

LOOK NORTH

CONNECTING YOUR BUSINESS NORTH AND BEYOND

First Quarter 2007 Volume 1

Chamber Launches Efforts to Support Your Bottom Line



By John Wilson, MedicWest Ambulance, Vice-Chair Government Affairs

The Chamber is excited about the direction and initiatives approved by the Board of Directors for the 2007 Government Affairs Committee. Our membership expects the lobbying and advocacy efforts of the Chamber to grow with the community. The North Las Vegas Chamber will be seen as the legislative voice of the business community. We will be well known to our state representatives in Carson City as well as on a local, regional and federal level. Our task forces will continue to promote pro-business positions on zoning, infrastructure, economic development and quality of life issues.

All of the Chamber government affairs efforts are based on our guiding principles. They include:

- Government should first "do no harm" to business.
- Government should focus on what government does best: infrastructure, public safety (law enforcement, fire fighting, EMS first response/rescue), and education.
- Government should get out of the way by streamlining processes and cutting red tape everywhere possible.
- Government should first contract with local firms when possible.
- Government must consider the impact of their decisions on businesses' bottom line, as well as effects of competition

locally, regionally, and state-to-state when enacting regulation.

The Board of Directors has given us our marching orders for 2007. They have asked us to be visible and to make significant impacts benefiting our members. Specific actions tasked to the committee include:

- Use ad hoc task forces to bring community stakeholders together to address issues important to the Chamber such as education, healthcare, transportation, land use and redevelopment.
- Be the advocate for the North Las Vegas business community during the 2007 legislative session in Carson City.
- Involve our members and participate together with the U.S. Chamber's Business Summit in Washington D.C. and meet with our federal representatives to discuss business issues impacting our members.
- Implement and publish our local, state and federal elected officials voting records on business related legislation.
- Establish the position criteria to provide a North Las Vegas Chamber "Seal of Approval" for pro-business elected officials and candidates for elected office.

We have a great deal on our plate. The Government Affairs Committee is now ready to implement this vision on behalf of our membership. Remember, we are watching your back so you can watch your bottom line. ☺

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Mission Statement

The mission of the North Las Vegas Chamber of Commerce is to lead, educate, advocate, and support businesses; thereby creating a strong local economy and providing a high return on investment for its members.

Vision Statement

The vision of the North Las Vegas Chamber of Commerce is to be the premier community resource connecting businesses North and beyond.

Core Values

- Create a strong local economy.
- Represent the interests of business with government.
- Provide valuable member resources, connections and benefits.
- Promote the community.

Chairman's Message

Bob Hart, Nevada State Bank

EXECUTIVE COMMITTEE

- Chairman
Bob Hart
Nevada State Bank
- Chairman-Elect
Tony Marinello
North Vista Hospital
- Vice Chair-Finance
Bob Schaich
Sierra Health Services
- Vice Chair-Government Affairs
John Wilson
MedicWest Ambulance
- Vice Chair- Membership & Marketing
James York
Bank of North Las Vegas
- Immediate Past Chair
George Garcia
G.C. Garcia, Inc.
- President & C.E.O.
Sharon Powers
NLV Chamber of Commerce

BOARD OF DIRECTORS

- Barry Beaman
Meadow Gold Dairy
- Robert Brewer
Southwest Gas
- Peter DeMangus
Jerry's Nugget
- Jill Flanzraich
Adventures in Advertising/Las Vegas
- Shelby Keefer
Serl & Keefer, CPAs
- John McMillan
Flangas McMillan Law Group
- Kathleen Paustian
Parson, Behle & Latimer
- Peggy Smith
Hands Ink Advertising
- Steve Wethor
Pulte Homes
- Jim Wolf
Veolia Transportation-Las Vegas

STAFF

- Sharon Powers
President & CEO
- Laurie Kuhl
Director of Member Services
- Ember Ajuziem
Asst. to President/Communications
- Frankie Moore
Information Specialist
- Karen Murphy
Administrative Assistant
- Gina Pfersching
Program & Events Coordinator

LOOK NORTH

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Editor
Sharon Powers
North Las Vegas Chamber of Commerce

Publisher
Christine Lampione

Welcome to 2007!

By the time you read this issue of Look North, your 2007 Board of Directors have attended a retreat that established the goals and objectives for the year, held its first board meeting and have hit the ground running!! I'm very excited about what your Chamber Board has planned for the upcoming year.

Government Affairs and membership growth and retention will be in the forefront for the Chamber this year. Our government affairs & business advocacy efforts began to gain momentum when the committee was revamped in 2006 with George Garcia's support and John Wilson taking the reins as Vice Chair of Govt. Affairs and doing a masterful job in securing a diverse business representation for his committee.

The North Las Vegas Chamber has experienced incredible growth and is geared to reach the 1,000-member mark in 2007. In anticipation of this monumental occasion, we are asking our current members to jump on board and get involved in the 2007 Membership Marathon that will kick-off at a mixer scheduled for January 18th at the Cannery Casino & Hotel. In the planning stages is a Health Fair coordinated by the

Chamber and Summerlin Life & Health scheduled for late April. It will be held at the Cheyenne Campus of the Community College of Southern Nevada.

Our Foundation under the leadership of Tony Marinello (North Vista Hospital) have established new goals for the Chamber & Foundation's support of the at risk schools as well as providing more scholarships to our deserving high school seniors. Once again we have two golf tournaments scheduled that are the major fundraisers for the Chamber Foundation.

This coming year promises to be a busy and valuable one for the business community and our members. I have challenged myself and encourage you to do the same for 2007. Get involved in one of the many committees and task forces. Together we will make a difference in 2007. ✽



Bob Hart

2006 Volunteer of the Year Announced

Congratulations to Christine Danforth of SunWest Bank on being named 2006 Volunteer of the Year. Christine serves on the Ambassador Committee and was chosen for her dedication and reliability in carrying out the duties of an Ambassador as well as always being available to help wherever needed.



Laura Cyr and Tom Martin congratulate Christine Danforth, of Sun West Bank, after being awarded Volunteer of the Year.

2007 Membership Marathon 1000 Has Begun!



2007 MEMBERSHIP MARATHON
Connecting 1000 members North and beyond...

NORTH LAS VEGAS
CHAMBER OF COMMERCE

Jump on board the Membership Marathon in our effort to build chamber membership to 1,000 and beyond. Beginning with our kick-off mixer at the Cannery Hotel Casino on January 18th, the marathon is designed to provide special incentives and rewards to current members who share their Chamber experience and encourage others to join.

There will be a GRAND PRIZE presented to the top performer, as well as medallion awards and special prizes for the various levels as well as monthly pep rallies and special drawings for all participants. The

grand prize and awards will be announced at a special awards celebration scheduled for Dec. 11, 2007. In addition, members who participate in the marathon will be recognized through regular NLVCC communications, at monthly breakfasts, lunches, and on e-mail blasts. We encourage you to support the Chamber by participating in this important promotion!

The North Las Vegas Chamber of Commerce provides numerous benefits to its members, as you well know! New members joining in 2007 will receive a coupon valid for a

free booth at any one of the Chamber's upcoming 2007 Mixer/Expo or Breakfast/Expos.

It is not often that a community experiences the level of growth that North Las Vegas is experiencing. As North Las Vegas' premier business organization, we have the unique opportunity to participate in helping shape the future of our business community. By continuing to work with our current business partners, as well as welcoming new businesses into our community we all prosper! *

New Member Benefits Coming Your Way!

In our continuing efforts to add value to your Chamber membership we are happy to announce the addition of two additional benefits that will be included in your membership for 2007.

Starting in January, all members of the North Las Vegas Chamber of Commerce will receive subscriptions to not one but both of the valley's weekly business publications, **In Business Las Vegas** and the **Las Vegas Business Press**.

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New Nevada Minimum Wage

As of November 28, 2006, Nevada employers have to pay a higher minimum wage. On November 7, Nevada voters approved a wage amendment to the state Constitution. Here are the primary provisions of the amendment:

- Any employer, which does not have a "qualified health plan", must increase its minimum wage from \$5.15 to \$6.15 per hour for covered employees.
- A "qualified health plan" means the employer provides health coverage for

each worker's family, which does not cost the employee more than 10% of the employee's gross taxable income. If the employer provides such medical insurance coverage, the employer can continue to pay workers \$5.15 per hour.

- The 10% is calculated on the employee's base wage, not including tips.
- The calculation must be based on an entire pay period.
- If an employee cannot

receive health insurance coverage until the end of a waiting period, the employer must pay the employee \$6.15 until the employee gets health insurance coverage. Then, the employer can go back to paying the employee \$5.15 per hour. However, this scenario applies only if the insurance does not cost more than 10% of the employee's gross taxable income.

- Employers must pay time and a half overtime to any employee working more than 8 hours in any given

day if that employee is paid less than \$9.23 per hour and if his/her medical insurance costs him/her more than 10% of gross taxable income.

- If it is spelled out in the union contract, employers can continue to pay employees covered by a collective bargaining agreement at the old rate of \$5.15 per hour.

For further information on this or any other employer-employee topic, contact Kathleen at 384-3877 or at kpaustian@parsonsbehle.com.

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Chamber Recognizes Long-Time Members & Volunteers

December's Chamber luncheon was the setting for a little bit of holiday celebration and special acknowledgements to all those volunteers that helped forward our mission during 2006.

Kicking off the program was a holiday presentation by 30 of our Lowman Elementary students singing and dancing to a variety of holiday music. The students arrived at the Santa Fe on a special chartered bus, which was a first experience for them. Filing off the bus were 30 kids donned with reindeer antler hats anxious to introduce themselves and show Chamber president Sharon Powers their new shoes, compliments of the Happy Feet program and donations from Chamber members.

The last luncheon of the year gave the Chamber the opportunity to say thank you and also name the 2006 Volunteer of the year. Several companies were acknowledged for their long time support of the Chamber for 10 years and over. The list is long however we'd like to take this opportunity to acknowledge those businesses that have supported the North Las Vegas Chamber for 30 years and over.

- A NLV Cab**
- College Park Realty**
- Embarq (formerly Sprint)**
- Friendly Ford**
- Jerry's Nugget**
- Kaercher Campbell & Assoc.**
- LV Review Journal**
- NV Department of Transportation**
- Nevada Power Company**
- North Vista Hospital**
- Pat Clark Pontiac, GMC Buick**
- Republic Services**
- Southwest Gas Corporation**

The member volunteers are paramount in helping the Chamber achieve its goals & we'd like to acknowledge the work done in 2006

Barry Beaman-Meadow Gold Dairy



- Christine Danforth - Sun West Bank
- Corey Braddock - State Farm
- Carolyn Carroll - Bank Of NV
- Cindy Clark - TCI Leasing/Rentals
- Cynthia Davis - Citibank
- Floy Davis - Business Bank of NV
- Nick Deascentis - Advanced Imaging
- Jill Flanzraich - Adventures in Advertising/LV
- Joni Flowers - Cultural Diversity
- Gayle Frazier - Managed Pay
- Stacey Hall - One Stop for LV Homes
- Bob Hart - NV State Bank, SBA Division
- Cheryl Hickman - Diversified Communications
- Debbie Irwin - Aliante Golf
- Bessy Lee - Greenspun Media Group
- Debbie Marshall - Travel Diva
- Josh McCarthy - Kaercher Campbell
- Rodney McMillan - Veolia Transportation
- Jodi Mobley - ReMix Interiors
- Larry Moulton - Desert Community Bank
- Pamela Nickels - DAL/The Pam Nickels Team
- Jim O'Connor - Branding Innovations
- Deanne O'Rear - Oak Hill Mortgage
- Edgar Patino - NV Power Company
- Kathleen Paustian - Parsons Behle & Latimer
- Tina Pritchett - Priority Staffing
- Jeffrey Roub - Coldwell Banker
- Randy Russell - Desert Professional
- Maite Salazar - Salazar Communications
- Tina Sanchez - Community One Federal Credit Union
- Farrow Smith - Orgill-Singer
- Peggy Smith - Hands Ink
- Justin Steele - Ameralinx
- Jean Trail - Manpower Inc. of So NV
- Rowena Trim - Realty Executives
- Connie Vaillancourt - Training & Development Consultants

- John Vanderploeg - NV State Bank
- Sonny Vinuya - NV State Bank
- Joey Wilson - Investment Ins. Services
- Craig Wilner - NV State Bank
- Ron York - Bank of North Las Vegas

Of course leading the charge were our able and willing 2006 committee chairs and co-chairs.

Ambassador Committee

- Jean Trail - Manpower of So. Nevada
- Ron York - Bank of North Las Vegas

Marketing Committee

- Maite Salazar - Salazar Communications

Membership Committee

- Floy Davis - Business Bank of Nevada
- John Vanderploeg - Nevada State Bank

Women's Forum Committee

- Kathleen Paustian - Parsons Behle & Latimer
- Connie Vaillancourt - Training & Development Consultants

Chamber Foundation Committees

Business Education Enterprise Program (BEEP)

Job Shadow Day

- Shaundell Newsome - Newsome Marketing

Scholarships

- Adam Hodson, CPA
- Rick Vaillancourt - Training & Development Consultants

Golf Tournaments

- Barry Beaman - Meadow Gold Dairy

We are very appreciative of the time and effort that our volunteers have given the Chamber in 2006 and look forward to our continued partnerships in 2007. *

Year In Review

By Sharon Powers, President & CEO

Looking back on 2006, we recognized many successes thanks to a hard working Board of Directors under the chairmanship of George Garcia, G.C. Garcia Inc., staff, and most of all our members.

In 2006, we inched even closer to our goal of 1,000 members helped by a successful membership event held in March. The success of this drive was contingent on volunteer efforts and our members showed up in force.

The Chamber also unveiled new benefits that increased the value of membership.

- U.S.Chamber's Federation Program provides our members with access to national discounts and information on a federal level through its USChamber.com publication.
- In July we announced an addition to our health care program by adding Summerlin Life & Health to our benefits with Insurance Investment Services' 105 program.

Our government affairs/advocacy efforts increased last year with a number of opportunities to get informed and involved.

- Coffee with the

Candidates provided forums to our members and the community to meet and get answers to questions from the candidates for various state and federal offices.

- Held our first Pancakes & Politics Breakfast in November introducing myriad candidates from local and state races.
- Introduced our advocacy website that can be accessed at www.northlasvegasadvocacy.com or through the Chamber's website at www.northlasvegaschamber.com
- Successfully advocated against development encroachment near Nellis Air Force Base.
- Advocated for Southern NV Water Authority on their water applications in White Pine County.
- Published the Chamber's 2006/07 Public Policy Agenda
- Conducted several CEO Roundtables dealing with the North 5th St. Corridor and development issues in North LV.

Chamber members received even more chances to increase

the exposure for their businesses with new advertising and sponsorship opportunities. Also substantially increased were the free opportunities to get referrals and exposure.

- For the third year, our partnership with Greenspun Media Group's InBusiness Las Vegas has produced an excellent Business & Relocation Directory. With 10,000 directories printed and mailed to members and InBusiness LV subscribers, your name was exposed to 10,000 potential customers.
- The website at www.northlasvegaschamber.com received in excess of 10,000 hits each month and continues to grow. Your business on the website has far reaching target abilities
- The Business Resource Center began its face-lift. In January we will have in place a beautiful display case that will make our members materials more readily accessible.

Program, event, and committee activity kept staff and volunteers busy with over 107 meetings. Chamber 101 orientations restarted each month that

resulted in new and old members alike reconnecting with benefits and services. We also saw increases in attendance at some of our major events.

- Directions: Economic Outlook of North LV was co-presented by the Las Vegas Business Press. This successful partnership resulted in a new turnout record of over 320 attendees.
- Held the first Rediscover North Las Vegas Media Bus Tour with the City of North Las Vegas. It was our opportunity to invite the media and showcase all the new and future developments within the City. Veolia Transportation-Las Vegas provided the Deuce bus for the occasion.
- Held 19 member ribbon cuttings and ground breakings.

As the business organization in the second fastest growing city in the country, the North Las Vegas Chamber of Commerce will continue to be your powerful and effective voice. We will continue to work hard for our business members and the community. We look forward to an even more successful 2007 with your help. ☺

Foundation News

Lowman Adopt-A-Student & ToyDrive



Matt Thomas, owner of Fitness Together and his family load up cars to deliver toys to Lowman Elementary.

The holidays were a little brighter for the children attending Lowman Elementary School this past December. Thanks to so many Chamber members, 150 students were adopted and gifts were bought based on their wish lists.

A couple hundred toys were also brought to the Chamber for disbursement to those families with siblings that might not have had gifts under the tree. It brought new meaning to the holiday spirit. Thank you to all. ✽



Just a portion of toys collected from our very generous Chamber members to help needy students during the holiday season.

Fall Golf Tournament Proceeds Benefit Area Schools

The Fall Golf Tournament held in October at Aliante Golf Club netted the Foundation \$11,000. The Foundation Board voted to help fund Legacy High School's Robotic program with a \$1,000 sponsorship. In addition, \$10,000 will fund teacher mini grants at Lowman, Callan, & Elizondo Elementary Schools. ✽



Mark Your Calendars for the 2007 Foundation Golf Tournaments

Monday, May 21 - TPC Summerlin
 Friday, October 12 - Silverstone Golf Club



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Meet the 2007 Chamber Board of Directors

Executive Committee



Bob Hart
Nevada State Bank
Chairman of the Board



Tony Marinello
North Vista Hospital
Chairman-Elect



Bob Schaich
Sierra Health Services
Vice-Chair Finance



John Wilson
MedicWest Ambulance
Vice-Chair Government
Affairs



James York
Bank of North Las
Vegas
Vice-Chair Membership



George Garcia
G.C. Garcia, Inc.
Immediate Past
Chairman



Sharon Powers
North Las Vegas
Chamber of Commerce
President & CEO

Directors



Barry Beaman
Meadow Gold Dairy



Robert Brewer
Southwest Gas



Peter DeMangus
Jerry's Nugget



Jill Flanzraich
Adventures in
Advertising/Las Vegas



Shelby Keefer
Serl & Keefer, CPA's



John McMillan
Flangas McMillan Law
Group



Kathleen Paustian
Parsons Behle &
Latimer



Peggy Smith
Hands Ink Advertising



Steve Wethor
Pulte Homes



Jim Wolf
Veolia Transportation-
Las Vegas

New Members

1st Commerce Bank
Al Gourrier

**AAA Quality Self Storage
NLV1**
Debbie Cousin

ADT Security Services, Inc.
Scott Schliep

Albarny's Travel, #20041
Virginia Barnard

**All Temp Air Conditioning
& Heating**
Davy Ingram

American Family Insurance
Mr. Rich Kim

AmeriSciences
Mr. Jason Kise

Becker, D.C. Gary
Gary Becker

Carmines Italian Cafe
Carmine J. Barra

Cascade Adventures LLC
Lori Schwank

Chili's Bar and Grill
Ms. Debbie Martinez

Coldwell Banker Wardley
Kristen Anderson

**Colonial Bank/ Private
Banking Group**
Monica Hall

Concentra Medical Centers
Gerry Ramirez

Cox Communications
Stephen Costa

Crown Financial Ministries
Mark Curtis

**Cruise Holidays of
Summerlin**
Kevin Allen
Drye Enterprises
Dee Drye

Durango Hills Realty
Melissa Sanchez

Embarq
Mr. Robert McCoy

First National Bank
Debbie Harris

**Gatski Commercial Real
Estate Services**
Frank Gatski

**Glen, Smith, and Glen
Development**
Darby Fitzpatrick

Haycock Petroleum
Lisa Marks

Herbalife Distributor
Veronica Perea

Island Paradise Foods
Winston Chai

Johnson, O'Brien, & Toomer
Nicolette M. Walpole

**K & K Construction Supply,
Inc.**
Lee Faner

Kapture Hair Salon
Ms. Linda Benitez

Lake Mead Care Center
Vishweshwar Ranga, MD

LM Construction Co., LLC
Don Morgan



2007 MEMBERSHIP MARATHON
Connecting 1000 members North and beyond...

NORTH LAS VEGAS
CHAMBER OF COMMERCE

Massengale Construction
Tommy Massengale

Mt. Charleston Lodge
Barbara Orcutt

**Mud Camp Mining, LLC
dba, IMV Nevada**
Bill Wahl
MVP Photography
Monickie Addison-Scott

Nationwide Insurance
Mark Glasgow

Nevada Cancer Institute
Mr. Clark Dumont

**North Las Vegas Police
Officers Association**
Mr. Terrence McAllister

Olympia Development
Marc Bolduc

Orange Blossom Events
Ms. Jackie Zlatanovski

Paragon Pools
Mr. Joseph Vassallo, Sr.

Postnet NV 181
Adam Murphy

**Professional Insurance
Planners, Inc.**
Lawrence Smoot

Rasus Home Staging
Sydney Saucier

Ron Hanlon Masonry, LLC
Ronnie Hanlon

Royal Dental, LLC
Dr. Steven James Nguyen

Send Out Cards
Leslee Rogers

**Southern Nevada Stucco &
Drywall**
Mr. Aureliano Lemus

**Southwest Guaranteed
Green**
Arthur Borden

Spacecraft Components
Ed Wiseman

Standard Pacific Homes
Gary Cavender
Stonewall Technologies
Robert Ishoy

Storage West
Ellen Miller

Technology Ventures Corp.
Mr. Jack Huber

United Blood Services
Julie Lindsay

**Washington Mutual Home
Loans**
Lisa Rippa

Wells Fargo Bank
Margaret Kruglov

**Wells Fargo Bank -Home
Mortgage**
Sandra Speed

WINGSTOP Restaurants
Lance Graulich

Member Renewals

<u>Over Twenty Years</u>	Orgill-Singer Insurance & Investments Mr. David Dahan	Nevada Alliance for Defense, Energy, & Business Mr. Frank Tussing	CNA Capitol Corp. Mr. Robert J. Mayfield	Easter Seals of So NV Mr. Brian Patchett
Kaercher Campbell & Assoc. Insurance Brokerage Mr. Allen Kaercher	Purcell Tires Mr. Stan Wach	OMNI Loan Company Mr. Edward Berg	Catholic Charities of Southern Nevada Ms. Carisa Lopez-Ramirez	Investment Insurance Services Inc. Mr. Joey Wilson
Nevada Beverage Company Mr. Mike Rikard	<u>Six to Ten Years</u> American Burial & Cremation Services Sonny Thomas	Paradigm Associates Bill Granda	Celebrate Homes, Inc. Mr. Harry Shull	Jiffy Lube Bernie Meister
Nevada Power Company Mr. Hector Gonzalez	Armed Forces Bank N. A. Ms. Rina Brown	Quantum Collections Mr. Richard Billman	Century 21 Trend Setters James Terrell	KLVX / SNPT Tom Axtell
Southwest Gas Corporation Ms. Barbara Demaree	Business Bank of Nevada Ms. Floy Davis	Regional Transportation Commisison of Southern NV Brenda Williams	City of North Las Vegas Ms. Joyce Lira	KVEG 97.5 Cary Cox
Your Real Estate Mr. Tom Lisiewski	Eastridge Group Ms. Khali Kemple	<u>One to Five Years</u> A Caring Hand Home Health Care Mr. Nathan Godfrey	City of North Las Vegas Maryann Ustick	Kennedy Commercial Mr. Mike Kennedy
<u>Eleven to Twenty Years</u>	Embry-Riddle Aeronautical University Ms. Julie Williamson	Accelerated Business Systems, Inc. Ms. Stephanie Banister	City of North Las Vegas Samuel Chambers	Lato & Petrova CPA's Rosemary Lato
Affordable Concepts, Inc. Mr. Robert Potter	Geico Insurance Mr. Hugh Hamilton	Affordable Concepts, Inc. Mr. Nelson Cumana	Community Bank of Nevada Mr. Brian Welch	McMillan & Associates Insurance Services, Inc. Mandi McMillan
All American Van & Storage Neil Holder	Hampton Inn Tropicana Michael Lee	Allergy Relief Specialists Ms. Sarah Simmons	Custom Hearth & Doors Christian LeCates	Milgard Manufacturing Inc Paul Dash
Bunkers Mortuary & Cemetary Ms. Charlotte Leas	Lamar Advertising of Las Vegas Heidi Gonzalez	Bank of North Las Vegas Mr. James York	Dale Carnegie Systems of Nevada/JR Rodgers & Assoc Chris Coleman	NAI Horizon Mr. Ron McMenemy
Cox Communications Mr. David Blau	Las Vegas 51's Mr. Mike Rodriguez	Beno's Flooring Services Mr. Nick Beno	DeLuca Liquor & Wine Mr. Steve Meyer	Nationwide Insurance Mr. Earl McDowell
Fair, Anderson & Langerman Ms. Jill Langerman	Las Vegas Natural History Museum Marilyn Gillespie	Blue Heron Inc. Tom Isola	DeLuca Liquor & Wine Ltd/Coors of Las Vegas Ms. Stephanie Sivertson	Network Insurance Services Chuck Giampa
First American Title Ms. Lynn Donner	Lueck, Robert Attorney-at-Law Mr. Robert W. Lueck	Bravo Underground Inc. Mr. Jose Ledon	Designers Las Vegas Mr. Ray Molina	Nevada Construction Services Anne Dwyer
Insurance Solutions Mr. Joe Proto	Make-A-Wish Foundation of Southern Nevada Ms. Jennifer Tuttle	CMA Business Credit Services Jeffrey A. Walls	Domingo Cambeiro Corporation Paola Hernandez	Nevada Imaging Centers Mr. Tad Garcia
JCH Enterprises Mr. James C Hinshaw			EJM Development Company Ms. Susan Wincn	Nevada State Bank Chuck Bishop
Load Technology, Inc. David Ballweg				Nevada State Bank Sue Watson

Continued on page 15



Cultural Diversity Foundation and Southern Wine & Spirits of Nevada Present

Educational Taste of Excellence: Wine Tasting, Spirits and Jazz 12th Annual Scholarship Benefit

Saturday, March 10, 2007 6 p.m. - 10 p.m.
Flamingo Hilton Hotel & Casino Ballroom

*Hors D'oeuvres * Live Jazz
Live & Silent Auctions * Art Display*

Tickets: \$40.00 in advance - \$45.00 at the door
Adults Only (Must be 21 to attend)

Meet Our Scholarship Recipients



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Advance tickets will be available at Lee's Discount Liquor, February 2007*



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Member News

Welcome Aboard

ManagedPAY promoted Jenetta Smith to Payroll Processor.

President/CEO Peggy Smith, **Hands Ink Advertising/PS Media**, named Karyn Silber as office manager and Paula Thompson as senior art director.

David Lung was named vice president, private wealth adviser for the wealth management division of **Colonial Bank**.

Burke and Associates announced the promotion of Roger Thomas and Allan Smith to Senior Project Managers.

Amber Dominguez is a property manager with **Gatski Commercial Real Estate Services**.

Charisma Schmarze is a designer with **PuG Design**.

Payroll Solutions announced the appointment of Taylor Le to the position of payroll distribution clerk and Judi Robman to the position of assistant to the chief executive officer and corporate attorney.

Congratulations

Anita Laruy, director of the **North Las Vegas Library District**, was awarded the 2006 Hispanic Award of Excellence.

Edward Vance of **JMA** received the Nevada Silver Medal Award.

Maite Salazar, of **Salazar Communications**, is a member of the Governor's Workforce Investment Board.

Hands Ink Advertising/PS Media celebrated its 22 year anniversary.

Ben Jensen of **Colliers International** received the

Emerging Leaders Award from the National Association of Industrial and Office Properties.

Nicole Smith, of **Community Bank of Nevada**, was awarded the Nevada Foundation Award.

The Del Webb brand of **Pulte Homes, Inc.** received the highest ranking for customer satisfaction in the Las Vegas market by J.D. Power and Associates for the third consecutive year.

Domingo Cambeiro of **DCC Architects** is a member of the board of trustees of Three Square.

Pam Nickels of **Direct Access Lending** has again achieved Medallion Club status for 2006.

Nevada Cancer Institute celebrated its first anniversary. They were also honored with the Gold Well Workplace Award for its employee wellness program, being named one of the nation's healthiest companies by the Wellness Councils of America. Margo Otto was named Nevada Social Worker of the Year by the Nevada Chapter of the National Association of Social Workers.

Cashman Equipment Co. is sponsoring a Habitat for Humanity home in celebration of its 75th anniversary.

The Firm Public Relations & Marketing received national certification as a Women's Business Enterprise by the Women's Business Enterprise Council-West.

The Korte Company was recognized as top contractor by the Engineering News Record and was selected as the design/build team for the First African Methodist Church in North Las Vegas.

Blue Cube Marketing Solutions has been retained by

7-Eleven as the Public Relations agency of record for the Nevada market.

Special Thanks

Nevada Power, in partnership with the **Las Vegas 51s**, donated \$5,000 to the Henderson Community Foundation.

Wells Fargo Bank donated \$10,000 to Lied Discovery Children's Museum.

Nathan Adelson Hospice received a \$50,000 grant from the Lincy Foundation and a \$2,500 Grant from CVS/pharmacy Charitable Trust to help support its Indigent Care Fund.

Nevada Cancer Institute received a \$15 million gift from the Engelstad Family Foundation of Las Vegas, NV for the advancement of scientific research, screening and treatment targeted to lung cancer.

Blue Cube Marketing Solutions donated two scholarships to Wonderchild Workshop: Girls Can Dream Big Too.

New Products and Services

Payroll Solutions has expanded with a new branch-- Payroll Solutions Insurance Agency.

Cashman Equipment offers the first Cat-branded telehandler.

Grand Openings/ Groundbreakings

Dr. Elias Ghanem Board Room was dedicated at **Nevada Cancer Institute**.

DCC Architects broke ground on the future \$24 million Library/Classroom Building for the **Community College of Southern Nevada**.

Nevada State Bank celebrated the grand opening of its Aliante branch located at 2860 West Centennial.

Wells Fargo celebrated the grand opening of two locations on Silverado Ranch/Bermuda and Decatur/215.

The Korte Company completed work on the Thomas & Mack Switch Building and Kimble Hills Homes Corporate Offices

Announcement

AARP-Nevada is now accepting applications for its annual honor recognizing employers who create positive working environments, policies, and practices for employees 50 years and older. Visit www.aarp.org/bestemployers to apply. Applicants must have at least 50 employees. All applications are due by February 22, 2007.

MEMBER NEWS POLICY

All entries must be e-mailed or typewritten and submitted by 5:00pm on deadline date. Please include contact information.

No advertisements will be printed in the Member News section.

Outdated material will not be included.

Membership dues must be up to date to be included.

The North Las Vegas Chamber reserves the right to revise submissions.

Membership Upgrade Sponsors

Chairman's Circle Members

Bob Brewer



Corporate/Administrative Services Director
Southwest Gas
Chamber Board of Directors
Government Affairs Committee

Robin Coladangelo



Vice President/
Branch Sales Manager
Colonial Bank
Women's Forum
Co-Chair

Bob Coyle



Area President
Republic Services

Bob Hart



Vice President, Guaranteed Loans, Nevada State Bank
Chamber Board of Directors-Chairman
Chamber Foundation Board of Trustees
Golf Committee
Government Affairs Committee

Tony Marinello



CEO, North Vista Hospital
Chamber Board of Directors-Chairman-Elect
Government Affairs Committee
Chamber Foundation Board-Chairman

Steve Wethor



President, Northern Division
Pulte Homes

John Wilson



Executive Partner, MedicWest
Ambulance; Chamber Board of Directors-Vice Chair-
Govt. Affairs; Chamber Foundation Board of Trustees

President's Council Members

David Dahan



CEO
Orgill/Singer & Associates

John McMillan



Principal
Flangas McMillan Law Group
Chamber Board of Directors
Chamber Foundation Board of Trustees

Premium Level Members

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Meadow Gold Dairy

Kathleen Paustian
Parsons Behle & Latimer

Bob Schaich
Sierra Health Services

Bruce Spotleson
Greenspun Media Group

James York
Bank of North Las Vegas

Preferred Level Members

Preferred Level Members

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Adventures In Advertising/Las Vegas

John Hertzog
Metl Span I, Ltd.

Greg Korte
The Korte Company

Holiday Roque
Costco

J. Michelle Sybesma
Gomez Consulting

The Membership Upgrade Program offers all the benefits and privileges afforded to all members in addition to added benefits, exposure, services, and opportunities to enhance your business' Chamber experience.



With tourism bringing billions of dollars to our community,
**what happens here stays here
in more ways than you'd think.**

In 2006, Las Vegas welcomed approximately 39 million visitors for a total economic impact of over \$37 billion. More than 8,000 new tourism jobs were created, and millions of dollars generated by tourism went back into the community to help fund schools, roads and parks. What happens here really does stay here, and the benefits extend well beyond our fabulous resorts. Everyone wins.

Sponsored by the Las Vegas Convention and Visitors Authority
LVCVA.com

Military Affairs

Can you imagine what it's like to not only have to spend the holidays away from family and friends but to spend it in a hostile part of the world? In order to make the holidays a little more bearable, family members of the Army Reserve 948th TC, Chamber staff and members joined together last November to put together care packages for the troops. Over 36 boxes were packed with candy, CDs, DVDs, etc., and were mailed by the Chamber.

We'd like to thank those that donated to this cause and especially to Terri Reed with Veolia Transportation-Las

Vegas and Kevin Allen with Cruise Holidays of Summerlin as well as staff members Sharon Powers, Laurie Kuhl and her husband Scott, Ember Ajuziem, and Karen Murphy for giving up part of their Saturday to pack the care boxes.

Many of those serving in the armed forces overseas are our neighbors, employees, business partners, and customers.

Their families live and work in our communities and patronize our business establishments. During this difficult



US Army Reserve 948th Transportation Company currently deployed in Middle East.

time, let's not lose sight of why we do this; it's not about supporting or opposing the War in Iraq but supporting those men

and women sacrificing so much. ✽

Member Renewals Continued

Continued from page 9

One to Five Years

North Las Vegas Job Connect Mr. Pender Rhynes	PacifiCare Stan Rogers	Red Rock Community Bank Mr. Michael Beal	Strata Building Group Mr. Charles Mitchener	Triad Consultants Inc. dba First United Mortgage Mr. Ray Santos
North Valley Enterprises, LLC Mr. Dan Naef	Paradise Realty Ms. Sandy Davis	Sierra Health Services, Inc. Mr. Robert Schaich	Sun West Bank Christine Danforth	Trussco Sales Boyd Applegate
Office Team Ms. Sameena Qureshi	Penske Truck Leasing Roger Arriola	Sierra Truck Body & Equipment Sean Bishop	Texas Station Hotel & Casino Ms. Cyndi Rieger	University of NV Cooperative Extension Marilyn Ming
Old Republic Title of Nevada Mr. Jed Spendlove	Pet Oasis Pet Care, LLC Ms. Linda Hammer-Parker	Silver State Helicopters Richard Hallman	The Art Institute of Las Vegas Ms. Anne Dean	Veolia Transportation, Las Vegas Region Trudi Hrisoulas
Orgill-Singer Insurance & Investments Ms. Joan McEntyre	Pipe Maintenance Service Inc. Robert Jeralds	Southern Nevada Benefit Administrators Gregg Dennis	The Firm Sarah Thornton	Verizon Wireless Mr. Randal Tyler
PGAL, LLC Ms. Donna Russell	Pulte Homes/Del Webb Steve Wethor	Southwest Pacific Realty Investment Linda Groover	Thomas, David David Thomas	W.I.T. Inc. Greg Carroll
	Re/Max Elite Realty Ms. Deborah Zupancic		Tri-Star Management Scott Karosa	

Ribbon Cuttings & Ambassador Tours



100 Academy of Excellence
2341 Comstock Drive
North Las Vegas, NV 89032



Chili's
6505 N. Decatur Blvd.
North Las Vegas, NV 89131



Cruise Holidays of Summerlin
8447 W. Lake Mead Blvd.
Las Vegas, NV 89128



Photo not available

Durango Hills Reality
7151 Cascade Valley Court #101
Las Vegas, NV 89128



Kelly Services
775 W. Craig Road, Suite 150
North Las Vegas, NV 89032



Nevada State Bank
2860 W. Centennial Parkway
North Las Vegas, NV 89084



Pug Design

3365 W. Craig Road, Suite 15
North Las Vegas, NV 89082

*Have an upcoming grand opening,
ribbon cutting or a groundbreaking?*



Wal-Mart

6464 N. Decatur Blvd.
North Las Vegas, NV 89084

Photo not available




Wells Fargo Bank

3104 N. Rainbow Blvd.
Las Vegas, NV 89108

The North Las Vegas Chamber of Commerce will gladly participate and publish your photo in the next issue of *Look North*. For more information call 642-9595.

Calendar of Events

<p>January 26</p>	<p>February 1</p>	<p>February 7</p>	<p>February 16</p>	<p>February 22</p>
<p>2007 Board Installation</p> <p><i>Dust off those boots, dig out that cowboy hat and get ready to kick up your heels as we introduce Bob Hart of Nevada State Bank as the 2007 Chairman of the Board along with the Board of Directors</i></p> <p>Texas Station 2101 Texas Star Lane</p> <p>6:00 pm - 7:00 pm Cocktail Reception</p> <p>7:00 pm- 9:30 pm Program & Entertainment</p> <p>Entertainment by Desert Outlaws</p> <p>RSVP by January 22, 2007</p> <p>\$105 per person \$1000 per table of ten</p> <p>Sponsored By:</p>  <p>and</p> 	<p>Woman's Forum Workshop</p> <p><i>Focuses on women related business issues for those wanting to learn more about marketing to this target audience.</i></p> <p>NLVCC Conference Room 3345 W. Craig Road, Suite B</p> <p>8:30am- 10:30am</p> <p>RSVP by January 30, 2007</p> <p>Members: \$16 pre-paid by 1/30 \$22 paid after 1/30 \$27 at the door</p> <p>Non-members: \$23 pre-paid by 1/30 \$30 paid after 1/30 \$35 at door</p>	<p>Good Morning North Las Vegas Chamber Breakfast</p> <p>30 Second Introductions Presented by Stacey Hall One Stop for Las Vegas Homes</p> <p>Santa Fe Station 4949 N. Rancho Drive</p> <p>7:30am- 9:00am</p> <p>RSVP by February 2, 2007</p> <p>Members: \$19 paid by 2/2 \$25 paid after 2/2</p> <p>Non-Members: \$26 paid by 2/2 \$33 paid after 2/2 \$38 at the door</p> <p>Sponsored by:</p> 	<p>Chamber 101 New Member Orientation</p> <p><i>Learn who and what the Chamber is, your benefits as a member, various sponsorship opportunities and more.</i></p> <p>NLVCC Conference Room 3345 W. Craig Road, Suite B</p> <p>8:00am- 9:00am</p> <p>RSVP by February 14, 2007</p> <p>Members ONLY</p> <p>Free Admission</p> <p>Sponsored by:</p> 	<p>General Membership Luncheon</p> <p><i>Get the latest information about issues affecting the community and state from top business leaders.</i></p> <p>Guest Speaker: <u>Dr. Richard Carpenter</u> <i>President, Community College of Southern Nevada</i></p> <p>Hampton Inn-Tropicana 4975 Dean Martin Dr.</p> <p>12:00pm- 1:15pm</p> <p>RSVP by February 19, 2007</p> <p>Members: \$26 paid by 2/19 \$32 paid after 2/19 \$37 at the door</p> <p>Non-Members: \$33 paid by 2/19 \$39 paid after 2/19 \$44 at the door</p>

<p>March 2</p>	<p>March 7</p>	<p>March 16</p>	<p>March 20</p>	<p>March 22</p>
<p>Women's Forum BizLunch</p> <p><i>Bring your lunch and questions to this fast-paced and thought provoking 90 minute round-table discussion.</i></p> <p>NLVCC Conference Room 3345 W. Craig Road, Suite B</p> <p>11:30am- 1:30pm</p> <p>RSVP by February 28, 2007</p> <p>Members ONLY</p> <p>Free Admission</p>	<p>Good Morning North Las Vegas Chamber Breakfast</p> <p>Create an Effective Exhibitor Display Presented by Jill Flanzraich Adventures in Advertising/LV</p> <p>Santa Fe Station 4949 N. Rancho Drive</p> <p>7:30am- 9:00am</p> <p>RSVP by March 2, 2007</p> <p><u>Members:</u> \$19 paid by 3/2 \$25 paid after 3/2 \$30 at the door</p> <p><u>Non-members:</u> \$26 paid by 3/2 \$33 paid after 3/2 \$38 at the door</p> <p>Sponsored by</p> 	<p>Chamber 101 New Member Orientation</p> <p><i>Learn who and what the Chamber is, your benefits as a member, various sponsorship opportunities and more.</i></p> <p>NLVCC Conference Room 3345 W. Craig Road, Suite B</p> <p>8:00am- 9:00am</p> <p>RSVP by March 14, 2007</p> <p>Members Only</p> <p>Free Admission</p> <p>Sponsored by</p> 	<p>Membership Marathon Pep Rally</p> <p><i>Jump on board to help the Chamber reach its goal of 1000 members. Join the celebration! Connecting 1000 members North and Beyond.</i></p> <p>NLVCC Conference Room 3345 W. Craig Road, Suite B</p> <p>3:00pm-4:30pm</p>	<p>General Membership Luncheon</p> <p><i>Get the latest information about issues affecting the community and state from top business leaders.</i></p> <p>Location: TBA</p> <p>12:00pm-1:15pm</p> <p>RSVP by March 19, 2007</p> <p><u>Members:</u> \$26 paid by 3/19 \$32 paid after 3/19 \$37 at the door</p> <p><u>Non-members:</u> \$33 paid by 3/19 \$39 paid after 3/19 \$44 at the door</p> <p>Sponsored by</p> 



DID YOU KNOW?

The North Las Vegas Chamber of Commerce's website at www.northlasvegashamber.com is your source for information on what's happening in and around the Chamber as well as North Las Vegas. Are you aware that you can keep up on the hot issues in the community and notify your elected representatives by e-mail, letter, or fax? You can even register to vote. Click on the government affairs icon on the home page or logon to www.northlasvegadvocacy.com.

With almost 10,000 hits each month on the website, here are the top 10 categories most often viewed by visitors:

Real Estate
Entertainment
Financial Services/Investments
Employment & Staffing Services
Hotels & Casinos
Hotels & Motels/Lodging
Restaurants/Bars & Grills
Accountants-Certified Public
Schools, Colleges, Education
Insurance



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