OF COMMERCE

American Indian Chamber of Commerce of Nevada

(702) 693-6698
www.aiccn.com

Asian Chamber of Commerce

(702) 737-4300
www.lvacc.org

Boulder City Chamber of Commerce

(702) 293-2034
www.bouldercitychamber.com

Henderson Chamber of Commerce

(702) 565-8951
www.hendersonchamber.com

Internet Chamber of Commerce

(702) 914-0100
www.lvicc.com

Las Vegas Chamber of Commerce

(702) 735-1616
www.lvchamber.com

Latin Chamber of Commerce

(702) 385-7367
www.lasvegaslatincc.com

North Las Vegas Chamber of Commerce

(702) 642-9595
www.nlvchamber.org

Sin City Chamber of Commerce

(702) 450-7222
www.sincitychamberofcommerce.com

Las Vegas Urban Chamber of Commerce

(702) 648-6222
www.urbanchamberlv.org

Women's Chamber of Commerce of Nevada

(702) 733-3955
www.womenschamberofnevada.org

GOVERNMENT AGENCIES

Bureau of Labor Statistics

(202) 691-5200
www.stats.bls.gov

City of Henderson – Business License

(702) 267-1730
www.cityofhenderson.com/buslicense/php/buslicensebody.php

Clark County Assessor's Office

(702) 455-3882
www.co.clark.nv.us/assessor

Clark County Business License

(702) 455-4252
www.co.clark.nv.us/business_license

Community Development Programs Center of Nevada

(702) 873-8882
www.expand2nevada.com/atoz/bus_entrepreneurial/

Economic Development of Western Nevada

www.edawn.org
(775) 829-3700

Federal Grant Resources

(702) 388-6611 (SBA Nevada District office)
www.sba.gov/expanding/grants.html

Henderson Economic Development Office

(702) 267-1650
www.hendersonmeansbusiness.com

Internal Revenue Service

(702) 868-5005
www.irs.gov

Las Vegas Business Services Division

(702) 229-6281
www.lasvegasnevada.gov

Las Vegas Office of Business Development

(702) 229-6551
www.lasvegasnevada.gov/Government/7480.htm

Las Vegas U.S. Export Assistance Center (U.S. Commercial Service, Department of Commerce)

(702) 388-6694
www.buyusa.gov/nevada/lasvegas.html

Nevada Commission on Economic Development

(702) 486-2700
www.expand2nevada.com

Nevada Department of Business and Industry

(702) 486-2750
www.dbi.state.nv.us

Nevada Department of Employment, Training & Rehabilitation

(775) 684-3800
www.detr.state.nv.us

Nevada Department of Employment, Training & Rehabilitation

Bureau of Vocational Rehabilitation
(702) 486-5230
www.detr.state.nv.us/rehab/reh_vorh.htm

Nevada Department of Taxation

(702) 486-2300
www.tax.state.nv.us

Nevada Department of Transportation

(775) 888-7000
www.nevadadot.com

Nevada Division of Insurance

(702) 486-4009
www.doi.state.nv.us

Nevada Division of Industrial Relations Occupational Safety and Health Administration

(702) 486-9020
www.dirweb.state.nv.us/OSHA/osha.htm

Nevada Division of Industrial Relations Safety Consultation and Training

(702) 486-9140
www.4safenv.state.nv.us/helpful.htm

Nevada Gaming Control Board

(702) 486-2000
www.gaming.nv.gov

Nevada JobConnect Henderson Office

(702) 486-0300
www.nevadajobconnect.com

Nevada JobConnect Las Vegas Office

(702) 486-0100
www.nevadajobconnect.com

Nevada JobConnect North Las Vegas Office

(702) 486-0200
www.nevadajobconnect.com

Nevada JobConnect Southern Nevada Rural Office

(775) 537-2323
www.nevadajobconnect.com

Nevada Office of the Labor Commissioner

(702) 486-2650
www.laborcommissioner.com

Nevada Secretary of State

(702) 486-2880
www.sos.state.nv.us

Nevada State Contractors Board

(702) 486-1100
www.nscb.state.nv.us

North Las Vegas Economic Development Division

(702) 633-1523
www.cityofnorthlasvegas.com

Nevada Procurement Outreach Program

(702) 486-2716
www.nvoutreachcenter.com

Rural Nevada Development Corp. (Headquarters in Ely)

(775) 289-8519
www.rndcnv.org

Rural Nevada Development Corp. (Pahrump office)

(775) 751-1947
www.rndcnv.org

Small Business Administration Business Law

www.business.gov/topics/business_laws

SBA Small Disadvantaged Business

(202) 619-1850
www.sba.gov/sdb

SBA Nevada District Office

(702) 388-6611
www.sba.gov/nv

SBA Office of Advocacy, Regional Advocate

(602) 745-7237
www.sba.gov/advo/regional.html#RIX

SBA Women's Business Center

(702) 734-3555
www.onlinewbc.gov

Social Security Administration

(702) 248-8717
www.ssa.gov

Southern Nevada Workforce Investment Board

(702) 638-8750
www.snwib.org

U.S. Business Advisor

www.business.gov

U.S. Citizenship and Immigration Services

(800) 375-5283
www.uscis.gov

U.S. Copyright Office

(202) 707-5959
www.copyright.gov

U.S. Department of Labor

(866) 487-2365
www.dol.gov

U.S. General Services Administration (Office of Small Business Utilization)

(202) 501-1021
www.gsa.gov

U.S. Patent and Trademark Office

800-786-9199
www.uspto.gov

SMALL BUSINESS COUNSELING & ASSISTANCE CENTERS

Business Environmental Program

(part of the Nevada Small Business Development Center)
(702) 866-2390
www.nsbdbcnp.org

Disadvantaged Business Enterprise Outreach Program

(part of NSBDC) (702) 895-4270
www.nsbdc.org

Geographic Information Services (demographic research)

(part of the NSBDC) (702) 895-4270
www.nsbdc.org

Henderson Business Resource Center

(702) 992-7200
www.hendersonbizcenter.com

National Federation of Independent Business

(800) NFIB-NOW
www.nfib.com/page/homeNV

Nevada Development Authority

(702) 791-0000
www.nevadadevelopment.org

Nevada Microenterprise Initiative

(702) 734-1555
www.4microbiz.org

Nevada Minority Supplier Development Council

(702) 894-4477
www.nvmbsc.org

Nevada Small Business Development Center

(702) 895-0852
www.nsbdc.org

Safety Assistance Service

(part of NSBDC)
(702) 866-5985
www.unlv.edu/centers/nsbdcscas/

Service Corps of Retired Executives, Henderson

(702) 992-7207
www.scorelv.org

Service Corps of Retired Executives, Las Vegas

(702) 388-6104
www.scorelv.org

Service Corps of Retired Executives, North Las Vegas (inside North Las Vegas Chamber)

(702) 642-9595 www.scorelv.org

Service Corps of Retired Executives, Pahrump

(775) 727-9711
www.scorelv.org

University of Nevada, Las Vegas

Center for Entrepreneurship
(702) 895-3362
www.business.unlv.edu

SMALL BUSINESS ORGANIZATIONS

American Business Women's Association

(800) 228-0007
www.abwa.org

Better Business Bureau of Southern Nevada

(702) 320-4500
www.vegasbbb.org

Entrepreneurs Organization

(703) 519-6700
www.eonetwork.org

International Franchise Association

(202) 628-8000
www.franchise.org

IRS Small Business and Self-Employed One-Stop Resource

www.irs.gov/businesses/small/index.html

Moms In Business Network, Las Vegas Chapter

(702) 310-3202
www.mibn.org

National Association of Women Business Owners Southern Nevada Chapter

(702) 571-0462
www.nawbo.org

Southern Nevada Human Resources Association

(702) 362-0388
www.snhra.org

Vegas Young Professionals

(702) 735-2196
www.vegasyp.com

Women's Business Enterprise National Council

(202) 872-5515
www.wbenc.org

SMALL BUSINESS INFORMATIONAL RESOURCES

American Express Small Business

(800) 492-3344
www.home.americanexpress.com/home/open.shtml

Bureau of National Affairs Inc.

(800) 372-1033
www.bna.com

Business Owners' IdeaCafe

www.IdeaCafe.com

Entrepreneur's Mind

www.benlore.com

Entrepreneur Magazine

(800) 421-2300
Startup Guides
www.entrepreneur.com

Ewing M. Kauffman Foundation

(816) 932-1000
www.kauffman.org

Fast Company Magazine

www.fastcompany.com/homepage

Inc. Magazine

www.inc.com

Learn The Net

www.learnthenet.com

Microsoft Small Business Center

www.microsoft.com/smallbusiness/hub.mspix

Rhondaworks

(650) 289-9120
www.rhondaworks.com

Small Business Taxes & Management

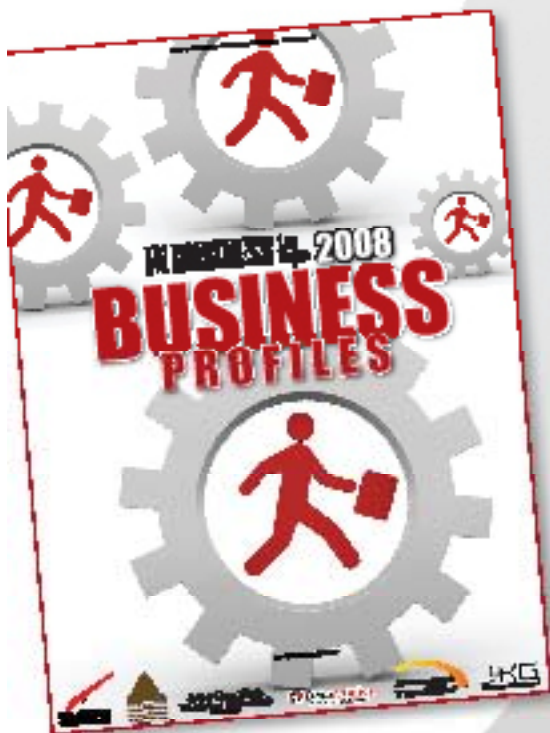
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