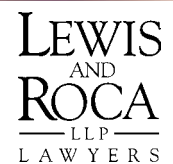




SUPPLEMENT TO IN BUSINESS LAS VEGAS • DECEMBER 7, 2007

# IN BUSINESS Las Vegas INFLUENCE

SPONSORED BY







The Borsack family and Corsa Collections  
congratulate the 2007 Men & Women of Influence.  
Thank you for your contributions to our community.



THE FORUM SHOPS AT CAESARS

702.733.9442

[www.corsacollections.com](http://www.corsacollections.com)

The Finest Selection of Handbags, Jewelry, Travel and Business Accessories.

Bribor, LLC  
A Borsack Enterprise

Bottega Veneta • Marc Jacobs • Rafe • Kooba • Lockheart • Yves Saint Laurent  
Celine • Michael Kors • Isabella Fiore • Brighton • Zac Posen • Tumi • Brics



# He's sharp, handsome and has seating for 18.

They say money can't buy love. They say it can't buy happiness. But it can buy a new boardroom table, and maybe boardroom tables make you happy. At Bank of Nevada, we specialize in making money work harder for you. Because when you put a lot of love into your business, you deserve to get a lot more back.

Business Banking • Personal Banking • Wealth Management

FOR THE **LOVE** OF MONEY



Member  
**FDIC**

Bank of Nevada is a subsidiary of Western Alliance Bancorporation.

Wealth Management services are offered by Miller/Russell & Associates, Inc. and Premier Trust, subsidiaries of Western Alliance Bancorporation. **not FDIC insured | may lose value | not bank guaranteed**



[bankofnevada.com](http://bankofnevada.com)  
702-248-4200



# Bundle Up this Winter with Cox Business.

Bundle Commercial High Speed Internet and Digital Telephone service together for only \$99<sup>99</sup>/month\* and receive FREE INSTALLATION, FREE FEATURES and enhanced benefits!



**Bundle up now and get this special limited-time offer for your business.**

Only  
**\$99<sup>99</sup>\***  
per month

- Keep your existing phone numbers
- Get more bandwidth speed
- Receive all your services on one bill
- FREE, local 24/7 tech support with a team of knowledgeable, friendly experts
- Your business listing in the local phone directory



Call 702-939-1146 or  
visit [www.coxbusiness.com](http://www.coxbusiness.com)



\*Offer valid until 12/31/07 to new commercial subscribers of Cox Digital Telephone and Cox Business Internet in Las Vegas Cox-wired, serviceable locations. Minimum 1-year service contract required. Bundle is \$99.99 per month and includes: Cox Business Internet 4.0Mbps/512Kbps; 1 phone line with unlimited LD or 2 phone lines with Call Forwarding, Caller ID, Call Waiting, Call Waiting Caller ID, Three-Way calling, Speed Dial 8 and Call Transfer. Free installation applies to Internet and telephone and is capped at \$350 and applies to a minimum 2-year contract. Unused long distance minutes have no cash value and expire at the end of each month. All long distance minutes are limited to direct-dialed long distance calls at a single location and must originate and terminate within the contiguous United States. All extended domestic calls (Alaska, Hawaii, Puerto Rico and U.S. Virgin Islands) are \$0.10 per minute. Intrastate long distance minutes will be charged at \$0.05 per minute. Interstate minutes exceeding free minutes per month per contract are charged at \$0.05 per minute. Additional costs for installation, construction, inside wiring and equipment may apply. Offer does not include international calling, applicable taxes, surcharges or fees. Discounts are not valid in combination with or in addition to other promotions, and cannot be applied to any other Cox account. Cox cannot guarantee uninterrupted or error-free Internet service or the speed of your service. Rates and bandwidth options vary and are subject to change. Telephone modem equipment may be required. Modem uses electrical power to operate and has backup battery power provided by Cox if electricity is interrupted. Telephone service including access to e911 service will not be available during an extended power outage or if modem is moved or inoperable. Services not available in all areas. Other restrictions apply. Telephone services are provided by Cox Nevada Telcom, LLC. ©2007 Cox Communications, Inc. All rights reserved.



FROM THE EDITOR



ur annual Influence publication is a wrap — let the discussions and debates begin.

It was just a couple

of years ago that we broke the mold on our traditional “most influential” sections. We had published those for five years, but decided that change was necessary. That’s when we introduced “Influence.”

In this section, we have again identified a large group of industries/occupations/jobs. This allows us to represent the full gamut — from Accounting to Vocational Training and a whole lot in between. In each category, we’ve identified one male and one female as a person of Influence. If you grasp the premise that everyone carries influence or clout to at least some degree, then you are headed in the same direction we are. Each of the 70-plus honorees — an index can be found at right — carries a degree of “juice” in their respective industries.

This year you’ll find 34 job-related categories, plus the “Power Couple,” “Power Brothers,” “Power Sisters” and “Power Family.” The selection process was again intense. We searched far and wide to choose strong people in each of these categories. When it was all said and done, about 35 men and 35 women who stand tall in their industries were identified.

And a little reminder: A lists of our past honorees are on pages 6 and 7, however none of those people were eligible to be selected again.

I would also like to thank our sponsors for the 2007 Influence publication. It’s great to be associated with companies such as Corsa Collections, the law firm of Lewis and Roca, Bank of Nevada and Advanced Information Systems, each certainly influential in their own right.

**Rob Langrell**  
Special Publications Editor  
rob.langrell@gmgvegas.com  
(702) 990-2490

CONTENTS

Frank Aguilar .....	38	Michael Majewski.....	10
Hannah An .....	12	Nancy Marcellus .....	37
Anne Aniello.....	18	William Marion .....	22
Jaki Baskow .....	38	MJ Maynard.....	32
Michael Beardslee.....	20	Tom McCormick.....	20
Brent Bell.....	32	Chris Meyer .....	34
Gregory Boyer .....	27	Jennifer Muna.....	34
David Bussone.....	16	Jim Murren.....	17
Sylvia Campbell .....	33	Brandy Newman.....	19
B. Eileen Christensen .....	34	Howard Perlman.....	26
Pat Christenson.....	24	Kathy Phillips.....	23
Robyn Clayton.....	14	L. Ralph Piercy .....	11
Staci Columbo .....	17	John Ramous .....	18
Janet Cosby.....	24	Dick Rizzo .....	25
Maureen Crampton.....	26	Lynn Rosenbach .....	16
Jennifer DeHaven.....	29	H.C. Rowe.....	38
Sallie Doeblor.....	10	Dr. Walt Ruffles .....	24
Rob Dorinson .....	34	Stan Saito.....	36
Shelley M. Dubin .....	38	Stephanie Sand.....	11
Joan Dunn.....	25	Joy Shalmy .....	30
Dianne Fontes .....	36	Pat Shalmy.....	30
Erika Geiser .....	20	Florence Shapiro .....	28
Greg Goorjian .....	28	Craig Shute.....	10
Amy Hall.....	30	Annie Sliman .....	22
Phil Hall.....	30	Janet Smith .....	30
Jay Hamada .....	12	Laura Jane Spina.....	26
Katie Hampton .....	31	Ann Sunstrum.....	24
Travis Harmon.....	37	Michele Tell-Woodrow.....	22
Paul Hartgen .....	33	Vicky VanMeetren.....	27
Tom Haynie.....	29	Merrell Virgen .....	22
Brigid Higgins.....	16	Gary Waddell.....	19
Bonnie Houldsworth .....	31	Ken Walton.....	18
Brenda Hughes .....	10	Stacey Wedding.....	15
Russell Joyner .....	26	Patrick Wisman.....	23
Jen Kunkel .....	20	Michael Yackira .....	14
Joseph Kupiec Sr.....	21	Frank Yoder.....	31
Marge Landry .....	21	Mike Yoder .....	31
Patrick Leary.....	15	Jamiee Yoshizawa .....	18
Sam Lionel.....	16		

IN BUSINESS Las Vegas

PUBLISHER

Bruce Spotleson  
ASSISTANT

EDITORIAL

SPECIAL PUBLICATIONS EDITOR  
STAFF WRITER  
CONTRIBUTING WRITERS  
COPY EDITOR

CREATIVE

EDITORIAL DESIGNERS  
ADVERTISING CREATIVE DIRECTOR

ADVERTISING

SALES MANAGER  
MANAGER COMMUNITY PUBLISHING  
ACCOUNT EXECUTIVES  
ACCOUNT COORDINATOR

PRODUCTION

PRODUCTION DIRECTOR  
PRODUCTION MANAGER  
PRODUCTION ASSISTANT  
TRAFFIC MANAGER  
TRAFFIC ASSISTANT

CIRCULATION

VP OF CIRCULATION  
ASST. DIRECTOR OF CIRCULATION  
DISTRIBUTION MANAGER  
FULFILLMENT ASSISTANT  
ADMINISTRATIVE ASSISTANT

GREENSPUN MEDIA GROUP

CHAIRMAN OF THE BOARD  
PRESIDENT  
EXEC. VP / CHIEF OPERATING OFFICER  
HUMAN RESOURCES  
VP - PR & PROMOTIONS  
MARKETING MANAGER





# PAST HONOREES

## MEN

Sheldon Adelson	Domingo Cambeiro	Frank J. Fertitta III	John Haugh
Tony Alamo	Tim Cashman	Dayvid Figler	Walter M. Higgins III
Fred Albrecht	Steve Chartrand	Dr. John Fildes	Steve Hill
Klif Andrews	David Chavez	Cliff Findlay	Tim Hingtgen
Richard Arguello	Jack Christie	Mark L. Fine	Somer Hollingsworth
Robert Arum	Glenn C. Christensen	Robert Forbuss	Steven Horsford
Dale Askew	Kirk Clausen	Richard A. Fraim	Kevin Huggins
Gamal Aziz	Steve Comer	Sherman Frederick	David Inman
Robert H. Baldwin	Vincent Consul	Brad H. Friedmutter	Thomas J. Kaplan
Al Barber	Bob Cooper	Thomas E. Gallagher	Andy Katz
Wallace R. Barr	Manny Cortez	Carlos Garcia	Dr. Ikram Khan
William Bible	Brian Cruden	Frank Gatski	John A. Kilduff
Bret Bicoy	David Dahan	Michael Gaughan	Dave Kirvin
Jim Bingham	Rod A. Davis	Dominic Gentile	Jay Kornmayer
Jerry Blank	Don Del Giorno	Doug Geinzer	Lon Kruger
Donny Borsack	Greg DeSart	Robert Goldstein	Kevin Janison
William Boyd	Mark Dodson	Robert Gomez	Jason Jaseonek
Leo Brennan	Dan Dolby	Dan Goulet	Maj. Gen. L.D. Johnston
Bob Broadbent	Paul Dykstra	Brian Greenspun	Kenneth G. Ladd
Steve Brockman	Cornelius Eason	Ed Guthrie	Bruce Langson
Sen. Richard Bryan	Eddie Escobedo	Richard Hadrill	J. Terrence Lanni
Jonathon W. Bunker	Robert Faiss	Robert H. Hamrick	Dan Lee
Richard Bunker	Alan M. Feldman	Ponder Harrison	Richard E. Lee

## WOMEN

Lisa Ackerman	Leslie Caprow	Nancy Eaton	Natalie Gulbis
Courtney Alexander	Carole Carter	Lou E. Emmert	Joyce Haldeman
Geoconda Arguello-Kline	MaryKaye Cashman	Kathy England	Molly Kay Hamrick
Naomi Arin	Judy Cebulko	Linda Faiss	Zia Hansen
Amy Arnaz	Peggy Chandler	Kathy Falkensammer	Linda Harris
Martha J. Ashcraft	Adriana Escobar Chanos	Diane Fearon	Dr. Carol C. Harter
Amy Ayoub	Kim Cimini	Cheryl Fish	Vicky Hedderman
Selma Bartlett	Carol Cline	Beth Fisher	Barbara Helgren
Denise Barton	Dr. Renee Coffman	Kim Flowers	Laura Herlovich
Diana Bennett	Heather Collins	Helen Foley	Nancy Houssels
Deborah Bergin	Teressa Conley	Paula Francis	Shauna Hughes
Jan Laverty Jones Blackhurst	Mary Connelly	Julia Frehner	Fran Inman
Elizabeth Blau	Cheryl Constantino	Cindy Funkhouser	Jeanne Richard Jones
Janet Blumen	Deborah Conway	Dianna Fyke	L. Mimosa Jones
Linda Bonnici	Erin Cornelius	Lou Gamage	Kara J. Kelley
Rita Brandin	Sharolyn Craft	Alicia Gibbs	Kolleen Kelley
Hannah Brown	Suzanne M. Cram	Julie Gilday-Shaffer	Myrna Kingham
Leslie Bruno	Laurel Davis	Carolyn Goodman	Tina Kunzer-Murphy
Leah Bryant	Jackie DeLaney	Robbie D. Graham	Dee Ladd
Linda Bullen	Sheila Delutri	Meital Grantz	Suzette LaGrange
Jill Campbell	Susan Drongowski	Lois Greene	Yvette Landau
Socorro Campisi	Christina Dugan	Barbara Greenspun	Mari Landers





Jack Leone	E. Thomas Naseef	Michael Saltman	A. Allan Stipe
Steve Linder	Dennis Neilander	Blake Sartini	Russell Swain
Mark Lipford	Michael Nigro	Philip Satre	D. Taylor
Alberto Lopez	Todd Nigro	John Schadler	Peter Thomas
Arnold Lopez	Ray Norvell	Glenn Schaeffer	Danny Thompson
Gary Loveman	Kevin T. Orrock	Thomas J. Schoeman	Mark Tratos
Rich MacDonald	Louis Overstreet	Steve Schorr	William Urga
Marty Mahoney	Jack Owens	Frank Schreck	Daniel C. Van Epp
George J. Maloof	Frank Pankratz	Donald “Pat” Shalmy	Edward Vance
Dr, Anthony Marlon	William Paulos	Craig Shaw	Billy Vassiliadis
Frank Martin	Phillip C. Peckman	Daniel Sheridan	Dr. K. Warren Volker
William E. Martin	Steve Petruska	Bobby Siller	Randall Walker
Fred Maryanski	Dr. Anthony Pollard	Chad Slade	Bill Walters
T.J. Matthews	Rossi Ralenkotter	Justin Slade	Thomas G. Warden
David McCune	Jon Ralston	Stacy Slade	William Wells
Joe McLaughlin	Felix Rappaport	Virgil Slade	Harvey Whittemore
Ron McMenemy	Thomas F. Reilly	Mike Sloan	Tom Wiesner
Otto Merida	John Restrepo	George Smith	John Wilcox
Bruce Merrin	Jim Rhodes	Robert A. “Tim” Snow	John Williams
Bob Miller	John Ritter	Don Snyder	Tim Wong
Cliff Miller	Richard J. Rizzo	Phil Speight	Terry Wright
Mike Mills	James Rogers	Jerry Stanley	Steve Wynn
Irwin A. Molasky	Sig Rogich	Mark Stark	Joey Yakubik
Dr. Richard Moore	Craig Rowley	Ira David Sternberg	
Scott Muelrath	Larry Ruvo	Dan H. Stewart	
Ruben Murillo Jr.	Rob Ryan	Rob Stillwell	

Jill Langerman	Deborah Munch	Stacy Rocheleau	Jennifer Tuttle
Donna Lattanzio	Vicki Muratore	Kitty Rodman	Virginia Valentine
Cynthia LaVasseur	Julie Murray	Shelly Rounds	Rosemary Vassiliadis
Linda Lewis	Heather Murren	Christina Roush	Carole Vilardo
Stacey Lied	Darcy Neighbors	Vicki Rousseau	Pilar Weiss
Ann Lynch	Jean Nidetch	Maria Ruiz	Heather West
Jennifer Lyon	Emily Nielson	Dianna Russo	Renee West
Punam Mathur	Mary Alice Nielson	Renee Ryan-Thrailkill	Hillary Westrom
Claire MacDonald	Suzanne Noel	Laura Schulte	Ingrid Whipple
Erin MacDonald	Kathleen Nylen	Ellie Shattuck	Diane Whitaker
Sarah Lee Marks	Brenda O’Boyle	Terri Sheridan	Margaret White
Karen Marshall	Kim Owens	Patti J. Shock	Sydney Wickcliffe
Margaret Maul	Leslie Parraguirre	Kim Sinatra	Dr. Trina Wiggins
Alice Martz	Karla Perez	Kathy Smith	Claudine Williams
Kathy Maynor	Lesley Pittman	Linda Smith	Betty M. Wilson
Clara McDonald	Brenda Pohlmann	Martie Sparks	Susan Wincn
Rose McKinney-James	Michele Polci	M. Frances Sponer	Judi Woodyard-Suntic
Kristin McMillen	Diane Pollard	Stephanie Stallworth	Jennifer Worthington
Mary Ann Mele	Gina Polovina	Lucinda Stanley	Elaine Wynn
Lynn Minard	Irene Porter	Cindy Stanley-Lee	Paula Yakubik
Alice A. Molasky-Arman	Diane Prater-Kelly	Deborah Stout	Laurie Yakubik-Romero
Terri Monsour	Peggy Proestos	Terri Sturm	Kathy Zeller
Fafie Moore	Puoy Premsrirut	Solveig Thorsrud-Allen	
Lynn Moran	Mya Lake Reyes	Becky Takeda	
Patricia Mulroy	Glynda Rhodes	Ann Taylor	



## FROM OUR SPONSORS



DEAR READERS,

**A**s Advanced Information Systems celebrates our 21<sup>st</sup> anniversary, we consider the components that have made our company such a success. We've concluded that one important aspect that contributes to our achievement is the educated citizenry and thriving business community of Southern Nevada.

More than 11 years ago, we made a decision to relocate to Las Vegas because of the city's limitless possibilities. That decision has served us well over the years as we've catered to the amplified workforce from the subsequent boom in population. Advanced Information Systems has embraced the opportunities that have come across our table, enabling us to grow into a company that offers technology solutions throughout the nation, but with a special focus on Southern Nevada.

Businesses of all sizes benefit from new developments in technology, from reduced operating costs to higher productivity. Our voice & data networks division is suited to help businesses

achieve that purpose by integrating voice over IP (VoIP) technology in companies, who see measurable results in saving time, energy and money. We are proud that we have helped Nevada businesses grow and expand over the last two decades, and we hope to continue offering great service for many years to come.

Advanced Information Systems thanks In Business Las Vegas for recognizing these hard-working individuals who have shaped and continue to sculpt our dynamic society into the diverse, effervescent and of course, influential community it is today. Congratulations to you, those who are being honored this year and those who have been honored in the past, for standing tall among a sea of talented and admirable businesspeople.

**Frank Yoder**  
President  
Advanced Information Systems



DEAR READERS,

**L**ewis and Roca is proud to sponsor the 2007 Influence event recognizing the men and women who are succeeding in today's business environment. It is important to take the time to recognize excellence and honor those who live it, grow it and nurture it. As is reflected by this year's honorees — from quiet, behind-the-scenes leaders to some of the most recognizable executive faces in the state — these men and women are inspirational. We applaud their determination, work ethic and leadership.

Lewis and Roca is a law firm with a rich history that covers

more than five decades. Our accomplishments are a testament to the ideals and progressive spirit of our founders. Our commitment to excellence is not a mere tagline. It is much more. It defines our firm and our promise to our clients.

On behalf of Lewis and Roca, I sincerely congratulate each of this year's honorees, as well as all of those who have been recognized in the past. Thank you for your superior contributions to our community.

**Thomas G. Ryan**  
Chair, Nevada Offices  
Lewis and Roca LLP

**LEWIS  
AND  
ROCA**  
— LLP —  
LAWYERS





#### DEAR READERS,

**T**he Borsack family and Corsa Collections are proud to be a sponsor for In Business Las Vegas' Influence publication for 2007. Since the inaugural event in 2000, our family has been honored to participate in this event annually.

The men and women receiving these awards represent a diverse and inspiring group of individuals. Through their enthusiasm and leadership, they have made a major contribution to the extraordinary growth of the valley. We are all made better through their example and involvement in our community.

At Corsa Collections, we strive to deliver the best in customer service. We showcase major handbag, jewelry and travel brands

from around the world. From top fashion handbag brands such as Marc Jacobs, Bottega Veneta and Yves Saint Laurent to leading brands of luggage such as Tumi, Brics and Zero Halliburton, Corsa has what it takes to satisfy your business and travel needs as well as your fashion desires.

The Borsack family and the entire staff at Corsa congratulates the 2007 honorees and thanks In Business for establishing and perpetuating this event.

**Donny Borsack**  
Corsa Collections  
A Division of Borsack Enterprise



#### DEAR READERS,

**O**nce again, Bank of Nevada is proud to sponsor the In Business Las Vegas' Influence publication for 2007. We honor and recognize these dynamic leaders, who have earned a place in this special publication for their distinguished leadership and exceptional dedication to our communities of Southern Nevada. Because of their high energy and exemplary professionalism, these individuals have made Southern Nevada a stronger community.

At Bank of Nevada, we understand the value of growing a business from the ground up. Since our founding in 1994 by William S. Boyd, we have been committed to providing financial services that combine the best in sophisticated resources with the expertise and attention that come only from a local, committed personal relationship. We bring together a unique combination of a large institution's powerful financial capabilities with the responsiveness of a community bank, who knows the local market and most important – knows you.

More than 13 years later, we are the largest state-headquartered bank with more than \$3 billion in assets and 15 banking offices. This year, we opened two new banking offices to better serve our clients, including an office near the growing community of Summerlin and the other in revitalized downtown Las Vegas. In addition, Western Alliance Bancorporation, the holding company for Bank of Nevada, continues to be one of the largest Las Vegas-based public non-gaming companies.

Our extraordinary growth would not have been possible without the individual efforts of those business men and women like the ones we honor each year in this publication. On behalf of our board of directors and employees at Bank of Nevada, we offer formal congratulations to all of those honored in the past and present issues of Influence. It is their hard work and integrity that makes Southern Nevada such a wonderful place to live.

**Bruce Hendricks**  
President  
Bank of Nevada





# COMMERCIAL REAL ESTATE



## SALLIE DOEBLER

Director of Business Development  
United Construction Company



**S**allie Doeblar's got skills. She headed product development for the country's largest flower shop franchisor for a decade, and working for a software developer she marketed entertainment-themed photo systems for a retail application worldwide. As an account executive in the commercial furnishings industry she interfaced with developers, brokers and private clients. All of that makes her perfect for the job she has now — overseeing business development in Las Vegas for United Construction Co., a commercial general contractor.

In that role she develops new clients and project opportunities as well as overseeing local marketing. She sits on the board of directors for the Southern Nevada chapter of the National Association of Industrial and Office Properties (NAIOP) and serves as secretary on its executive committee.

A 13-year resident of Las Vegas, Doeblar enjoys the city. "What makes Las Vegas such a dynamic and unique market is that it still has the charm of Mayberry RFD — in the midst of a vibrant, growing, big-city setting," she said.

## CRAIG SHUTE

Managing Director  
CB Richard Ellis



**T**alking to Craig Shute is probably a bit like chatting with Russell Crowe. With his Australian accent he excitedly discusses his transition from Adelaide, South Australia, his home just 18 months ago, to Las Vegas, where he is managing director of one of the city's largest commercial real estate firms — CB Richard Ellis — where he oversees more than 100 people.

Shute said his move has meant trading in his passion for "Aussie Rules Football and Cricket" for travel with his family — wife Katrina and daughters Imogen, 7, Nellie, 5, and Stella, 6 months — as they discover their new home in the United States.

Shute, a 15-year veteran of the real estate industry, said his business philosophy means "employing people who are the best at what they do, providing them with exceptional support and empowering them to build a thriving, sustained business."

He creates that through "an open, team environment that best services CBRE's clients' needs," he said, adding, "It's about building a culture based on success, respect, integrity and insatiable appetite to do everything to the best of one's ability while having fun doing it."

# ECONOMIC DEVELOPMENT



## BRENDA HUGHES

Senior Economic Development Officer, City of  
Las Vegas Business Operations Department



**B**renda Hughes, Senior Economic Development Officer, City of Las Vegas Business Operations Department

Brenda Hughes came to Nevada from a small farming community in Iowa more than 30 years ago. And after 25 years in sales and marketing for the hospitality industry, she is now part of a team that is shaping the image and future perceptions of downtown Las Vegas.

As senior economic development officer with the city of Las Vegas, Hughes has helped create a downtown visitors guide, marketing efforts for Fremont Street East; conducted familiarization tours of downtown for locals and visitors, while tirelessly networking with city business groups. "It [marketing downtown] can be a big challenge when people around the world assume the Strip is the city. And it's almost as big of a challenge with locals who haven't been downtown in a number of years," she said.

But Hughes said the new Fremont Street East entertainment district could be downtown's next big thing. "Over the next two years we're going to see some very impressive changes down there," she added.

## MICHAEL MAJEWSKI

Economic Development Director  
City of North Las Vegas



**M**ichael Majewski has been involved with North Las Vegas' economic development efforts since 2000. And things have been getting better ever since.

He counts the many relationships development officials have fostered through the years as partnerships that will continue to expand and shape the city's future as a sophisticated, diversified and vibrant economy. Some of those groups include the Veterans Administration (which will bring a new VA hospital to the area), UNLV (which will add a campus in North Las Vegas) and the Nevada Development Authority.

"We're not just doing things in a vacuum here. These are groups who all agree and are on board with us. This collaboration is the key to our future," he said.

Majewski said the ability to attract more industry while offering more upscale housing product has helped the city to shed its blue-collar image. "I think taking out ads and saying we're a great city is not going to cut it. Having the successes of Aliante, the Cheyenne Technology Corridor and other developments actually shows that we have the opportunities here," he added.



# ACCOUNTING



## L. RALPH PIERCY

Principal & Founder  
Piercy Bowler Taylor & Kern



**W**hen Ralph Piercy talks, people

listen. But, just how much influence does Piercy have? Often enlisted to assess gaming systems and venture feasibility, one notable study performed under Piercy's direction calculated and compared certain costs associated with doing business in Atlantic City versus Nevada. The findings were cited as having influenced casino regulators to modify certain regulations restricting management's ability to maximize profits.

A nationally and internationally recognized gaming consultant, Piercy is a member of the International Society of Hospitality Consultants, an elite "invitation only" membership open exclusively to the field's most highly respected practitioners. A licensed CPA, Piercy also provides audit, valuation, operation and consulting services for public and private entities in many different industries. In addition, the firm offers general business and tax counseling services to individuals and a wide variety of family-owned businesses, and serves as an expert witness or consultant to legal counsel in a broad range of dispute or litigation matters.

## STEPHANIE SAND

Partner  
Stewart, Archibald & Barney



**S**tephanie Sand holds the distinction of being the first female partner at Stewart, Archibald & Barney

LLP. A UNLV grad, Sand joined the firm in late 1993 and currently serves as the value-added services partner in charge of valuation and litigation support services. She assists clients in small business advising, tax return preparation and the evaluation of businesses. Sand's experience in assurance and strategic financial services gives her the background necessary for providing internal control and profit enhancement consulting services to several industries.

Sand is a member of the American Institute of Certified Public Accountants, Nevada Society of Certified Public Accountants and the National Association of Certified Valuation Analysts. Sand said the most significant contribution she has made to the CPA field encompasses a greater emphasis on flexible work arrangements, mentoring and career development for women. Since becoming partner, Sand has paved the way for a second female partner. She continues to support opportunities for women to enter the accounting profession and assume leadership roles.

elevated architecture

jma

Elevate Your Career.

Providing unmatched service for over 60 years.



Contact Human Resources

hr@jmaarch.com

JMA. Uniquely blending architecture, interiors and environmental graphic design to deliver holistic design solutions for our clients.

NEVADA CALIFORNIA 702.731.2033 www.jmaarch.com

WE WOULD LIKE TO ACKNOWLEDGE  
**INFLUENCE HONOREES**  
AND OFFER A SPECIAL  
**CONGRATULATIONS TO**



**Laura Jane Spina**

*RAFI: Planning Architecture Urban Design*

ON THE WELL-DESERVED HONOR FROM THE  
**WATER STREET DISTRICT**





# RESTAURANTS

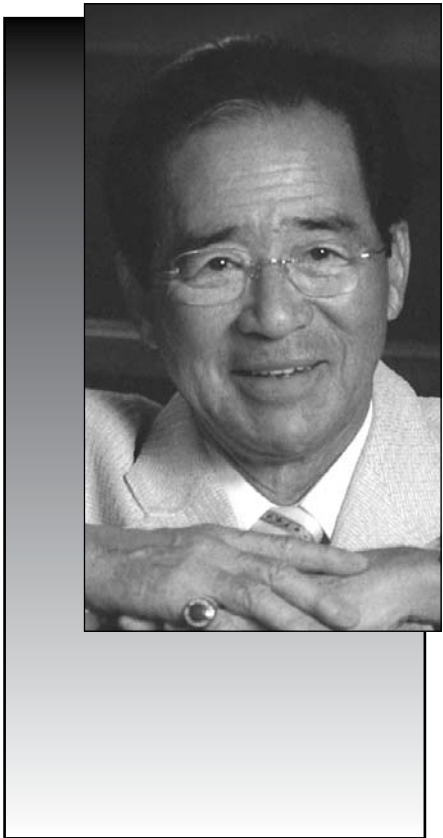


JAY HAMADA

Owner  
Hamada of Japan

Jay Hamada has had a driving entrepreneurial spirit since he was a youngster. Born in Japan, he first came to the United States in 1958 to perform as a dancer on the Ed Sullivan Show. He later moved to Europe to study restaurant management, and in 1976, he started Hamada Tour Service for Japanese tourists visiting Las Vegas. In 1987, he opened the first Hamada of Japan restaurant on Flamingo and Paradise roads.

Today, Jay Hamada is a respected Vegas restaurateur, operating three fine dining restaurants in Las Vegas and one “quick service” in Los Angeles at LAX. Hamada’s has outlets in the Rio and Flamingo Hotels in addition to a free-standing location facility on Flamingo Road which also includes a catering banquet service.




HANNAH AN

Owner  
Hannah’s

An opening page on Hannah An’s Web site says it all: “If there’s one thing I’ve learned through the trials and tribulations of life, through the loss of home and country and through the hardships of this industry, it’s this: To become successful, you must learn to fall with dignity and rise with humility.”

An is the owner of Hannah’s, featuring “hip Asian fusion cuisine” in a relaxed atmosphere and the oldest of five daughters raised in a “culinary dynasty.” Family eateries include such well-known names as Thanh Long of San Francisco and Crustacean of San Francisco and Beverly Hills.



More than 17 billion square feet of office property in our global database and the ability to pinpoint just the right space for every need.

CB Richard Ellis has unmatched depth of real estate knowledge. Our seamless structure ensures that our information is always accurate, comprehensive and timely. We see what others don’t. We spot trends in their infancy. So our clients are always positioned to optimize market conditions now and in the future. At CB Richard Ellis, information meets insight.





## BOYD GAMING CORPORATION

Whether the job involves small tenant improvements, large scale new construction or LEED Certification, ROEL® provides a wide array of expertise to ensure an unparalleled client experience. Founded on integrity, quality, and trust, ROEL has been delivering construction excellence for nine decades.



LAS VEGAS    IRVINE    PALM DESERT

800.662.7635

Where Tradition Meets Innovation

SAN DIEGO    BULLHEAD CITY

[www.ROEL.com](http://www.ROEL.com)



# UTILITIES

## ROBYN CLAYTON

Manager of Corporate Communications  
Southwest Gas Corp.



In 1980, Robyn Clayton landed a job answering phones as a customer representative with Southwest Gas Corp. Twenty-seven years later, Clayton has ascended the corporate ladder to manager of corporate communications for the regional energy leviathan, having bumped into numerous rungs on her way up. "When I started out, I got weekends off and worked 8 to 5, which was important because I had a 2-year-old and it was stability," said Clayton, who thrives in the day-to-day and strives to maintain a fresh outlook. "I learn something new every day and that's fun when you think you've seen it all."

Clayton is also inspired by helping others achieve success. "I like to create things and then move on and watch other people take it to the next level of growth," said Clayton, who was instrumental in the 1998 establishment of the local Business Community Investment Council, a nonprofit that promotes corporate philanthropy in Southern Nevada. "Southwest Gas supports the BCIC, along with so many other things, and we have a great volunteer team here."

## MICHAEL YACKIRA

President/Chief Executive Officer  
Sierra Pacific Resources/Nevada Power Co.



Michael Yackira, president and chief executive officer of Sierra Pacific Resources, parent company of Nevada Power and Sierra Pacific Power, plays a fundamental role in the daily survival of Nevada residents. "The product we produce is something that every person in Nevada needs to run their air conditioning or watch television or use a computer," said Yackira, who joined Sierra Pacific Resources in 2003 and assumed his current post in August 2007. "Without electricity, it would be very difficult to live in many parts of Nevada, so it's exciting to be part of a company that affects and sustains the quality of life we have come to expect."

Yackira, who came on board with Sierra Pacific Resources at a time when the company was in financial distress and on the verge of bankruptcy, was instrumental in turning the tables, and enjoys the complexities of overseeing the company that provides electrical service to nearly 1.2 million residents in Nevada and northeastern California. "It's a lot of fun, and we're always looking for opportunities to improve."

## Congratulations

2007 In Business People of Influence



Your future starts here.



Educating and Training Southern Nevada's  
**People of Influence**  
of Tomorrow

For more than 35 years we have helped you fulfill your dreams and achieve your goals. In that time over 1 million people have turned to the College of Southern Nevada to better their lives and their futures. Here's just a few reasons why so many have attended Nevada's largest college:

Small Classes  
Job Placement Assistance  
Financial Aid

Scholarships  
Transfer Programs  
Career Counseling

Free Tutoring  
Multiple Computer Labs  
Online Courses

College of Southern Nevada • Call 650-2276 or visit [www.csn.edu](http://www.csn.edu)  
CSN is an Equal Opportunity Educational Institution/Equal Opportunity Employer

This Message Sponsored By The CSN Foundation



# NONPROFIT



## PATRICK LEARY

Executive Director  
Catholic Charities of Southern Nevada



**M**onsignor Patrick Leary has been with Catholic Charities of Southern Nevada for four years, a position that came after years of work within both the Las Vegas diocese and abroad. The one-time head of Vietnam refugee assistance efforts in Hong Kong said he is proudest of the broad spectrum of services Catholic Charities is able to provide through valued valley-wide partnerships.

"We're 25 agencies under one umbrella serving young children and infants all the way up to seniors," he said, while adding that the charity also has the largest mobile meal service and private ESL (English as a second language) programs in the state. Seventeen different languages are spoken among Catholic Charities staff.

The group has established partnerships with United Way of Southern Nevada, Las Vegas Metropolitan Police Department, Clark County, and a host of others. Catholic Charities is also the state's office of resettlement for immigrants.

## STACY WEDDING

President  
Professionals in Philanthropy LLC



**S**tacy Wedding has been in the nonprofit world since her youth. Diagnosed as a diabetic when still a child, Wedding's parents were involved in the Juvenile Diabetes Foundation. "I was always around nonprofits. It's a thread I've kept going in my life," she said.

Wedding recently established Professionals in Philanthropy LLC, a consulting firm that both helps nonprofits on an organizational level, while also providing guidance to businesses that want to give but aren't aware of needs and opportunities. "A lot of companies don't know where to start and they want someone who knows the pulse and has a finger on what's happening in the community," she added.

Wedding helped to establish the Ritter Charitable Trust, named after Focus Property Group CEO John Ritter; worked with the Nevada Community Foundation for seven years; and has consulted companies like Boyd Gaming, Nevada Power Company, and others on their giving practices. She is also a graduate of the Las Vegas Chamber of Commerce's Leadership Las Vegas program.

## Sliced Fresh Catering for Your Meetings!



Ask about  
our new  
box lunches!

**PORT OF SUBS**  
Sliced Fresh Catering!

Don't wait in  
line...order  
On-Line!

**Boulder City • Henderson • Las Vegas • Pahrump**  
[www.portofsubs.com](http://www.portofsubs.com)



# HEALTH CARE

## DAVID BUSSONE

Regional Vice President, Western Region  
Universal Health Services Inc.



In June, David Bussone was promoted to regional vice president, western region and as top regional executive for the Pennsylvania-based Universal Health Services Inc., Bussone directs the overall operation and strategic development of 10 acute-care hospitals located in Nevada, Washington and California. Prior to his promotion, Bussone was group director of the Valley Health System, overseeing four Las Vegas hospitals.

In addition to his professional responsibilities, Bussone devotes time to mentoring other up and comers. Said Bussone, "I remain committed to the development of younger executives who become outstanding members of their community and profession."

Bussone has more than 30 years of health care experience, including service as CEO at Tampa General Hospital and the University Hospitals & Clinics in Jackson, Mississippi. He has also served as senior vice president of Cambio Health Solutions and, most recently, as CEO of Apparo Healthcare, a consulting company he founded.

## LYNN ROSENBACH

President  
Family Health Care Services

Lynn Rosenbach is president of Family Health Care Services (FHS) Inc., a subsidiary of Sierra Health Services, a company that provides a full menu of physician-directed home care services for patients who need medical care after a hospital stay, or as an alternative to hospitalization.

A full-service home health agency licensed by the state of Nevada and certified by Medicare and Medicaid, FHS employs nurses, therapists, medical-social workers and home health aides. Services offered by FHS are less expensive than acute hospital care. Areas of specialty include pediatrics, obstetrics, oncology, infusion and wound care.

# LEGAL

## BRIGID HIGGINS

Managing Partner  
Gordon & Silver



With an emphasis on complex insolvency and reorganization, creditors' rights and commercial litigation, Gordon & Silver managing partner Brigid Higgins is helping one of Nevada's oldest law firms evolve to meet the ever-changing legal needs of its clients.

Higgins is managing shareholder in the firm's complex insolvency and reorganization department. She is a graduate of Loyola Law School, Los Angeles, J.D.; University of Nevada, Las Vegas, M.B.A.; and the University of Southern California, B.A.

Higgins said she's proud to be part of Las Vegas' legal community and of her role with Gordon & Silver. As the firm marks its 40th anniversary serving the Las Vegas market, Higgins makes special note of the many hours local attorneys give back to the community in the form of volunteer time and pro bono work. Says Higgins, "I learned from my parents. And I still believe that every citizen — whether corporate or individual — has the responsibility to give back to the community."

## SAM LIONEL

Founder/President  
Lionel, Sawyer and Collins



One of the most highly regarded attorneys in Nevada, Sam Lionel is founder/president of Lionel, Sawyer and Collins, the largest private law firm in the state. Since its founding in 1967, Lionel Sawyer & Collins has achieved a prestigious list of clients, a sizable record of trial successes and an assembled group of partners that have helped the firm maintained a notable bipartisan relationship with federal, state and local government officials.

Lionel is a fellow of the American College of Trial Lawyers. He is listed in Best Lawyers in America for Commercial Litigation and Corporate Law, and was named to The Top 75 by Mountain States Super Lawyers. Additionally, Lionel has an AV rating in the Martindale-Hubbell directory. He also holds bar court admissions for the New York State Bar, State Bar of Nevada, the U.S. Supreme Court, Nevada and U.S. District Court and District of Nevada U.S. Court of Appeals, Ninth Circuit.

## GAMING



## STACI COLUMBO

President of Marketing and Advertising  
Station Casinos Inc.



**S**tarting with Station Casinos in 1996, Staci Columbo later worked at The Las Vegas Hilton and in Detroit, only to come back to the Las Vegas locals market with Station by 2000. "It's kind of like growing up and leaving your parents' house. After you walk away you can appreciate it more," she said. "I just love the locals market."

Developing a closer relationship with customers and being able to quickly gauge a marketing program's effectiveness are the two things the executive loves most about the locals market.

Since 2001, Columbo has been on the board at Shade Tree Shelter, a home for battered and abused women and children. This year, she helped raise funds for the construction of a dog and cat kennel, Noah's Animal House, adjacent to Shade Tree. Named after her son, Noah, Shade Tree residents' pets are provided with a safe haven and family members can visit their pet daily. Columbo's goal is to promote awareness of the link between domestic violence and pet abuse and groups outside of the state have contacted Columbo for information about creating similar programs. "It's my personal goal to implement this model in other communities," she added.

## JIM MURREN

President and Chief Operating Officer  
MGM MIRAGE



**J**im Murren is an executive with vision. After 14 years on Wall Street, Murren joined MGM Grand Inc. in 1998. Since then he has overseen the purchase of Mirage Resorts in 2000, then the 2006 addition of Mandalay Resort Group to establish MGM Mirage as one of the world's largest gaming companies with revenues topping \$8 billion.

Beyond mergers and acquisitions, Murren has also been credited with the idea for the company's \$7.4 billion Project CityCenter, the largest mixed-use privately-funded project in development history.

In addition, the executive, with his wife Heather, helped establish the Nevada Cancer Institute; the nonprofit opened its research and care center in summer 2005. He counts the institute as one of his proudest accomplishments. "Our ultimate goal at the institute is to be recognized among the elite few centers in the United States to be designated by the National Cancer Institute as a comprehensive cancer center," he said.

COMMUNITY IS *EVERYONE*

Access to Healthcare

As part of your community, KLAS-TV 8 anchorwoman Paula Francis cares about access to healthcare.

**Together, we can make steps toward lasting change.** Make the most of your community and access [uwsn.org](http://uwsn.org) today!

**50 Years**  
1957-2007



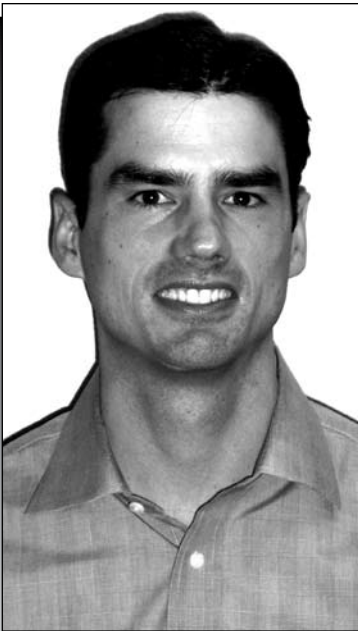


# INSURANCE



## KEN WALTON

President  
Brown and Brown Insurance of Nevada



**K**en Walton knows his numbers. After all, he's spent decades helping companies of all types with their business — from financial services or insurance startups and turnarounds to those experiencing mega-growth.

Today, as president of Brown and Brown Insurance of Nevada, Walton oversees staffing, customer satisfaction and the profit and growth results of this \$10 million local insurance agency. Prior to Brown and Brown, Walton spent 14 years with The Hartford Financial Services Group as regional vice president of the northern New England operations.

While Walton is an avid golfer, sports junkie and investor, his most important role is that of a family man. "I am fortunate to have the love and support of my beautiful wife, and am blessed with a 14-month-old son. I enjoy spending the majority of my free time with my family, however, I must admit to a being a bit obsessed with getting my golf handicap into the single digits," he said.

## ANNE ANIELLO

Vice President  
Aniello Insurance Agency



**W**hen we say Anne Aniello is active, we mean

active. A former competitive tri-athlete, Aniello was the state champion in the late 1980s. She enjoys hiking, biking and water sports, as well as cooking — specifically large Italian meals for her family and friends. "My most cherished memories are right at my own kitchen table," said Aniello, who was born in Van Nuys, Calif., but grew up in Las Vegas — attending Our Lady of Las Vegas, Clark High School and the University of Nevada Las Vegas.

Aniello has worked in the insurance industry for more than two decades, now helping to lead the company her father started in 1963, Aniello Insurance Agency. The firm specializes in commercial, personal, health, bonds and professional liability insurance.

As a former competitive athlete, Aniello gives this advice: "Don't allow fear or painful past experiences to keep you stuck in a negative mindset. Use fear to gather positive and powerful momentum to approach the future with the excitement of a child getting on roller coaster for the first time ... yippee!"

# REAL ESTATE DEVELOPMENT



## JOHN RAMOUS

Vice President of Operations for Harsch  
Investment Properties, Las Vegas Region



**J**ohn Ramous has his finger on the pulse of the Las Vegas commercial development arena, but even with high land and construction costs putting the damper on some development efforts, Ramous sees only great potential in the local market — especially for Harsch, which owns and manages about 7.5 million square feet of commercial space in the valley.

"We do see this as a continued area of growth. Not only from the standpoint of developments and acquisitions but also future redevelopments," he said. "There are a number of projects we've purchased since coming here in 1995 that really lend themselves to redevelopment."

Ramous said Harsch will continue to focus on industrial properties in North Las Vegas, particularly near the Speedway Boulevard exit at I-15. "That area is really poised for future industrial growth," he added. Harsch also owns the Cheyenne Commerce Center, the Speedway Commerce Center, as well as other industrial properties in Henderson and on the valley's west side.

Outside of his work responsibilities, Ramous serves on the board of the Nevada Ballet, NAIOP, and is involved with the Henderson Development Authority.

## JAIMEE YOSHIZAWA

President,  
Pacific Concepts



**A**s president of the small boutique development firm, Pacific

Concepts, Jaimee Yoshizawa wears many hats. One moment she's seeing if a land acquisition will pencil out for development, the next she's going over leasing requirements with a future tenant on a project in construction. But her heart lies in design and development.

"I really like creating something and seeing how it's going to work," the civil engineer from Hawaii said. Currently, Pacific Concepts, while starting construction on a tavern and finishing a small residential subdivision, is finishing the first phase of Exchange Two One Five for February tenants. The 168,000-square-foot retail and office site at the corner of Russell Road and I-215 will include Powerhouse Gym, a dance studio, a café and unique two-story office spaces. The principal said the project has a "high energy" tenant mix, creating a product she envisions in other parts of the valley.

"I'm not looking to be the biggest developer out there doing larger and larger projects," she said. "I want to stay focused on a product type that will work over and over again."

# MEDIA



## BRANDY NEWMAN

Vice President/Marketing Manager  
Clear Channel Communications



**B**randy Newman was attending UNLV on a rodeo scholarship in 1993 when she started working part time in the promotions department of country station KWNR-FM. Today, as vice president/marketing manager for Clear Channel's Las Vegas radio cluster, which consists of KWNR-FM (New Country 95.5), KSNE-FM (Sunny 106.5), KPLV-FM (93.1 The Party) and KWID-FM (101.0 La Preciosa), Newman has elevated Clear Channel's position as a dominant broadcast group in the Las Vegas market.

Newman works to ensure the company's stations remain in touch with the local community and provides relevant information to the audience that each station serves. She considers one of her most noteworthy decisions to be that of changing formats on 101.9 to La Preciosa. "I feel my most significant contribution to Las Vegas radio is being the first Las Vegas radio cluster to service both the English- and Hispanic-speaking radio listening audience," said Newman, "Providing each with content and entertainment options that are relevant to their respective cultures and communities."

## GARY WADDELL

Anchor  
KLAS-TV, Channel 8



**G**ary Waddell has been anchoring the KLAS-TV news twice a day for the last 20 years, a fact that for many Las Vegas makes him seem like one of the family. Every afternoon at 4 and 6:00 p.m. the veteran television reporter pulls up a chair to relay the day's news and events.

In addition to being a living room fixture across the valley, Waddell has earned a reputation for being heavily involved in the community, both in a professional and personal capacity. He supports a variety of charitable events and organizations including Lied Discovery Children's Museum, The Nevada Senior Games, the Muscular Dystrophy Association, the Kiwanis Teacher of the Year Awards and the annual Marine Corps Reserve Toys for Tots Campaign. He serves on the board of directors for the Muscular Dystrophy Association and for the past 18 years has co-hosted the local Jerry Lewis Labor Day MDA Telethon.

Says Waddell, "I guess I'm most honored by the fact that a lot of people say when bad news is happening, they're comforted by the fact that Paula and I are there on television telling them about it, and that because we're there, they feel everything is going to be all right."



St. Rose Dominican Hospitals congratulates Vicky VanMeetren and all Influence nominees and winners for their dedication to making a positive difference in our community.



Rose de Lima Campus



Siena Campus



San Martín Campus



**St. Rose Dominican Hospitals**

A member of CHW

[strosehospitals.org](http://strosehospitals.org)

**Rose de Lima**  
102 E. Lake Mead Pkwy.  
Henderson, NV 89015  
702-564-2622

**Siena**  
3001 St. Rose Pkwy.  
Henderson, NV 89052  
702-616-5000

**San Martín**  
8280 W. Warm Springs Rd.  
Las Vegas, NV 89113  
702-492-8000



# HOMEBUILDERS



## TOM MCCORMICK

President  
Astoria Homes



In 1995, the first year of business for Astoria Homes, it recorded 35 closings. By 2004, that number had grown to 1,035 and the company was one of the top 100 homebuilders in the nation. Throughout its exponential growth and numerous awards, Tom McCormick has been at the helm as president and there's no place McCormick would rather be. "I have always dreamed of building homes and now I am living my dream ... I cannot imagine doing anything else," McCormick said.

In 2005, the company sold its 5,000th home and hit its first \$1 billion in sales. But for Astoria Homes and McCormick, it's not just about the money, it's also about the environment. The U.S. Environmental Protection Agency (EPA) named the home builder the 2003, 2005, 2006 and 2007 Energy Star "Partner of the Year" as well as the prestigious Sustained Excellence Award for its contribution to reducing greenhouse gas emissions by building energy-efficient homes through increasing consumer awareness and Energy Star Home Building.

## ERIKA GEISER

Vice President of Marketing  
Christopher Homes



Erika Geiser has worked for Christopher Homes, a leader in the luxury and custom estate home market, for so long and is so dedicated to her job she feels, well, kind of like the company is partly hers. "It's more who I am than what I do," said Geiser, who has been with Christopher Homes 19 years and recalls when home developments opened by when her children were born. "I had my daughter in 1999 and that's we opened the Vineyards project — a week later. And my son was born in 1995 — that was Country Rose and The Terraces," she said with a laugh.

A key member of Christopher Homes' management team, Geiser oversees all marketing functions including strategic planning, market research, product development, advertising, events, merchandising and sales office design. She's so good the company has received more than 100 awards including some biggies like "Best Community in the Nation" and "Home of the Year."

# TECHNOLOGY



## MICHAEL BEARDSLEE

President  
IT Strategies International Corp.



Michael Beardslee, founder of the global computer consulting firm IT Strategies International, has been immersed in the technology industry for four decades, having developed a passion for computers at a time when the field was in its infancy, and mainframes devoured entire rooms.

Since then, Beardslee, whose experience encompasses sectors including government, entertainment, oil and gas, and manufacturing, has witnessed a revolution in technology, an insurgency that was locally fueled by the resort and gaming industries, he said. "Southern Nevada has gotten more tech-savvy, and I think that was driven by gaming and all the money coming in," he said. "A lot of new projects like CityCenter and Encore will use even more technology as they open their properties."

Although Beardslee admitted he may be considered a bit of a computer nerd, he stressed he is foremost an entrepreneur. "I am a businessman first and a computer geek second," he said. "If it were the other way around, we would not have been here for 11 years."

## JEN KUNKEL

Director of Business Development  
Diversified Communications Solutions Inc. Ltd.



In 2000, Jen Kunkel left the chemical engineering business to lend a hand at her parent's company, Diversified Communications Solutions, a provider of communications technology for commercial consumers in Southern Nevada. "They needed a salesperson and I was going to help them out for a few months until they found someone permanent," said Kunkel, who now serves as director of business development. "I just liked it, and engineering was not social, and I like meeting new people and making connections with people. We set ourselves apart by trying to create partnerships even with people who might be considered the competition if there are ways we can work with them and help each other out."

As a people person, Kunkel has launched her own business consulting and sales training company in order to impart her accumulated knowledge on to others. "I have learned a lot and I want to share what I have learned with other people," she said.

# PROPERTY MANAGEMENT

## JOSEPH KUPIEC SR.

Managing Director and Principal  
Grubb & Ellis Las Vegas



**J**oseph Kupiec Sr., managing director of Grubb & Ellis Las Vegas, happened into the real estate industry by accident, a move that was precipitated, he said, by an unexpected turn of events that would ultimately revise his professional path. "I spent the first 15 years of my career in Ohio in the trucking industry," said Kupiec, who, since joining in 2002, has successfully led Grubb & Ellis Las Vegas in expansion of investment, industrial, retail, land and management services. "A friend of mine was purchasing and renovating historic, dilapidated buildings in downtown Cleveland for office use, and he said, 'You have this sales and operations experience in trucking and I think it would be applicable to commercial real estate.'"

Kupiec's friend was correct, and 20 years later, Kupiec is an influential leader in his industry, which he attributes, in part, to his co-workers and his commitment to customer service. "I love creating interesting office environments for clients and surrounding myself with the best quality people," he said.

"Setting an **example** is not the main means of **influencing** another - it is the only means."

— Albert Einstein,  
American physicist, 1879-1955

**CASHMAN** **CAT**

Congratulations to all the 2007 Influence honorees for your outstanding examples within the business community.

## MARGE LANDRY

President  
Landry and Associates



**M**arge Landry is a self-described **p r o b l e m** solver, and as president of Landry and Associates, a commercial property management firm, her expertise at resolution is regularly put to task with crises ranging from broken sprinkler heads to backed-up sewage systems.

"Every day is different, and I enjoy having the opportunity to correct problems at our properties," said Landry, who has nearly 30 years of commercial management, sales, leasing and marketing experience. "When I moved to Las Vegas in 1989, I was told by a real estate agent that I had about six months to get to know everyone in my industry in order to be taken seriously. So, I joined every commercial real estate organization and volunteered for committees and sat on boards and became an officer and worked my way up. All that was done to get to know the people in my industry," she said. "So, yes, I have had a chance to influence people, because I've been so active in the real estate community."

THE FIRM OF  
BAILEY MERRILL  
IS PLEASED TO ANNOUNCE  
ITS NEW NAME AND LOCATION

**BAILEY** ♦  
**KENNEDY**  
ATTORNEYS AT LAW



JOHN R. BAILEY

John R. Bailey  
Dennis L. Kennedy  
David J. Merrill  
Joshua M. Dickey  
Scott A. Eaton  
Sarah E. Harmon  
Leah A. Martin  
Kimberly R. McGhee  
Craig A. Henderson

OF COUNSEL  
Layne J. Butt  
Deidre J. Call



DENNIS L. KENNEDY

8984 SPANISH RIDGE AVENUE  
LAS VEGAS, NEVADA  
89148-1302

T: 702.562.8820  
F: 702.562.8821

[WWW.BAILEYKENNEDY.COM](http://WWW.BAILEYKENNEDY.COM)



# ADVERTISING



## ANNIE SLIMAN

Owner/President  
Advertising & Marketing Solutions



**K**nown by her peers for energy and enthusiasm and by her clients for dedication and hands-on approach, Annie Sliman spent the last 25 years building her advertising career in Las Vegas. With experience in all aspects of the business, Sliman specializes in marketing, advertising plan development, campaign creation, media planning and public relations.

As president of Advertising & Marketing Solutions, Inc. (AMS), Sliman's agency consistently produces strategically-focused and innovative work for its wide range of clients. "My greatest satisfaction is in the long-term client relationships we've established," said Sliman. "It's gratifying to see our clients continually enjoying the positive results of the campaigns we've created for them."

In addition to AMS, Sliman is owner/vice president of Survey America of Nevada, a market survey company that uses interactive touch screen technology market research applications. She's a longtime advocate of the Arthritis Foundation and has served on the board for Crime Stoppers (formerly Secret Witness). Sliman also supports other local charities through donated professional services.

## MERRELL VIRGEN

Partner  
Virgen Advertising



**D**espite the moniker, there's certainly nothing inexperienced in the way Merrell Virgen's Virgen Advertising has launched its hip, fresh approach to advertising and marketing in Nevada. The full-service agency was the first in Las Vegas to win a national ADDY award, and holds the distinction of being the largest minority-owned agency in the state.

Virgen and his agency have been wracking up accolades lately: Channel 8 named Virgen its 2007 Hispanic Award of Excellence winner; Inc. magazine recently saluted Virgen Advertising as one of the 5,000 fastest-growing companies in the U.S.; and Hispanic Business Entrepreneur named Merrell Virgen its 2007 Entrepreneur of the Year.

In addition to his professional achievements, Virgen is known for his generosity in the community, giving time, talent and ideas to assist numerous local nonprofits including Aid for AIDS of Nevada, (AFAN), Opportunity Village and United Way.

# PUBLIC RELATIONS



## WILLIAM MARION

Co-owner  
Purdue Marion & Associates



**A**s co-owner of marketing communications firm Purdue Marion & Associates, Bill Marion often draws upon his previous experience as a university literature professor, applying literary criticism and theory to assess and address his clients' needs. "You are always looking at a variety of ways to evaluate any situation — or analyze any text — and there is no right or wrong," said Marion, who is game for any new challenge that arises. "I love being able to respond when there is a crisis or a community relations opportunity, and I love not knowing what's going to happen each day."

In describing his professional role, he made a theatrical analogy. "I see myself as the third man in a two-man act," said Marion, who specializes in political consulting and government affairs. "I'm not the guy who's onstage, I am the guy working behind the scenes to make sure that what's happening onstage is good, and that's how we work for our clients. If I can influence the people who are truly influential, then I have done my job."

## MICHELE D. TELL-WOODROW

Chief Executive Officer and Co-founder  
Preferred Public Relations & Marketing



**N**ovember was hectic for Michele D. Tell-Woodrow, CEO and co-founder of Preferred Public Relations & Marketing, an 8-year-old firm that encompasses myriad PR disciplines. "We had the great fortune of creating and implementing many high-profile public relations campaigns last month, launching The M Resort, Spa and Casino on the south Strip; imploding the New Frontier; announcing The Plaza from New York, which is launching in Las Vegas; and turning the Eiffel Tower at Paris Las Vegas red to announce the arrival of the 2007 Beaujolais nouveau," Tell-Woodrow said. "It's been exciting and rewarding to work on campaigns that spark such an international interest in Las Vegas."

The company was also recently selected to become a member of IPREX, one of the world's largest public relations networks, she said, and has also expanded its headquarters to 5,100 square feet of space to better accommodate its 28 employees.

Not bad for a company founded by Tell-Woodrow and her husband on the kitchen table of their townhouse. "It's been an incredible experience building the agency," she said.

# FINANCIAL INSTITUTIONS

## KATHY PHILLIPS

President and Chief Executive Officer  
Nevada Commerce Bank



**K**athy Phillips has spent two decades in the banking industry and has reached the pinnacle of her profession by believing in herself and her dreams every step of the way. So what would she say to those just starting out in business today? "The future belongs to those who believe in the beauty of their dreams," said Phillips, the president and chief executive officer of Nevada Commerce Bank.

Under Phillips' direction, Nevada Commerce Bank has become recognized as one of the best business banks in the valley with a reputation for customer service and innovative banking products and services. With her title comes a responsibility to give back to the community, and Phillips does that eagerly. She's a director of the Pacific Coast Banking School and a member of the University of Nevada Las Vegas Foundation. She also recently joined the board of directors of Safe Nest, an organization helping victims of domestic violence.

## PATRICK WISMAN

Chairman and Chief Executive Officer  
SouthwestUSA Bank



**P**atrick Wisman is a veteran banker with 38 years of results in building, reshaping and merging financial institutions of various sizes and types. Today, as chairman and chief executive officer of SouthwestUSA Bank, he is working on a new concept: expanding the private banking concept to Southern Nevada "and wherever customers require a higher level of service," he said.

At SouthWestUSA Bank, the first private bank in Nevada, the average deposit is \$250,000 and the average loan is \$1 million. Wisman ensures every client receives a diverse array of customized financial and investment services and uniquely personal service.

Wisman is meeting with success. Other banks are scrambling to institute his concepts and SouthWestUSA Bank is one of the fastest growing in Las Vegas. That should give Wisman reason to celebrate — perhaps with a good cigar, one of the things he enjoys most in his spare time.

## The IT Strategies Executive Team Congratulates All Those Who Have Influenced Our Lives



With technical expertise that spans multiple industries, our people deliver Information Technology solutions with ideas that can make the difference in your business.

Fortune 500 companies, hotels/casinos, government, the utilities industry have all relied on our expertise to solve their IT problems and achieve better operating efficiency.

We are the Premier Computer Consulting Firm Headquartered in Nevada —  
**IT Strategies International** - Technology Experts that Solve Business Problems.



Call us at: 702.878.3828  
Toll Free: 888.284.4703

[itstrategiesint.com](http://itstrategiesint.com)



## The Voice of Commercial Real Estate Development

As Southern Nevada's leading commercial real estate development organization, we are your connection to the industry. Ask us about industry trends and current issues facing Southern Nevada. Help us as we continue to create facilities for the future of Nevada. Join NAIOP as we continue to grow our organization.

Get Connected. Join NAIOP today!



For membership information: (702) 798-7194 [www.naiopnv.org](http://www.naiopnv.org)



# EDUCATION



## DR. WALT RUFFLES

Superintendent  
Clark County School District



**I**n 1905, the Clark County School District (CCSD) was comprised of a single sideboard tent that held a maximum of 17 students — a far cry from today's 317 schools that house the current CCSD student population of more than 306,000.

Superintendent Dr. Walt Ruffles, a veteran educator with more than 30 years of experience, is responsible for guiding the fastest-growing school district in the nation. Overseeing a \$1.8 billion operating budget and 18,000 teachers, Dr. Ruffles is challenged with issues related to overcrowded classrooms, per-pupil expenditures and an ongoing teacher shortage.

In spite of those challenges, during Dr. Ruffles' tenure, the school district has made notable strides. According to the most recent Nevada Annual Report of Accountability, during the 2005-2006 school year, schools making "adequate yearly progress" increased 60 percent; more than \$100 million in scholarship money was distributed to qualifying students; and the district produced 39 National Merit finalists.

## JANET COSBY

Executive MBA Program Manager  
University of Nevada, Las Vegas (UNLV)



**W**hen people say the early years in their career were filled with a series of "Mickey Mouse" jobs, they're usually speaking figuratively. Not so for UNLV EMBA program director Janet Cosby who got her start in the hospitality industry as a PBX operator at a small hotel in Los Angeles, then went on to hotel operations management for the Marriott Corp. and — you guessed it — joined Walt Disney World to spend nine years in hotel operations, revenue management and human resources.

Today, Cosby is responsible for all aspects of EMBA program operations, from candidate application processing and admission through student matriculation and graduation. Cosby takes a personal interest in each student, enjoying her "den mother" role. During her tenure, the program has expanded to offer dual-degree programs with the school of hotel administration, Boyd Law School, the school of dental medicine and UNLV's MIS Department.

# SPORTS



## PAT CHRISTENSON

President  
Las Vegas Events



**I**f you take a close look at the evolution of special events and event venues in Las Vegas, you'll see Las Vegas Events president Pat Christenson's footprints alongside just about every major milestone. Christenson, the 1976 NCAA wrestling champion at the University of Wisconsin, served as UNLV's athletic event coordinator and wrestling coach for three years. Then, from 1983-2001, he went on to serve as assistant director and eventually director of the Thomas and Mack Center/Sam Boyd Stadium. "I've been fortunate to have the opportunity to spend the past 27 years working in the world's most dynamic destination," said Christenson. "I'm equally honored to have been involved in some of the city's largest and most prestigious events that have made Las Vegas the special-events capital of the world."

Among his key career achievements are the opening of the T&M Center in 1983 and the renovation completions on both the T&M and Sam Boyd Stadium in 2001. He also opened Cox Pavilion in 2001, and since joining Las Vegas Events, has been responsible for growth of events from 17 to 51.

## ANN SUNSTRUM

Vice President of Marketing  
Casablanca Resort/Golf Mesquite



**A**nn Sunstrum wants you to get away from it all — in Mesquite! As vice president of marketing for the Casablanca Resort/Golf Mesquite, Sunstrum is helping turn the quiet community 80 miles outside of Las Vegas into a golf and outdoor recreation destination.

In addition to promoting the area's six golf courses and sporting activities that range from ATV touring and Go Karting to skeet shooting, Sunstrum touts the benefits of group golf getaways and recreational outings. She's also been building on the resort's close proximity to Utah's Zion and Bryce Canyon national parks and Valley of Fire State Park to expand the property's appeal to new markets.

# CONSTRUCTION

## DICK RIZZO

Chairman  
Perini Building Company



**W**hile brides and groomsmen rushed to the alter and moms-to-be induced labor on July 7, 2007, Dick Rizzo, chairman of Perini Building Company, took a moment to reflect on his good fortune. It was his 30-year anniversary with the company. "Yes, that was a lucky day for me indeed," he added.

Rizzo's father was an East Coast general contractor who encouraged his son to study engineering and business in hopes of someday taking over the family business. But it wasn't to be for Rizzo, who at 13 was once one of the youngest construction workers to hold a union labor card.

Through the years, Rizzo, now 64, has helped guide one of the most reputable contractors in the southwest through some of the most notable and iconic valley projects. They include: Project CityCenter, Cosmopolitan, Trump Tower, The Palms, Harrah's Las Vegas, among many others. He cites difficult and unique projects like CityCenter as a motivator to keep his career going. "It creates a motivation of its own," he added.

## JOAN DUNN

Vice President  
Dunrite Construction Inc.

**A**s vice president of Dunrite Construction Inc., Joan Dunn oversees the finances of one of the most influential development and construction entities in Henderson. Started in 1980, Dunrite Construction has built the Stephanie Street Power Center, Water Street South, Warm Springs Promenade, Arroyo Grande Springs Shopping Center and more. As current owners of the Galleria Pavilion, Dunn and her husband, Leslie, also had an ownership interest in The Galleria at Sunset, which they recently sold.

Dunn also contributes to Girls and Boys Town and other valley charities. In 2000, she and Leslie donated a one-acre piece of land adjacent to Green Valley High School to the Community College of Southern Nevada. The land, valued at approximately \$1 million at the time, was used to build a high tech center for the school system, which named it in the couple's honor. Leslie and Joan Dunn Advanced Technology Center is located at 1560 Warm Springs Road in Henderson. Both also have a scholarship funds with the school in their name.



## CONGRATULATIONS

To the  
**Hall Family**

For the well deserved honor and recognition of being named a power family of Las Vegas.

We at Datanamics are proud to see the community recognize what we have known all along.

The Hall family's leadership has left its mark on Las Vegas.

Las Vegas is truly a better place to live because of the presence of the Hall family and their contribution to our city.

Congratulations on life well done!

*We provide "total solutions" for all your voice and data networks.*

www.DatanamicsInc.com  
702.697.2271



**IF YOUR COMPANY  
IS THINKING ABOUT  
MARKETING TO THE LOCAL,  
NATIONAL OR EVEN INTERNATIONAL  
HISPANIC/LATINO MARKET,  
CALL US. WE CAN HELP.**

**WE'RE LAS VEGAS' LOCAL, FULL SERVICE  
HISPANIC ADVERTISING, MARKETING AND  
PUBLIC RELATIONS AGENCY.**

Translated, Hispanic Means Business.

**THE HISPANIC AGENCY  
LA AGENCIA HISPANA**

www.TheHispanicAgency.com

For a Free Hispanic Market Study, e-mail us at [info@TheHispanicAgency.com](mailto:info@TheHispanicAgency.com)

702.795.4711





# ARCHITECTURE/DESIGN



## LAURA JANE SPINA

CEO  
RAFI: Planning, Architecture and Urban Design  
Fielden and Partners Interior Design



**W**hen the term “woman on the go” makes it into the dictionary, Laura Jane Spina will be pictured. Spina seemingly works around the clock as the chief executive of two successful firms — RAFI: Planning Architecture and Urban Design and Fielden and Partners Interior Design, as a passionate advocate for children’s causes, education and libraries, as well as a wife and most importantly, she says, as mom to sons Trevor and Kyle.

Spina’s love of planning is in her blood. Her father, Robert Fielden, founded the business, which have served Las Vegas for more than two decades. A graduate of the University of Nevada at Reno, Spina studied environmental design. “Having taken over the family business, I hold true to the passion that drives my mother and father, which is to dedicate ourselves to the community of Nevada through sustainable growth, culture and a great sense of history,” Spina said.

## HOWARD PERLMAN

Chief Executive Officer and President  
Perlman Design Group

**I**llinois. France. Phoenix. Las Vegas. An interesting mix of stops for the man who heads one of the most respected architecture and design firms in the valley. Perlman, the founder of Perlman Design Group, graduated with honors from the University of Illinois with an architecture degree in 1973. He completed studies at the renowned French Institutes L’Ecole des Beaux Arts in Paris in Versailles and at the L’Ecole Nacional des Arts Decoratif in Nice, France.

He began his first architectural firm in 1977 in Phoenix, providing architectural services for single and multi-family housing projects, but moved his firm’s headquarters to Las Vegas because of the city’s expanding construction industry.

Perlman Design Group is now a full-service, multi-faceted architecture firm divided into several specialized companies with offices in Henderson, Nev., Newport Beach, Calif., and Scottsdale, Ariz. The staff of more than 100 provides services including master planning, urban planning, office, retail, industrial, public works, hospitality/entertainment/restaurants, interiors, graphic design, custom homes, multi-family housing, senior housing/assisted care and production homes.

# RETAIL



## MAUREEN CRAMPTON

Director of Marketing  
Forum Shops at Caesars



**M**aureen Crampton has been helping market the Forum Shops at Caesars to the world since 1992. With sales exceeding \$1,500 per square foot, the Forum Shops are considered one of the most successful shopping centers in the country.

And with this success comes added responsibilities for Crampton, whose job entails not only putting together events and promotions for the shopping center, but also coordinating with international film crews the want to shoot onsite, helping local media put together gift guides and retail news segments, and more. The diverse projects and situations she comes across in her job have kept the multi-tasking valley native at the top of her game.

“My days are never the same. It’s a lot of things melded into one. It’s always fresh and I find it very intriguing, challenging and rewarding,” she said. Crampton is also a board member of the Art Institute Las Vegas/Fashion & Retail Management Program and is active in the convention and visitor authority’s “Shop Las Vegas” campaign.

## RUSSELL JOYNER

Senior Vice President/General Manager  
Miracle Mile Shops



**R**ussell Joyner’s career in mall management has seen stints at Fashion Show Mall, Hollywood & Highland in Los Angeles and other high-profile centers. But none — while involving grand openings and day-to-day operations management like his current position — have been of the magnitude of the nearly 500,000-square-foot Miracle Mile Shops.

As its general manager since 2004, Joyner has overseen the removal of all themes associated with the Aladdin Desert Passage Shops and replaced them with the new Planet Hollywood Resort/Casino’s Miracle Mile theme.

Joyner said the project’s completion should take another 12 to 15 months, but customers and retailers are already commenting on the changes. “If you come in from month to month, you really start to notice the difference,” Joyner said, while adding that for the past seven months sales per square foot have hit double-digit increases and mall traffic went up 25 percent as well.

# HOSPITALS

## GREGORY E. BOYER

CEO/Managing Director  
Valley Hospital Medical Center



**G**regory E. Boyer joined Valley Hospital Medical Center, the flagship hospital of The Valley Health System in Southern Nevada, in July 2000 as CEO/managing director.

Under Boyer's leadership, the hospital is undergoing a multi-million dollar expansion and renovation and is adding a host of new programs and services, including a graduate medical education program, chest pain center, stroke center, diabetes resource center, wound healing and hyperbaric center and transfusion-free medicine and surgery program.

Valley is the first hospital in Nevada to have its chest pain center accredited with percutaneous coronary intervention (PCI) by the Society of Chest Pain Centers. The stroke center was also accredited by the Joint Commission as a primary stroke center in October 2007 — the second hospital in Southern Nevada and the third in the state with this accreditation.

Boyer currently serves as chair of policy and committee development for the Nevada Hospital Association and is vice-chair of the board of directors for the Nevada Hospital Association.

## VICKY VANMEETREN

President  
St. Rose Dominican Hospitals  
San Martin Campus



**T**oday, many working mothers juggle children and career, but Vicky VanMeetren seems to have found the recipe for success. Topping the list of her "things to do" in 2007: Open a new state-of-the-art \$140 million medical facility, negotiate a major nursing union contract and accept top honors from American Mother's Inc. as Nevada Mother of the Year.

As president and CEO of the newly opened St. Rose Dominican Hospital's San Martin Campus, VanMeetren is no stranger to the healthcare industry. She spent the first 15 years of her career at Valley Hospital Medical Center and has served in executive positions with Catholic Healthcare West for more than 10 years. "My most significant contribution to my field was probably my work as a nurse," said VanMeetren. "Nothing really ever trumps that. However, the privilege that I have been given in my career to design and build two brand new hospitals is by far the most wonderful experience that I could ever have been given."

## LIONEL SAWYER & COLLINS

*We are proud that our founding shareholder*

**SAM LIONEL**



*has been honored by "Influence" for 53 years of distinguished advocacy on behalf of Nevada clients.*

Las Vegas : 702.383.8888   Reno : 775.788.8666  
Carson City : 775.841.2115   Washington, D.C. : 202.742.4264

[www.lionelsawyer.com](http://www.lionelsawyer.com)

# ACT DESIGN! LIVE & WORK IN STYLE!

award winning projects &  
most important... satisfied clients  
at [psvegas.com](http://psvegas.com)



**PARKER SCAGGIARI**

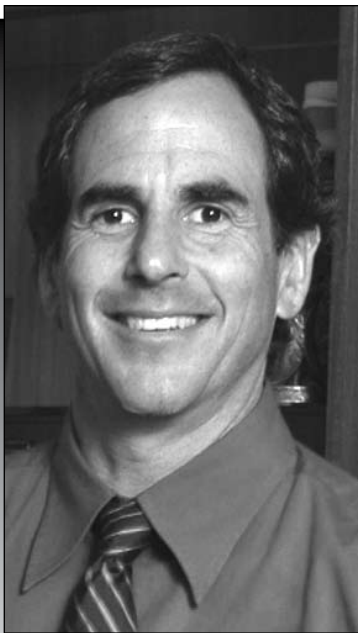
702.733.7759



# RESIDENTIAL REAL ESTATE

## GREG GOORJIAN

Vice president of Marketing and Sales  
Executive Home Builders Inc.



**A**s vice president of marketing and sales for Executive Home Builders —developer of One Queensridge Place, the northwest valley's first vertical custom home development that welcomed residents in September — Greg Goorjian knows how to deliver on a promise. "Some people have been waiting for two years to move in without having the ability to go out and look at One Queensridge Place. Then they see it and they are overwhelmed and thrilled with the decision they made," said Goorjian, who began working on the 219-unit luxury suburban high rise in 2003. "I have never had that experience before ... here [the buyer was] buying off a plan and a promise and for the developer it's normally hard to meet buyers' expectations [from a] a piece of paper. But this was not the case."

Previously vice president of marketing and sales for Peccole Nevada, Goorjian helped the developer to establish a relationship with Executive Home Builders and sell off a parcel of its remaining land for One Queensridge Place.

## FLORENCE SHAPIRO

Co-owner/ Broker/ Salesperson  
Prudential Americana Group REALTORS



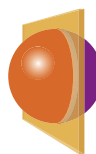
**F**lorence Shapiro, co-owner of Prudential Americana Group REALTORS, is in the business of reassurance. "Residential real estate is very often one of the biggest investments people make, and they get nervous, so you have to hold their hands," said Shapiro, a native of Paris, France, who has been immersed in the Southern Nevada residential market since moving here in 1973. "Residential real estate is an emotion —they walk in, they fall in love, they make an offer and then they start thinking, 'Is this the right move?' and that's when I jump in and show them that it is the right move."

With a proven personal track record in terms of sales volume, Shapiro is among the top 10 Prudential agents nationally, and has been key in helping Prudential Americana Group REALTORS grow. "We're going to touch something like \$300 million in the amount of real estate we have sold this year and we are known for high-end projects like One Queensridge Place, which is 84 percent sold," she said. "It's been a wonderful year."

*William E. Marion*

*His counsel is valued by leaders in politics and business alike.  
Yet his greatest influence is on the people he works with every day.*

*Thanks Bill. We're proud of you.*



**PURDUE MARION & ASSOCIATES**  
PUBLIC RELATIONS

purduemarion.com

# EMPLOYMENT

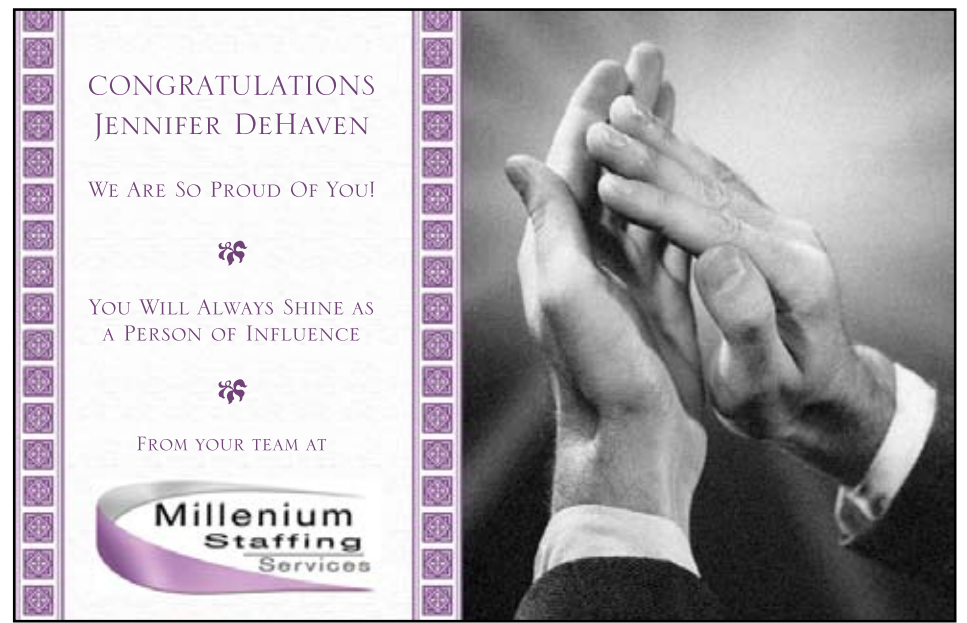
## JENNIFER DEHAVEN

Executive Vice President/Co-Owner  
Millenium Staffing Services



**J**ennifer DeHaven saw opportunity when no one else could. Opening her staffing company, Millenium Staffing Services, with partner Donna Lattanzio a few months after Sept. 11 may have seemed like a huge risk at the time. But the co-owner, like many other entrepreneurs, saw a window of opportunity and seized it. "It was a good time to help a lot of people," she said about the timing of opening Millenium, which recently won a "Best Places to Work" nomination from the Southern Nevada Human Resources Association.

DeHaven has been in the staffing industry since 1993. Shortly after relocating to the valley with a national staffing agency in 1996, she met Lattanzio and started to put the pieces in place for her own venture. "We wanted to put together the best practices we had gained through our years in the industry," DeHaven said, while adding that her firm has grown 11-fold since 2002. Millenium has grown to 17 staff members and specializes in clerical/accounting, customer service, convention services, skilled labor and executive recruitment.



## TOM HAYNIE

Chief Financial Officer  
Manpower Inc. of Southern Nevada



**T**om Haynie has had a varied career, to say the least. Before coming to the valley in 1994, he worked with Ernst & Young in Dallas, with the FBI as a special agent-accountant, owned a manufacturing company and held several finance positions around the country.

Today, as the CFO of Manpower Inc. of Southern Nevada, Haynie not only monitors the company's financials, he analyzes other family investments for its owners, the Katz family. "I'm kind of a guy who gets bored really quickly. It's great to have the variety that they give me here," he said.

The Vietnam veteran is also the current president of the Nevada Staffing Association, an industry trade group that he said plays an important role in promoting a stronger employment industry image. "No one agency has more than ten percent of the market. By working together, we're able to meet with legislators and let them know we employ two million people in Nevada and that we bring a significant payroll to the state," he said.

## You've Earned It

Late nights and weekends.  
Airports and rental cars.  
Working smarter and harder.

Only one bank understands the sacrifices you've made to get ahead. SouthwestUSA Bank. With perks that say, "I've arrived." Like no teller lines. Full service mobile banking capability. And your own personal Managing Director.

Not everyone gets to be a SouthwestUSA client. Aren't you glad you're not everyone?

SouthwestUSA Bank. Nevada's only private bank.

**You've earned it.**

las vegas, nv 853.4700 [swusabank.com](http://swusabank.com)



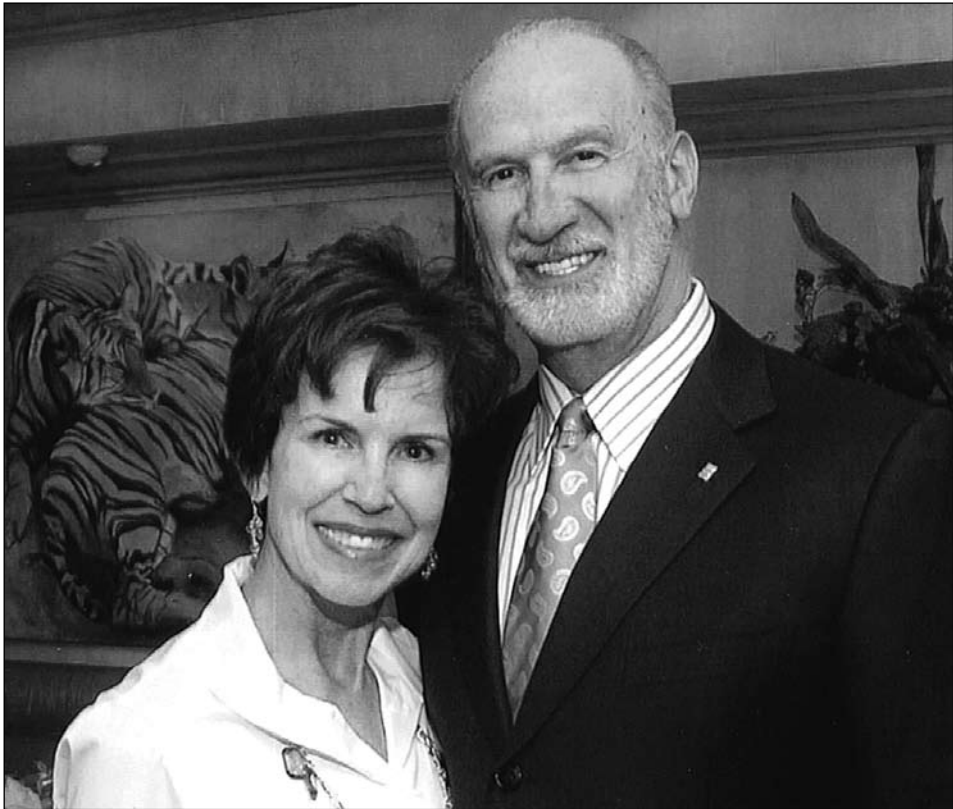
**SouthwestUSA Bank**  
A PRIVATE BANK





## POWER COUPLE

### DONALD L. "PAT" & JOY SHALMY



Donald L. "Pat" Shalmy has served in a number of high-profile leadership roles in Southern Nevada during the course of his career. From 1979 to 1997 he worked for Clark County as director of comprehensive planning and in 1984 he was appointed county manager, a title he held until April 1997. Shalmy was credited with playing a key role in shaping Las Vegas into a dynamic business community and a celebrated tourist destination.

Following his tenure with the county, Shalmy became president of the Las Vegas Chamber of Commerce, a position he held through 2001. In that capacity, Shalmy oversaw tremendous growth in membership and numerous legislative successes through the organization's government affairs department.

Shalmy is now corporate senior vice president, policy and external affairs, SPR, president, Nevada Power Co. During his tenure, Nevada Power has stepped up efforts aimed at increasing energy efficiency and conservation programs and expanding renewable energy initiatives.

In addition to enjoying the outdoors and being with their two children and four grandchildren, both Pat and Joy are active in the community, volunteering time and talent to numerous organizations with a special emphasis on programs that benefit Southern Nevada's children. "This community has been good to us, and we believe in giving back," say the Shalmys. "We like to be involved in organizations that help kids — Boy Scouts, Boys & Girls Clubs, Nevada Partnership for Homeless Youth, Desert Sage Auxiliary, United Way — because we remember as kids, how we were helped." Added Pat Shalmy, "I have also had the privilege of working with thousands of employees at the county, the Chamber and Nevada Power, and it's satisfying to know they do so much to make this a better community."

## POWER FAMILY

### JANET SMITH, PHIL HALL & AMY HALL

It's a strong commitment to customer care that intertwines the very different professional paths of Phil and Amy Hall and Hall's mother, Janet Smith.

In 1992, Janet Smith founded Warren Walker School in San Diego. After learning Clark County parents were interested in opening a location in the Las Vegas area, she quickly established a branch of the independent school in Nevada. A Henderson location opened in late 1992 with 40 students in pre-k through first grade. By 2006 the school had more than 600 students enrolled at all grade levels.

Smith's daughter, Amy Hall, has also been involved with the Warren Walker schools for more than seven years, currently serving as director of admissions for the Henderson International School upper school. The school recently became part of the Meritas family of schools, now operating on three local campuses as The Henderson International School.

Amy's husband, Phil Hall, is vice president of operations for Datanamics, a leading networking firm serving the hospitality industry. Hall is responsible for coordinating and managing network implementation services for customers and overseeing the design and implementation of local area networks (LAN).

In addition to their combined professional achievements and personal commitment to customer service, these three members of the Smith/Hall family also take an active role in their children's activities. When asked about the key to the family's success, Janet Smith said, "Whether we're talking about parents, students or customers in the more traditional sense, we believe in a commitment to honesty and integrity. This has allowed both Datanamics and Warren Walker School to establish themselves as respected pillars of the community."

# POWER BROTHERS



## FRANK & MIKE YODER

Advanced Information Systems



**W**hile much of what the Yoder brothers do every day on a professional basis is most definitely high tech, their personal charitable pursuits are decidedly simple, old-fashioned and hands on in nature.

Frank Yoder is president and founder of Advanced Information Systems (AIS), a Las Vegas-based information technology firm celebrating more than 20 years in business. Over the years, AIS has grown to include a voice and data network division and a recruiting division. The firm counts among its impressive list of clients giants such as IBM, Microsoft, Ocean Spray and Royal Bank of Scotland.

As COO of AIS and executive director of the company's Custom Software Solutions (CSS) division, Michael Yoder oversees the day-to-day operations of the firm. His primary duty with CSS is to ensure success of each and every CSS project.

In addition to supporting AIS involvement in community service programs, Frank Yoder serves on the University of Nevada, Las Vegas (UNLV) Howard R. Hughes College of Engineering Advisory Council and is the chair of the UNLV Computer Science Department Advisory Board. Mike Yoder is active in several technology groups and donates his free time to Helping Hands of Vegas Valley by serving on the board and providing pro bono technology services. "While I am confident about the positive impact Advanced Information Systems has had on the lives of our employees and customers over the years, I believe the work I am doing on the board of Helping Hands of Vegas Valley has the potential to have the largest positive impact on our community," said Mike Yoder. "It's my goal to see the growth of the Las Vegas business community's involvement in this cause, so programs can be expanded and more seniors can be helped."



# POWER SISTERS



## BONNIE HOULDSWORTH AND KATIE HAMPTON

Houldsworth, Russo & Co.



**H**ow well do families work together? Sisters Bonnie Houldsworth and Katie Hampton seem to have found the key: fully utilize each other's individual strengths and talents to build a well-rounded business.

Houldsworth is the founding principal of Houldsworth, Russo & Co., a progressive entrepreneurial accounting firm. Houldsworth coordinates the accounting, tax and business consulting services for business clients. Her expertise is in real estate development, gaming, mortgage companies, service and wholesalers.

Houldsworth's knowledge in tax compliancy, planning, IRS representation, litigation support, audit and accounting allow clients to focus attention on their own businesses. In recognizing her expertise, former Nevada Gov. Kenny Guinn appointed Houldsworth to the board of accountancy for the state of Nevada, the licensing board for all certified public accountants. "My most significant contribution to my field has been the work I have done as board member and president of the Nevada State Board of Accountancy," said Houldsworth.

Katie Hampton is also a principal of the firm, serving as a business advisor to clients by providing nonprofit tax management, as well as performing profit and nonprofit audits and tax returns. The firm often calls upon Hampton to lead projects that involve the financial management of political activities and unrelated business income tax. "I believe my most significant contribution to accounting is helping to grow a unique public accounting firm that focuses on family values while maintaining the highest professional standards," noted Hampton.

Committed to providing the highest levels of service, the firm invests a significant amount of time and resources in professional continuing education and state-of-the-art technology.



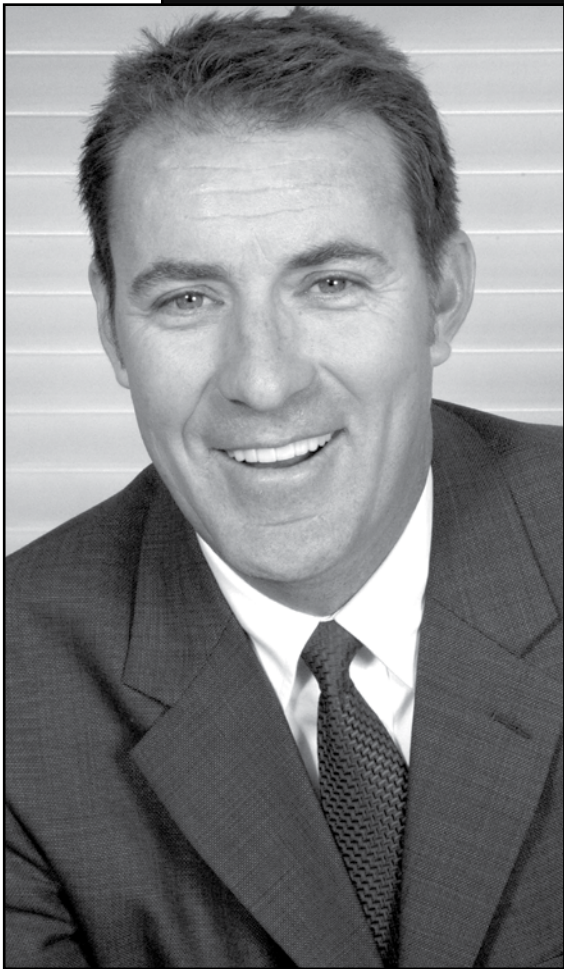


# TRANSPORTATION



## BRENT BELL

President and CEO  
Whittlesea Bell Transportation



## MJ MAYNARD

Assistant General Manager  
Regional Transportation Commission  
of Southern Nevada



**B**rent Bell has been in the family business, Whittlesea Bell Transportation, all his life. He's pumped gas, cleaned bathrooms, set schedules and budgets and much more. Keeping close to the family business through his youth and college years while going to school at UNLV in the late '80s and early '90s paid off in 1998 when he was named CEO of the company. "My dad insisted I start at the bottom. I've held almost every position," Bell said of his many years of experience prior to running the company.


Today, Whittlesea Bell owns and operates Whittlesea Blue Cab, Henderson Taxi, Las Vegas Strip Trolley and two limousine companies, Bell Trans and Presidential Limousine. The company employs 1,650 people and dispatches 850 vehicles valley wide.

The company was the first to install cameras in its vehicles two years ago. Afterwards, other valley transportation companies followed suit. "It's one of the best decisions we've ever made. It's doing exactly what we planned with preventing crimes, keeping the drivers safe and it's a wonderful management tool for us," Bell said.

**M**J Maynard has taken her years of hotel industry experience and is now helping to shape the future of the Regional Transportation Commission (RTC) of Southern Nevada. After 12 years with the Hard Rock Hotel and Casino, Maynard made a jump to the public sector in February.

When she first came to the RTC, she was tasked with analyzing the financial aspects of the agency and establishing benchmarks to measure its efficiency. "That's something I did a lot of in the private sector — analysis, budgeting, forecasting. [At the RTC] we found a need to implement some benchmarks just to gauge if we're going to monetarily support [our] vision for improving mobility valleywide," Maynard said.

Maynard is also helping to clean up the RTC's bus shelters as well as working to promote the group's Club Ride program, which helps valley businesses encourage employees to use travel alternatives to get to work. "We're trying to get people walking, biking, you name it, and out of their single occupancy vehicles," she added.



Laura Jane,  
You've come a long way  
from the FOMG Club  
and the Dean's office  
at Clark High School!

Congratulations,  
Mother, Daddy, & Scott

## Not Receiving Your Accounts Receivables?

Call the law office of  
**Mark S. Karris, LTD.**  
Specializing in Bad Debt Recovery.

We chase after the money  
you've earned so you don't have to.

317 S. Sixth Street  
Las Vegas, Nevada



382-5683



# ASSOCIATIONS & ORGANIZATIONS

## PAUL HARTGEN

CEO/President  
Nevada Restaurant Association



**P**aul Hartgen took the adage of “working your way up from the bottom” literally. The Nevada Restaurant Association (NVRA) CEO/president launched his career in the restaurant/hospitality industry 20-plus years ago by working as a dishwasher in a New York City restaurant.

Today, Hartgen heads up the leading advocacy agency for Nevada’s food and beverage industries, represented by more than 4,500 food service providers and 150,000 employees. He’s responsible for working with the NVRA’s management team and board to create and maintain partnerships with other food and beverage industry organizations. Hartgen is also charged with maintaining open communication between the board and its members and interfacing with the National Restaurant Association.

In addition to his role with NVRA, Hartgen serves as president of the International Society of Restaurant Association Executives (ISRAE). Hartgen’s strongest influence? “Getting the restaurant industry to understand the role of their association — so we all can work collectively on accomplishing whatever the industry sets its sights on.”

## SYLVIA CAMPBELL

CEO/President  
Better Business Bureau  
of Southern Nevada



**C**hecking out a businesses’ reputation?

Filing a complaint against an unscrupulous company? Feel a need to vent about less-than-satisfactory service?

If you’ve utilized the services of the Better Business Bureau of Southern Nevada Inc. anytime during the past 12 years, chances are you’ve got president and CEO Sylvia Campbell to thank.

In her role, Campbell wears many hats. She’s responsible for the agency’s day-to-day administrative, marketing, fiscal and community involvement along with facilitating communications between consumers, businesses, agencies, other entities and the BBB staff, directors and member firms. She also maintains positive relationships between business and the public through education, dispute resolution and voluntary self-regulation. Prior to her role with the BBB, Campbell was chief of fiscal services for the State of Nevada Department of Corrections.



**pr**eferred  
PUBLIC RELATIONS  
& MARKETING

*Making Today’s Secret, Tomorrow’s News™*

**PPR&M Salutes**

**President & CEO Michele Tell-Woodrow**

**as 2007 Female Influencer Of The Year for Public Relations**

**2630 South Jones Blvd., Las Vegas, NV 89146**

**702-254-5704**

**[www.preferredpublicrelations.com](http://www.preferredpublicrelations.com)**



# CONVENTIONS



## JENNIFER MUNA

Associate Director of Tradeshow Sales  
Mandalay Bay Resort & Casino



**T**he Mandalay Bay Convention Center boasts 1.5 million gross square feet of meeting space, making it the fifth largest convention facility in the United States, and the largest meeting facility with a Las Vegas Boulevard (Strip) address. "One of the most exciting things about my job comes from knowing that the city-wide conventions I work with have a ripple effect on the Las Vegas economy," said associate director of tradeshow sales Jennifer Muna. "Large tradeshow and conventions draw thousands of guests not just to Mandalay Bay, but to other MGM Mirage properties as well. This dynamic is truly invigorating."

In addition to its venues, the center coordinates tradeshow, convention and executive meeting "teams" to coordinate all aspects of the functions it hosts. "Despite all the tradeshow I have convinced to call Mandalay Bay home, my greatest accomplishment comes from time spent being a mentor and volunteer. It reminds me of a quote from an unknown author that I feel summarizes my outlook in life: 'You may only be one person in the world, but to one person you are the world.'"

## CHRIS MEYER

CEM, CMP  
Vice President of Convention Center Sales  
Las Vegas Convention and Visitors Authority



**L**as Vegas Convention & Visitor's Authority (LVCVA) vice president of convention center sales, Chris Meyer, has two grand openings (Sands Expo Center and The Venetian) and two major property expansions (Sands Expo and the Las Vegas Convention Center) to his credit. Certified in exposition management and a certified meeting professional, in his current role, Meyer assists the LVCVA Convention Center's Las Vegas anchor tenants in increasing show attendance.

No stranger to one of the valley's most dynamic and growing industries, previous executive positions for this UNLV grad include sales manager of the Flamingo Hilton; national sales manager for the Tropicana Resort & Casino; national sales manager/sales and marketing director for the Sands Expo; and director of sales and marketing for the Venetian/Sands.

# ENVIRONMENT



## ROB DORINSON

President  
Evergreen Recycling



**R**ob Dorinson doesn't consider himself an environmental guru. But he knows enough about sustainability to run a successful recycling business and encourage the value of living green as well. In recent years, the owner of Evergreen Recycling, a construction and commercial waste hauler that boasts a 90-plus percent recycle rate, has become a mouthpiece for the state's recycling industry. He also invested \$12 million in his company's materials sorting facility, upgrading it from a "dump and pick" system to a more sophisticated operation that processes more than 120,000 tons of waste annually.

Dorinson has also partnered with economic development officials like the Nevada Development Authority to help bring more businesses reliant on recyclable materials to the valley. "I think the industry can gain some momentum if somebody from the outside [who needs our recyclable materials] can come here," he said, while adding that, to help efforts along, more pro-recycling policies and initiatives mandating the use of recyclable materials should be in place in certain manufacturing sectors. "We have all of the pro-business incentives with taxes in place. We just need politicians to step up," he added.

## B. EILEEN CHRISTENSEN

President  
BEC Environmental Inc.



**F**or B. Eileen Christensen, living green is a family affair. With her mother, Elizabeth Nelson, and father, Richard Nelson, helping to run her environmental consulting company, BEC Environmental Inc., all family members are well versed in sustainability issues, ranging from renewable energy and brownfields, to recycling and beyond.

Started in January 2002, BEC is establishing itself as a go-to source for Nevada counties and businesses seeking guidance with environmental issues and compliance. BEC provided guidance for Yucca Mountain, sites cleanup, grant writing, permit and compliance services among others to groups all around the state. "Everything we do has an environmental bent to it," said Christensen. Most recently, Nye County contracted with the firm to help with economic development efforts after it did a wide range of environmental consulting projects for the county. BEC also helped with grant writing for the city of Las Vegas brownfield sites, and provided guidance to North Las Vegas with recycling old gas station land into new developments.

BEC is currently involved with Nevada's recycling regulatory advisory committee, a group that helps support recycling efforts in the state, while educating the public on its importance.



# GET YOUR RECREATIONAL ROI

DISCOVER UTAH'S  
NEXT SKI RESORT BOOM

VISIT [BRIANHEADCONDOS.COM](http://BRIANHEADCONDOS.COM)



MAKE YOUR ESCAPE.®

[brianheadcondos.com](http://brianheadcondos.com) | 800.385.2098

A MICHAEL JABARA DEVELOPMENT RISE REALTY, BROKER BROKERS WELCOME



EQUAL HOUSING OPPORTUNITY. This advertisement is not intended as an offer to sell, or solicitation of offers to buy the condominium units, the project or any subdivided land in any jurisdiction, including, with particularity, New York, New Jersey or in any other state where offers to sell or solicitation of offers to buy: (a) cannot be made, (b) are prohibited by applicable state law, or (c) require registration of the project or condominium units. All advertising, promotional materials, building plans, site plans, architectural renderings, specifications, pricing and pricing information associated with the project and the condominium units, if any, are preliminary in nature and are subject to change without notice. WARNING: CALIFORNIA DEPT. OF REAL ESTATE HAS NOT INSPECTED, EXAMINED OR QUALIFIED THIS OFFERING.



# MINORITY LEADERSHIP

## DIANNE FONTES

President  
Nevada Minority Business Council



**D**ianne Fontes knows what it's like to be different. As a Cape Verdean, she has spent her entire life explaining her Portuguese, African, European heritage. "Some of us [Cape Verdeans] look very Caucasian, some very African. We're a little bit of everything. It's such a unique nationality. I take every opportunity to educate people on it," Fontes said.

But Fontes is most known locally for her revitalization of the Nevada Minority Business Council, which she took over in 1994, when it had no national affiliation with the National Minority Supplier Development Council (NMSDC) and dwindling membership. Today, the council has helped initiate supplier diversity programs in nearly every Strip

casino, and has a 5,000-square-foot training and development center for clients.

Prior to running the Nevada Minority Business Council, Fontes spent years doing marketing and public relations work for celebrities, athletes and large corporations. "I utilized a lot of resources I had walking in the door, calling upon celebrity friends to help with fundraising. ... It added a level of credibility to the organization for the first four or five years when I was in building mode," she said.

## STAN SAITO

President, Las Vegas Asian Chamber of Commerce



**A**s president of Embarq's public relations division, Stan Saito makes sure the company's image and message is positive. But in his spare time, Saito translates those skills into ensuring the valley's Asian community's voice is heard and at the same time fostering good will and communication between Asian business owners.

Saito began working with the Asian chamber 12 years ago as a volunteer, then quickly moved into more demanding roles as treasurer, director, vice president, and most recently, assumed the president's position. With Asians making up about 8 percent of the valley's total population, the approximately 300 Asian business owners involved in

the Asian Chamber have provided immense support to the local Asian community. Through the years, a growing scholarship fund has been one of the greatest successes, Saito said.

"What started out as four or five, five hundred dollar scholarships has grown to about eighteen, two thousand dollar scholarships each year," he said. "This is allowing us to lay down foundations for future generations. We're trying to keep the Asian American business people involved so they can keep this legacy going."

Congratulations  
Laura Jane Spina of RAFI



BENNETT & JIMENEZ INC.  
STRUCTURAL ENGINEERS

702-631-0200 • 3065 N. Rancho Drive, Suite 130 • Las Vegas Nevada, 89130









# ENTERTAINMENT



## JAKI BASKOW

Chief Executive Officer  
Baskow and Associates



**A** couple of years ago, Jaki Baskow was watching the “Today Show” and saw the story about a soldier who had lost part of his hand fighting in Iraq. She called the station, flew him to Las Vegas and coordinated his accommodations, plus visits with everyone from Mayor Oscar Goodman to legendary performer Wayne Newton.

That sums up Baskow: She’s the most enthusiastic person you’ll ever meet; she knows everybody in town and she has a heart of gold.

Since 1976, Baskow has run Nevada’s largest destination management/entertainment agency. With almost 30 employees and 14 divisions it would seem that Baskow oversees it all: event and meeting planning; hotel, show, golf and restaurant reservations; casting movies or television shows; organizing casino high-roller parties; hiring stars for convention performances; plus booking models, entertainers or speakers. She has helped make more than a few careers. It’s a job she loves. “I get to make people’s dreams come true. We get to have fun for a living and I am passionate about life and people,” she said. Her motto? “It’s like the movie “Pay it Forward,” she said. Make sure to always give back.

## H.C. ROWE

Entertainment Director  
The Palms Casino Resort



**Y**ou would think that life for H.C. Rowe is one big party. With a job that

includes overseeing operations at The Pearl, the new music theater at the Palms, there’s fun involved. But make no mistake, Rowe’s job requires hard work and he has reached the top through dedication to an industry he loves. “Vegas has come a long way — from Sinatra to Celine — over the course of my career. But one thing hasn’t changed: We’re still the best place in the world to stage and see a live show,” Rowe said.

Rowe’s experience began at The Thomas and Mack Center and he most recently opened Mandalay Bay’s Events Center — stage managing the Frank Sinatra European Tour along the way. “I love that I have been able to be part of the entertainment community during a time of such evolution ... particularly in Las Vegas where we have risen to heights we never dreamed imaginable. Those of us who are fortunate enough to get up each morning and do what we love and are passionate about — we are the lucky ones, and I never forget that for even one second,” he said.

# INVESTMENTS



## FRANK AGUILAR

President  
TriCor Financial LLC



**T**here is no slow start to Frank Aguilar’s day. He begins early and approaches his workload with a sense of urgency, seeking to make things happen. And he does.

Aguilar, the founding president and registered representative of TriCor Financial, oversees business production, implements sales supervision policies and provides management support for his firm.

Aguilar lives by the motto: “Our duty is to proceed as if limits to our ability do not exist.” To that end, the company’s approach to investing focuses on value and diversification. “We consistently utilize a full array of product including private placements. As our own broker/dealer we are able to provide unique offerings that are typically not available through large brokerage firms or bank programs,” he said.

Not surprising, Aguilar is as intense in his off time as he is about good business. “I have a race bike and I participate in track days. Riding a race motorcycle demands focus, which in turn allows me to take a break from the pressures of our industry,” he said.

## SHELLEY M. DUBIN

Vice President and Senior Financial Advisor  
Merrill Lynch



**I**n a city known for transience, one Las Vegas has planted and grown roots. “I’m a 30-year resident of Las Vegas and have been a financial advisor in our community for 24 years,” said Shelley M. Dubin, vice president at Merrill Lynch.

Dubin raised two children on her own for 17 years before meeting her best friend and husband nine years ago. “My children, grandchildren, mother, brother, cousins, niece and nephews all live in Las Vegas,” she said.

Dubin said her work, planning for the financial and estate needs of clients, is rewarding as is her work for charitable causes. “Philanthropy is extremely important to me as it is a part of my soul ... I feel extremely lucky to have the relationships and lifestyle that enable me to give back to those less fortunate.”

Dubin is past president of Jewish Family Services, a member of the Women’s Philanthropy board of directors for United Jewish Community Jewish Federation of Las Vegas and a founding member of the United Way’s Women’s Leadership Council. “Las Vegas is my home and I plan on actively continuing to enjoy this wonderful town,” she said.

**If**

your actions *inspire others* to dream *more*,  
learn *more*, do *more* and become *more*,

you are a **LEADER.**

**We celebrate your success.**



Law. From A Business Point Of View.®

[www.lewisandroca.com](http://www.lewisandroca.com) • Las Vegas • Reno • Phoenix • Tucson • Albuquerque

Las Vegas: 3993 Howard Hughes Parkway, Suite 600 • 702.949.8200

Reno: Bank of America Plaza, 50 West Liberty Street, Suite 410 • 775.823.2900

**LEWIS**  
AND  
**ROCA**  
— LLP —  
LAWYERS



# IMAGINE...



1

Allow remote employees to access your data—anytime, anywhere.

2

Receive your voice messages and faxes in your email inbox.

3

Cut long distance charges between your company's offices.

4

One phone number representation, meaning all calls can find and follow you wherever you are, whether you're at your grandmother's house or a hotel in Europe.

## ALL OF THAT AND MORE IS POSSIBLE WITH TELEPHONE & COMPUTER SOFTWARE CONVERGENCE THROUGH VOICE OVER IP (VOIP)

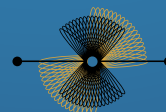
Interactive Intelligence Inc. (I3) is a complex IP PBX system that integrates Microsoft business applications so you can manage data as well as calls and interactions—the elements that drive data collection and management. I3 allows businesses to take advantage of cost-cutting technology for Internet-based Voice over IP (VoIP) telecommunications, elevating efficiency and performance with one complete solution.

Advanced Information Systems is the "Voice over IP" authority in Las Vegas. Let us help you move your company to the next level of advanced business communications.



**Advanced Information Systems**

4270 CAMERON ST, STE 1  
LAS VEGAS, NV 89103  
702.360.2266  
WWW.AISINFO.COM  
SALES@AISINFO.COM



INTERACTIVE INTELLIGENCE

ELITE PARTNER

WWW.ININ.COM

**Microsoft**  
CERTIFIED  
Partner

Custom Development Solutions