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IN BUSINESS Las Vegas
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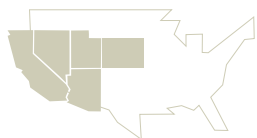


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From the presenter of the 2006 SIR Awards...



Dear In Business Las Vegas readers,

We are pleased to be the presenting sponsor of the 4th Annual SIR Awards. First and foremost, I wish to extend my congratulations to all the SIR Award nominees! By being nominated for an award truly shows that you have the characteristics that embody the true meaning of the Skill, Integrity and RWWesponsibility Awards.

The Associated General Contractors have made a difference over the years by committing themselves to the businesses and individuals that have abided by your industry's highest standards.

We at Desert Toyota of Las Vegas are joining the Las Vegas chapter of Associated General Contractors to honor the winners for their sustained excellence in specific areas of the business. Desert Toyota recognizes hard work,

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Our goal is to introduce you and your businesses to the Toyota product. Toyota is still the reliable car that someone in your family or a neighbor owns. But now we are taking it to a new and next generation of potential Toyota owners. The hardworking blue-collar domestic truck owners can have the beauty of "Toyota Quality" and the ability to compete and crush the competition on every level. The

next generation Tundra is the truck that will challenge and change the standards of domestic and Asian truck designs. It will have the power and durability needed for each and every job. And to prove it, we'll bring it to you and your people. We will set up job site test drives and demonstrations so we can show you, instead of tell you. And the best part is the Tundra is now being manufactured in the truck "Heartland" — San Antonio, Texas — at the world's most technologically advanced automotive plant.

We wish to say thank you for your investments in our local community and hope that Toyota Motor Company and Desert Toyota can continue to show you the contributions and dedication to the local and national communities.

Kalei Dudoit

General Manager, Desert Toyota of Las Vegas

From the sponsor of the 2006 SIR Awards...

Dear In Business Las Vegas readers,

As last year's winner of the 2005 AGC "Affiliate Member of the Year" SIR Award, I find it a distinct privilege to sponsor with my law firm, Snell & Wilmer, the 2006 SIR Awards.

The Associated General Contractors' contribution to the Las Vegas community, indeed the entire state of Nevada, should not be understated. From sponsoring the cleanup of our beautiful desert areas to protecting our state's economic viability from shortsighted political action, the AGC reflects the skill, integrity and responsibility of all its members. The result is a

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better Nevada — for our children, our grandchildren and us. So, to be named the AGC's "cream-of-the-crop" — to set the standard of skill, integrity and responsibility that its members should strive to achieve — is to set the standard not only for the AGC members, but also for the state of Nevada itself.

The SIR Award winners can be proud of their achievement — but they should be proud of who they are: leaders whose Skill, Integrity

and Responsibility reflect what the construction industry in Nevada is and intend to be for our future. That is the goal of the attorneys at Snell & Wilmer as well — we strive to reflect the skill, integrity and responsibility that our clients expect.

Snell & Wilmer and I are proud to partner with you to achieve a prosperous future for the people and state of Nevada. We congratulate you on your honor and the AGC on its dedication to our state and its construction industry.

Leon F. Mead II

Partner, Snell & Wilmer



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From the AGC Las Vegas chapter executive vice president...

Dear In Business Las Vegas readers,

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 impressive hospitality, highway, water, education and telecommunications projects that have 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 650 contractors and business partners that are AGC 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, AGC Las Vegas





Lobbying muscle

Associated General Contractors prepare for 2007 legislative session

By Lisa McQuerrey
Contributing Writer

The Associated General Contractors (AGC) Las Vegas chapter is gearing up for a busy legislative session. With more than 650 member companies and associate members in Southern Nevada, the nonprofit AGC is the largest contractors association in the state. The association represents both union and nonunion businesses. Membership is open to Nevada-licensed contractors in good standing, including




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general contractors, associate contractors (subcontractors and construction industry suppliers), union companies and affiliate members.

The AGC plays a leading role in addressing construction industry issues at the legislative level. In 2005, AGC was involved with more than 70 pieces of legislation. In 2007, the organization will work to "clean up" some language in laws passed during the previous session while addressing three major bill draft requests (BDRs).

According to AGC Executive Vice President Steve Holloway, one major BDR addresses the way in which public works jobs are contracted. Current contracting methods include a design/bid/build process, the other a straight design/build approach. The AGC is proposing a third method, Construction Manager-at-Risk (CMR), which would create more accountability from all parties involved and require a "constructability review" midway through the design of public works projects. Holloway cited costly problems with the Regional Justice Center as an example of how the CMR approach could have saved taxpayers untold amounts of money.

"Many of those problems could have been avoided if a general contractor had gone over the design specs to see if the project was constructible," Holloway said. "The design had walls that didn't meet, commodes over lode-bearing beams, air ducts for air conditioning systems exposed in ceilings of the jail corridor... those things could have been caught if the design had been reviewed."

Holloway doesn't anticipate any resistance to the BDR, noting the AGC worked in conjunction with local public works agencies to develop the bill's language.

Another BDR the AGC is working on is related to the dual issues of indemnity and retention. The AGC is proposing that contractors only be held responsible for work directly related to their trade and not be held responsible for the work of other trades.

"For example, let's say you're building houses, and the

designer who works for the general contractor leaves out fire walls in the attic," said Holloway. "Should the guy who poured the concrete be held liable? In most states these provisions are against public policy, and this bill would make such provisions null and void."

Holloway said the measure would help reduce the number of frivolous construction defect claims being filed. "This is a cleanup of prompt pay/stop work issues related to private projects," Holloway noted. "It would clean up language and minor things we missed in previous bills."

In addressing the issue of retention, Holloway said this measure would reduce the timeframe in which retained payment may be held after completion of a trade's portion of work.

"A contractor/owner is allowed to keep up to 10 percent of payments due the general contractor until the job is complete," Holloway said, "so the contractor can do the same to their (subcontractors). While this was intended as insurance that a job would be completed, the problem comes when a sub finishes their portion of a job months or even years before the whole project is actually complete. This bill would allow for earlier release of retention money when a subcontractor has finished his portion of work to the satisfaction of the project owner and general contractor."

The final BDR being prepared by the AGC would address, once again, the regulation and permission of oversized vehicles. Holloway said it's unfortunate the issue has to be revisited, but despite hammering out equitable details during the 2005 session, the system is still not working.

"A few years ago, if you were a crane operator who stored your crane in North Las Vegas and you had a job on the Strip, to move that crane you'd have to get permits from Clark County, Nevada Department of Transportation, North Las Vegas and Las Vegas," said Holloway. "That's ridiculous. Time is money, and that took forever."

Holloway said during the 2005 session, it was decided that if a route involved a Nevada road or highway, the state would issue the necessary permit, and if not, the location of transportation origin would issue the permit, with all other municipalities on the route signing off as a matter of course.

"We had language in the bill stating that all permitting stipulations read the same, but Clark County Traffic Control remains a culprit."

Holloway said Clark County's permitting language contradicts the four other municipalities involved in the permitting process, with Clark County requiring heavy loads be moved at night, while other municipalities require daylight moves.

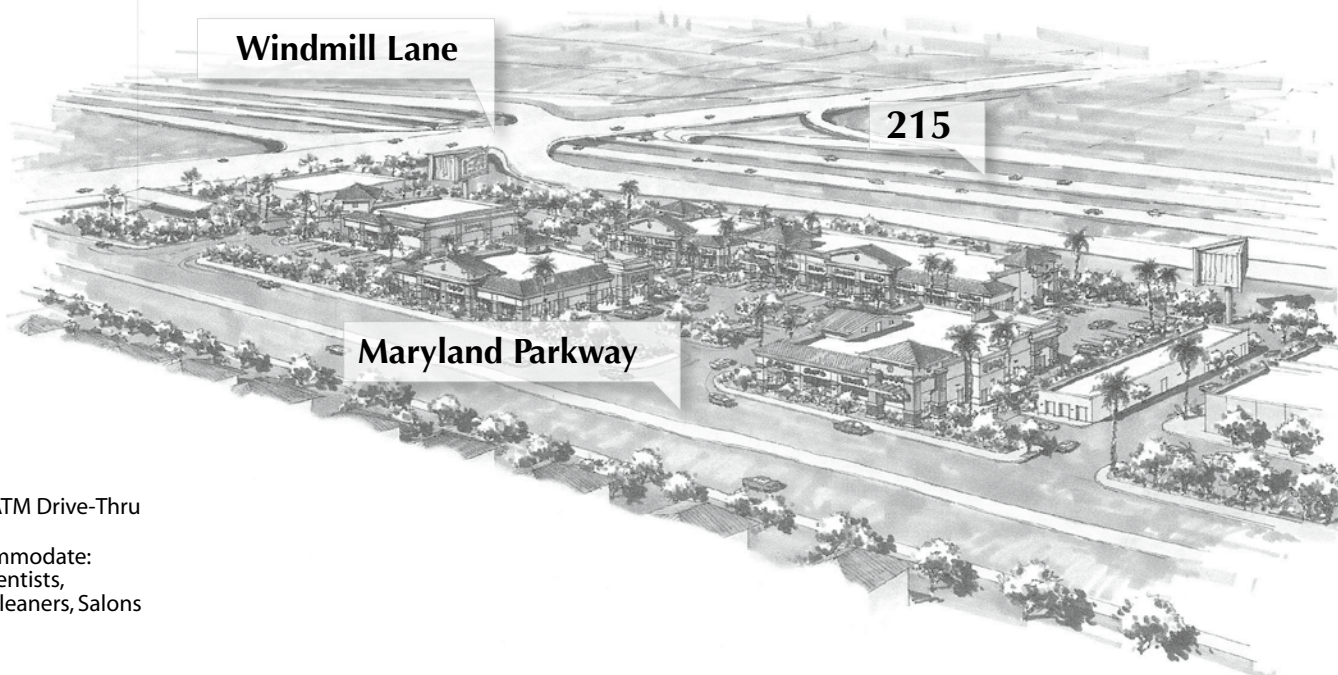
In addition to these three BDRs, the AGC will be involved with legislative issues related to immigration and water availability. AGC is also actively involved in opposing the ballot question that addresses use of eminent domain and is working with Nevadans for Protection of Property Rights to educate the public about the pitfalls of the proposed legislation.

Besides its government affairs lobbying efforts, the AGC provides a wide range of programs and services for its members. The organization received a grant in 2005 that allowed it to increase its professional development program offerings. The organization has since conducted 90 low-cost classes and seminars. AGC also offers health-care and workers compensation insurance coverage, labor relations and opportunities for networking and community service.

The AGC is part of "Operation Desert Clean-Up," which educates the public about issues related to illegal dumping and enlists members to help in cleaning up areas of desert slated to become parks, schools and public service facilities. The organization also sponsors a scholarship program and hosts a student AGC chapter at UNLV.

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CONTRACTOR OF THE YEAR

GARY SIROKY

AGC's most prestigious award, the Contractor of the Year acknowledges a general contractor's service to AGC through marketing, advocacy, political involvement and support of the association's events and programs. The winner also will have exhibited a commitment to the community, sound business dealings, longevity and a commitment to Skill, Integrity and Responsibility.

Ambitious contractor builds strong name in Valley

By Brian Sodoma
Special Publications writer

When the leader of a company more than triples sales in less than five years, the last thing you expect to hear from him is: "I have no desire to be the biggest contractor in town."

But Gary Siroky, president of Core Construction – Nevada, who has bumped up sales from \$35 million to \$125 million since he came on board, says it's not a priority. And he really means it.

"We're right in that sweet spot," he said of Core's workload. "We're right where we want to be. ... For me it's about finding that consistent number where you can have enough work and be profitable."

Siroky has been known in the Valley's construction community as the man who turned around a company that was solely focused on public works projects and battled some image problems when he came on board.

After 13 years with Martin-Harris Construction, where he rose from a project engineer to vice president, Siroky gained the expertise necessary to transition Core into private sector projects and grow its position in the Valley's construction community.

"Our four primary sectors are municipal, multifamily, health care and office. We'll dabble in retail from time to time, too," he said.

Core is finishing a northwest area office for Comprehensive Cancer Centers of Nevada; is about four months from completing the \$17.4 million, 550-unit condominium conversion, The Monterey at Las Vegas Country Club; and is also working on the Centennial Hills Community Center.

One of Siroky's proudest achievements at Core has been the staff of 60 he has helped assemble.

"I'm just really honored to be working with this group of people," he said.

After graduating from the University of Arizona in the

late '80s with a degree in Business Administration, with an emphasis in finance and real estate, Siroky faced probably the worst job market in recent history. The savings and loan collapse in Arizona made Phoenix one of the worst economies in the nation at the time. But Siroky connected with Martin-Harris CEO Frank Martin and came on board in the company's Las Vegas office.

Martin said he sees Siroky as a respectable hard-working man who deserves the successes he's achieved.

"Gary came to work with Martin-Harris as a young man. He was bright, aggressive and had zero construction experience," Martin said. "I kind of tucked him under my wing for a good long time. Everything he got (in terms of success) he damn sure deserved. ... Sometimes he wanted it (advancement) quicker than I was willing to give it to him, but he certainly was a pleasure to work with."

On his experience with Martin-Harris, Siroky added: "Frank Martin has been a mentor for me. I've learned the entire industry from him."

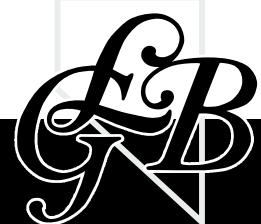
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Gary Siroky, winner of the Contractor of the Year Award

"Our four primary sectors are municipal, multifamily, health care and office."

Gary Siroky
President, Core Construction

Siroky is also well-respected by other competitors, so much so that some of them wish he would've joined their company instead of Core.

"He's a great individual with a high level of ethics and morals. I'm proud to call him a competitor," said Greg Korte, president of Korte Construction's Southern Nevada division. "I've actually tried to recruit him to work for me several times ... but I think through the years we've become closer friends by not working together."

Like many who move to Las Vegas, Siroky said he and his wife planned to stay three to five years and then move back to Phoenix. But, he added, "This town really grows on you."

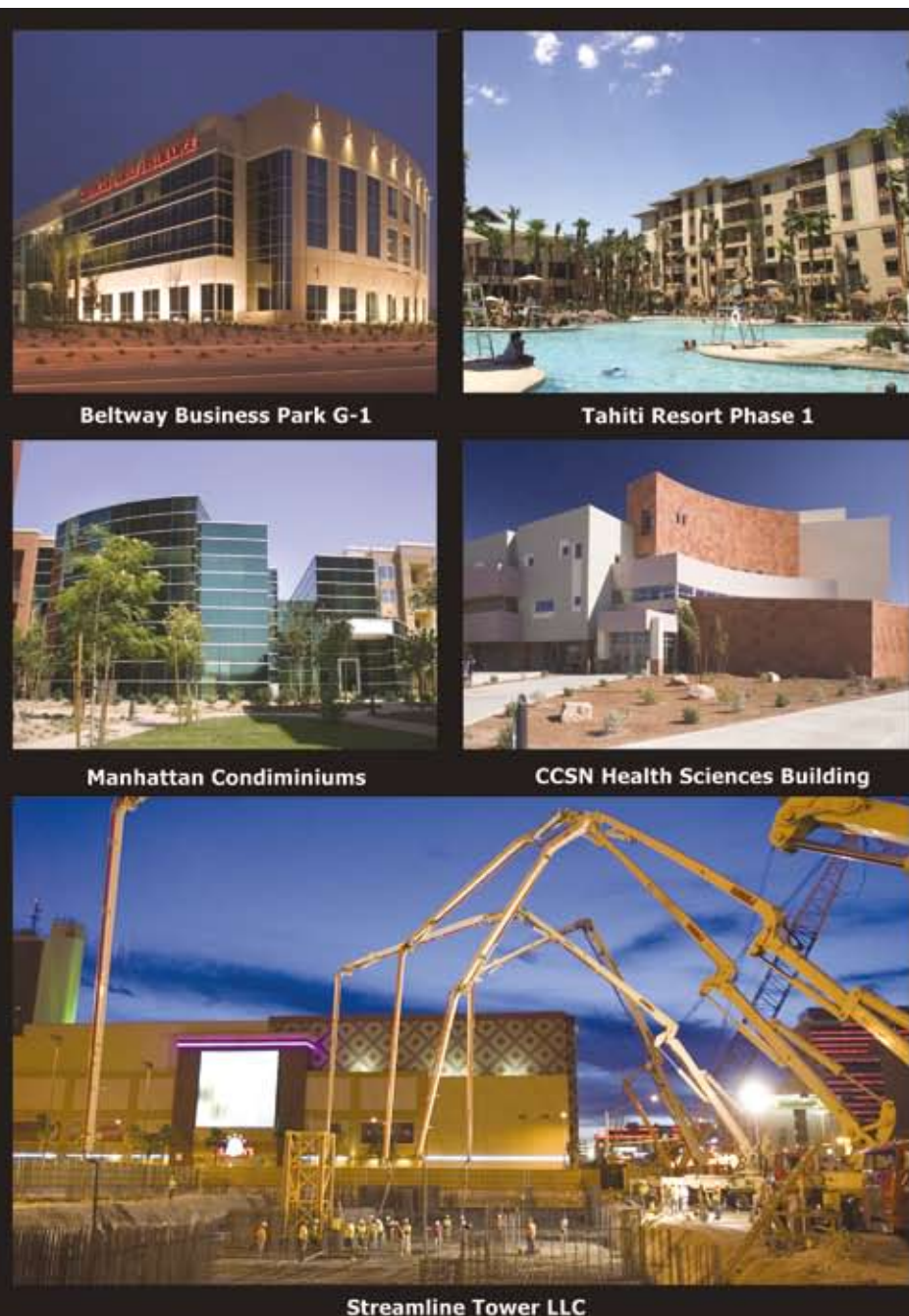
And after 15 years of involvement with the group, Siroky is now second vice president of Associated General Contractors' Southern Nevada office, and is slated to be president in 2008. Through the years, he has translated his desire to be part of a community of contractors to learning more about legislative issues that affect the construction industry.

"As the second largest industry in this town, it's important for us to have a huge voice in Carson City," he said. "It's interesting because I was never one who got involved in politics my entire life, but the more I started being associated with it (through AGC) it started sparking my interest."

Others have noticed his desire to be more involved in this effort. "He hasn't missed a government affairs meeting in several years," said Steve Holloway, executive vice president of AGC's Southern Nevada office.

Siroky said while the pool of contractors has grown significantly since he came to Las Vegas in 1989, the group remains close-knit. "I think it's still a very provincial town in the construction business. It's probably one of the hardest markets to break into because of (that). Everybody seems to know what everybody else is doing no matter how big the city is," he said. "Because of that, subcontractors are very loyal to their contractors. A lot of people are skiddish about companies coming in because of what has happened in the past with contractors coming in for a quick buck."

Even though the contractor community sticks together, Siroky said it should not be viewed as a Billy Boy network. "There is a certain level of sophistication now. You can't do business on a handshake anymore," he added.



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Construction industry a good friend to local nonprofit

By Alana Roberts

Special Publications writer

Oppportunity Village is arguably one of the best-known nonprofit agencies in the Las Vegas Valley. Since its founding in 1954, as the organization has grown and expanded many individuals and entities in the community have volunteered their money and services.

One group is the construction community. Local general contractors and subcontractors, as well as local unions, have helped Opportunity Village expand its reach into the community by helping it to build more facilities. Those facilities are aimed at assisting individuals with intellectual disabilities.

Each year the organization serves between 2,500 and 3,000 adults with disabilities by offering job training and job placement services, social recreation programs and advocacy work. The organization's \$18 million annual budget is mostly made up of private donations, but includes some government grants, said Ed Guthrie, Opportunity Village's executive director.

The charity also has a number of contracts with government agencies and private companies to handle tasks like document shredding, cleaning and food service. Because of community support the organization was able to pay \$2 million in wages to people with disabilities last year.

The construction industry, in particular, has helped the organization grow by offering services and materials at or below cost or for free.

"Our connection with them goes back a long time," he said, adding that the

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construction industry helped Opportunity Village build its two campuses with discounted work.

Further, he said the industry has continually helped the organization build and expand its Magical Forest, an annual holiday season fundraising attraction. He said the Magical Forest attracts at least 50,000 visitors a year.

"Almost every year we have different contractors and other groups coming out and saying, 'How can I help with the Magical Forest?'" Guthrie said. "Almost everything that is in the Magical Forest is donated by somebody."

Greg Korte, president of the Associated General Contractors, Las Vegas chapter, and president of the Las Vegas division of The Korte Co., said Opportunity Village is an asset to the community.

"Opportunity Village has given so much back to Las Vegas for over 50 years striving to improve the lives of Las Vegans with intellectual disabilities and bringing to the attention of the general public the needs that are out there for the disabled," he said. "They've got strong ties to several of the contractor members within our organization."

Opportunity Village is in the middle of a \$33 million fundraising campaign to help build

"It's astonishing how the community supports Opportunity Village, the construction community in particular."

Frank Martin

President, Martin-Harris Construction

the construction industry to help in that effort as well.

"We're going to be going back to the contractors and others to talk about this," he said. "We'll begin construction of our third campus at the beginning of 2007."

Guthrie said several leaders in the construction industry are directly involved with Opportunity Village, serving on the group's foundation board. That has helped create the relationship the organization enjoys with the construction industry, he said.

"The only thing I can say is without the strong support of the folks in the construction industry Opportunity Village would not be able to provide the amount of services or the quality of services we provide for these people with severe intellectual disabilities who are so deserving of our support," he said.

Tom Thomas is managing partner of Thomas & Mack Development Group, chairman of the fundraising campaign for Opportunity Village's southwest campus and a member of the group's foundation board. He said the new campus would help the group better serve the area's growing



Ed Guthrie

population.

"I think all of the local charities look to the construction industry because it is the second largest industry in Las Vegas," he said. "They provide something every charity needs, which is help with facilities. We have a need to build more facilities, that's why we're building the southwest campus. We have a waiting list of people with mental handicaps. We have to build campuses that are close to where they live."

Frank Martin, president and chief executive of Martin-Harris Construction, said one thing that has compelled many in the construction industry to volunteer their services, personnel, materials and money to Opportunity Village is the fact that it is a local charity. Martin also serves as chairman of Opportunity Village's foundation board.

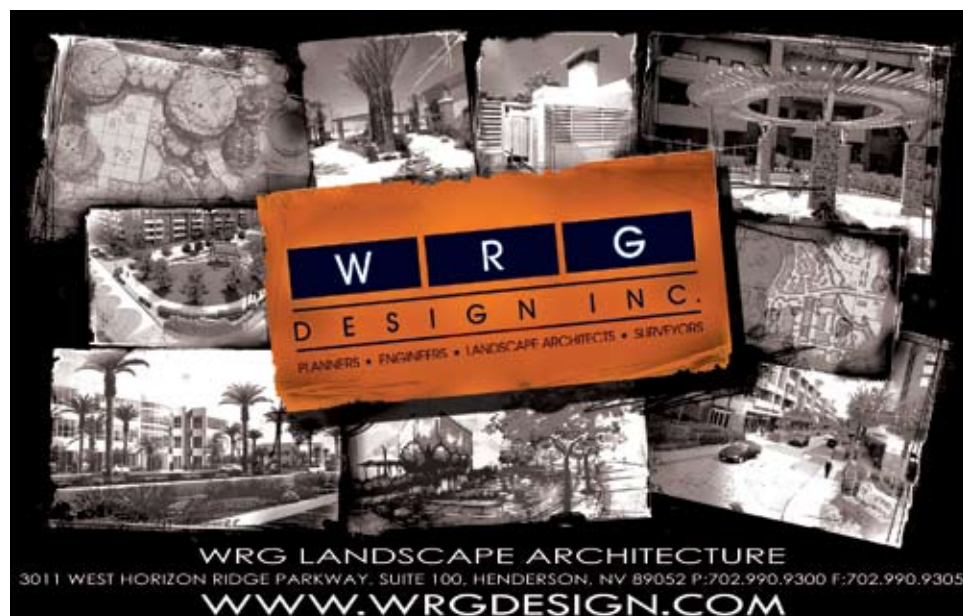
"You can drive by the campuses, you know where your money is going and that's attractive to companies," he said. "It's astonishing how the community supports Opportunity Village, the construction community in particular."

He agreed with Thomas that a relationship with the construction industry is important to any nonprofit agency.

"The best part about having friends in the construction industry from a nonprofit situation is we can make a phone call and we can make things happen," Martin said.

Another reason Opportunity Village has been successful in getting community buy-in is because of how effective the organization's employees, leadership and supporters are at getting things done.

"The people at Opportunity Village, they have a mission and they live that mission every single day," he said. "It doesn't make any difference if it's a teacher or Ed Guthrie, who runs the organization; they all live their mission every day. I'm a little bit of a fan of Opportunity Village."



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**ASSOCIATE OF THE YEAR****BRUCE KING**

The highest award AGC presents to its subcontractor members, Associate of the Year recognizes the member's political, regulatory and industry advancement efforts, along with support of the association's events and programs and community involvement.

Contractor gets political

AGC board member lobbies to protect builders

By Brian Sodoma
Special Publications writer

For Bruce King, putting the industry before his business has become second nature.

Ask anyone in the Southern Nevada office of Associated General Contractors (AGC) about King and you are sure to get a long summary of all the industry trade groups he represents.

King serves on AGC's board of directors in Nevada; is the group's primary liaison to the Nevada Subcontractors Association; serves on the board of directors for the Southern Nevada Homebuilders Association (ABC); is a member of the Nevada Subcontractors Board; and represents the Coalition For Fairness in Construction, which lobbies for fair construction-defect legislation.

If that list isn't exhaustive enough, King also runs one of the largest drywall com-



Bruce King, winner of the Associate of the Year Award, runs one of the largest drywall companies in the Southwest.



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"He brings a level-headed thought process to public policy. He listens to other people's points of view and sort of weaves that into his thoughts. He understands what others bring to the table and looks for realistic solutions to problems instead of being completely on one side of a position, which often happens with legislative issues."

Steve Hill
President, Silver State Materials

panies in the Southwest, Pete King Corp. He's president of Pete King Nevada, which employs 1,000 people statewide. King's grandfather, after whom the business is named, started the company in Arizona in the 1940s.

But Bruce King's passion clearly lies in the political issues that surround his industry, particularly construction defect legislation, a hot topic since the late 90s.

"He's been a very good representative before the state Legislature," said Steve Holloway, executive vice president of AGC's Nevada chapter. "He and Steve Hill have been the spokespersons for our industry on construction defects for the past five or six years."

Hill, president of Silver State Materials, a local concrete contractor, has worked side by side with King since 2003, when construction-defect legislation was being drafted. He maintains that it will be an issue to address again in the next legislative session.

"It looks like we're all trying to figure out what that continued reform ought to be," he said.

"What happened in the 2003 session is that the Legislature gave us a pretty good right-to-repair. But the contractors still don't have the right to get out of a lawsuit," said King. "We're looking to make some minor adjustments to the 2003 bill."

And as long as King is in the picture, Hill remains optimistic that positive change is on the horizon.

"Bruce brings a couple of things to that whole process. One is that people have an awful lot of respect for him. He's very honest and articulate and an excellent spokesman for the industry. What he says resonates with public officials," Hill said.

Hill also said King has brought an important ear to the group.

"He brings a level-headed thought process to public policy. He listens to other people's points of view and sort of weaves that into his thoughts," Hill said. "He understands what others bring to the table and looks for realistic solutions to problems instead of being completely on one side of a position, which often happens with legislative issues."

Greg Korte, president of Nevada's AGC chapter, said King is an anomaly in that

he had already played a significant role in political leadership with the Association of Builders and Constructors prior to getting involved with AGC about five years ago.

"Most people that did that already would have probably made up in their minds that they've given what they've needed to give," Korte said. "But he is giving that same commitment to us."

But King asserts that in 2001 he saw a need to unite the industry to confront the construction-defect issues head on.

"(In 2001) we weren't making any progress on construction-defect and other construction-related issues," King said. "Part of the problem was the construction industry never did a really good job of uniting its efforts. So I spent the next year or two trying to bring major construction folks together and work together on these important issues."

Korte added that King's presence in the organization motivates others.

"To be around Bruce, it's just infectious," he said.

With his political and business acumen, King, 50, seems positioned for a future in politics, a topic that he pokes fun at but doesn't entirely rule out.

"I'd like to be president of the United States if they'd just appoint me and I wouldn't have to run for office," he said jokingly. "I've toyed with the idea (of going into politics), but not at this time. But I'm not ruling out anything."

For now his efforts are squarely on legislative issues.

"I enjoy being involved in the process. There are definitely challenges," he said. "There are other things that interest me besides construction, who knows? But I don't see myself getting out of it (government affairs) quickly."

While staying busy with work, King gives to the community, too.

"Bruce is very involved with the construction community and also involved in his church and Boy Scouts," Holloway said. "One time he had a barbecue pit put on a trailer. It was like a whole kitchen, and he goes to these (Boy) scouting events where he'll feed breakfast, lunch or dinner to 250, 300 or 400 kids. He devotes that kind of time and money to it."

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J.A. Tiberti, center, is honored at his induction into the UNLV Business Hall of Fame in 2004.

'Pioneer Spirit' helped build construction community

By Brian Sodoma
Special Publications writer

When discussing the many contributions J.A. Tiberti made to Las Vegas with local construction industry veterans, the words "pioneer" or "spirit" rarely surface. But for someone such as Tiberti, they probably don't need to.

A man who was known for projects such as Club Bingo (now the Sahara), Palace Station, Gold Coast, the Orleans and many others both in the public and private sector, Tiberti is clearly remembered among his peers for his humble demeanor, honesty and



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integrity, which seem to stand above his professional accomplishments.

"He always made you feel like you were someone when he talked to you," said Linda Harris, president of LF Harris Construction. "There's no question he was a role model for the way we would all love to do business."

Tiberti, a civil engineer, also served on the board of directors for Nevada Power, the Las Vegas Planning Commission, and donated more than \$1 million to help start UNLV's engineering program. He died on May 3 at age 87.

"He impacted everything he touched," said Frank Martin, president of Martin-Harris Construction.

"He's the best-known icon in our industry," added Steve Holloway, executive vice president of the Nevada chapter of

Associated General Contractors (AGC).

But more than anything, Tiberti loved Las Vegas. In a statement about his father, Tiberti's youngest son, Jelindo Tiberti II, manager of the Tiberti fence division, said: "I never heard him (my dad) at home once under his breath talk bad about

"I wanted to get a job outside the family business to make sure I was getting a job because of my capabilities. He (Tiberti) invited me to give him a call and to let me run any companies by him before I applied."

Greg Korte
President, Southern Nevada
AGC chapter

this city, community, politicians. He was a dedicated man ... very gracious to the city. He meant well for his community."

The start

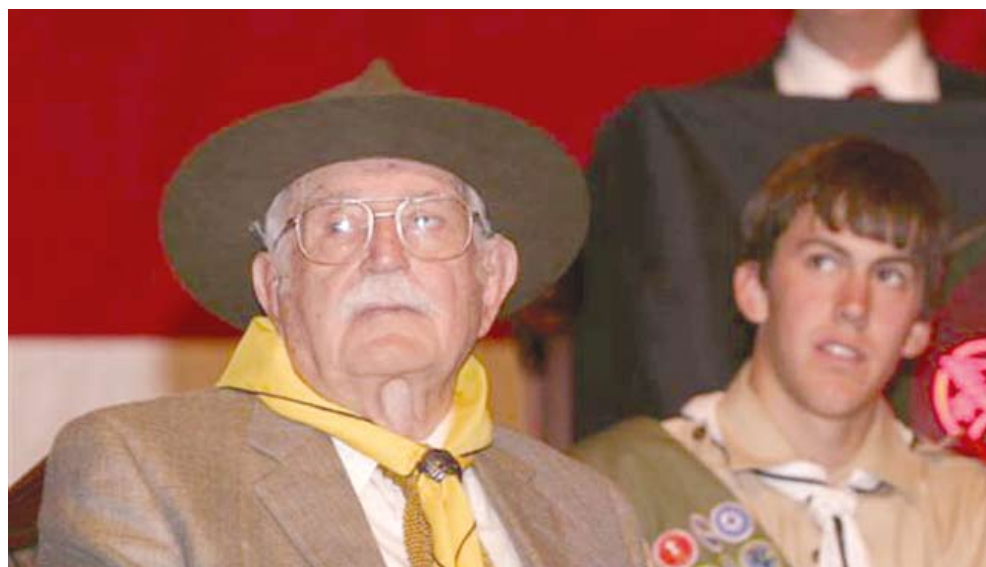
Born Jelindo Angelo Tiberti in Morley, Colo., in 1919, J.A. Tiberti earned a civil engineering degree from USC before he arrived in Las Vegas in 1941 to help build the runway for what would later be known as Nellis Air Force Base.

Like many who come to Las Vegas, Tiberti thought his stay would be temporary. But after finishing his work at Nellis he stayed on with the U.S. Corps of Engineers until 1947 and later formed Tiberti Construction in 1950. In that time, he also met his wife, Marietta, who was a nurse at Las Vegas Hospital, which was then behind the El Cortez.

"I think a lot of us teased him that he had contractors license number one," Harris added with a laugh.

In his personal life, Tiberti's aspirations were simple. He counted sending his six children to college as one of his primary life goals, Jelindo Tiberti II said.

"It was my dad's biggest thing in life that all of his kids would go to college. He took care of us until then. But he made



J.A. Tiberti, shown with his grandson at a Boy Scout event, died on May 3rd of this year at age 87.

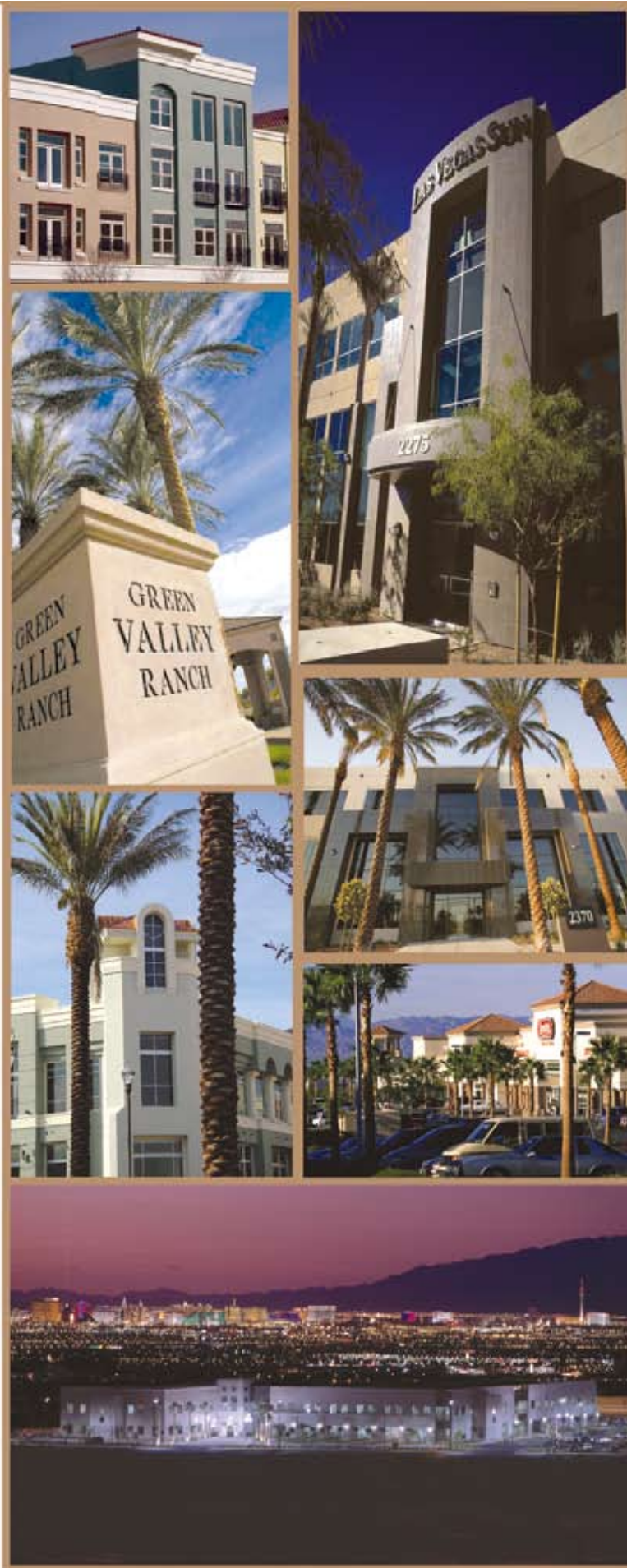
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"It was my dad's biggest thing in life that all of his kids would go to college. He took care of us until then. But he made sure we knew that after college his responsibilities were done. We knew there wasn't going to be a dividend check for us. My dad was a simple man. He had a very strong work ethic he passed along to his children. None of my family members have been the types that slept in late."

Jelindo Tiberti II

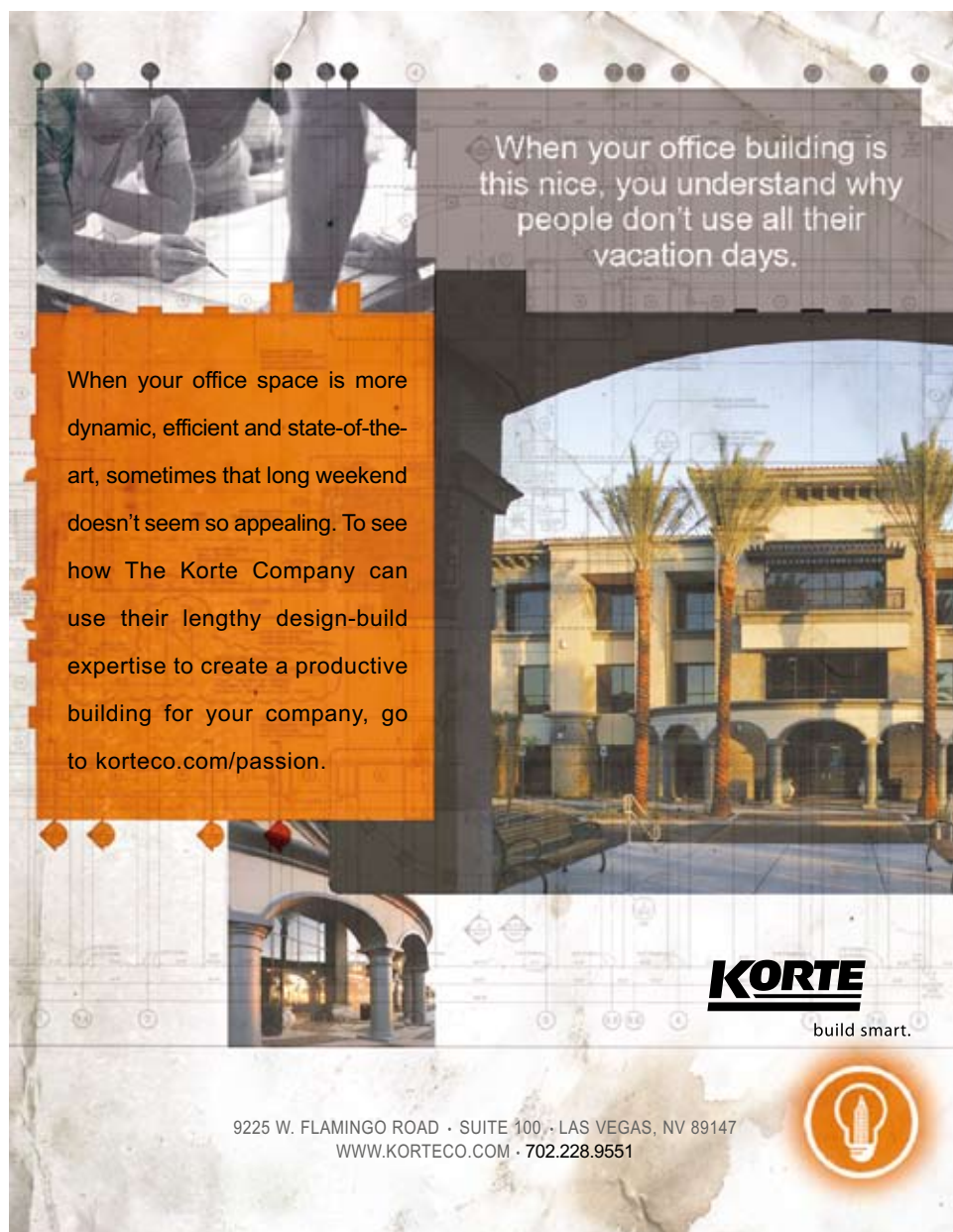
sure we knew that after college his responsibilities were done. We knew there wasn't going to be a dividend check for us," he said. "My dad was a simple man. He had a very strong work ethic he passed along to his children. None of my family members have been the types that slept in late."

Along the way, Tiberti gave in more personal ways, such as constructing a building for the Boy Scouts and becoming involved with the Catholic Diocese of Las Vegas, among other philanthropic efforts.

Tiberti would also quickly take on the role of mentor to future valley contractors.

"I was giving a speech one time a few years back and I can't remember what it was about, but I was in a room with about 300 people, and somehow the question came around to, 'Who in this room got their start either with the help of J.A. Tiberti or by being directly employed by him?' I swear at least at third of the room stood up," Holloway said.

Harris said her husband once worked



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for Tiberti as a carpenter. And Martin, who has worked in the valley for 42 years, often sought counsel from Tiberti before starting his own contracting business.

"Prior to going into business I worked for a specialty subcontractor company that did a lot of work for Mr. Tiberti. ... I would also go over and have talks with him," Martin said. "Lesser men would've thought I was going to compete with him. But he actually welcomed me into the industry."

Jelindo Tiberti II said Las Vegas has been a great city to work as a contractor because of the abundance of work, which allows for more of a community feel among contractors instead of cut-throat competition.

"This city's been the greatest city in the world. Everybody's been as busy as you want to be," he said.

Greg Korte, president of Southern Nevada's AGC chapter and president of Korte Construction's Southern Nevada division, said when he first came to Las Vegas in 1987 his father encouraged him to talk to J.A. Tiberti. Korte's family was already well-established in St. Louis, and his father had met Tiberti in the 1950s at

an AGC conference.

"I wanted to get a job outside the family business to make sure I was getting a job because of my capabilities," said Korte. "He (Tiberti) invited me to give him a call and to let me run any companies by him before I applied."

AGC influence

One of only six life directors of Nevada's AGC chapter, Tiberti was an influence and a presence everywhere he went, most notably when it came to AGC.

Holloway said that without his efforts, the AGC wouldn't exist in Southern Nevada. In 1974, Tiberti was one of the few who stood up to the Reno office of AGC and demanded a chapter in Las Vegas.

Harris, who was also honored as a life director a few years ago, remembered Tiberti's response to her newly assumed title with AGC.

"What he said to me was 'you're almost too young to be named a life director,' but he didn't say anything about me being a woman, which was the more obvious thing for some people. That didn't make a difference to him," she said.

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Paul Wilkins, director of the city of Las Vegas Department of Building and Safety

Business brisk, efficient for Las Vegas building department

By Alana Roberts
Special Publications writer

Business is so good for the city of Las Vegas Department of Building and Safety that its \$18 million budget is completely independent of the city's general fund.

The budget is funded through the purchase of building permits. In the fiscal year ending in June, 14,553 permits were pulled from the city, which allowed nearly \$2 billion to be spent constructing residential and commercial buildings.

With all of the demand for building permits in the city, there's a need for an efficient building department. That's where Paul Wilkins, the department's director, comes in. Wilkins has been director since 1995, but has worked for the city for 21 years, starting out as an inspector.

"Paul Wilkins has been a permanent fixture for the 20 years I've been in Las Vegas," said Greg Korte, president of the Associated General Contractors, Las Vegas chapter. "He's always willing to take your calls to find out what the issues are and refer you to the people within the city building department that can help assist you and your issues."

Korte is also Las Vegas division president of The Korte Co. He said Wilkins participates with the AGC through its permits and inspections committee, made up of building officials from around the Las Vegas Valley. He said efficiency within building departments, particularly with the building permit process, helps con-

struction companies get their jobs done.

"Until we get a building permit we can't start on a project," he said. "We might have a contract, we might have funding from the bank, but without a building permit and without building inspections we can't build the building. It's one of the primary things we need to proceed with our work."

Korte said the impact of Wilkins' leadership can also be felt when dealing with staff members in the field.

"The interaction, the willingness to understand the issues out in the field by the inspectors when they go out to inspect our projects, their knowledge of the industry and the codes and standards out in the field and how construction takes place is very important," he said. "Paul is striving to make sure he and his staff are on top of those issues."

Wilkins oversees a staff of 140. He said all of his inspectors have hands-on construction experience.

"I won't hire someone unless they've gone through an apprenticeship program," he said. "I won't hire someone who hasn't got the skills. We can teach the code, but if we've got a guy who is going to check your house for framing, I want someone who has experience as a framer."

Wilkins said if a building department operates smoothly it ultimately benefits the owners and users of the buildings that are constructed.

"We try to have the fastest service and we try to do the best inspections," he said.



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"I won't hire someone unless they've gone through an apprenticeship program. I won't hire someone who hasn't got the skills. We can teach the code, but if we've got a guy who is going to check your house for framing, I want someone who has experience as a framer."

Paul Wilkins

Director, Las Vegas Department of Building and Safety

of the department's expertise and compliance with accreditation criteria. The team assessed the department's customer service, code interpretation and enforcement and fiscal responsibility.

Wilkins said the process was in-depth but worth it.

"We went through more than a year's worth of interrogation, people would follow our inspectors out," he said.

Wilkins said the city of Henderson also received the accreditation after Las Vegas did.

"We as building officials think we're

the best around," he said. "We have an unwritten oath that we're going to do this to prove we're the best in the world. It lets the public know that the building departments are serious about their jobs."

"We want to make sure the owner is getting what he is paying for. That's our job, to give that kind of service."

As a part of the department's open-door policy, anyone can come in during a specified time once a week to ask questions about building codes or appeal a decision made by an inspector. Those who appeal decisions pay an administrative fee, but Wilkins said it saves builders money in the long run because they can get a decision within a week.

Another service is an accelerated building plan check process called Express Plan Check, also for an extra cost. But, Wilkins said the city prides itself on its speed in approving plans, with a goal of five days.

"We've had some builders that exclusively do Express Plan Check," he said. "(But) we're not using Express Plan Check as much because we're getting our plans out faster."

He said the money the department makes on building permits and on providing extra services goes back into supporting its budget, which is used to pay salaries and purchase equipment.

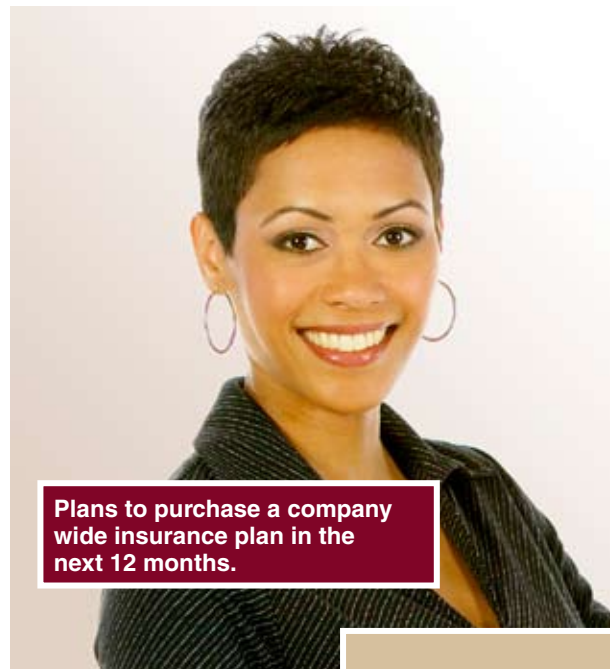
"We want to be efficient, we want to have an open door," he said. "We believe in training, we have the bare necessities, but we're never going to be extravagant. We try to run this place like a business. If the contractors aren't contracting, we're not working."

Earlier this year, Wilkins' department became the first city building department in the country to earn national accreditation from the International Accreditation Service Inc. The IAS has offered the accreditation process since January 2005. A nonprofit organization, the IAS is a subsidiary of the International Code Council.

The IAS's purpose is to assess and accredit building departments and other agencies. The council is a membership association that develops codes used to construct residential and commercial buildings. Most local and state governmental agencies adopt those codes.

The IAS accreditation process involved an on-site evaluation and an assessment

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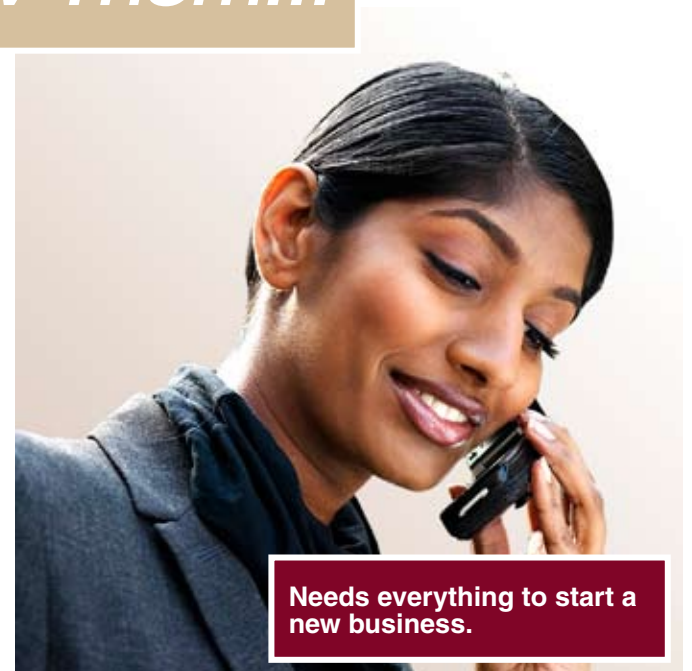


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AFFILIATE OF THE YEAR

CHRIS McCORMICK

Open to all non-contractor AGC members, the Affiliate of the Year award recognizes political and community relations on behalf of the association and the construction industry.

Insurance firm offers another tool for builders



Chris McCormick, co-owner of McCormick Insurance Agency

By Alana Roberts
Special Publications writer

Among the tools and heavy equipment construction firms need to get their jobs done, one tool is a bit more intangible, but no less important. That tool is insurance.

The inherent risks of working in construction force general contractors and subcontractors to turn to firms such as McCormick Insurance Agency to protect themselves. Insurance or bonding is usually a critical requirement before work can begin on a project. That's where speedy customer service becomes critical, agency co-owner Donna McCormick said.

"The bonds and certificates of insurance can make or break a contractor when it comes to getting work, especially with government and municipal work," she said.

McCormick said she and her husband Chris found that the emphasis on good customer service had diminished within their industry. That led them to launch the firm in 2004.

"The whole idea was to bring customer service back," she said. "It used to be customer-service oriented. When you sell someone an insurance policy it's not like when you purchase a car where you have the car in your garage. We have contractors who buy hundreds of thousands of dollars of insurance, and all they get is a three-ring binder of paper."

She added that good customer service includes making sure clients understand what the information inside the binder means and what their rights and responsibilities are when they take on a job. She said her paralegal training helps her to guide clients while carefully not offering legal advice.

Chris McCormick has been honored

with the Skill, Integrity and Responsibility award as affiliate of the year by the Associated General Contractors, Las Vegas chapter.

His background includes experience not only in insurance, but also in finance and construction. That construction experience has given him a perspective that is unique among insurance professionals.

Donna McCormick also said his perspective has helped her to better understand the tight time constraints contractors are under to get their insurance and bonding in place. She said she and Chris are willing to drop off a certificate of insurance to a contractor that day instead of mailing it because it is often needed sooner rather than later.

"The average company will do a certificate of insurance in 10 days," she said. "A lot of (insurance) agencies don't fully understand the requirements."

Furthermore, she said Chris' background allows the company to better sell insurance products that meet the specific needs of their clients.

"He's able to put together a much better program," she said. "He's not going to sell a bunch of fluff. There are a lot of things they can do on the insurance side to cut costs."

Chris McCormick said he and his wife make a good team because they have similar professional goals and a similar approach to the work they do.

"She has the same interests I do, which is to take care of the client and establish a long-lasting relationship," he said.

The firm focuses much of its efforts on the construction industry, which wasn't the couple's original plan, Donna McCormick said.

"When we started the company, it wasn't our intent to specialize with contractors," she said. "But that's what



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we know, that's what we're good at so it makes sense that we do."

Dawn McLain is director of business development for Carpenter Sellers Architects and chair of AGC's marketing committee. She said Chris McCormick is an asset to the committee and to the construction industry.

"Chris is awesome, he's always friendly, always willing to give a hand," McLain said. "He's always there to answer any questions. At the end of the day he pitches in and supports everybody. Without companies like Chris' we can't be in business."

Chris McCormick said his membership within the AGC has been rewarding.

"When I first got started in the business, I wanted a good place to find people to network with and AGC was suggested to me by one of my old bosses," he said. "It offers excellent opportunities to meet a lot of major players where typically you would never have the opportunity to network with them, simply because you don't know who they are."

Donna McCormick said McCormick Insurance Agency has a range of large and small clients. She said the agency will accept small clients, while some agents avoid them.

"What has really made us stick out is a lot of insurance agents don't want to write up startup businesses," she said. "It doesn't matter how big or small they are. We've seen our customers grow and there are so many construction projects out there that there's more than enough work. As our clients grow it helps us grow."

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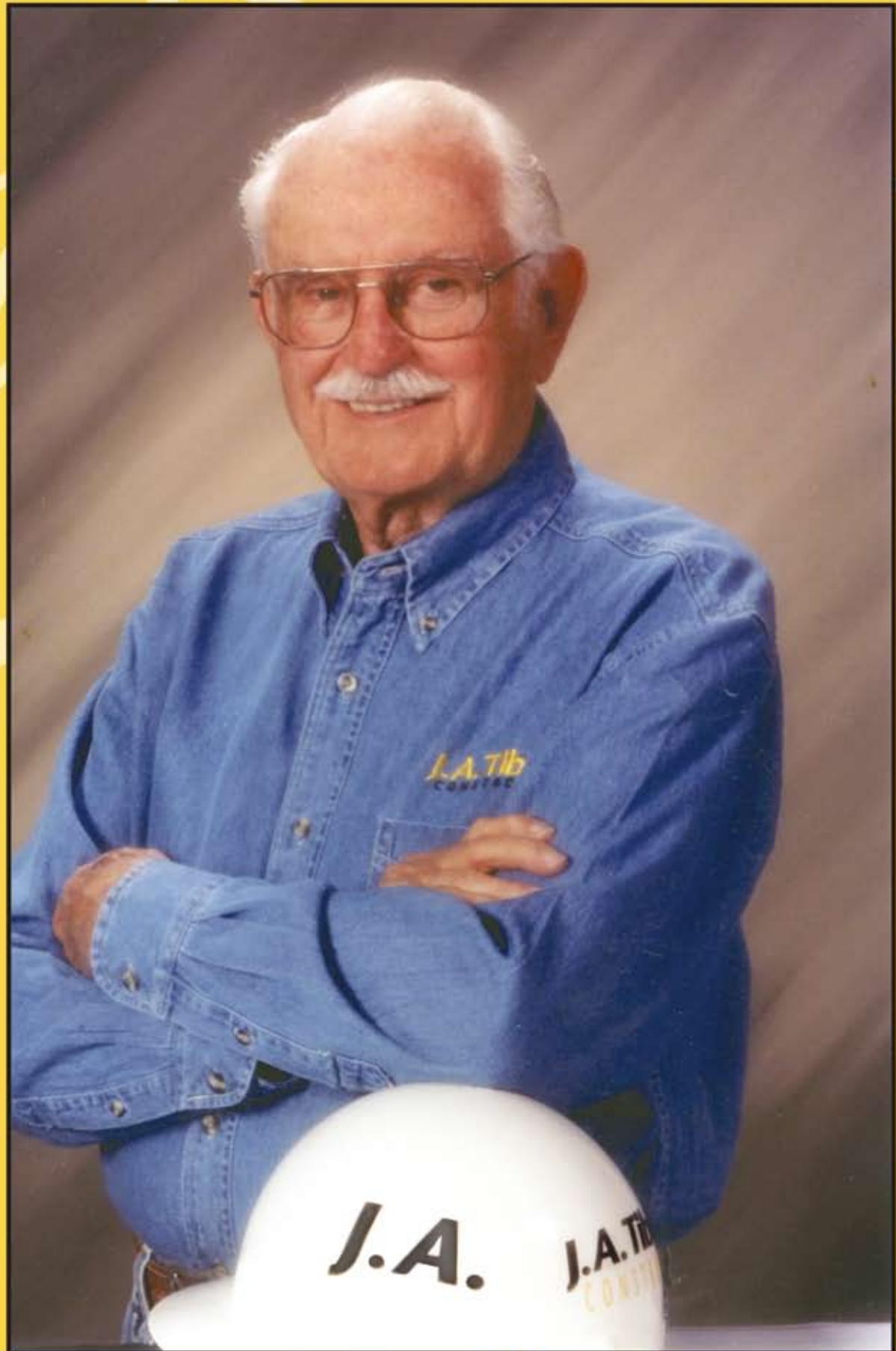
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Local CEO makes his impact in variety of ways

By Lisa McQuerrey
Contributing Writer

"It's important to give back," said John Haycock, president and CEO of Haycock Petroleum Co. "I was born and raised in Southern Nevada and I feel very lucky to be part of this growing community. It has just become part of our corporate culture to give back to the markets we operate in, and we encourage our employees to do the same."

Haycock Petroleum is a multistate marketer of commercial petroleum products and related services. Serving the Las Vegas market since 1955, the company was founded by John Haycock's father, Clair, who started his career in the industry as a young wildcatter.

While Haycock said he is involved with a number of industry organizations, looking at where the company "has a dog in the fight," he also stressed the importance of looking at the needs of a community as a whole when deciding where to lend time, talent and expertise.

"Council for a Better Nevada takes a look at issues in the state that we, as business people, can make better," Haycock said. "Some of those issues are related to education, the political process and ballot initiatives."

A supporter of the role chambers of commerce play

in communities across the state, Haycock said all of the company's rural operators are encouraged to be involved with their local chambers to address issues of local concern. A strong believer in the role business plays in shaping Southern Nevada into a thriving community, Haycock serves as vice president of finance on the Las Vegas Chamber of Commerce (LVCC) board of trustees.

"The chamber in Las Vegas is really the advocate for business," Haycock said. "It's a great organization. We value our membership and we've gotten a lot out of the organization. I'm very proud of the Las Vegas business community. We've got a robust economy and people who are being financially successful asking what they can do to better the community. Business leaders in Southern Nevada are very giving and very much aware of their corporate responsibilities."

Haycock Petroleum has been a member of the Associ-



John Haycock

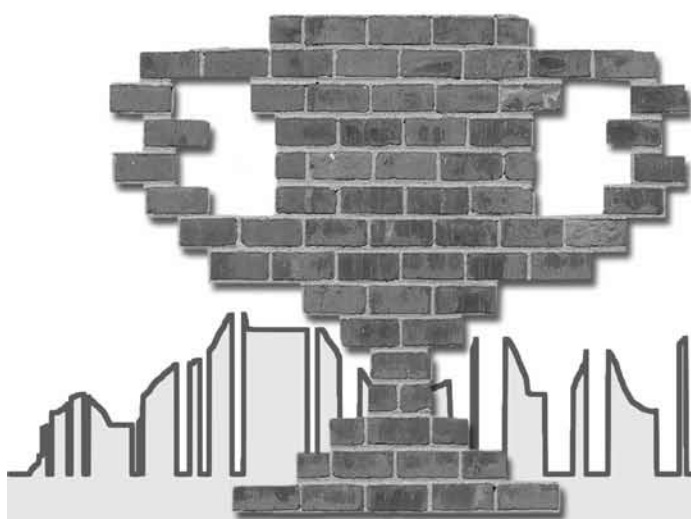
ated General Contractors (AGC) for "as many years" as Haycock can remember. "We get involved with and support a lot of their efforts," Haycock said. "AGC is a great organization that's done a lot of good."

Haycock plays a hands-on role with numerous industry, community and civic organizations. He is an officer and member of the board of directors of S.S.M. Gaming, a regional gaming company and slot route operator. He is also chairman of the board of the Las Vegas Monorail Co., president of Western Petroleum Marketers Association and an officer and board member of Chevron Petroleum Marketers Association. In addition, he is a member and past president of the Nevada Petroleum Marketers Association and chairman of the board of the Nevada State Petroleum Fund, a board created by the state legislature to oversee claims and distribute funds in connection with petroleum-related environmental remediation.

Haycock also is a member of the board of advisors of Utah Valley State College in Orem, Utah, and a member and past chairman of the Nevada Chapter of Young Presidents' organization. He is a member of the board of trustees of Variety Children's Charities, a member of the board of the Las Vegas YMCA and a past president of the Las Vegas Southwest Rotary Club. He also served a two-year Mormon mission in Australia.

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