

# cre

Southern Nevada Commercial Real Estate Guide • October 2008

SPECIAL INSIDE

2008  
SIR  
AWARDS



SUPPLEMENT TO IN BUSINESS LAS VEGAS

SPONSORED BY

Snell & Wilmer  
L.L.P.  
LAW OFFICES



Mutual of Omaha Bank



# SIX MILLION SQUARE FEET STRONG IN SOUTHERN NEVADA

MANAGEMENT, BROKERAGE, LEASING, MAINTENANCE & MORE



"I WOULD HIGHLY RECOMMEND GATSKI COMMERCIAL TO ANY PROPERTY OWNER. THEY MAINTAIN OUR PROPERTIES TO ENSURE MARKETABILITY AND TENANT RETENTION." **RICK FEHN - MCK ENTERPRISES**

"GATSKI COMMERCIAL IS PROFESSIONAL AND RESPONSIVE. THEY GET THE JOB DONE." **TOM ROBERTS - STATION CASINOS, INC.**

- *Inc. magazine* ranked Las Vegas-based **Gatski Commercial Real Estate Services** on its annual ranking of the 5,000 fastest-growing private companies in the country.
- **Gatski Commercial** is also one of the 50 fastest-growing real estate firms, as ranked by *Inc.*
- **Gatski Commercial** is *the only* Las Vegas-based full-service commercial real estate company on the 2008 *Inc.* 5000 list.
- The company achieved sales growth of **94.7 percent** over the past three years.



**(702) 221-8226**

Southern Nevada's largest privately held, full-service commercial real estate firm.

**GATSKICOMMERCIAL.COM**

LOCALLY OWNED & OPERATED BY FRANK GATSKI, CPM, CCIM



Big time clients, a fleet of new trucks and

*a building with your name on it.*

*Get there from here.*

Commercial lending & more —  
for businesses ready to grow.

Southern Nevada 702.492.5700  
Northern Nevada 775.321.5400  
Toll Free 1.866.320.8855

**Mutual of Omaha Bank** 



# Cox Business delivers satisfaction and cash!



Fast, efficient, reliable communications from Cox Business can help you accelerate your company's success. And our special offer puts your savings into high gear. Switch to Cox and get your voice, data and video communications working at a fantastic rate.

Receive a gift card  
worth up to \$300  
when you subscribe!\*



Call 702-939-1146 or  
visit [coxbusiness.com/value/experts](http://coxbusiness.com/value/experts) today!



Cox Communications ranked "Highest Customer Satisfaction with Small/Midsize Business Data and Service Providers", according to the J.D. Power and Associates 2008 Major Provider Business Telecommunications Study<sup>SM</sup>.\*



\*Offer valid through 11/30/08 to new commercial subscribers of Cox Digital Telephone®, Cox Business Internet<sup>SM</sup> and Cox Business Video in Las Vegas Cox-wired, serviceable locations. "Gift card" offer applies to each new service and is dependant upon the number of services subscribed to. Receive a \$100 pre-paid MasterCard when subscribing to one new service, a \$200 pre-paid MasterCard when subscribing to two new services and a \$300 pre-paid MasterCard when subscribing to three new services. The pre-paid gift card will be awarded the first month after installation. Minimum 2-year term commitment required to receive free installation. 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 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. Cox Basic service required for local HD channels, and Cox Digital Cable required for premium HD channels. Number of digital outlets may be limited. All programming and pricing are subject to change. Programming may vary by location. Services not available in all areas. Other restrictions apply. Telephone services are provided by Cox Nevada Telcom, LLC. ©2008 Cox Communications Las Vegas, Inc. All rights reserved. MasterCard is a registered trademark of MasterCard International Incorporated. \*\*Cox Communications received the highest numerical score among data service providers serving small/midsize businesses in the proprietary J.D. Power and Associates 2008 Major Provider Business Telecommunications Data Services Study<sup>SM</sup>. Study based on 2,422 total responses measuring 6 providers and measures opinions of large enterprise businesses (companies with 2 - 499 employees). Proprietary study results are based on experiences and perceptions of businesses surveyed in March-April 2008. Your experiences may vary. Visit [jdpower.com](http://jdpower.com).

## PUBLISHER

Bruce Spotleson      bruce@gmgvegas.com  
 ASSOCIATE PUBLISHER      Debbie Donaldson (990-2457)  
 ASSISTANT      Kenya Johnson (990-2443)

## EDITORIAL

SPECIAL PUBLICATIONS EDITOR      Rob Langrell  
 STAFF WRITER      Brian Sodoma

## CREATIVE

EDITORIAL DESIGNERS      Adam Bucci  
    Bradley Samuels  
 CONTRIBUTING PHOTOGRAPHERS      Ulf Buchholz  
    Nick Coletsos  
 ADVERTISING CREATIVE DIRECTOR      Joe Boswell

## ADVERTISING

ACCOUNT EXECUTIVES      Laura Alcaraz (990-8948)  
    Jorah Anderson (990-8969)  
    Allen Grant (990-8991)  
    Ashley Sornsen (990-8170)  
    Jim Villela (990-7735)  
 ACCOUNT COORDINATOR      Sue Sran (990-8911)

## PRODUCTION

PRODUCTION DIRECTOR      Maria Blondeaux  
 PRODUCTION MANAGER      Blue Uyeda  
 PRODUCTION ASSISTANT      Marissa Gable  
 TRAFFIC MANAGER      Janine Hughes  
 TRAFFIC ASSISTANT      Kristy Komorny

## CIRCULATION

DIRECTOR OF CIRCULATION      Rhona Cameron  
 ASST. DIRECTOR OF CIRCULATION      Tim Giles  
 DISTRIBUTION MANAGER      Matt Hemmerling  
 FULFILLMENT MANAGER      Doris Hollifield

## GREENSPUN MEDIA GROUP

CHAIRMAN OF THE BOARD      Daniel A. Greenspun  
 PRESIDENT      Michael T. Carr  
 SENIOR VP – MARKETING & DISTRIBUTION      Kris Donnelly  
 SENIOR DIRECTOR, HUMAN RESOURCES      John Ottone  
 VP - PR & PROMOTIONS      Kelli Maruca



## Southern Nevada Commercial Real Estate Guide

# From the editor ...

Dear readers,

**T**hanks for diving into the October edition of our Commercial Real Estate (CRE) guide. This time of year is always exciting for us, as we again hand out the SIR Awards in cooperation with the Associated General Contractors (AGC).

Skill, Integrity and Responsibility are the key components behind the SIR Awards, which honor individuals and companies in the construction industry. This marks the sixth year of this prestigious awards program.



You'll find profiles of each of this year's honorees inside this edition. Additionally, you'll find updates on a variety of commercial and casino projects in the works. Other stories include the increased popularity of office suites, corporate recycling programs that are available and how a local Web servicing company has helped a valley concrete company save millions of dollars.

The "Realty Check" columns continue to showcase the viewpoints of some of the top real-estate experts in the city.

In this edition, you'll find insightful stories from John Restrepo (Restrepo Consulting Group), Mike Mixer (Colliers International), John Vorsheck (Marcus & Millichap) and Chuck Witters (Lee & Associates). If you're looking for insight from some of the industry's top names, you'll find it here.

Our CRE publication continues to be one of the most popular special publications we produce. Be sure to check out November's CRE to see the changes we have planned and the new look of the magazine.

### Rob Langrell

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

## Inside

From Our Sponsors .....	6-7
Commercial projects update.....	9
Casino projects update .....	12
<b>Realty Check:</b> John Restrepo .....	15
Centennial Hills Medical Office .....	20
<b>Realty Check:</b> John Vorsheck .....	22
Green Recycling .....	24

### 2008 SIR AWARDS

Contractor of the Year .....	28
Specialty Contractor of the Year.....	30
J.A. Tiberti Pioneer Spirit Award.....	32
Corporate Citizen Award.....	34
Cornerstone Award.....	36
<b>Realty Check:</b> Chuck Witters .....	42
<b>Realty Check:</b> Michael Mixer .....	46



**ON THE COVER:** Kevin Burke is the president and CEO of Burke & Associates.

Dear *In Business Las Vegas* readers,

We are especially honored to serve as one of the sponsors for this Commercial Real Estate guide with a focus on the 2008 Associated General Contractors (AGC) Skill, Integrity and Responsibility (SIR) Awards.

All of us at Gatski Commercial Real Estate Services congratulate the SIR Award honorees and the winner of the J.A. Tiberti Pioneer Spirit Award.

Skill, integrity and responsibility, the



hallmarks of these awards, are also integral parts of our mission here at Gatski Commercial Real Estate Services.

Our company now serves more than 6 million square feet valleywide, offering commercial property management, leasing, brokerage, in-house building maintenance, landscaping, as well as an in-house flooring division.

We consider it our role to provide resources and valuable counsel to our clients, and this month we launched an enhanced investment sales and leasing division.

In August, we were named by *Inc.* magazine's Inc. 5000 as one of the 50

fastest-growing privately held real estate firms in the country.

Enjoy the insights and news featured in this CRE issue.

All best regards,

**Frank Gatski, CPM, CCIM**

President

Gatski Commercial Real Estate Services  
www.gatskicommercial.com



Dear *In Business Las Vegas* readers,

The current economy presents new challenges daily. We have witnessed unbelievable changes to the financial industry. Who could have predicted that companies like Countrywide, Washington Mutual, Wachovia, and Bear Stearns would disappear at virtually the same time? Will more big names fall? Is there any good economic news?



In reality, markets like this create opportunities. Remember Finance 101? The key strategy to any investment is *buy low, sell high*. There are undervalued stocks, real-estate bargains, companies that need cash and numerous other investment opportunities.

Mutual of Omaha Bank seized an opportunity to expand into Nevada, Arizona and California. We are a business bank committed to helping the communities we serve. We bring value to clients through a top tier service

culture that emphasizes getting to know our customers and their businesses and customizing solutions to meet their needs. Our Wealth Management and Trust divisions provide estate and retirement planning, cash management, asset management and other critical services. We are well capitalized, liquid and positioned for the long term.

Above all, we are grateful for the confidence placed in us by our current clients and invite you to contact us if we can help you or your business in the future.

**Bill Oakley**

Market President

Mutual of Omaha Bank



Dear *In Business Las Vegas* readers,

It is once again my pleasure to write on behalf of Snell & Wilmer LLP, and to express our collective privilege to be a primary sponsor of the 2008 Associated General Contractor's (AGC) Skill, Integrity and Responsibility (SIR) Awards.

2008 has been a difficult year for Nevada's construction industry. Not only have we seen a dramatic downturn in the construction market in Las Vegas, but we have lost two of our own who truly demonstrated the Skill, Integrity and Responsibility that these SIR Awards



honor: F. Brooks Williams III of Brooks Corporation General Contractors and Kim Gregory of Hansen Mechanical.

Both were lost too soon and with too much left to give to our city and industry. They will be sorely missed by us all. So this year, Snell & Wilmer wishes to dedicate these SIR Awards to the memory of these fallen contractors, men who were at times our clients or occasional adversaries, but who were always our friends.

To the nominees and recipients of the 2008 SIR Awards, Snell & Wilmer offers its congratulations. To the *In Business Las Vegas* management and staff, we offer our appreciation for your hard work to make the SIR Awards a success. And to the AGC, Steven Holloway, its

staff and members, we offer our thanks for allowing us to share in your industry and in your most prestigious event. We are proud to call ourselves members of, and partners with, the AGC in bringing you the 2008 SIR Awards.

**Leon F. Mead II, Esq.**

Construction Law Partner

Snell & Wilmer L.L.P.

"Character comes through."®





## Realty Check

### Meet the experts

Dear *In Business Las Vegas* readers,

**C**ongratulations to all the nominees and winners of the SIR Awards. Your contributions to our community have truly made Southern Nevada a great place to live and work.

As more and more of our great community develops, we are proud to be your partner by offering a robust communications network. Whether you have a home office or need an area network that reaches multiple locations across the city, Cox Business has a communications solution to meet those needs. And soon we will be introducing another new and exciting telephone product, Cox Business VoiceManager, to our family of communications solutions.

Imagine being able to control every feature and function on your office phone system from your desktop computer. With Cox Business VoiceManager, you have new options in managing your phone traffic. This feature-rich, expandable service platform requires minimal installation and upfront investment yet provides solutions for businesses that require flexibility to meet changing needs.

Your staff is able to correspond on multiple levels interchangeably: office phones, cell phones, office computers and even personal computers. Once logged on to the VoiceManager Web site via computer from anywhere in the world, you can set preferences, manage

or instantaneously transfer calls to a coworker's office or cell phone. You can also identify callers and transfer calls directly to voicemail without answering. Other features include Find Me/Follow Me, Simultaneous Ringing, Remote Office and many more.

Another versatile VoiceManager feature is unified messaging: Your voicemail arrives as a WAV file attached to your email. You can listen to your voicemail messages using Windows Media Player or any other media player on your PC. VoiceManager is convenient because it allows users to insert client phone numbers directly into a call log without dialing. There is no need for punching in dozens of long-distance numbers, which means faster results at your fingertips.

Every time the phone rings, your employees are one step ahead and, in effect, one step closer to fulfilling customer needs. Cox Business VoiceManager is the perfect product for numerous industries in today's ever-evolving business setting. Please visit [www.coxbusinessvoicemanager.com](http://www.coxbusinessvoicemanager.com) to learn more.

#### David Blau

Vice President and General Manager  
Cox Business Las Vegas



Dear *In Business Las Vegas* readers,

**F**or the second straight year, Evergreen Recycling has the privilege to being a sponsor of the SIR Awards in partnership with our local chapter of the Associated

General Contractors. We congratulate all the nominees for their diligent pursuit of Skill, Integrity and Responsibility, and especially this year's winners who exemplify these values.

We at Evergreen Recycling strive to model these same values in every thing we do. Our community and the state of Nevada have a golden opportunity to reflect these values and move toward sustainability of design and construction techniques including construction waste recycling.

Many of our AGC partners help us divert a wide range of materials from our landfills, and we are proud to help lead the effort to have Nevada become a leader in recycling and re-use of these materials.

On behalf of Evergreen Recycling, I congratulate this year's SIR Award recipients and the AGC and thank them for the Skill, Integrity and Responsibility that they bring to the building industry and our community.

#### Rob Dorinson

President  
Evergreen Recycling



#### JOHN RESTREPO

Principal — Restrepo Consulting Group

John has been providing economic consulting services in Nevada for 20 years. Restrepo Consulting Group is based in Las Vegas and is the oldest and most established economics and public policy research firm in Nevada. John has directed more than 400 real estate and economic studies in communities throughout the Southwest. His clients include many prominent private and public organizations concerned with land use and growth. John also has been preparing detailed quarterly market surveys that have tracked the Las Vegas Valley's industrial, office and retail markets since 1990.

#### MICHAEL MIXER

Senior Vice President/Director — Colliers International

A 20-year expert in the resort land market, Michael's extensive market reports, demographic studies and land value analyses have been used by many of the top development and investment firms throughout the world and have allowed his clients to enter into complex sales negotiations. As senior vice president and director of Colliers International, Mixer has been a dominant force in the company's success and has consistently been ranked one of the top three brokers with billions in transactions.

#### JOHN VORSHECK

Regional Manager, Las Vegas — Marcus & Millichap

John became regional manager of the Marcus & Millichap Las Vegas office in April 2007. Prior to that, he served as sales manager of the Marcus & Millichap Newport Beach, Calif., office since November 2006. Vorsheck brings to Marcus & Millichap his experience as a top multifamily broker from another commercial real estate brokerage firm, where he earned investment broker Rookie of the Year status as well as numerous investment broker awards.

#### CHUCK WITTERS

Senior Vice President — Lee & Associates

Chuck joined Lee & Associates in 1984, became a founding partner of the Lee & Associates Ontario office in 1987 and has been with the Nevada office of Lee & Associates since 1993. Witters has an extensive background in office marketing, consulting, investment and land sales. He is one of only five Las Vegas "Office" members of the Society of Industrial and Office Realtors and is an SIOR Educational Foundation trustee. He was elected the SIOR regional director for the Mountain Region and to serve on the national SIOR board of directors for 2006 and 2007.

AMERICAN NEVADA COMPANY

# NOW LEASING



## 2360 CORPORATE CIRCLE

- 134,166 square foot, 4-story Class A office building located in the prestigious 90-acre Corporate Center Office Park in Green Valley.
- Prime location near The District with close proximity to McCarran Intl Airport and I-215.
- Seeking LEED® Gold Certification

**LAST SUITES AVAILABLE! ONLY 30,943 SF REMAINING!**

## THE DISTRICT™ at green valley ranch

- 350,000+ square foot, mixed-use lifestyle center featuring shops, restaurants, office space and residences.
- Adjacent to Green Valley Ranch Resort, Spa & Casino
- Conveniently located at I-215 and Green Valley Parkway.

**RETAIL | RESTAURANT | OFFICE SPACE AVAILABLE**



## 10441 W. TWAIN AVENUE

- 98,004 square foot, 3-story Class A medical office building with adjacent parking structure, located within the Nevada Cancer Institute Campus in Summerlin.
- Prime location near Town Center Drive and the 215 Beltway.
- Occupancy 1st Quarter 2009
- Seeking LEED® Certification.

**ONLY 30,409 SF REMAINING ON THE FIRST FLOOR!**

**For leasing inquiries on these and other properties in our 2.5 million square foot portfolio, contact George Okinaka or Charles Van Geel.**

Office Development  
Residential and Master-planned  
Communities Retail & Mixed-Use  
Integrated Property Management

## American Nevada

c o m p a n y

A Greenspun Company

www.AmericanNevada.com  
(702) 458-8855





ManhattanWest, scheduled to open in the first quarter of 2009, already has 65 percent of its commercial space leased.

# The home stretch

Some commercial  
projects bucking  
trend to delay

---

By Brian Sodoma

Special Publications writer

Not unlike casinos and resorts, some of the valley's other commercial projects are grinding to a halt as financial market turmoil continues. The most recent victim of the current crisis is Summerlin Centre Mall developer General Growth Properties, which opted to delay the 1.6 million-square-foot mall near Red Rock Resort. General Growth, however, asserts the site is more than 50 percent leased and poised for a strong opening a year later than originally planned. With announcements like this on the heels of even more bad news from troubled banks, there is certainly plenty of fodder for naysayers these days. But a handful of projects are bucking extremely tough odds and continuing with construction.



"Projects that are well under construction today for the most part were able to lock down financing before the financial markets faced their current challenges," said Brian Gordon, a principal with Applied Analysis, a Southern Nevada economic research firm. "For projects to follow, they're going to find it extremely difficult to access capital to allow their projects to move forward. Those under way may be the last wave for quite some time."

### **Tivoli Village**

While Summerlin residents will have to wait a while for a new namesake mall, they won't have to wait as long for the \$850 million Tivoli Village at the northeast corner of Rampart Boulevard and Alta Drive. Designed as the retail complement to nearby Queensridge Place, the center's developer, Executive Home Builders, said it's finally coming out of the ground after about a year of building the project's underground parking. The upscale property, set to open its first phase in fall 2009, is stocking itself with "distinct and different" tenants, according to Patrick Done, Tivoli Village's executive vice president. Some of the retailers on board include: New York's Kidsville gym and activity center, DavidBartonGym, Belle Gray, AG Jeans, Tres Agaves Mexican restaurant, Ritual Spa and Salon, Gold Class Cinemas, Grand Lux Cafe and others.

"That's an ambitious project, and it ap-



Tivoli Village is scheduled to open its first phase in fall 2009.

pears to be well capitalized to be moving forward the way it is," said Gordon. "They're certainly making strides to develop a critical mass of tenants for a pedestrian retail center of that kind."

### **ManhattanWest**

These days, many would argue that trying to sell a condo in a mixed-use center in the valley's southwest region could very

well be development suicide. But with no shortage of stalled projects in its vicinity, ManhattanWest developer, Gemstone Development, is aiming to prove people wrong. Mark Chatow, president of marketing, said about 65 percent of the 190,000 square feet of commercial space on tap at ManhattanWest is leased. He also said a little more than 60 percent of the 236 first-phase residences are sold. Set on Russell

Gemstone Development forges ahead with construction of its ManhattanWest project.





Road, just west of the 215 Beltway, ManhattanWest is an urban-living concept akin to Gemstone's first foray in Las Vegas, Manhattan Condominiums on the South Strip. ManhattanWest's first phase includes three residential towers and roughly 85 percent of the project's commercial space, which also includes executive suites.

Some of the retail tenants will include: a boutique market, an Italian restaurant developed by Las Vegas' popular Don Antonio, and Elixir Coffeehouse and Wine Bar, which Gemstone will manage itself. The first phase of the \$350 million project will open to residents and tenants in the first quarter of 2009.

"We really wanted to push the retail component of the project for the first phase. Without that, we'd be having a tough time selling residential," Chatow said, also adding that initial success in selling out Manhattan Condominiums, and the reasonable out-of-the-gate pricing of ManhattanWest are two primary keys to the project's viability.

"I think people who come into the sales center think about value versus price. They haven't been afraid to make a decision and spend money as long as they feel like they're getting good value for the dollar," Chatow added. "When we started out, some of our competitors were asking \$600,000 for a very similar product. We never had outrageous pricing. Many of our

units are selling today for more than they did in 2007."

### Veterans Affairs Hospital

With its third phase, a nursing home-care unit more than 30 percent finished, the VA Hospital in North Las Vegas is moving along quite well, said project manager Steve Stern. The hospital will likely be seeing patients by mid-2011. The \$600 million project is intended to be a step toward future research collaboration efforts between the VA and University of Nevada, Las Vegas, which has an undeveloped site adjacent to the 151-acre VA center. The hospital is expected to create between 800 and 1,000 new jobs and will have approximately 210 beds.

"Any time you're developing a unique project that's diversifying the economy, it will contribute to the vitality of Las Vegas in the long run," said Gordon.

### Lake Mead Crossing

A project easily overlooked, but one that's moving quickly, is Lake Mead Crossing at the northwest corner of Water Street and Lake Mead Parkway in Henderson. The 725,000-square-foot center, anchored by Target and Sportsman's Warehouse, will have about 365,000 square feet leased and open by March 2009. John Stewart, a principal with Juliet Companies, developer of

the 73.5-acre site, said timing was key to the project's progress.

"If we would have started a year or a year-and-a-half later, things would be a lot different," Stewart said that about Lake Mead Crossing, which is valued at roughly \$150 million. Stewart said in the current market many lenders are requiring at least 20 percent equity on projects costing more than \$100 million. "It doesn't necessarily make any project better than the next, nor does it help you get better tenants. At the end of the day, it just costs more to develop the property."

Oddly, even with this statement, Stewart finds himself in the unique position of also moving ground on Green Valley Crossing, another Target-anchored center located at the southwest corner of Horizon Ridge and Green Valley parkways in Henderson. He attributes his company's ability to move on another project during these tough times to a longstanding relationship with a national retailer.

"We have been conservative in our regional development to make sure we develop anchored shopping centers. We have good relationships with national retailers such as Target," he said. "We know from our discussions with lenders, a lot of times they're not interested in starting new client relationships right now. With all of this economic uncertainty, they would much rather take care of existing relationships." **cre**

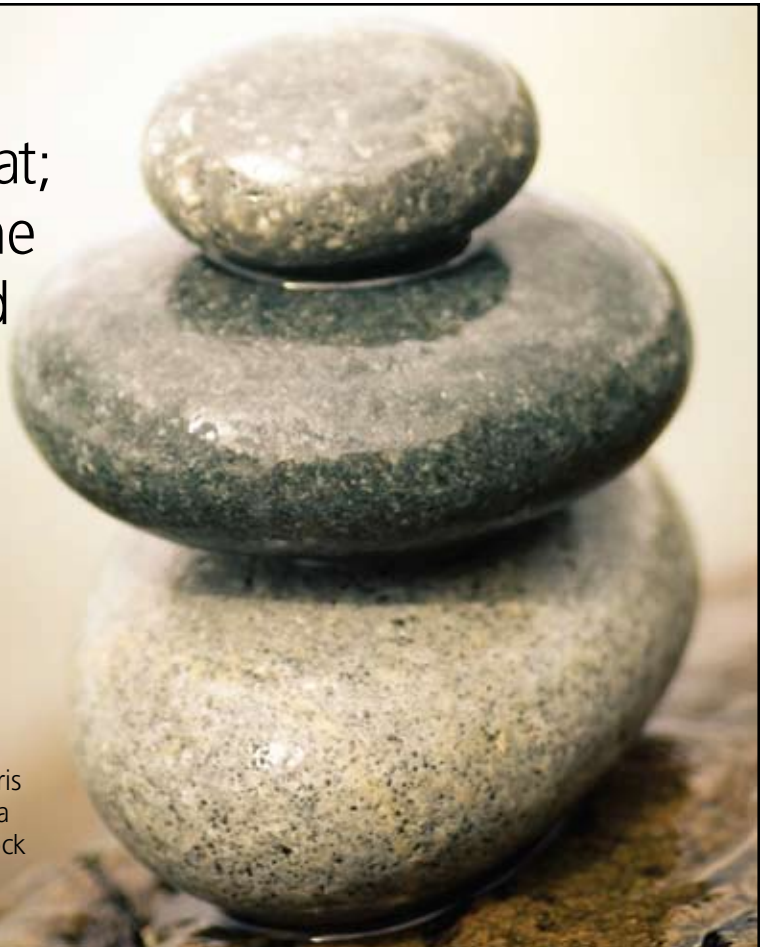
"It is not the beauty of a building you should look at; it's the construction of the foundation that will stand the test of time."

- David Allan Coe,  
American country music singer

**CASHMAN**



Congratulations to our friends at Burke & Associates, the Nevada Department of Transportation, Martin Harris Construction, and CORE Construction who have built a foundation for excellence for their business on a bedrock of impeccable work.







M Resort, set to open in March 2009, is located in Henderson at the southeast corner of Las Vegas Boulevard South and St. Rose Parkway.

# Build it, and they will come

## Casino projects bring hope in tough times

**By Brian Sodoma**  
Special Publications writer

As the economy hits the proverbial brick wall, the Las Vegas Valley and the famed Las Vegas Strip have proven themselves not immune to national weakening. As residential and commercial projects are put on hold, and major Strip developments like Boyd Gaming's Echelon wait for better access to capital, the importance of the Strip's two major projects still kicking up dirt can't be overstated.

Fontainebleau Las Vegas, the Riviera's neighbor to the north, headed by former Mandalay Resort Group CFO Glenn Schaeffer and Turnberry Associates' Jeffrey Soffer, is still moving toward its late 2009 opening. "Our project is moving along on schedule," added Howard Karawan, COO of Fontainebleau Resorts, owner of Fontainebleau Las Vegas and the company's flagship operation in Miami Beach, which recently underwent a \$1 billion renovation and reopened in September. Fontainebleau Resorts is 19 per-

cent owned by Australia's Publishing and Broadcasting Ltd.

With 3,889 iMac-equipped rooms, rooftop pool, 100,000-square-foot casino and a host of other amenities, Fontainebleau Las Vegas will be a necessary new touch to the Strip's skyline, according to one local economic analyst.

"We're sitting between periods of major project openings at a time when the economy is relatively soft," said Brian Gordon, principal with Applied Analysis, a Southern Nevada economic research firm. "These [smaller] projects are going to be important to pique the interest of travelers."

Gordon also refers to MGM Mirage's CityCenter. And while another \$700 million in capital is still being raised to finish the \$9.2 billion mixed-use center with its 1,543-unit Vdara condo hotel, 37-story Veer Towers and the Mandarin Oriental Hotel as well as other amenities, operators and locals have been eyeing the massive undertaking as the example for future Strip development.

Gordon also highlighted a mix of current

smaller casino expansions and openings between now and the end of 2009 as stabilizing forces while the economy finds its footing. Currently, Caesars Palace, Wynn Las Vegas' Encore, the Hard Rock and the Golden Nugget, among others, are undergoing expansions.

### M, locals, value

In tough economic times, it's no secret that consumers are not as willing to part with their hard-earned cash. While a 99 cent shrimp cocktail will likely not be seen at the newer properties, value will still be the name of the game as several locals' casinos open during the next year, targeting value-oriented local clients.

"We're seeing spending at the eating and drinking places on the decline," Gordon said. "The consumer is much more cautious with discretionary dollars. Operators are responding accordingly for locals and visitors."

M Resort, set to open in March 2009, is being developed by Anthony Marnell III, who also developed the Rio All-Suite Ho-

# WHAT A BANNER YEAR!

**2008**

**NAIOP**

GENERAL  
CONTRACTOR  
OF THE YEAR

**2008**

**AGC/SIR**

CONTRACTOR  
OF THE YEAR

**2008**

**NATIONAL  
GUARD**

SEVEN SEALS  
EMPLOYER SUPPORT  
AWARD

**“RECOGNIZED TO BE THE BEST”**



**BURKE**  
& ASSOCIATES, INC.  
GENERAL CONTRACTORS / BUILDERS

**PROVIDING SUPERIOR CONSTRUCTION AND CUSTOMER SERVICE FOR OVER 24 YEARS**

3365 WYNN ROAD • LAS VEGAS • 702/367.1040 • [www.burkegc.com](http://www.burkegc.com) • License#0022189 AB Unlimited

tel Casino before selling it to Harrah's Entertainment. Set at the southeast corner of Las Vegas Boulevard South and St. Rose Parkway in Henderson, the \$700 million M Resort will be the valley's southernmost casino. Marnell will operate his own food and beverage operation at the casino and market its value to the 100,000-plus rooftops within a seven-mile radius.

"The days of the fancy overpriced food and beverage experience are gone, and they should be. That's my humble opinion," Marnell said. "I see it when I go out. You're just not going to get that far into people's pockets anymore without delivering exceptional value."

Marnell added that an important key to his project still going strong was getting financing through M's opening date. "We didn't have to go out and find project replacement financing or new financing upon opening. The whole project was financed right through the opening. ... It's a big part of the reason we're still going," he said.

Asked whether he has concerns about the troubles at nearby Inspirada, on which developer Focus Property Group is in default, and the troubled nearby 125-acre City Crossing, Marnell seemed unconcerned.

"Inspirada wasn't a linchpin in our business plan. We still have a hundred thousand homes within a seven-mile radius," he added. "I really liked City Crossing. It



Aliante Station is scheduled to open on November 11 at 11:11 p.m.

did seem a little overzealous, though."

Marnell is placing his bet on the expansion of retail development along St. Rose Parkway, west of Eastern Avenue. For years, Anthem, Seven Hills and other nearby community residents have been hungry for more retail services along St. Rose Parkway, an eight-lane road that's a prime area for development. "Because of the slowdown in residential activity through that corridor, it's going to take some time for those undeveloped amenities to come to the area," said Gordon. "But when it happens, those will be significant additions to residents in those areas."

Marnell sees his casino and future 190,000-square-foot retail complex, which will come online in roughly 2011, as a perfect start to further development

along the corridor. "We're trying to establish the beginning of economic development in the area, especially down St. Rose Parkway. It's truly ready for it. ... It's the area I'm really rooting for," Marnell added.

### Cannery, Aliante

With the recent opening of the \$250 million Eastside Cannery Casino & Hotel on Boulder Highway on the site of the old Nevada Palace, 800 new casino jobs were created in addition to the preopening 500 construction jobs required to build the facility. The new project includes 2,100 slots, 450-seat bingo, 20,000 square feet of meeting and ballroom space along with its 16-story bronze, glass and steel hotel tower.

"Investment in more mature areas benefits the residents in those areas and raises the bar in terms of competition. It may force other operators to take a second look at product offerings and ways to compete on products and services," Gordon added. That said, nearby Boulder Station is in the middle of a \$50 million renovation, according to Station Casinos' spokeswoman Lori Nelson.

On deck for Station is the Nov. 11 opening of the \$675 million Aliante Station in North Las Vegas. Aliante Station will have 202 hotel rooms, a 650-seat show-room, 14,000 square feet of meeting space and a 16-screen Regal Cinema complex with IMAX capabilities.

After the Aliante opening, Station also has its sights on Durango Station in the valley's southwest, on land the company has owned for nearly a decade. "Based on current economic conditions, we've made a decision not to put timelines on projects. It [Durango Station] is very much on the short list. It's designed and approved by city and county leaders," Nelson added.

The locals' casino operator also recently held neighborhood meetings about a 190,000-square-foot retail component it plans to add to Durango Station. The mixed-use retail will be similar in concept to Town Square and the District in Henderson, Nelson said. So far, neighborhood response to the addition has been "overwhelmingly positive." **cre**

jma

64

years of architecture

702.731.2033 nv 619.398.8320 ca [www.jmaarch.com](http://www.jmaarch.com)



# Valley's economic outlook strained

By John Restrepo  
Principal  
and  
Maria Guideng  
Economic Researcher  
Restrepo Consulting Group LLC

## Economic overview

With the end of 2008's third quarter just around the corner, many in the Las Vegas commercial real estate industry are increasingly concerned about where the market will head in 2009. While national news channels focus on Lehman Brothers' bankruptcy, AIG's rescue, Merrill Lynch's sale to Bank of America, the Fannie/Freddie takeover, etc., the Las Vegas business community is focused on the magnitude of the impact of these unprecedented and historic events on the local economy. Nationally as well as locally, the housing market meltdown underpins today's financial crisis. What many observers now wonder is to what extent the meltdown will spread to the commercial markets.

The current health of the Clark County economy is reflected in the



**John Restrepo**  
Restrepo  
Consulting Group

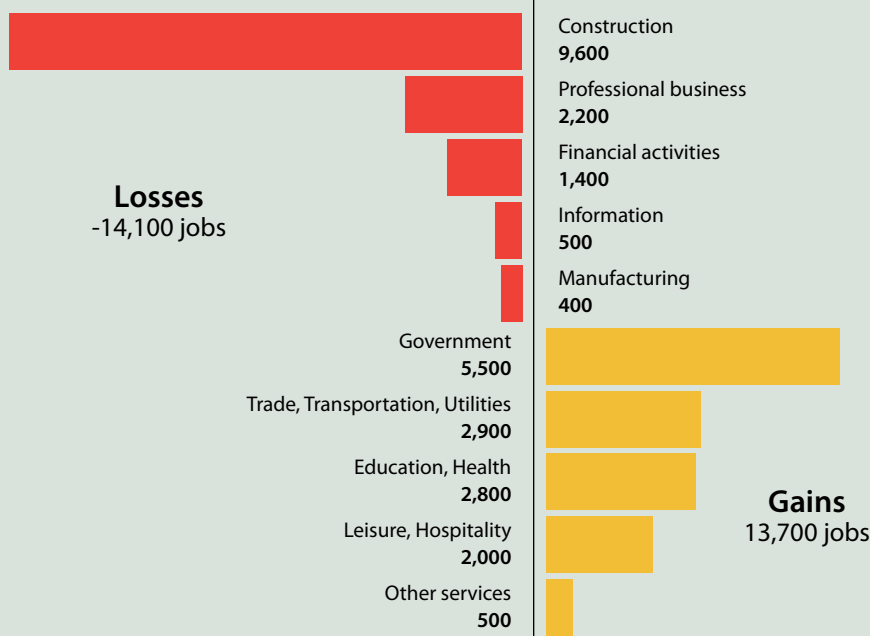
following three major annual indicator changes: total establishment-based jobs, the same jobs sorted by major industry and unemployment claim filings.

## Establishment-based jobs

According to the Nevada Department of Employment, Training and Rehabilitation, Clark County saw a decline of 400 establishment-based jobs this past August (the latest month available) compared to August of 2007. These jobs dropped to 920,000 compared to August 2007's 920,400 jobs. This is a remarkably small decrease considering the depth of the current economic recession in Clark County. Essentially, job growth has remained relatively flat for the two-year period ending in this August, also quite remarkable in view of the recession.

## Change in major employment sectors

August 2007 compared to August 2008



Note: Natural resources & mining had no changes

Source: Nevada Department of Employment, Training & Rehabilitation

During 2008, while Clark County's population is expected to grow anywhere from 75,000 to 90,000, depending on the source, we are concerned because of the

possible pressure this growth may have on government services and Nevada's unemployment insurance funds resulting from job market weakness. According

to the Nevada Department of Motor Vehicles, approximately 44,245 people moved to Clark County (new drivers license count) during the January to August period. Hopefully, the opening of new resort properties along the Strip and other parts of the Las Vegas Valley in the next 12 to 18 months, will alleviate some of this pressure.

### Jobs by major industry

Regarding changes in the local job market by industry, RCG noted that Nevada Department of Employment, Training and Rehabilitation recently reported that 14,100 jobs were lost this August in five of the 11 major industries it tracks compared to August 2007. Not surprisingly, the majority of these losses were in construction and professional and business services. Conversely, there was a job gain of 13,700 in five of the 11 sectors when the two months are compared. The largest gains were in government (primarily local governments), the trade, transportation and utility as well as education/health sectors. The natural resources and mining industry saw no change. The net result was a job loss of 400 in August 2008 compared to August 2007.

As the global credit crunch and the national housing recession continue to restrain capital investment, it is not surprising that the majority of the losses in our local economy were in construction (-9,600 jobs). Many have looked to the estimated creation of 76,000 to 100,000 jobs from ongoing and planned resort projects (based on the current development pipeline) to mitigate our economic woes in the near future. However, the construction industry is currently feeling additional pain following the recent announcement of delayed work on the Echelon project.

Recent commercial project cancellations that were planned in the valley (primarily the Las Vegas Strip) were expected. Developers responded to new market conditions. Rising construction costs and limited demand, especially with the departure of investors, doomed many planned commercial and residential projects. The cancellation of projects with unrealistic development plans and expectations will help the commercial markets in the long run. However, any delays or major project cancellations reduce the number of new residents coming to Southern Nevada, and thus, new homebuyers who might be expected to move to the valley for new jobs. As a result of the latest cancellations, the local housing market recovery that originally was projected for mid- or late 2009, is now expected to see a sustained recovery either at the end of 2010 or sometime in 2011. This, in turn, will impact the valley's commercial markets.



## Affordable Concepts, Inc. General Contractor

Building for Southern Nevada Since 1985 with

### Accountability - Commitment - Integrity



Commercial



Industrial



Healthcare

- Site Development
- Design Build
- Tenant Improvements



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

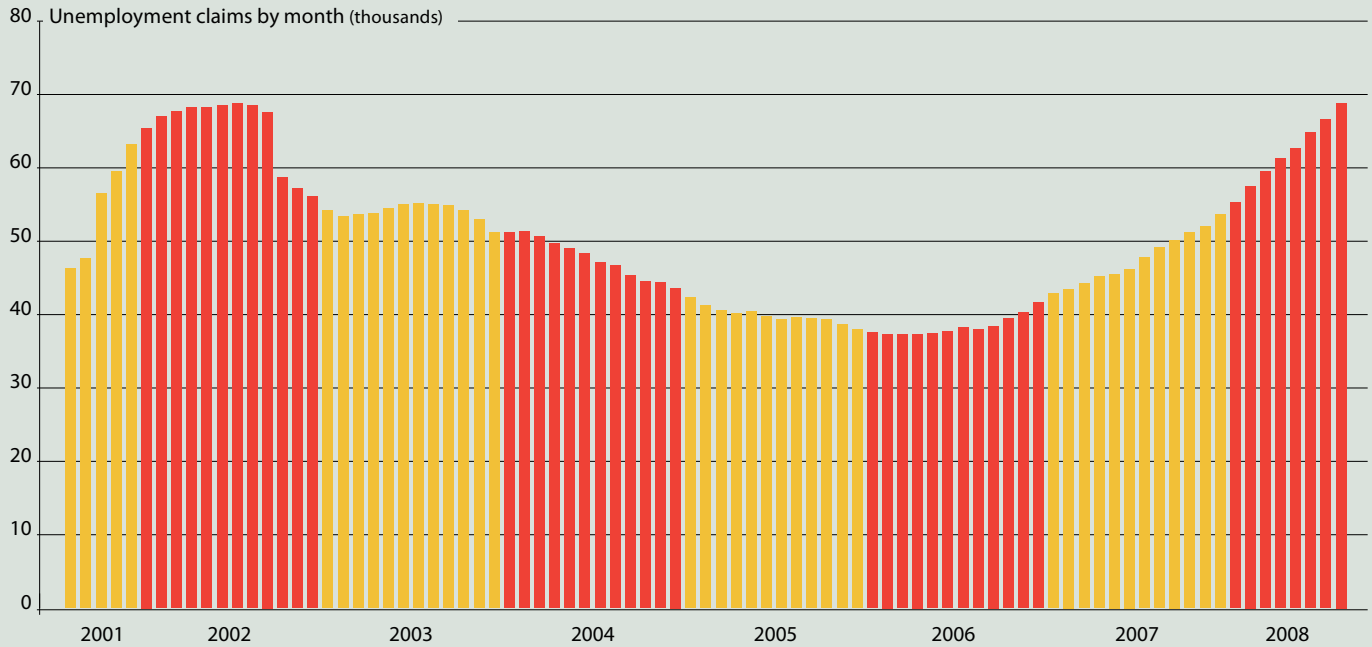
702-399-3330

We Build

You Benefit

License No. 23287B Unlimited and 57821AB Unlimited

## Clark County unemployment claims August 2001 – August 2008



Source: Nevada Department of Employment, Training & Rehabilitation

As indicated above, government (federal, state and local) employment in Clark County grew by 5,500 jobs in August 2008 compared to August 2007. Much of the gain seen this past August was in the local government sector, which grew by 5,200 jobs (the state lost 100 jobs). However, when compared to this past July, state and local governments shed 1,200 jobs in August. While some of this change was due to seasonality issues, another share, we believe, was due to the current recession. We will have to wait until the September's numbers are released to see a more complete picture for the third quarter.

### Unemployment claim filings

What is unknown for Clark County is the number of undocumented workers and discouraged workers who lost jobs, some of whom have used up their unemployment or are not covered by unemployment insurance. We also assume that a share have either left town, have given up looking or are underemployed. Many Clark County workers don't show up in the state's statistics. Consequently, the nonseasonally adjusted unemployment rate is likely higher than the recently reported official rate of 7.1 percent for August 2008.

On a year-to-date basis, 48,576 unemployment claims were filed in Clark County between January and August 2008 compared to 33,383 claims during the same period in 2007, a 45.5 percent increase. No matter what period we looked at, year-over-year, year-to-date,

current month compared to previous month, the numbers are dismal. So far, the peak of unemployment claim filings was in July 2008 (7,249), the number then decreased by 5.7 percent in August

(6,837). We are monitoring this indicator very closely each month because we see it as an early warning system for what is ahead for our economy.

# prog·ress

vi.

- 1 to move forward: proceed
- 2 to develop to a higher, better, or more advanced stage

Richard Jost  
stockholder

In Nevada, there is a core group of names behind the face of progress—a group that includes Jones Vargas. For more than 80 years, businesses looking to succeed have looked to the firm with exceptional knowledge of Nevada's changing legal landscape. With some of the state's largest and most significant redevelopment projects on our resume, including World Market Center Las Vegas, we've built a solid reputation from the ground up.

**JONES VARGAS**

*We know Nevada.*

80 years  
since 1928

reno / las vegas / [jonesvargas.com](http://jonesvargas.com)



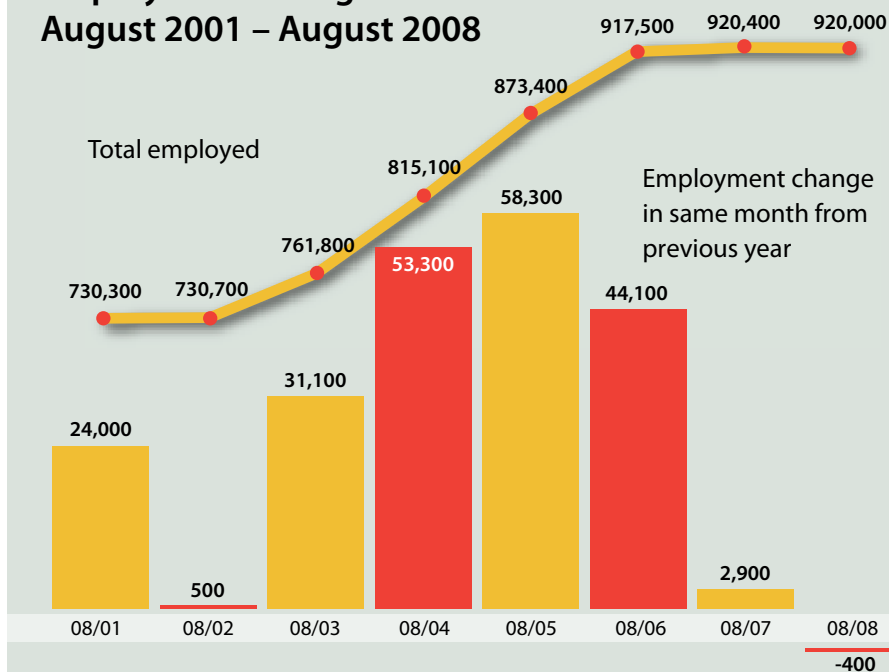
## Where are our commercial markets headed?

### Industrial

The slowing of the Southern Nevada economy has clearly impacted the valley's industrial market in the first half of 2008. According to our ongoing research with Colliers International, approximately 3.8 million square feet were in the industrial pipeline at the end of second quarter 2008, with 2.1 million square feet under construction and 1.6 million square feet in the planning stages. Most of this future industrial space is focused on the southwest and North Las Vegas areas, largely driven by their location along the I-215 Beltway and Interstate 15.

Adding the 8.7 million square feet of vacant space in existing industrial projects to the 2.1 million square feet of space that were under construction in second quarter 2008, then dividing the total by the past eight quarters' average net absorption of 928,000 square feet, indicates that the valley has approximately three years of industrial supply. Although unlikely that it all will be built, if the 1.6 million square feet of planned industrial space is also added, the absorption period potentially grows to 3.4 years. Development levels in the industrial market are expected to

## Employment change August 2001 – August 2008



Source: Nevada Department of Employment, Training & Rehabilitation

slow down, however, as the result of the current economic situation.

### Office

The valley's speculative office market, which includes all for-lease (speculative only) professional office Class A, Class B, Class C and medical office properties greater than or equal to 10,000 square feet of gross leasable area, but not government buildings, has been the most impacted of the region's commercial markets by the current economic turmoil.

Almost 1.3 million square feet of for-lease office space was under construction at the end of second quarter 2008, with an additional 1.3 million square feet planned. It is expected that planned office space will continue to face increasing challenges during the next four quarters because of weak demand. Additionally, the national media are reporting a wave of commercial foreclosures around the country. We have not heard of a large number of commercial foreclosures in the valley to date, but we are very concerned considering that many of the same forces that drove the residential market bubble were at play in the commercial market, especially in the office segment.

That said, if we were to compare the 6.2 million square feet of vacant space in existing office projects and the 1.3 million square feet of space that were under construction to the past eight quarters' average quarterly absorption of 417,756 square feet, the result would be that the valley has a four-and-a-half year supply of speculative office space. While

Make the right decision.  
**USE A CCIM.**



To contact a CCIM expert in your market, call  
702-798-5156 or visit [www.ccim.com](http://www.ccim.com)



NETWORKING  
EDUCATION  
TECHNOLOGY

- Appraisal
- Asset Management
- Brokerage
- Commercial Lending
- Consulting
- Corporate real estate
- Development
- Institutional Investment
- International real estate
- Leasing
- Marketing
- Property Management
- REIT Transactions
- Sale-leasebacks
- Tax-deferred exchanges

highly unlikely, if all of the 1.3 million square feet of planned space at the end of second quarter and beginning of third quarter were to be built, the period potentially grows to 5.3 years – the highest of the three commercial markets.

## Retail

The picture is somewhat brighter for the valley's anchored retail market. With retail rents not keeping up with rising costs and developers' yield requirements being increasingly difficult to achieve, a more limited numbers of projects were built leading to supply-constrained conditions. In this regard, there were nearly one million square feet of anchored space under construction at the end of second quarter 2008, with another 2 million square feet in the planning stage. Retail developers continue to position themselves along the opening and construction of new transportation corridors to capture a share of the dynamic growth in the growing southwest and northwest areas of the valley. However, with reduced consumer spending and confidence, we expect the demand for land by anchored-center developers to wane during the next 12 months.

Finally, there were 1.7 million square feet of vacant space in existing anchored centers and another 938,799 square feet under construction at the end of second quarter. Comparing these estimates to the past eight quarters' average absorption rate of 681,500 square feet, results in only about a year of anchored retail supply to absorb – a very small amount considering the other two commercial markets. Factoring in the prospect of another 2 million square feet of planned space, this period potentially grows to just under two years – still making the valley's anchored retail market the most healthy of the three markets Restrepo Consulting Group and Colliers International track.

## Commercial Employment

At an estimated 186,453 employees in second quarter 2008, the largest share of the valley's commercial employees located in the spec and nonspec sectors Restrepo Consulting Group and Colliers International track, were in for-lease office developments. This was followed by industrial related employment (estimated 154,027 jobs) and retail related employment (estimated 85,986 jobs).

## Where are we going?

Economies do slow down as a natural part of the business cycle, and many analysts predicted the current housing situation in the valley for some time. There is no doubt we are in a recession that is unique in its scope and breadth,

especially to anything Southern Nevada has seen in the last 20 to 25 years. It will likely be made more protracted by the nearly paralyzed global credit markets and the ongoing bad news from Wall Street. This paralysis is a direct result of the large amount of capital and easy credit that fueled the U.S. economy since the late 1990s and especially after 2000.

The Las Vegas economy, for better or worse, is intricately tied to the global economy, not only in its need for capital but also in its need for tourism, our community's lifeblood. Because of the unprecedented status of the global capital markets today, it's a challenge to predict when we will see the end of this recession. Nevertheless, 2011 appears to be reasonable for a sustained recovery.

What happens next depends on various international, national and local factors. This said, there is no doubt that Southern Nevada will recover, the region's economic resilience and its location in the southwestern United States, adjacent to California, clearly point to this fact.

It is noteworthy that the valley is still expected to see immense redevelopment activity and new construction with rising densities in downtown and along the Las Vegas Strip. In 2008, over \$6.5 billion of major project construction is anticipated to be completed in the valley. This includes over 205,000 square feet

of convention space and almost 8,800 new hotel rooms. The largest projects expected to open by the end of 2008 or early 2009 include Encore at Wynn Las Vegas (\$2.2 billion), The Palazzo Resort Hotel Casino (\$1.9 billion) and Aliante Station (\$675 million). What is unknown at this time is whether these openings will generate the same spike in economic activity and employment as they have in the past.

Certainly no one can argue that the Southern Nevada economy has not been changed by the current recession and in fundamental ways. Periods like today carry the seeds of new economic thinking and innovation. They involve using our present situation to soberly and objectively evaluate what it means for Southern Nevada to have a sustainable economy over the long term. This requires evaluating how we grow and develop, how we pay for the economic infrastructure we want (e.g., transportation and education), do we truly want a broad business base, and what fiscal policies should we embrace to support the former factors.

We are witnessing a transformation in what drives the Las Vegas economy and how it will perform in the foreseeable future. This will have a major impact on how the region's commercial real estate markets will evolve and how they will function as our economy matures. **cre**

# ConDev

contracting companies

## Our Mission:

To perform the highest level of quality construction services at a fair rate and market competitive rate.

To ensure the longevity of our company through repeat and referral business achieved by client satisfaction in all areas including timelines, attention to detail and service minded attitudes.

To maintain the highest levels of professionalism, integrity and honesty in our relationships with our clients and associates.

Tenant improvements, shell construction, tilt up.

## We do it all!

702-256-1488

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

NV Lic. 69481, 70145 & 70146







# Adding to the ensemble

## Ensemble builds Centennial Hills Medical Office Building on hospital campus

By Jeannette Green Davies  
Special Publications writer

After nine years on the job, Pam Villareal knows doctors want to have an office in close proximity to their patients,

which is especially true when those patients are in the hospital.

Villareal, a Las Vegas property manager for Ensemble Real Estate, which specializes in medical facilities, wishes all doctors could have an office within walking

distance from a hospital where they practice. That's not wishful thinking for doctors who have moved into the Centennial Hills Medical Office Building on Nevada's first tobacco-free campus of the Centennial Hills Hospital Medical Center.

Ensemble Real Estate specializes in developing, leasing and operating medical facilities and has made it their business to serve medical clients, tenants, partners and vendors. The company's aim is to take care of each client's real estate needs and let the doctor focus on the business of health care.

An enclosed walkway from the hospital to the second floor of the office building allows doctors easy access to both locations, which is especially beneficial in the case of an emergency.

"With an office right on the hospital campus, doctors are literally within walking distance of delivering a baby, performing surgery or conducting hospital rounds and returning to their office afterward for routine office appointments," Villareal said.

The Centennial Hills Medical Office Building is a four-story, state-of-the-art, 100,000-square-foot building dedicated solely to medical practices on Durango Drive in Las Vegas. Office suites range from 1,800- to 10,000-square-foot and are built to suit the individual specialties of each doctor. Ensemble Real Estate works directly with space planners, architects and contractors to provide quick turn-around suite development for each suite.

Located directly southeast of the hospital, the medical office building is currently 37 percent occupied with pediatric, internal medical and family practices. Villareal said her company usually signs one tenant per month and plans to move forward with



3865 W. Naples Drive  
Las Vegas, NV 89103  
P: 702.876.1777 • F: 702.362.9561  
www.commroof.com

**Proud Recipient of the 2008 AGC/SIR  
Specialty Contractor of the year award**

Thank you AGC and our Contractor Partners  
for an outstanding year.

LIC.#44534,50095

ARIZONA • CALIFORNIA • NEVADA • UTAH



a second medical office building on the hospital campus when the first building is nearly 80 percent occupied.

Ensemble Real Estate offers competitive lease rates, tenant improvement allowances and quality management of the building from the inside out.

**"With an office right on the hospital campus, doctors are literally within walking distance of delivering a baby, performing surgery or conducting hospital rounds and returning to their office afterward for routine office appointments."**

**Pam Villareal**  
Property Manager  
Ensemble Real Estate

"Our company's niche is to build office buildings on hospital campuses so doctors can avoid driving back and forth from their office to the hospital in order to save time and money," Villareal said.

With a convenient covered patient drop-off and pick-up area directly in front of the building, Centennial Hills Medical Office Building has easily accessible parking for patients, visitors and staff. Tenants are assigned one free covered parking space for every 1,000 square feet of leased space.

Both the medical office building and hospital are expected to attract residents from Centennial Hills and northwest Las Vegas. Ensemble Real Estate also has

medical office buildings on all Valley Health System hospital campuses in Las Vegas, including Valley, Desert Springs, Summerlin and Spring Valley hospitals. The company also manages medical office buildings throughout the Southwest including Arizona, Southern California and Northern Nevada. **cre**



**“What I would prefer is a main street location, exciting architecture, and realistic rent rates. If I’m not overstepping, can I also request access to an outdoor plaza?”**

**THE WATER STREET DISTRICT IS LISTENING**

RETAIL | OFFICE | GALLERY | RESTAURANT



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

For more information contact the City of Henderson Redevelopment Agency at 702-267-1515.



# Las Vegas market presents opportunities for investors

**T**he slowing single-family housing market, an excess of new development projects coming online and the national economic downturn have impacted Las Vegas commercial real estate market conditions.

Despite this short-term softening, which may be exacerbated by news that two of the nation's largest investment banks — Lehman Brothers and Merrill Lynch — have collapsed, the Treasury Department's decision to bail out Fannie Mae and Freddie Mac should increase investor activity in the local multifamily market. It should increase as conduits and CMBS issuers find renewed stability with reports that the Federal Housing Finance Agency is currently backing securities.

Meanwhile, a combination of demand for Class B/C assets and strong demographics will bolster the office and retail sectors over the long term. Now is the perfect time for local and out-of-state investors to take advantage of properties currently on the Las Vegas market. These assets are priced to sell as buyer



**John Vorsheck**  
**Marcus & Millichap**  
**Real Estate**  
**Investment Services**

and seller expectations have become more aligned.

Payroll reductions and competition from a surplus of shadow-rental stock have pushed Las Vegas apartment vacancy higher and tempered rent growth.

This trend is forecast to persist in the coming quarters as local employers further streamline their labor force, particularly in the construction sector. Among specific property classes, lower-tier properties have been more susceptible to vacancy swings during the last 12 months because some renters transitioned into Class A space where steep concessions are being offered.

Nevertheless, fundamentals for Class B/C apartments close to resort construction remain healthy due in part

to demand from laborers and hospitality workers electing to live closer to their workplaces. While top-tier assets have faced competitive pressures from unsold condos and single-family homes recast as rentals, the rise in vacancy has been restrained by steady renter demand from displaced residents and prospective homebuyers who are delaying purchases.

Nonetheless, long-term growth projections will continue to draw investors to the Las Vegas apartment market in 2008, though velocity will likely remain near current levels until operating fundamentals begin to stabilize.

Currently, average cap rates are in the mid to high 6 percent range, while lower-tier properties are trading with initial yields in the mid to high 7 percent range.

Although the housing slowdown is weighing on vacancy improvements in outlying areas, buyers with extended holding periods may want to explore opportunities along Interstate 215 in the west submarket. New office projects in this corridor will likely attract businesses, especially when the local economy begins to expand, fueling demand for nearby housing.

Operating fundamentals in the Las Vegas office market have been impacted by the single-family housing market downturn, a trend that is expected to continue through year-end 2008. Mortgage and title companies, for example, have drastically contracted in recent quarters, following five consecutive years of significant leasing activity.

Long-term projections remain positive, however, driven by forecasts for robust population growth. Indeed, the metropolitan population is anticipated to expand by 3.2 percent annually during the next five years, which should provide sufficient demand for population-serving employers, in turn, to lure larger businesses. As a result, office-using employment is forecast to record steady growth going forward, even after factoring in this year's projected losses.

On the supply side, recent construction activity has followed residential expansion to the southeast submarket near Henderson and to the southwestern portion of the metropolitan area along I-215 and Rainbow Boulevard. Future building is expected to shift to Las Vegas' east/central submarket, closer to the city core.

During the past year, institutional and out-of-state investors have increased their presence in the office sector,



**ALAN JESKEY BUILDERS, INC**

**Design Build**

**Commercial • Tenant Improvements**

**Building Las Vegas Since 1989**

**www.ajbuilders.com**

**102 E. Mayflower Avenue**  
**North Las Vegas, NV 89030**  
**License 29370A**

**702-876-6544**



targeting stable tenanted properties in prime locations with cap rates in the mid to high 6 percent range.

The majority of these transactions have taken place in the high-growth southeast and southwest submarkets. Smaller, local investors have been pushed to the sidelines, with many waiting for value-add offerings that are trading with cap rates in the high 7 percent to low 8 percent range.

While these deals remain limited and are difficult to finance, opportunities will likely arise this year as some owners are forced to sell due to financing reasons or occupancy concerns. Lower-tier and value-add properties, meanwhile, will likely be located in established areas such as the airport and west submarkets.

Arguably, Las Vegas' retail market has felt the effects of the economic downturn more than any other major sector. Retail completions are expected to reach their highest total since 2003, and the development pipeline remains quite full although many proposed projects likely are to be delayed until retailer demand begins to rebound. Tourist spending will somewhat mitigate a dramatic weakening of fundamentals but will not be strong enough to drive sufficient demand for space or keep vacancy in its current range.

While several developments currently under construction are already largely preleased by retailers that are focused on Las Vegas' long-term prospects, older properties will suffer, and negative net absorption is projected by year-end. Supply-side pressures are expected to be significant in the western half of the metropolitan area, where residential growth has been pronounced in recent years and where the impact of the weak housing market is being felt the most.

Both local and out-of-state buyers continue to be interested

in the metropolitan area's retail properties despite some unrealistic price expectations in the first half of the year. Owners' reluctance to reduce prices has led to an oversupply of listings, giving some investors the opportunity to select assets that best meet their criteria. Local buyers have mainly targeted value-add prospects in established areas like the southeast submarket, while cash-heavy and out-of-state investors have sought newer properties along I-215. Cap rates are in the mid to high 6 percent range for quality single-tenant assets and around 7.5 percent for multitenant assets with a history of solid performance.

Yields have edged higher recently, as sellers have begun to realign their expectations with current market performance. This correction is expected to continue through the second half of 2008, which could result in an uptick in sales activity as more potential buyers perceive value in the market.

Over the long term, as economic momentum continues to improve, expect the Las Vegas commercial real estate market to record substantial gains that are driven by solid demographics. **cre**

Operating fundamentals in the Las Vegas office market have been impacted by the single-family housing market downturn, a trend that is expected to continue through year-end 2008.



## We Make a BIG DEAL Out of Small Businesses.

Nevada Commerce Bank is proud to announce the launch of our new SBA Lending Division. Please stop in and meet with one of our specialists today and together we can grow your dream!

**702-257-7777**

3200 S. Valley View Blvd. • Las Vegas, NV 89102  
6795 Edmond St. Ste. #160 • Las Vegas, NV 89118

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





"With recycling, you offer the business the chance to cut expenses.  
We are finding a ready ear when we go in and talk to people."

**Rob Dorinson**  
President  
Evergreen Recycling

# Greening their way to savings

## Businesses and commercial building boost state's recycling rate

By **Brian Sodoma**  
Special Publications writer

### ■ ■ ■ Going Green

**B**usiness owners and environmentalists make awkward bedfellows. But today, a shift is taking place as more developers and businesses take note of sustainable design practices and the media sheds light on environmental realities. As a result, recycling is becoming more of a player in business.

Leadership in Energy and Environmental Design guidelines set forth by the U.S. Green Building Council encourage developers and building owners to include recycling programs in their buildings upon completion. If they do, building owners

can gain credits toward LEED certifications that can ultimately garner property tax breaks. But some also say more and more corporate leaders are peering down the organizational ladder looking for ways to green their companies.

"Managers are getting e-mails from the president asking, 'What are we doing to be green?' Plus with recycling, you offer the business the chance to cut expenses. We are finding a ready ear when we go in and talk to people," said Rob Dorinson, president of Evergreen Recycling, a local construction-waste hauler who now counts

about 35 percent of his business from commercial customers, the rest coming from construction and demolition work. Only a year ago, commercial customers accounted for just 5 percent of Evergreen's business.

Others assert that businesses are having an impact on Nevada's goal set in 1991 to divert 25 percent of its roughly 865,000 tons of waste generated every year. Kathryn Fergus, Southern Nevada Recycling coordinator for the Nevada Division of Environmental Protection, said Clark County's diversion rate jumped roughly 4 percentage points from 2006 to 2007's 19.4 percent figure, largely due to the business community's commitment. "They are the most proactive at this point," she said.

Many experts have said government mandates, like the recent Clark County Health District's policy to require future licensees to report their recycling activity, are key to getting the Silver State to its targeted 25 percent diversion rate. Currently, Nevada has a statewide diversion rate of 21.6 percent — Douglas County being the highest diverter topping 50 percent.

### Cutting costs

Bob Coyle, area manager for Republic Services, said the amount of business the waste hauler is generating from commercial customers has tripled in less than a year. At the end of 2007, Republic held 299 commercial recycling accounts. Today, it has 1,369, the result of a concentrated effort to get the word out about the program, Coyle added. "It's a lot of cold calling and identifying recycling-rich customers and pitching them on the fact that they can reduce their trash and trash service costs by putting in a recycling program."

Estimates on trash bill savings can run as low as 15 percent to as high as 50 percent according to Coyle and Dorinson. In some cases, businesses see actual rebate checks if a certain commodity is clean and in high demand. Other businesses are able to cut costs by reducing, or in some cases, entirely eliminating container pick-up fees.

Scott Stolberg, president of AAEC Manufacturers and Recyclers, a local scrap

## RAINBOW PROFESSIONAL OFFICE PARK

3110-3140 S. Rainbow Blvd at Desert Inn Rd.



**1,769 TO 2,763 SQ. FT. OF  
OFFICE SPACE FOR LEASE**

*Exclusive Leasing & Management By:*

**COMMERCIAL SPECIALISTS**  
702-364-0909





yard, has had speaking engagements with local trade groups discussing recycling's impact on a company's bottom line and the environment. "I have a client that generates a lot of cardboard. I'm able to save them \$22,000 a year on their trash service. That goes right to the bottom line," he said.

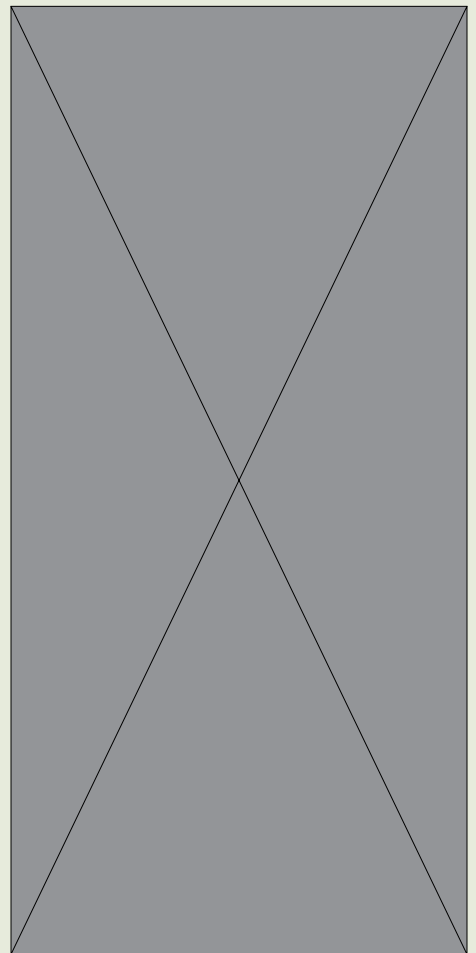
Ed Klein, a warehouse manager with Czarnowski, a national temporary and permanent exhibit builder whose Las Vegas operations focus primarily on the convention industry, said he has saved about 35 percent on his trash bill by using Dorinson's company. Klein is able to receive small rebate checks, in addition to reduced container fees, for recycling the warehouse's scrap metal and cardboard. But he also admits a great part of the company's motivation to get into recycling was the result of executives wanting to run a greener operation. "We're the first facility in our company to do this. ... It's part of a green drive to eliminate stuff going to the landfills," Klein added.

### Recycling design

While Coyle said LEED certification has not had much of an impact on his business so far, Dorinson said he has consulted with building owners on the LEED EB (existing building) program, where a building owner may seek to make modifications to a structure to achieve a LEED certification. Often, building out small areas of a building or office for recycling containers can be simple, said Dorinson. But he is amazed at how many newer buildings don't accommodate for recycling space in their design.

"It's like running a 50-mile race and realizing you're only geared up to run 49-and-a-half miles," Dorinson said, while adding that a shift is taking place among architects as more and more are considering recycling programs during the design phase.

"A lot of architects are calling now and asking for input on this, even if it's not a LEED project," he added. **cre**



# WHA

**WARD & HOWES ASSOCIATES**

3351 Highland Drive South, Suite 203 / Las Vegas  
702.893.2992 / [www.wardhowes.com](http://www.wardhowes.com)

PLANNING/COORDINATION/INTERIOR DESIGN/PROCUREMENT







# 2008 SIR AWARDS



## From the AGC

Contractor members of the Associated General Contractors, Las Vegas Chapter are responsible for creating one of the most famous skylines in the world. They have built an impressive highway, water, education and telecommunications infrastructure that has transformed a desert way station into the living city we are proud to call home.

But they've done much more than that. And that is why AGC is excited to announce the fourth annual Skill, Integrity and Responsibility (SIR) Awards and to bring to light the local construction industry's phenomenal accomplishments.



The contractors and business partners who comprise the 700 AGC member companies and partners are proud to do business in Southern Nevada, and they're proud to contribute to the quality of life we all enjoy.

It is that spirit of community, camaraderie and corporate citizenship – beyond the workaday world — that the SIR Awards recognize.

These awards epitomize the characteristics that AGC contractors share and were introduced by the Northern Nevada AGC chapter. They have since been adopted by several of AGC's 100 chapters nationwide. The Las Vegas version has quickly become the most coveted recognition in the construction industry.

AGC is recognized as the choice and the voice of the construction industry.

**Steve Holloway**  
Executive Vice President





President and CEO Kevin Burke, standing, along with the management team at Burke & Associates, which was honored with the prestigious 2008 Contractor of the Year award.

# Respect pays dividends

Burke & Associates  
earns AGC's 2008  
Contractor of the  
Year award

By Jeannette Green Davies  
Special Publications writer

**R**espect for the environment, employee education and contribution to the community are the cornerstones of Burke & Associates' work philosophy. Its diverse construction portfolio is a blueprint to the company's unparalleled success.

"Success is the byproduct of doing the right thing," said Tony Dazzio, a senior vice president with Burke & Associates. "Burke's success is a direct result of our dedicated employees."

Burke's commitment to the construction industry has earned the company a reputation as one of the premier general contractors in Las Vegas. The city's chapter of the Associated General Contractors has awarded Burke & Associates its most prestigious SIR Award, the 2008 Contractor of the Year.

The award acknowledges a general contractor's services to AGC through marketing, advocacy, political involvement and support of the association's events and programs. The winner has exhibited a commitment to the community, sound business dealings, longevity and a commitment to skill, integ-

rity and responsibility.

The company's internal policy to stand behind company construction managers who pursue LEED certification catapulted Burke & Associates into a leading role in one of the most competitive industries in Las Vegas. Steve Holloway, AGC's executive vice president and a member of the selection committee, acknowledged the company's energy conservation leadership.

"Burke & Associates' leadership role, dedication to LEED certification and contributions to the community are the primary reasons for the recognition," Holloway said.

Roger Thomas, a LEED AP senior project manager, is a perfect example of Burke & Associate's encouragement, support and commitment to its employees, the future of LEED (Leadership in Energy and Environmental Design) and the community. Thomas is among a handful of Burke's emerging leaders specializing in construction sustainability.

LEED accredited professionals at Burke & Associates are responsible for planning, overseeing and ushering in the largest LEED Gold-certified industrial project in the state — the 53-acre, 319,000-square-foot, seven-building Cashman Equipment Corporate



Headquarters in Henderson. The large-scale project is a display of cutting-edge sustainable construction featuring a geothermal heating and cooling system.

Kevin Burke, the company's president and CEO, is confident the project will set the trend for other eco-friendly LEED projects of all sizes throughout Southern Nevada. LEED is the U.S. Green Building Council's rating system that grades projects based on water conservation, energy efficiency, environmental quality and other factors.

"LEED building requires a forward-thinking attitude," Burke said. "We're extremely proud to have LEED-certified professionals on staff who know how sustainable building approaches benefit our clients and the environment."

Employees who measure up to LEED industry certification standards are invaluable assets to the company, he said. Burke has taken care of its employees, clients, the environment and the community for more than two decades in the Las Vegas Valley under the motto "excellent work is the product of excellent planning."

"Each employee who learns construction sustainability under our guidance is an investment to the company," Dazzio said. "We plan to conduct business well into the future so we're investing in our

people to take us there."

Industry organizations offer employees a wide range of information about construction practices, safety and sustainability. Burke employees take on leadership roles in such organizations as the AGC, National Association of Industry and Office Properties and the National Association of Women in Construction.

### Construction projects

Burke & Associates has successfully contributed to modernizing, expanding, renovating and constructing the Las Vegas skyline. The company's diverse portfolio includes projects such as a monorail station, large church and a wide array of Las Vegas Strip casino-hotel improvements.

The contractor has completed improvements or renovations in The Mirage hotel-casino, the Four Seasons Hotel and Bally's. A host of the valley's public schools and manufacturing sites are part of the company's portfolio as well.

The company continues to work on the Cashman Equipment Corporate Headquarters complex that sits on St. Rose Parkway in Henderson. Burke turns over the keys to Cashman in December.

Burke is also working on the North Las Vegas Alexander Library and Park

complex. The innovative, \$3.3 million, 164,000-square-foot library will include a computer facility for patrons, meeting room and children's library wing. The adjacent two-acre park will boast tot lots, a shaded structure, lighted walking paths and a demonstration garden.

Additionally, the Marnell Airport Center, a \$7.7 million Class A office building adjacent to McCarran International Airport, is a Burke & Associates' project.

### Industry recognition

Dazzio is appreciative of the awards bestowed upon Burke & Associates. He said he considers each and every accolade a reflection of the company's quality workmanship and commitment to excellence.

"Awards serve as a reminder from our industry that we're on the right track," Dazzio said.

The general contractor's business success has earned the company respect among its peers. Burke received the 2008 Seven Seals award for employer support from the National Guard and Reserve at Nellis Air Force Base. The company was named 2008 General Contractor of the Year by the NAIOP and was last year's recipient of the AGC's J.A. Tiberti Pioneer Spirit SIR award. **cre**

## CONGRATULATIONS TO ALL SIR AWARD WINNERS!



**We are committed to building...**

**RELATIONSHIPS** founded in mutual respect, integrity and trust

**SOLUTIONS** for our clients through professional construction services

**VALUE** for our clients, our employees and the communities we serve



7150 CASCADE VALLEY COURT  
LAS VEGAS, NV 89128  
PHONE: (702) 794-0550  
FAX: (702) 794-0953





Scott Howard and Dennis Conway review plans for a recent job.

# Doing the right thing

## Commercial Roofers a trusted valley contractor for four decades

By Brian Sodoma  
Special Publications writer

Scott Howard believes in doing the right thing. So much so that the principle has become an unofficial slogan for his company, Commercial Roofers Inc. But Howard also knows that in order for his employees to do the right thing, he needs set an example. Given his company's history, he's done that and more.

Commercial Roofers' beginnings trace back to Colorado, where it began as Howard Roofing in the 1950s. The late 1950s brought the family-owned business to the valley as a primary roofing subcontractor for Sproul Homes. The Howards sold the business in 1986 to Universal Roofing, which later became Bryant-Universal Roofing Inc.

The large company, however, ran into financial problems by the mid-1990s, ultimately shutting down the company's offices. Howard, who had stayed on with Universal to run the Las Vegas office after his family sold the business, saw an opportunity to buy back the Las Vegas office.

He and Dennis Conway, who ran Universal's Los Angeles office, purchased the Las Vegas office in October 1996, then reopening its doors on Nov. 1 of the same year. By early the following year, the pair made it a point to pay back employees who had been financially impacted by Universal's problems.

"It was always a dream of mine to own the company again," Howard said. "We knew we had a business model that worked here and knew we could make it work again."

Howard and Conway's approach to facing up to the company's past in order to build a promising future has paid off. Throughout the years, the company has done work for McCarran International



*Congratulations to all of the SIR Awards Finalists!*

Vertical Residential • Mixed-Use • Office • Industrial • Public Works  
Federal • Education • Hotel/Casino • Hospitality • Healthcare

**MARTIN HARRIS**  
CONSTRUCTION

www.martinharris.com

NV License #13982 / AZ License #ROC115108  
Also licensed in CA, NM & UT

NEVADA 702.385.5257 ARIZONA 602.288.1325

PRECONSTRUCTION SERVICES / DESIGN-BUILD / PROJECT MANAGEMENT  
PROGRAM MANAGEMENT / GENERAL CONSTRUCTION / CMAR  
GREEN & LEED CONSTRUCTION / TENANT IMPROVEMENT  
CONCRETE & CARPENTRY SELF PERFORMING CAPABILITIES



**"We knew we had a business model that worked here and knew we could make it work again."**

**Scott Howard**

Airport, Station Casinos, American Nevada Corp., Harsch Property Management and a host of other large corporations and general contractors.

"There are a lot of things you go through with an experience like that. A lot of things you hope you'll never have to go through again," Howard said, while adding that he was grateful to the manufacturing and supplier communities that extended lines of credit to the company after it reopened its doors. From day one as Commercial Roofers, Howard said he still felt trusted by the local business community with which he'd built so many strong business relationships through the years.

"Perini Building Company has worked with Commercial Roofers for over 20 years on many of our largest projects," said W. Shelton Grantham, Perini's vice president of field operations. "They are a reliable subcontractor that we can always count on to do the job on time and budget. They are a real asset on our projects."

With an initial goal to build Commercial

Roofing into a \$10 million-a-year operation with its original scaled-down staff of 40 in 1996, it has blossomed into \$50 million a year in sales and 240 employees.

Howard said the company is still growing despite the economic downturn. "We've seen some of the indirect effects of what's happening in residential real estate. But we're continuing to market and actively build relationships," Howard added.

Commercial boasts the valley's only 24-hour roofing service department, an area of the company that has seen considerable growth through the years, Conway and Howard dually note.


Meanwhile, about 95 percent of the company's roof rework and new jobs comes from referrals. The company is licensed in Arizona, Nevada, California and Utah, but only goes out of state if existing clients ask. Expanding to include an office outside of Southern Nevada is an idea entertained from time to time, but making sure the right personnel is in place is key to that move.

"We're not ruling it out," Conway said. "But if we're going to open another office, it really has to be the right person who wants to go elsewhere and do it."

Howard and Conway have also made a point to give back to the Las Vegas community by aligning themselves with various charities and community programs such as the National Multiple Sclerosis Society, the Christmas in April program run by Harrah's Entertainment and the Las Vegas Metro Police Neighborhood Watch.


Conway also helped create a scholarship program for the UNLV School of Architecture that annually awards a \$1,500 scholarship to a third- or fourth-year student who wins a contest involving projects stressing the importance of roof design. Conway, who was schooled in architecture, thinks roof design is an area of architectural study that needs more attention.

"The whole reason for that program is to raise the awareness of how important roofing systems are in architecture instead of just glossing over it," Conway said. **cre**



# Rare Air.

Congratulations SIR Award Winners.  
Continuing to raise the bar of building excellence in Southern Nevada.



(702) 990-6707



# Commitment to environment at company's core

## CORE Construction earns AGC's Pioneer Spirit Award

By Jeannette Green Davies  
Special Publications writer

CORE Construction's commitment to environmental consciousness begins on the company's front doorstep. CORE is the forerunner in taking the necessary steps to incorporate sustainability into all facets of doing business.

Operating on solar power through 99 photovoltaic panels, CORE's headquar-



ters features numerous sustainable design elements. The walls of the building are insulated with recycled denim jeans, the floor is made of recycled glass and natural lighting fills every office.

"Sustainable building is a better way to

do business," said Gary Siroky, president of CORE Construction. "Utilizing green practices in construction benefits the environment and society as a whole. It's more than a fad; it's a mind-set that becomes a way of life."

Achieved through creative design and skilled construction, CORE's pioneering spirit hasn't gone unnoticed. The Las Vegas chapter of the Associated General Contractors selected CORE Construction as recipient of the 2008 J.A. Tiberti Pioneer Spirit Award.

AGC's sixth annual SIR Awards honors the accomplishments of individuals and companies in the construction industry. The Pioneer Spirit Award recognizes innovative approaches to project delivery, business mentoring, customer support, value-added services, technology and more, such as environmental protection and employee development.

CORE has been a foot soldier in the construction industry by paving the way for other companies to follow their lead, especially in sustainable building practices. CORE headquarters is a testament to the company's creative design and skilled construction.

The building's additional sustainable elements include recycled concrete in parking areas, a heating/cooling system operating on a carbon dioxide sensor and a 25-square-foot dedicated recycling area. The facility has been registered with the U.S. Green Building Council and is seeking Gold certification under the LEED, or Leadership in Energy and Environmental Design, criteria.

CORE Construction is a full-service general contractor offering comprehensive construction services for a diverse range



**A True Pioneer—  
A Builder with Leadership  
and Integrity.**

Since 1950

**J.A. Tiberti**  
CONSTRUCTION

of projects in the public and private sectors. The company focuses primarily on municipal, medical and private commercial projects, along with office, retail, industrial and hospitality projects.

Medical buildings such as surgery centers and radiology and oncology practices include high-radiation tools and a host of construction dilemmas. CORE's experienced construction team recently worked efficiently to build the shell for a linear accelerator used to isolate areas being treated with radiotherapy.

Linear accelerators produce and deliver radiation with precise accuracy, down to the millimeter, and are the newest radiation technology available today. Siroky said linear accelerators require five-foot-thick concrete walls, a boron door and are large enough for a patient to lie down inside.

"Health care construction is an emerging market where CORE is accommodating highly technical equipment in specialized spaces," Siroky said. "Building the shell for a linear accelerator requires reinforcement, power and ventilation to build around the safety walls."

Recognized for quality work in the public sector, CORE Construction has successfully completed projects for Las Vegas' most



Gary Siroky

discerning customers — students. The company has contracted with the Clark County School District to build or renovate 25 area schools; three are now under construction. In addition, CORE is in negotiations with New Horizons Academy to build a totally sustainable "green" school.

CORE's relationship with the school district is a reminder of the company's commitment to the human side of the construction business. Keeping the future of children in mind, the company feels a sense of accomplishment knowing CORE is making a difference in the Las Vegas community.

The company's reputation for safe, efficient and quality projects throughout the Las Vegas Valley has allowed CORE Construction to establish superior relationships with local sub-contractors and suppliers. These fostered relationships translate to cost-effective, well-built projects and create lasting relationship built on trust and integrity with clients and vendors.

Under Siroky's leadership, CORE has established a growing presence in the Las Vegas Valley. With offices in Nevada, Arizona, Florida, Illinois and Texas, the contractor has vast experience and available resources to provide top-quality work.

As Southern Nevada's construction industry moves toward more sustainable building, CORE plans to maintain an active role in the development of safe and environmentally sound solutions for the community.

Siroky believes company team members are one of the more significant distinguishing characteristics of the company. In an industry where turnover is high, CORE prides itself on both retaining and promoting quality employees.

"Our company has been successful, based on the hard work of our employees," Siroky said. "CORE promotes continuing education, training and a sustainable work environment to grow our business and serve the community." **cre**

**Building From Another Perspective**

World Market Center – Bldg C

pentabldggroup.com | 702.614.1678

**PENTA**

THE PENTA BUILDING GROUP



Frank Martin has been a major player in the local construction industry for the past 32 years.



# Steward of his community

## Martin a mentor to peers and competitors

By Brian Sodoma  
Special Publications writer

After 32 years in business, Frank Martin may now be more a friend to the city he loves than a prominent valley businessman. Martin started Martin-Harris Construction 32 years ago with two pickup trucks and five employees (including himself). Since then, his

firm has come to be known in local and national industry circles as a top commercial contractor. Its more recent projects include: Boca Raton luxury condominiums, the new Vegas PBS building and a host of other projects that dot his résumé.

To Martin, receiving the Corporate Citizen award from AGC is as much about being a good steward of his community as it is about being a good boss to work for. Former colleague, Gary Siroky, who now runs CORE Construction, worked for Martin for 13 years before setting out on his own. Today, while he competes with his former mentor for jobs, he still has only kind words for Martin.

"I watched the company [Martin Harris] go from very small to very large. When I left, I would say there was even a dynamic shift in [Frank's] leadership style over the course of 13 years," Siroky said. "Frank's focus was not just on internal issues. He got very involved in community leadership and charitable giving."

Martin recently helped Opportunity Village complete its \$44 million fundraising campaign – a move that speaks to a soft spot he has for the charity. Martin's wife had a mentally disabled uncle who worked at Opportunity Village. Seeing the pride her uncle took in his work and the joy he received from collecting a small paycheck made an impression on



**Southwest  
Contractor**



## McGraw-Hill Construction,

Publisher of  
*Southwest Contractor* magazine and  
McGraw-Hill Construction Dodge  
News and Plans,

## Congratulates the 2008 SIR Award Winners and Nominees

*Southwest Contractor* and McGraw-Hill Construction Dodge News are pleased to acknowledge and congratulate all SIR Award nominees and winners!

McGraw-Hill Construction can respond to your requirements with the industry's most complete suite of marketing, business development, workflow applications and analytic tools. Now is a great time to be a part of it!

**To Learn More about McGraw-Hill Construction,**  
Call **Megan Schimmelpfennig** (*Southwest Contractor*) at  
**(602) 237-1757** or **Jerry Leavitt** (Dodge) **(602) 368-9490**.



connecting people\_projects\_products

**McGraw Hill  
CONSTRUCTION Dodge**

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

The McGraw-Hill Companies

"Other people call me a mentor, and for me, that's probably one of the biggest compliments I could get. One of the best legacies is when you can leave surrounded by successful people."

Frank Martin

Martin.

"I remember when he got his first paycheck. It was for something like 12 bucks. But to him, it could've been 12 thousand," Martin said. "Any organization that can make that kind of impact on an individual is a fantastic organization."

Martin is also involved with groups like City of Hope, Boy Scouts of America, Muscular Dystrophy Association, Safe Nest and Operation Desert Clean Up, among others.

From the start, Martin asserts his company has made employees' families a priority. For the past 28 years, he and his wife have hosted an annual springtime company picnic, which he now holds at his private ranch. The event has literally become a carnival, complete with rides, slides and other fun stuff for his employees' families with some 800 people attending. Martin's lone stipulation? "If you have kids and you show up without them, you have to go home," he said.

His employees are also examples of treating each other like family. On several occasions, employees have donated their own vacation time to co-workers when family emergencies or illnesses prohibited them from working. "I can think of at least five different scenarios where that happened," Martin said proudly.

But the company is still known for getting the most out of its employee family.

"If you talk to anyone who's worked for Martin-Harris, they will tell you it's a great education. It's a roll up your sleeves and get dirty type of work ethic, and a lot of that stems from Frank's leadership," Siroky said.

With plenty of accolades and industry awards to his credit, Martin sees the most satisfying part of his work as mentoring. "Other people call me a mentor, and for me, that's probably one of the biggest compliments I could get," Martin said. "One of the best legacies is when you can leave surrounded by successful people."

Martin also took a moment to share his thoughts on what he sees as a trait of a strong corporate citizen, the primary ingredient being, to no surprise, one who knows how good his city has been to him.

"The ideal corporate citizen is a person who recognizes when they've been gifted

with the opportunity to live in Las Vegas and blessed to reap the rewards. The rewards have been great for any of us who have been halfway smart," he said. "To he who much has been given, much is ex-

pected.' is a Bible verse I like to use. Much has been given to me, so therefore, much is expected of me. I believe the ideal corporate citizen in Las Vegas thinks that way." **cre**



Your Source For



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

[info@ecowall.com](mailto:info@ecowall.com)

**Walls built offsite...just in time delivery.**



# DANOSKI CLUTTS BUILDING GROUP, LLC



Spencer Street



Desert Marketplace



Wetherall Law Office

- Preconstruction
- Design-Build
- Project Management
- Program Management
- General Construction
- Tenant Improvement

Recipient of the 2007  
SIR Corporate Citizen Award

**Our Group  
Builds Your Success**

**702.434.9991**  
**www.danoskiclutts.com**

**integrity**

NV License  
#0052288

## Streamlining the process

### NDOT veteran takes on challenging times

By Brian Sodoma  
Special Publications writer

Susan Martinovich has the unenviable job of making the case for a subject many people overlook until problems arise. As director of the Nevada Department of Transportation, she spends a lot of her time seeking ways for the agency to gain access to more capital via public/private partnerships, while seeking out federal and state monies — all to improve and maintain the Silver State's roads.

"She has such a tough job and we admire and respect the work she's doing," said John Madole, executive vice president of AGC Nevada. AGC is also taking an active role in NDOT's efforts. Committees from the two groups meet monthly to discuss funding and other issues facing the future of transportation in Nevada. Madole said Martinovich isn't required to go to the meetings his group holds with NDOT, but he frequently sees her there. "We know she's busy, and she doesn't have to come to a lot of our meetings, but she still does," Madole added.

One particular area about which Martinovich is particularly vocal is project design process streamlining as well as permitting.

"We feel there are too many steps from initial conception to advertising a project for construction. ... That money could be spent on concrete, steel and asphalt instead of on pushing paper," she said, adding that the cumbersome process sometimes gets in the way of commerce. "Bottom line, time is money. If you're a business owner and you're waiting to open because we're waiting on a permit to finish out the road in front of your store, that's a problem. We don't want to be getting in the way of business," she added.

Streamlining the projects' permitting and approval process is one example of Martinovich's pitch on the importance of transportation funding, whether it be for adding lanes, maintaining roads or other things. Currently, NDOT is also exploring the viability of toll roads.

"Transportation is everything. It impacts everything you do," she highlighted. "It's



Susan Martinovich

about accessing resources, people getting to doctors, emergency response. It's fundamental to so many things. ... That's why it's so important to look at ways to expand funding sources from both public and private partnerships like in other states."

While Martinovich has a constant focus on funding, another area of concern has been safety. She highlights construction zone safety and collecting data on traffic accidents and fatalities as key to the agency making strides in improving the safety of the state's roads. Efforts are paying off as fatalities are down by 55 this year from the same time last year; 2007 also saw a decline from 2006 numbers.

With the help of communication with other state agencies and the public, these days, NDOT has been using a lot more rumble strips on roadways. "Speed is still an issue, so it's important for us to have that contact with law enforcement," she said. Signage and new lane markers have also been focus areas. Those fixes are what she refers to as "low-lying fruit," or inexpensive alternatives that can make a big difference for traffic safety.

The open and enthusiastic 25-year NDOT veteran recently signed on to head the 1,700-employee agency with an annual budget of \$674 million after former director Jeff Fontaine finished his tenure at the end of 2007. She was happy when she first came on board more than two decades ago to work in the bridge division as an engineer, and she openly admits that getting to the top of the agency's ladder was not really her primary focus. But she's enjoyed learning and growing professionally with NDOT. "When I started, I thought being a bridge manager would be the greatest job," she said. "But through the years as I moved up, I had to keep raising the goals." **cre**

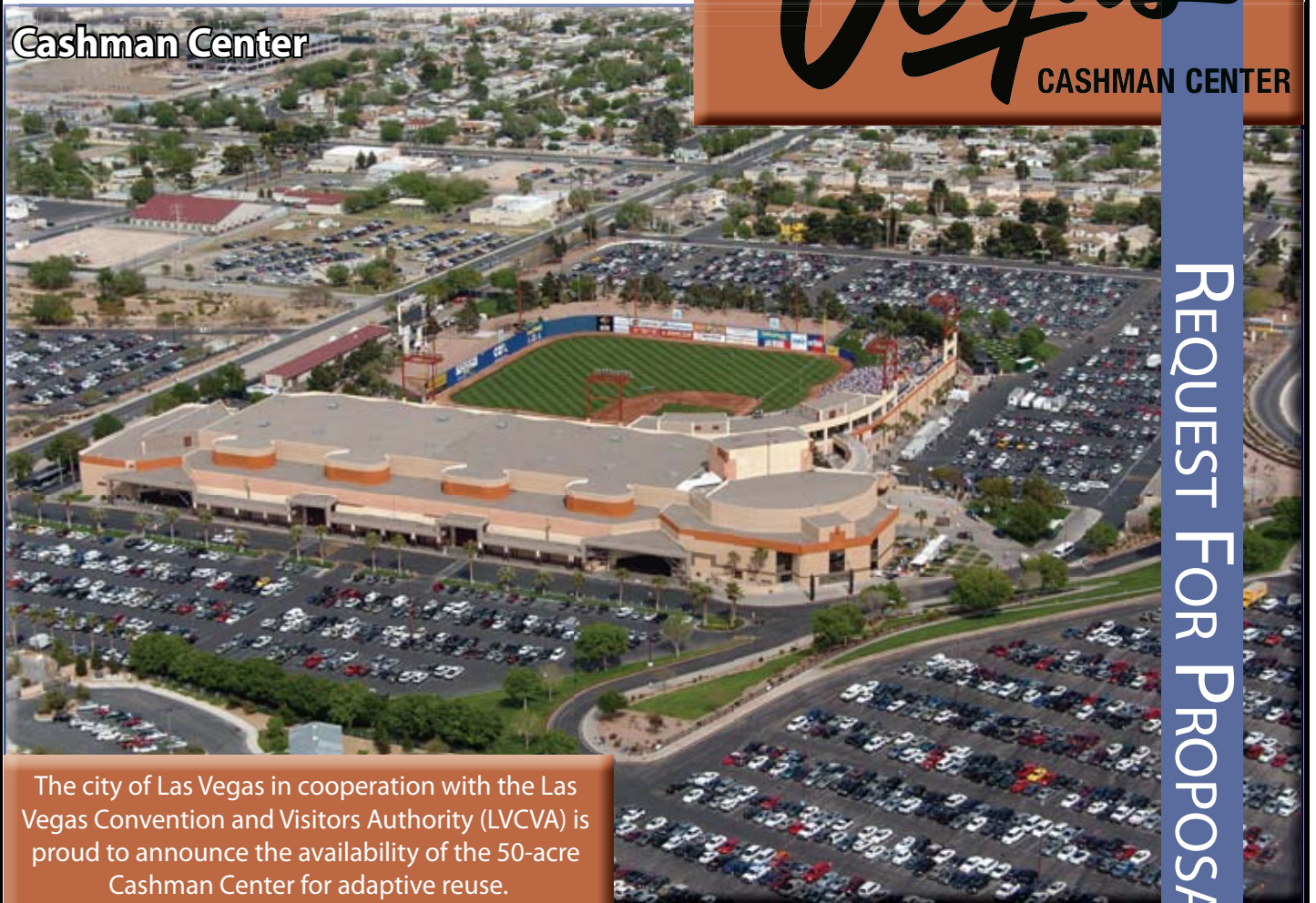




# 50 Acre Site Available



## Cashman Center



REQUEST FOR PROPOSAL

The city of Las Vegas in cooperation with the Las Vegas Convention and Visitors Authority (LVCVA) is proud to announce the availability of the 50-acre Cashman Center for adaptive reuse.

### PROPERTY HIGHLIGHTS:

- 50 acres of contiguous land
- 610 feet of Las Vegas Boulevard frontage
- Direct access to local and interstate freeway systems
- Within the City of Las Vegas Redevelopment Area
- Possible project funding incentives
- Close proximity to Las Vegas City Hall
- Close proximity to other large-scale development projects
- City officials that support growth and development of the area

**Now  
Accepting  
Proposals**

If you believe your company has the ability to provide quality large-scale urban development in a world class city such as Las Vegas, NV and is interested in learning more about this opportunity please contact the City of Las Vegas Office of Business Development at 702.229.6551 to request a complete RFP package.

Issued by the  
city of Las Vegas



In Cooperation  
with the  
Las Vegas Convention and  
Visitors Authority







# Making meetings cost-effective

Businesses  
utilize executive  
office suites  
during economic  
downturn

By Jeannette Green Davies  
Special Publications writer

In business, it's important to utilize every opportunity to save money. In some cases, an executive suite may be the answer during an economic downturn.

Barbara Tomlinson, operations manager of Watermark Executive Suites, said she's seen a moderate increase in traffic lately, and the idea of a suite is a concept that's trending upward.

Tomlinson has discovered businesses often decide to lease an executive suite when downsizing or expanding into a professional environment.

"Leasing an executive suite removes office maintenance, cleaning and computer networking issues," Tomlinson said.

Executive suites usually offer flexible leasing options from three months to a year, with an opportunity to renegotiate at any time. Tenants can also upsize or downsize their businesses as needed.

Another advantage is an executive suite's all-inclusive monthly price tag, which covers utilities, janitorial services, four hours per month of conference room time, state-of-the-art security and telephone system, reception facilities and administrative support staff.

"Whatever the reason for leasing, we'll take care of everything to take the pressure off so tenants can get down to business," Tomlinson said.

Watermark Executive Suites offers executive suites and virtual offices in two Las Vegas locations — South Rainbow Boulevard and Cheyenne Avenue, near



St. Rose Executive Suites offers companies spacious meeting rooms (left), kitchens (above) and a shredding service.



the Durango Hills Golf Course. Suites range from 124 to 504 square feet and from \$700 to \$4,600 per month.

Virtual offices have all the same amenities as an executive suite at a fraction of the cost. These offices provide a cost-effective way to have a high-profile image and prestigious address.

Watermark's virtual office services include a receptionist, use of building address and a business telephone number, mail forwarding and day office use.

Conference and training rooms are also available for hourly or daily use, and Cyber Cubes, with telephone and computer access, are available for immediate workspace at a rate of \$15 for two hours or \$40 per day.

Ryan Hamilton of St. Rose Executive Suites in Henderson offers a technology bundle that includes no additional charges for telephone, Internet access and conference room usage within the cost of his company's suites.

"Technology plays a huge role in office suite configurations so we accommodate business by including it in the monthly fee," Hamilton said.

St. Rose Executive Suites range from 100 to more than 400 square feet and offer businesses an option to combine suites to increase their office size.

Hamilton said he has seen an increase in virtual office leases lately. He's leased to all types of businesses, including attorneys, real estate companies, a modeling agency and television casting company.

St. Rose Executive Suites offers programmable thermostats in each suite, a shredding service and high-speed scan-

ning. The company also includes water and coffee service, 24-hour video surveillance and name identity on the building directory.

"Executive suites provide businesses an excellent opportunity to take up residence and let us worry about the overhead," Hamilton said. **cre**



# Helix Electric

## Proud Participant in Green Building Initiatives Across Las Vegas

**Construction Division**

Hospitals - Hotels - Casinos - Public Works  
Commercial - Schools - Industrial - Residential  
Prisons - High Rise Buildings  
Design Build - Institutional

**Helix Electric**  
The Industry Leader in  
Construction and Engineering

**Design Build**  
Nevada - California - Arizona

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

NV Contractor's License # 0053810

NV - (702) 732-1188

**Service Division**

**24/7 Service**

Residential - Commercial - Industrial

(702) 697-8247





# Software delivering the hardware

## Technology impacts concrete supplier's bottom line

By Brian Sodoma  
Special Publications writer

It's no secret that today companies are running a lot leaner with a critical eye on every revenue stream and expense. Concrete supply company, Nevada Ready Mix, is no exception to the rule. These days, the company is using technology at its Las Vegas plant to save some serious cash — upwards of \$1.5 million a year, if not more.

As the company evolved from its 1960 Southern Nevada market entry, Nevada Ready Mix began to automate scheduling systems. In the early 1990s, a strong focus was placed on creating a better, more efficient scheduling system, and in order to do this, company officials found themselves partnering with various technology companies and consultants while hiring its own in-house technology staff.

"In our industry, you just don't seem to have products you can buy off the shelf that fit. We found ourselves having to develop our own," said Ron Reed, operations manager for Nevada Ready Mix.

### A setback, a step forward

But a few years ago, after a consultant literally stole its ideas and codes for scheduling software, Nevada Ready Mix was back at the drawing board. "We didn't have an [exclusivity] agreement signed and they [a software company] just sold it around the world. ... We thought rather than go after them legally, we'd put that money towards completely rewriting it," Reed said.

Two years ago, Reed brought in Mark Eslinger, a one-time military computer programmer and now owner of Reliant Web Services. "We've been at this for a long time. We've had dozens of programmers in here, but Mark's done a phenomenal job," Reed said. "You've got to be able to understand where we're trying to get and then be able to direct the people to get there. He knows how to do that."

Today, Reliant has three programmers (coders) on site, and the two groups are in talks about possibly licensing the scheduling software program written for Nevada Ready Mix to other companies that might benefit from it. This type of partnership between the two companies is not unlike the partnership that started Reliant Web Services six years ago.

Eslinger and partner, Joe Russo, founded Reliant after Eslinger helped Russo design his Web site: [www.getdocsnow.com](http://www.getdocsnow.com). The site serves as a document distribution service for real estate transactions. It allows real estate agents, for a small fee, to quickly download HOA and other commonly needed documents, eliminating the need for curriers and phone work to get them. However, eight years ago, when Russo had the idea for the company, it was difficult to find someone who could create the site. "Mark is a really knowledgeable programmer, and over the course of time, I suggested that we should go into business together," said Russo.

Like he did with Russo's idea, Eslinger also took the same approach to understanding Nevada Ready Mix. He got a solid grasp of the company's needs before writing code. "A concrete company can only schedule drivers for mixers based on demand for the next day. And demand changes every day based on orders," said Eslinger. It was this initial insight that started Eslinger's journey into understanding the decision-making processes of a dispatcher in the Nevada Ready Mix environment, ultimately turning the job into a software program needing very little human input to run and monitor.

### What the system does

Nevada Ready Mix' new scheduling system virtually eliminates human error because it takes into account the company's union contract while making decisions based on the best return on investment when scheduling drivers to run loads. The system also knows when a driver can legally be called back to work, per union contract, and even takes into consideration hours worked and resulting benefits paid.

"The system looks at historical data to determine if it makes sense for a driver to go back out [for overtime] or to bring back in a driver sitting at home," Reed said. "Per our contract rules, if a driver comes in for four hours, we're obligated to pay \$1,100 of health and welfare benefits. It asks the question 'Am I better off to pay someone overtime or bring someone else in?' These are just a few of the many fuzzy-logic things it can do."

The company's seniority system is programmed into the software as well. Drivers simply call a dispatch phone line to receive shift times. "Also, the schedule is constantly updated by the computer. We don't have to wait until 5 o'clock for someone to make the schedule out. Whenever

an order is added to the system, it updates the schedule," Reed added.

### ROI


Efficiency is measured by the number of yards of concrete delivered per driver hour for concrete suppliers. Prior to implementing its software program, Nevada Ready Mix saw about a 3.7-yards-per-driver-hour return from its operations, above the national industry average between 3 and 3.3 yards per driver hour, according to Reed. With the program in place, Nevada Ready Mix is consistently topping five yards per driver. The company is able to reduce its costs by about one dollar per yard of concrete. For a company that pours between 1 million and 1.5 million yards of concrete a year, the system is already paying off the several hundred thousand dollars invested

in its development.


"We are absolutely astounded by the payback. We knew it would have an impact but had no idea it would be this huge," said Reed.

The company will continue testing the software for the next two to three months, while adding a few more features. But bringing greater efficiency also brings a bittersweet side. Eight dispatchers will likely be reduced to one or two who will simply monitor the system instead of making schedules.

Reed said he's already getting a lot of questions from dispatchers who recognize that the software program does everything and that many of them won't be needed in that capacity in the future. "We're probably going to move those people to other areas of the company," Reed quickly said. **cre**



## RETAIL IS OUR TERRITORY.





THAT'S WHAT MAKES US THE DEVELOPER OF CHOICE  
FOR RETAILERS, BROKERS AND LANDOWNERS ALIKE.

**N**evada's largest retail developer isn't just all over Nevada. For the last 15 years, we've covered every last detail, bringing nationally recognized tenants to the best locations. Territory has in excess of five million square feet of retail space under development or management.

CELEBRATING 15 YEARS

5785 Centennial Center Blvd., Suite 230 • Las Vegas, NV 89149 • 702-822-8200 [WWW.TERRITORYINC.COM](http://WWW.TERRITORYINC.COM)







# Valley's office market is down but definitely not out

At midyear 2008, the Las Vegas Valley had an office inventory of approximately 47,300,000 square feet with an approximate 16.7 percent vacancy factor. If subleases are added to the vacant space, the valley's vacancy factor is in the 18 to 20 percent range. The 7.9 million vacant square feet is primarily in the southwest and southeast submarkets with the northwest and east-central submarkets close behind. Approximately 1.3 million square feet came online in the second quarter with more than 3.5 million square feet under construction primarily in the southwest, southeast and northwest submarkets. Since the valley has seen break-even and negative net absorption for the first six months of 2008, it will take at least three to five years to absorb the more than 10 million square feet of vacant space that should be available by year-end 2008.

Recent years have shown net absorption between approximately 1.5 million and 3 million square feet. The



**Chuck Witters**

SIOR, Senior Vice President

Lee & Associates

new office buildings in the planning stage will probably not be built unless they are released, which is not common in our office market. The weighted average lease rate for vacant Class A, B and C office space is approximately \$2.40 per square foot per month on a full-service gross basis, which has remained a fairly healthy rate.

A major challenge for new construction or "shell" space is the difference between the tenant improvement allowances the developers can give to tenants and the actual cost of the tenant improvements. Most tenant improvement allowances fall in the \$35 to \$50 usable square foot range, while the actual tenant improvement costs are much higher. The developer

has the choice of raising its tenant improvement allowance, amortizing the tenant improvement overage into the tenant lease, which can substantially increase the lease rate, or ask the tenant to pay the difference. Very few tenants agree to pay the overage out-of-pocket. Therefore, they look at second-generation space for which the landlord usually doesn't have to pay as much for required tenant improvements.

As an example, I have been quoted \$50 to \$60 per usable square foot for a 4,000-square-foot office with one-half office build out and one-half open bay that excludes air-conditioning units but includes ductwork installation. If restrooms are required inside the suite, I have been quoted \$65 to \$67.50 per usable square foot. Some landlords have gone to a turnkey building-standards build out with no cost to the tenant; although the tenant has to pay for any extras over building standards. Strong competition is driving down the actual costs for shell space.

Another factor in firms opting for second-generation space is time. New shell spaces take approximately 120 days from lease execution to build out for tenant occupancy. Prospective tenants who can't wait that long have turned to second-generation space.

Besides the above, both local firms and corporate America are sitting on the fence, waiting to see what happens in this year's elections. Tenants appear to be hesitant to execute a lease since it might affect the future bottom line, or they think a better deal is just over the horizon. These days, it seems to take twice as long to execute a lease as it has in the past. Tenants who don't need space immediately seem to be waiting to see what corporate and business taxes, as well as capital gains taxes, will result from this year's elections. These firms can adjust to taxes, but they need to know what the playing field is. Likewise, prospective tenants are waiting to see what energy policies will come out of the election, a critical element to the well-being of our national as well as local economies.

Similarly, office investment sales and smaller office building sales to owner-users have also significantly declined in 2008. One major reason is the difficulty in financing these sales compared to the past and, once again, the uncertainty of the November elections. In the past, those needing a 1031 exchange purchased smaller,



## Construction Services For Tomorrow's Needs

**OVER 160 YEARS OF COMBINED CONSTRUCTION EXPERIENCE**

412 E. Gowan Road  
North Las Vegas, NV 89032  
702.642.3331

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



empty office buildings then leased them as an investment. This market has significantly slowed down as these investors see the market's higher vacancy factor and have determined it would take much longer to lease these smaller buildings in addition to paying a much higher price for tenant improvement allowances. But one bright spot could be foreign investment, due to the weakening dollar, although that value is increasing somewhat.

The national economy has seen a downturn primarily due to the housing recession, increased unemployment levels, higher fuel and food prices, higher inflation and a downturn in the credit markets. Locally, office space absorption has been negatively affected by the economic downturn and the loss of office-related jobs. The job losses in the housing and financial industries have been significant, but this has been offset somewhat by an increase in social services and health care industries.

Since I moved to Las Vegas in 1993, the valley has witnessed a dramatic increase in office space construction and absorption. This is a period of major slowdown, and while I predict the valley's economy will bounce back after the election, I don't foresee the valley's office market getting back to healthy times for at least two years. **cre**



RAINBOW SUNSET PAVILION	
DEVELOPER/OWNER	Plise Development & Construction, LLC
GENERAL CONTRACTOR	Plise Development & Construction, LLC
ENGINEER	WRG Design, Inc.
FINANCING	First National Bank of Nevada, Community Bank of Nevada and US Bank
BROKERS	Plise Development & Construction, LLC and CBRE
PROPERTY MANAGERS	Plise Development & Construction, LLC
TITLE COMPANY	Nevada Title, LandAmerica, Chicago Title and First American Title
UTILITIES	Cox, Nevada Power, Southwest Gas and Embarq
MARKETING	MassMedia Corporate Communications
PROFESSIONAL SERVICES	Restrepo Consulting

Built by a network of Southern Nevada NAIOP members, Rainbow Sunset Pavilion is proof that "NAIOP Works." The project was developed by Plise Development & Construction and built with the help of 18 other NAIOP members. With all of the networking opportunities NAIOP provides it's no surprise the members choose to work with each other developing some of the best projects in southern Nevada. Get involved and make "NAIOP Work" for you!



THE VOICE OF COMMERCIAL REAL ESTATE DEVELOPMENT.  
FOR MEMBERSHIP INFORMATION: (702) 798-7194 WWW.NAIOPNV.ORG







"Anything metal is a potential target because of its resale value. Construction companies should secure all metal and stamp the name of their company into the metal so it is traceable."

Metropolitan Police Lt. Bob DuVall

# The new gold rush

## Thievery on construction sites: Metal targeted

By Jeannette Green Davies  
Special Publications writer

Metropolitan Police Lt. Bob DuVall has seen it all when it comes to construction theft, from reports of stolen hammers to refrigerators that surely didn't walk away on their own in broad daylight.

Unfortunately, DuVall said theft at construction sites is nothing new, but the extent to which criminals will go is becoming bolder. Thieves have stolen brass nuts from fire hydrants, street lamps and electric poles.

To reduce thefts, DuVall, who is in charge of the department's auto and construction theft units, strongly recommends that security measures be beefed up on construction sites. He suggests implementing a check-in-and-out system at the entrance and exit of the site to monitor who's coming and going.

"Anything metal is a potential target because of its resale value," DuVall said. "Construction companies should secure all metal and stamp the name of their company into the metal so it is traceable."

The rise in price of stainless steel and other metals such as aluminum, brass, bronze, copper and platinum have sparked the theft of such things as stainless steel, mounting screws and chrome-plated brass pipes used in bathrooms. Solid metal trench plates used for roads are also disappearing.

Copper wire is still being stolen from light and electrical poles, and the cost of the damage to remove the metal is often greater than the metal itself. Exposed electrical wires and copper plumbing on construction sites are targeted as well.

In August, Metro raided a scrap lot at ABC Recycling in northeast Las Vegas where clean aluminum sold for 65 cents per pound. Metro sought proof that stolen metal from two of the county's most problematic crimes — scrap-metal and auto theft — was being accepted at the center.

DuVall encourages and welcomes construction companies to participate in the police department's Construction Identifi-



cation Number (CIN) program. Participating construction companies are each assigned a number, known only to the company and police, that is engraved on all of the company's tools and equipment.

"The CIN program allows Metro and the construction company to work together to create an inventory log of all the tools and equipment that makes them easily identifiable," DuVall said. "Identification numbers work as a deterrent and allow Metro to trace the items back to their rightful owner if they are stolen."

The cost of stolen construction tools and equipment can include everything from a \$10 hammer to a \$1,000 refrigerator. It's a billion-dollar construction theft epidemic, according to Bill Tullock, a civilian crime prevention specialist with Metro.

Tullock has partnered with the local Associated General Contractors of America (AGC) to consult with contractors on how to develop new ways to prevent construction site thefts. Tullock discovered that less than one-third of construction thefts are reported.

Keith Ball, spokesperson for the Henderson Police Department, said reported construction thefts are slightly down from last year. From January to August of 2007, 107 construction thefts were reported, and for the same time period in 2008, 88 construction thefts were reported.

"Criminals don't care if they steal from Henderson or Las Vegas construction sites," Ball said, "that's why we communicate with Metro, to stop just one criminal or a ring of construction thieves." **cre**

## STRIPE-A-LOT



Contractors License #0056330

**Parking Area Striping**

**Seal Coating**

**Asphalt and Crack Filling**

**Sign Installation**

**Miscellaneous Asphalt  
Related Services**

**(702) 870-3585**

**1-800 SEALCOAT**  
(1-800-732-5262)

Free Estimates Se Habla Español

schools | hospitality | retail | airports | convention centers  
office buildings | warehouses | parking garages | banks

**37 years** of excellence  
**DCC architects**  
Domingo Cambeiro Corp.

architecture | planning | interiors | sustainable design |

(702) 734-0000  
www.dccarchitects.com





# Colliers International finds opportunity during challenging times

**D**oom and gloom. When you pick up the local newspaper or business paper, that's what you read: doom and gloom. Unemployment is up. Tourism is down. The housing market has crashed. Credit resources have tightened. Gas prices threaten higher inflation. The dollar is flat. Office and retail vacancy rates are rising. Commercial development is sputtering.

The fact that the state of Nevada specifically, and our country in general, is in the midst of an economic downturn is an unmistakable reality and all of the factors mentioned above are indeed true. From all sides, economic



**Mike Mixer**  
Managing Partner &  
Senior Vice President  
Colliers International

forecasters bemoan in unison that the end is nowhere in sight, and their advice is to “sit tight,” and “wait for signs of economic recovery.”

However, economic recovery will not occur simply on its own volition. The economy will rebound as savvy business people, investors and consumers recognize that, with each challenge,

there is also equal opportunity. To act on those opportunities takes courage, innovation, and leadership — traits that people in Las Vegas have exhibited time and time again, and that's why I predict our community will be at the forefront of the national economic recovery, not lagging behind.

As everyone knows, it's easy to make smart decisions when the economy is strong and every investment is growing. It's more difficult in a climate such as the one we are in today. In a tempered market, clients and investors want more education, more data and more choices to help make better decisions.

Our research indicates that in all

sectors of the local commercial real estate market, supply exceeds demand. Office space vacancies are at the highest level since 2002, particularly in high-end Class A space. This past year, more industrial space came online than was absorbed. However, industrial development has also softened, so the industrial market should recover in 2009. Economic concerns have impacted tourism and consumer spending, which have subsequently impacted retail rates and space availability. Although, there are many areas in the valley where retail development and occupancy are still strong.

These challenges have also created multiple opportunities. But in today's market, commercial real estate brokers need to know more than project locations, market statistics and demographic information.

Given the challenging times we are facing, it is clear that people gravitate toward quality. In a down market, with many opportunities to choose from, the quality assets with best location, design and amenities are achieving the highest returns. Likewise, there is a move to recruit and retain the highest-quality people to promote our industry.

Providing excellent service and keen market knowledge is of great importance to us as a company and to our clients. Our talented workforce is empowered to lead within its specific specializations. We foster this leadership by providing all the tools and technology possible to provide accurate and timely information crucial to the decision-making process. Our core values are to provide unparalleled service, information, and support for our clients, and the Colliers team is committed to raising that standard on a continual basis.

Representatives of Colliers International have consistently been proficient in providing the highest-quality advice and service to our investment and development clients.

At Colliers International, we have taken the opportunity during this downward cycle to encourage our brokers and representatives to enhance their analytical business skills and expand their real estate abilities through continuing education programs such as SIOR (Society of Industrial and Office Realtors) and CCIM (Certified Commercial Investment Member) designations. It is estimated that only 6 percent of the approximately 150,000 commercial real estate practitioners hold these certifications, and in fact, we are proud that Colliers International's office in Las Vegas has more SIOR and CCIM certified brokers than any other firm in the state.

What does that mean for our clients? The SIOR designation and CCIM affiliation represents the highest professional achievement for brokers and realtors specializing in retail, office, industrial and mixed-use projects. The process for achieving SIOR and CCIM certification requires commitment, discipline and initiative.

The prestigious SIOR designation reflects the highest level of professional recognition, achievement and integrity in today's real estate industry. Real estate transaction professionals who hold SIOR certification are instantly recognized by real estate executives, other commercial real estate brokers, agents and lenders, as some of the most experienced and capable brokerage practitioners in the business.

SIOR provides comprehensive training and education in several areas, including Construction/Build-to-Suit Development; Ethics and Professional Standards; Real Estate Investment & Finance; Lease Agreement/Tenant and Landlord Representation; Advanced Sales Skills/Marketing/Business Strategy; and Negotiation Skills. The SIOR designation reflects peer prestige and industry clout, as well as achievement in professional

development.

The CCIM Institute for Commercial Real Estate was established to provide educational and networking opportunities focusing on the investment side of commercial property transactions. The Institute is the recognized leader in providing the most comprehensive training in the areas of financial analysis, market analysis, user decision analysis and investment analysis for commercial investment real estate. CCIM designees must fulfill course requirements in these areas, pass a comprehensive qualifying examination and present an extensive portfolio of qualifying experience to prove that they are experts in practice as well as in theory.

Through this continuing education process, Colliers' team members stay abreast of the continually changing real estate environment in order to enhance their own capabilities and provide better, more effective service to our clients. At Colliers, we do not believe that now is the time to sit back and retrench. Now is the time to lead: to work harder, to work smarter, and to create opportunities that have long and lasting value. **cre**

**325 Offices Worldwide,  
55 Countries,  
6000 Professionals.**

**Build on the power of our network.™**

**Office  
Industrial  
Retail  
Land  
Investments  
Multi-Family  
Property Management**

**NAI Las Vegas**  
Commercial Real Estate Services Worldwide

4069 Dean Martin Drive  
Las Vegas, Nevada 89103  
702-796-8888  
www.nailasvegas.com  
**Vic Donovan**  
Executive Managing Director





# Blending into the environment

## South Tech's Horizon Village project moves forward in Henderson

By Jeannette Green Davies  
Special Publications writer

**S**ubterranean parking — or underground parking — can be important in the heat of the desert.

John Morgan, president of construction for South Tech, is pleased to offer that amenity to shoppers at the company's latest project, Horizon Village.

During the planning stages of the project, Morgan made it a point to consider not only shoppers but their vehicles as well.

"Underground parking with easy elevator access to retail stores enhances the shopping experience," Morgan said. "It

allows shoppers to park and shop without worrying that their cars were baking in the sun."

South Tech is in the plan check process with the city of Henderson and is expected to break ground on the Horizon Village project next month. The \$26 million retail and professional center, totaling 100,000 square feet, will be built in two phases adjacent to the MacDonald Highlands community.

Architecturally, Horizon Village will feature an upscale village concept with contemporary themes matching the look and feel of nearby MacDonald Highlands.

"Horizon Village will blend with the en-

vironment and the neighborhood," Morgan said. "Both the front and the back side of the project have been designed to look architecturally pleasing to shoppers and nearby residents."

Horizon Village's first phase of construction will offer 60,000 square feet of high-end retail shops, franchises and several restaurants, including a glass-covered café atrium on the main level. The second phase will add 40,000 more square feet to the project and provides room for additional retail boutiques and other diverse services.

"Horizon Village will sit right in one of the fastest-growing trade areas in Henderson," Morgan said. "Our retail suites on the ground level face Horizon Ridge Parkway, which has a traffic count of nearly 20,000 cars passing by per day."

Horizon Village will offer a wide variety of retail and professional suite configurations ranging from 800 to 7,000 square feet. Professional office suites with city or mountain views dominate the second level of each phase and include spacious balcony areas with seating.

"Horizon Village is ideally suited for architectural, building and leasing companies since it will be turnkey-ready," Morgan said. "Twenty-five percent of the first phase has already been preleased to a construction company and a law office."


Businesspeople and shoppers who take advantage of Horizon Village's underground parking garage can pamper their car even more by having it detailed while shopping. A car detailing business plans to set up shop in the garage, along with other auto-related services.

Horizon Village is expected to be complete and ready for occupancy in the spring. It will also feature short-term, storefront parking for shoppers on the go.

South Tech Construction Corp. has built at least 1 million square feet of commercial, retail and residential real estate in Henderson and Las Vegas.

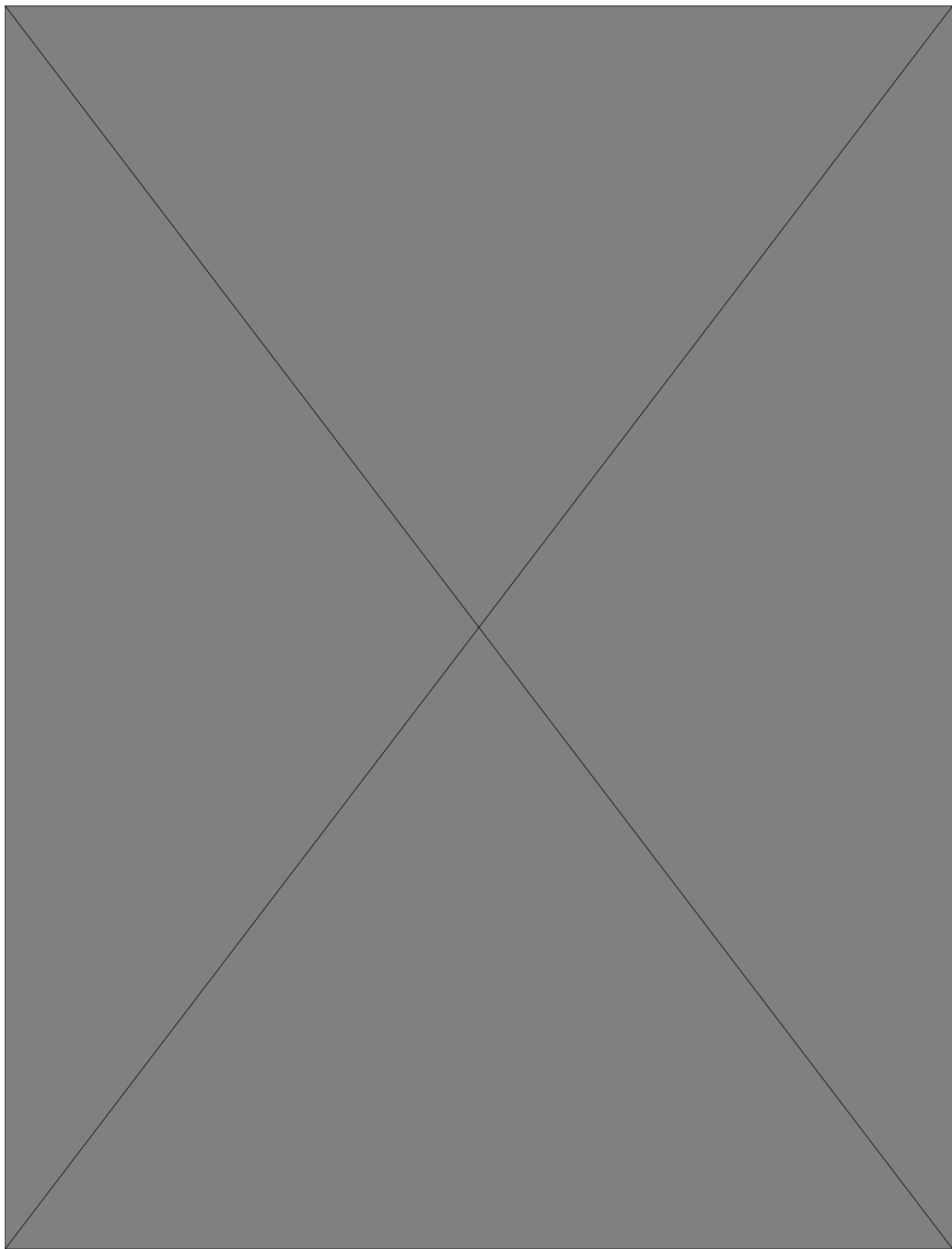
"Diversification and including the little extras in our projects is how we stay competitive in today's market," **cre**

A COMPLEX PROCESS MADE SIMPLE



CRAIG BUSINESS PARK  
LAS VEGAS, NEVADA 202,000 sf

**PANATTONI**  
CONSTRUCTION, INC.  
*National Coverage through 20 Regional Offices*  
ph 702.614.5345    www.panconinc.com





# Industry organizations and associations good for business

By Jeannette Green Davies  
Special Publications writer

Savvy business professionals know that networking within industry organizations, in which members talk the talk and walk the walk, is an important activity to forge strong business connections and foster future business relationships.

By joining a construction organization or commercial real

estate association, members become part of a large network of businesses and individuals. These organizations and associations offer networking opportunities to turn competitors into associates, to receive continuing education on the latest in technology and to share valuable tips and advice with other members.

A variety of construction organizations and commercial real estate associations are listed here. For further information, log on to their Web sites.

## Construction

### AGC

The Associated General Contractors of America is the leading construction trade association in the United States representing all facets of commercial construction for both public and private entities, including building, heavy, highway and municipal projects. Operating in partnership with its nationwide network of chapters, AGC serves construction professionals by promoting their skills, integrity and responsibilities to the industry. AGC is a membership organization dedicated to promoting commercial construction contracting, improving job site safety, expanding the use of cutting-edge technology and strengthening dialogue between contractors and owners. AGC represents more than 32,000 leading firms in the industry such as general and specialty contractors, providers and suppliers.

Steve Holloway  
Executive Director  
Las Vegas Chapter  
150 N. Durango Drive, Suite 100  
Las Vegas, NV 89145  
796-9986  
[www.agclv.org](http://www.agclv.org)

### AIA

With more than 83,000 members nationwide, the American Institute of Architects is the leading professional membership association for licensed architects, emerging professionals and allied partners. AIA offers continuing education, government advocacy, community redevelopment and public outreach activities to support the architecture profession and enhance its public image.

Randy Lavigne  
Executive Director  
AIA Las Vegas  
401 S. Fourth St., Suite 175  
Las Vegas, NV 89101  
895-0936  
[www.aianevada.org](http://www.aianevada.org)

### CMAA

The Construction Management Association of America's mission is to "promote and enhance leadership, professionalism and excellence in managing the development and construction of projects and programs." CMAA consists of more than

4,000 firms and individuals including construction owners, engineers, contractors, educators and students who have a vested interest in the construction industry. CMAA's vision is to be "the recognized authority" in development and management construction.

Raymond Brady  
President  
Southern Nevada Chapter  
6700 Paradise Road, Suite E  
Las Vegas, NV 89119  
433-0330  
[www.cmaanet.org](http://www.cmaanet.org)

### NAWIC

The National Association of Women in Construction's core purpose is to enhance the success of women in the construction industry. With more than 150 members, the Las Vegas chapter is one of 179 chapters throughout the United States and represents approximately 5,000 women in construction. NAWIC also has international affiliation agreements with Australia, New Zealand, South Africa, the United Kingdom and Canada.

Judy Smith  
President  
NAWIC Las Vegas Chapter 74  
150 N. Durango Drive, Suite 100  
Las Vegas, NV 89145  
796-9986  
[www.nawiclasvegas.org](http://www.nawiclasvegas.org)

## Commercial Real Estate

### APA

The Nevada Chapter of the American Planning Association promotes public involvement and excellence in planning, and to improve the quality of life in Nevada through professional development and education. APA brings together people — practicing planners, citizens, elected officials — who are committed to making great communities.

Debra A. March  
APA Director-at-Large Focused  
APA Nevada Chapter Southern Section  
229-4717  
[www.nvapa.org](http://www.nvapa.org)

### CCIM

A Certified Commercial Investment Member is a recognized expert in the dis-

ciplines of commercial and investment real estate. More than 9,000 professionals hold the CCIM designation across North America and in more than 30 countries. CCIM members are versed in financial, market, user decision and investment analysis for commercial investment real estate.

Devin Lee  
President  
Southern Nevada CCIM  
P.O. Box 97653  
Las Vegas, NV 89193  
798-5156  
[www.ccim.com](http://www.ccim.com)

### NAIOP

The National Association of Industrial and Office Properties is the nation's leading trade organization for developers, owners, investors, asset managers and other professionals in industrial office and mixed-use commercial real estate. NAIOP has more than 14,500 members in 53 North American chapters who provide networking opportunities, educational programs and research on trends, innovations and legislative representation.

John Restrepo  
President  
Southern Nevada Chapter  
P.O. Box 96694  
Las Vegas, NV 89193  
798-7194  
[www.naiopnv.org](http://www.naiopnv.org)

### SIOR

The Society of Industrial and Office REALTORS® is the leading professional, commercial and industrial real estate association. With more than 3,200 members in more than 590 cities in 23 countries, SIOR represents today's most knowledgeable, experienced and successful commercial real estate brokerage specialists. A professional affiliate of the National Association of REALTORS®, SIOR is dedicated to the practice and maintenance of the highest standards.

Randy E. Broadhead  
President  
Southern Nevada Chapter  
P.O. Box 97435  
Las Vegas, NV 89193  
369-4867  
[www.sior.com](http://www.sior.com)





## Customized Sustainability.

**Evergreen Recycling is one of the premier construction waste and commercial recyclers in the Southwest.**

Fully licensed and permitted, Evergreen has been the exclusive construction waste recycler for some of Nevada's most prominent projects, including the world's largest construction project.

### **Our Clients Include:**

- ◆ Burke and Associates
- ◆ Clark Construction Group LLC
- ◆ Martin Harris Construction
- ◆ Perini Building Group
- ◆ UNLV Greenspun Media Center

### **Our Services and Facilities Include:**

- ◆ 24-hour Drop Box Service
- ◆ LEED Construction Waste Recycling
- ◆ Post-Construction Recycling Programs
- ◆ 50,000 SF Material Recovery Facility
- ◆ Internet Ordering

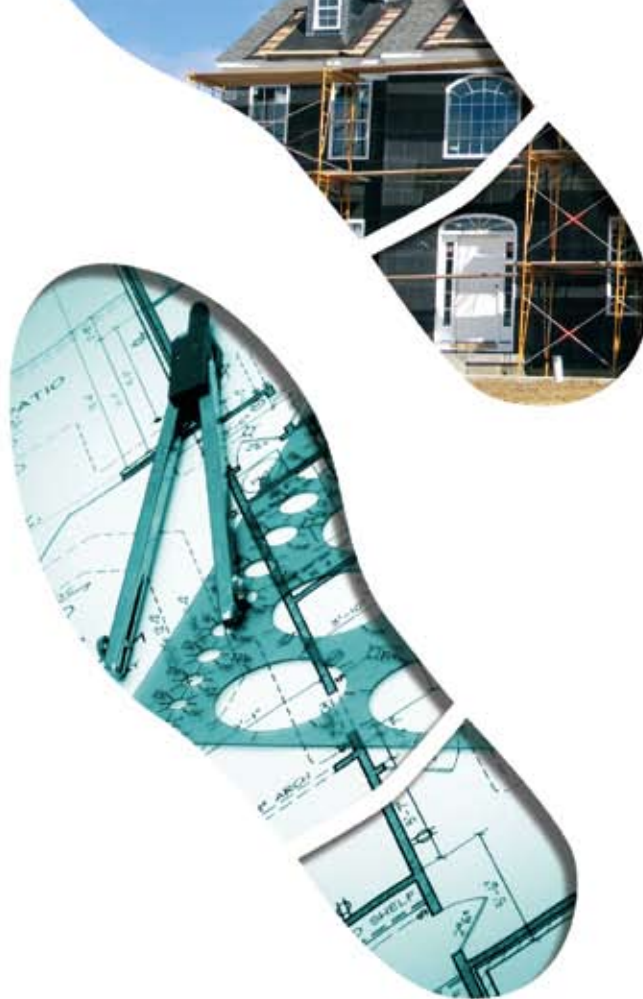
**Visit [Evergreenlv.com](http://Evergreenlv.com) for a virtual tour of our recycling facility**



5491 Accurate Drive • Las Vegas, NV 89156

**Ph: 702.646.1446 • Fax: 702.651.8101 • [www.evergreenlv.com](http://www.evergreenlv.com)**





## CONSTRUCTION WE WALK THE WALK

Snell & Wilmer knows construction. Expect sound counsel, responsive service and practical solutions every step of the way.

**Snell & Wilmer**  
— L.L.P. —  
LAW OFFICES

Character comes through.®

Denver   **Las Vegas**   Los Cabos   Orange County   Phoenix   Salt Lake City   Tucson

3883 Howard Hughes Pkwy | Ste 1100 | Las Vegas, Nevada 89169 | 702.784.5200 | [www.swlaw.com](http://www.swlaw.com)