

# LOOK NORTH

CONNECTING YOUR BUSINESS NORTH AND BEYOND

Third Quarter 2007 Volume 3

## Chamber Joins Rally on Capitol Hill



North Las Vegas Chamber members gather on the rooftop of U.S. Chamber building overlooking the White House. Left to right: John Wilson (MedicWest Ambulance), John McMillan (Flangas McMillan Law Group), Al Gourrier (1st Commerce Bank), Kathy Jumper (Colonial Bank), P.J. Conte, Larry Hurst (NevadaCare/Summerlin Life & Health), Sharon Powers (North LV Chamber), Bob Hart (Nevada State Bank).

The North Las Vegas Chamber of Commerce recently took a group of chamber members to Washington D.C. to participate in the U.S. Chamber's Small Business Summit. The North Las Vegas Chamber delegation attended various workshops as part of the larger 500 plus business group focusing on the needs of small business. The Summit also provided the opportunity to hear speakers such as former Speaker of the House Newt Gingrich, Senate Republican Leader Mitch McConnell, Frank Fahrenkopf, President and CEO of American Gaming Association and former Chairman of the Republican National Committee, as well as senior leadership of the U.S. Chamber.

While in Washington, the group met with members of Nevada's congressional delegation as well as took tours of the Pentagon and Capitol. The official trip began on Wednesday, May 23rd as we attended the House breakfast hosted by our Nevada representatives with Congressman Jon Porter in attendance.

Meetings were scheduled with Representatives Jon Porter and Shelley Berkley as well as Senators Harry Reid and John Ensign; we were unsuccessful in reaching Rep. Dean Heller's office prior to the trip. The Chamber delegation brought its message of pro business legislation to each during the meetings. Discussed were the following:

- Transportation and continued federal highway funding
- Continuation of the sales tax deduction extended through 2007 for Nevada
- Immigration-As the immigration bill was being introduced while we were there, we urged our representatives to not vote



North Las Vegas Chamber business leaders meet with Senate Majority Leader Harry Reid.

for any provisions that would put undue burdens on business to verify and validate often perfect documentation. Business should not be the "immigration police".

- Union Card Check Bill- while

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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.

## EXECUTIVE COMMITTEE

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Bob Hart  
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Bob Schaich  
*Sierra Health Services*  
Vice Chair-Government Affairs  
John Wilson  
*MedicWest Ambulance*  
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James York  
*Bank of North Las Vegas*  
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Program & Event Coordinator

## LOOK NORTH

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*North Las Vegas Chamber of Commerce*

Publisher  
Christine Lampione

# Chairman's Message

Bob Hart, Nevada State Bank, SBA Division

As I come into my third quarter as Chairman of the Board, I'm amazed at the energy, dynamics, and caliber of the North Las Vegas Chamber of Commerce. Having been involved as a member some years ago and rejoining in 2002, several things come to mind when looking at the before and after pictures.

The Chamber over the years has evolved into a strong, respected business organization with a growing membership of almost 900 businesses. These businesses represent a cross section of industries across the valley with a growing number possessing a North Las Vegas address. The Chamber has gone from being a social club to an organization whose primary goal is to create a strong local economy by providing our members with networking and business opportunities and protecting those interests through legislative and business advocacy efforts.

We are proud of these accomplishments, our growth, and the caliber of our business leaders and community. Through a committed Chamber staff, a strong Board of Directors, and our general membership, we have been able to achieve things never seen before.

We've developed a productive, working relationship with the City of North Las Vegas working on downtown redevelopment, business retention, and other mutually important challenges. Through the Chamber's efforts, businesses along the proposed North 5th Corridor came together for the North 5th Roundtable and worked with the City and Regional Transportation Commission to arrive at a palatable solution, dispelling the

majority of their concerns about the project. Most recently, the Chamber worked to help pass SB200 out of committee which would enable downtown redevelopment to continue. With almost \$1 billion in private sector investment, it was paramount that North Las Vegas' redevelopment plan be extended. Not only was this good for the businesses located in or expanding into this area, it was good for the citizens of North Las Vegas.

We have stepped up our government affairs efforts because we understand that our members are busy running their businesses and look to the Chamber to protect their bottom line. Our commitment is firm and along with hiring a lobbyist to be our eyes and ears in Carson City during the legislative session, President and CEO Sharon Powers made several trips to meet with legislators as well as testifying on a number of bills.

The North Las Vegas Chamber of Commerce is strong and growing as is the business community. The Chamber represents myriad businesses from very small to very large corporations and through your continued support we will continue to protect your interests and assist in growing your business. <sup>®</sup>



Bob Hart

## Welcome Our Newest Board Member

Marc Bolduc, Senior Vice President of Development Operations, Olympia Group/Southern Highlands Development Corporation

A native of Las Vegas, Mr. Bolduc joined the Olympia Group/Southern Highlands Development Corporation in 2003 and handles all aspects of land acquisition, engineering, planning, entitlements, agreements, feasibility, due diligence construction coordination and development. He has played a key

role in the approval of the development agreement for the proposed 2,675-acre North Las Vegas master plan. Bolduc has also been instrumental in the development of Southern Highlands and Cactus Hills infrastructure, parks within Southern Highlands, the Estate lots at Southern Highlands, Spa Southern Highlands, Southern Highlands Corporate Center, and StorageOne facilities at Southern Highlands and throughout the Valley. <sup>®</sup>



# Membership Update

Laurie Kuhl, Director of Member Services

## MM1000

### The Membership Drive Is Now

The excitement is building as we climb closer to our goal, and there are lots of ways to participate, get great exposure for your company, and take home great raffle prizes.

Stop by the MM1000 table at any GMNLV Breakfast or General Membership Luncheon to get your MM1000 lapel pin, mini sales packets you can give to your business contacts, and entries into our raffle drawings.

Whether you are participating in the contest by bringing in new members, or are participating in the campaign by encouraging others to join, we appreciate you. Look for monthly updates as we continue to build our Chamber to 1000 members...AND BEYOND. Notice on your weekly email who is leading the pack in bringing in new members and take a moment to thank them for all their hard work to grow your Chamber. Enjoy the new business connections you will make as new members join us.

We would like to extend a special thank you to Adventures in Advertising Las Vegas, Bank of North Las Vegas, Hands Ink Advertising, One Stop For Las Vegas Homes Team of Liberty Realty, Sun West Bank, and Sunrise Children's Foundation, for their generous raffle prize donations.

If your company would like to provide a gift please let us know. It's great exposure for a good cause. We also appreciate AAA Nevada for providing a trip to the Grand Canyon and the Las Vegas Gladiators for donating an authentic Las Vegas Gladiators football jersey customized with YOUR name for the December 11th wrap up party.

### Business-to-Business Networking Opportunities Connect Your Business

Our next Mixer Expo is scheduled for July 25th at Club Tequila in Fiesta Station. According to the attendees at the previous event in March, many new business connections were made, so we look forward to a fun and productive evening. Along with showcasing your business, we will also have a festival atmosphere with Mexican themed hors d'oeuvres and drink specials.

Are you aware of ALL the benefits of your Chamber membership and how to access them? Chamber 101 is held every month for new members, new designated reps, and long time members who may not be aware of all the benefits that have been added the past few years. Get the maximum return on your investment by being informed. You can go to the Calendar of Events at [www.northlasvegascchamber.com](http://www.northlasvegascchamber.com) to reserve your seat as well as reserve for other Chamber events.

## Benefit Spotlight

Do you know that as a member of the North Las Vegas Chamber of Commerce you are eligible to receive a number of free benefits? Maximize your investment and take advantage of all that is available to you:

- Free Notary Service
- Free Certificate of Origin
- Complimentary one year subscription to Las Vegas Business Press
- Free listings on the Chamber website at [www.northlasvegascchamber.com](http://www.northlasvegascchamber.com) and the annual Membership Directory
- Free admission to the Mixer/Expos
- Free access to members only Women's Forum BizLunches
- Free promotion of your company's grand openings or ribbon cuttings
- Ability to place your company materials/business card in the Business Resource Center as well as at the event member resource table
- Free referrals

## Handshaking 101

By Regina Hobbs, CEO/President Executive Class Etiquette Services, Inc.

We communicate important messages, non-verbally, by our touch. Often, the first communication with someone in business is a handshake. We are judged by the way we extend a handshake, and we, unconsciously, judge others by the way we receive a handshake.

When two people shake hands they create a favorable impression. Here are 5 tips to remember when extending a handshake in business and social arenas.

- Keep your right hand free for handshaking.
- Stand with your feet twelve inches apart, and place the right foot two inches ahead of the left foot.

- Extend your hand with your thumb up and hold your fingers vertically for good "web to web" contact.
- Shake hands from the elbow, with one squeeze and two pumps.
- Gender does not play a role in the U.S.A., a man or a woman may offer his or her hand first.

Be aware if someone has a disability affecting the hands, wait until a hand is first offered to you.

No matter where your business takes you, a savvy professional does not allow a meeting or event to begin or end without a handshake. ☺

# 10th Annual Foundation Golf Tournament Raises Thousands

Golfers from all over the country participated in the sold out North Las Vegas Chamber Foundation Golf Tournament held on May 21, 2007 at TPC Summerlin. Sponsored by Nevada State Bank and Meadow Gold Dairies, the tournament greatly surpassed the \$45,000 fundraising goal, bringing in over \$50,000 in net proceeds.

While players took their chances at the \$15,000 Hole 'n One contest and \$10,000 60-foot Golf Putt contest, Long Drive Champion, Talaga Lesa, assisted many foursomes with their long drive shot.

Nevada State Bank foursome: Bob Hart, Jeffrey Miracle, Dave Koch and Allen Grant walked away with the coveted 1st Place Uppington Cup Trophy. Winning 2nd Place was the American Asphalt & Grading team: Eric Jenkins, Devin Jones and Nelson Mascarenas. Nevada Power foursome: Edgar Patino, Mark Shank, Mark Paresi and Gregory Rose each took home an official Santa Fe Station bowling pin for their Last Place prize.

Other winners were: Bob Hart, Nevada State Bank - Closest to the Pin; Barrick Neill, Veolia Transportation - Longest Drive; and Jeffrey Miracle, Nevada State Bank - Golf Putt finalist.

To date, the Foundation has distributed thousands of dollars in

support to North Las Vegas elementary and middle school libraries, teacher mini-grants, academic scholarships and business education programs. Thanks to the generosity of countless businesses and volunteers, the Foundation will

continue its support of several charitable and local programs throughout North Las Vegas and the surrounding communities.

Special thanks to our Title Sponsors: Meadow Gold Dairy and Nevada State Bank. Masters: Park Highlands (Olympia Development) and our other sponsors: Advanced Imaging Solutions, American Asphalt & Grading, Bank of North Las Vegas, Centex Homes, Cox Communications, DeLuca Liquor & Wine, Jerry's Nugget, Kinara Advertising, The Korte Co., Penske Truck Leasing, Pulte Homes & Del Webb Nevada, Roel Construction, Summerlin Life & Health and Vector Media. ✽



Golf Tournament 1st Place Winners (left to right): Allen Grant, In Business LV; Dave Koch, Bob Hart, Jeffrey Miracle, Nevada State Bank.

## We're Growing With North Las Vegas



The Next Stage®

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# THE ULTIMATE SECOND OPINION.

— NORTH VISTA HOSPITAL —  
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#### MATERNITY CARE

Five-Star Rated in Maternity Care  
One of two hospitals Five-Star Rated  
in the Las Vegas Valley

#### BARIATRIC SURGERY

Ranked Among the Top 5% in the Nation  
for Bariatric Surgery

Ranked Best (#1) in Nevada for  
Bariatric Surgery

Five-Star Rated in Bariatric Surgery

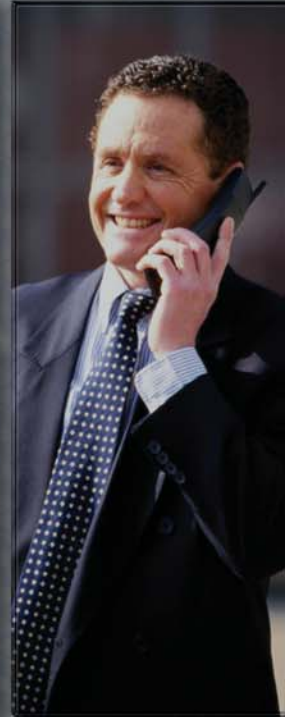
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# Your Business Life



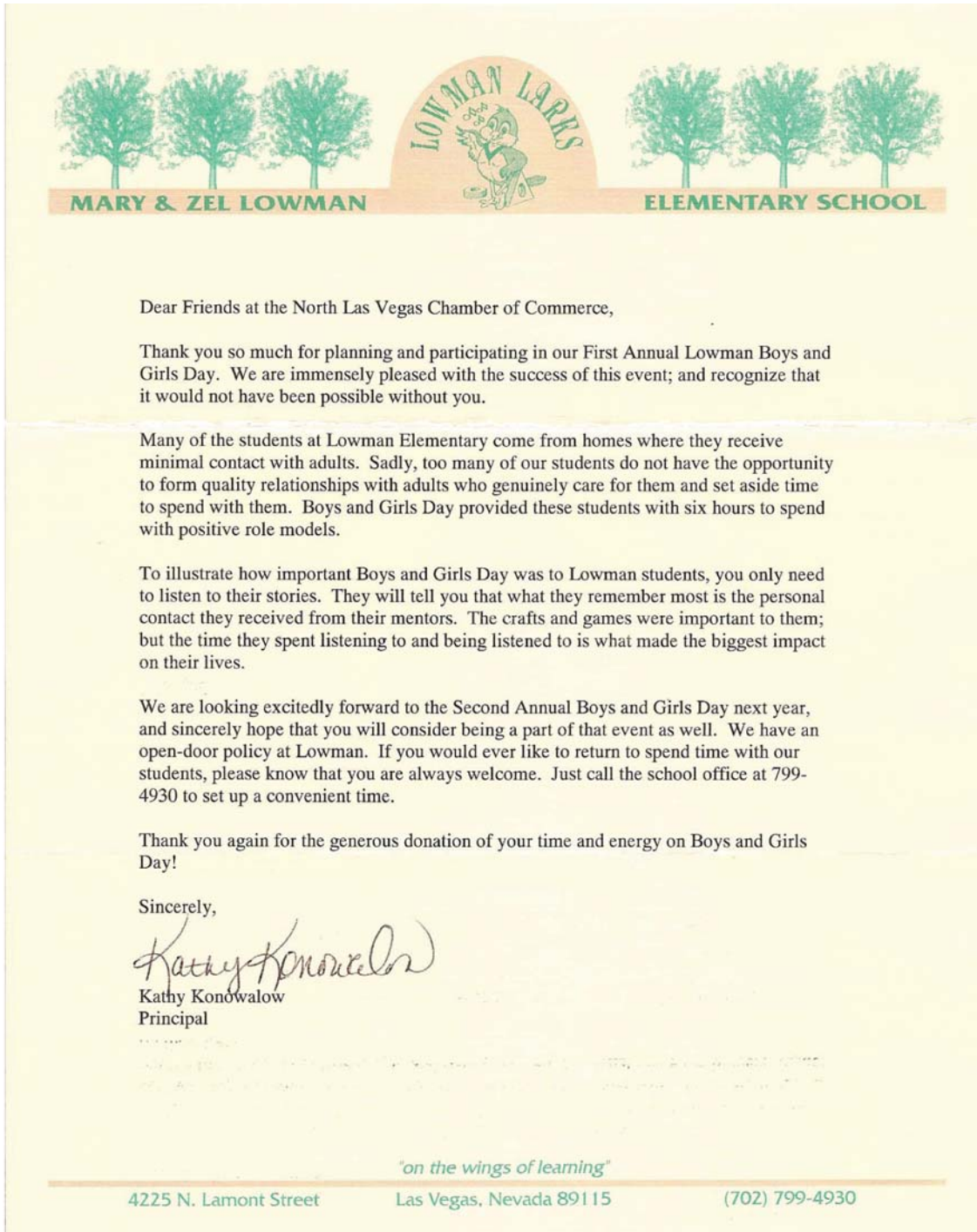
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Dear Friends at the North Las Vegas Chamber of Commerce,

Thank you so much for planning and participating in our First Annual Lowman Boys and Girls Day. We are immensely pleased with the success of this event; and recognize that it would not have been possible without you.

Many of the students at Lowman Elementary come from homes where they receive minimal contact with adults. Sadly, too many of our students do not have the opportunity to form quality relationships with adults who genuinely care for them and set aside time to spend with them. Boys and Girls Day provided these students with six hours to spend with positive role models.

To illustrate how important Boys and Girls Day was to Lowman students, you only need to listen to their stories. They will tell you that what they remember most is the personal contact they received from their mentors. The crafts and games were important to them; but the time they spent listening to and being listened to is what made the biggest impact on their lives.

We are looking excitedly forward to the Second Annual Boys and Girls Day next year, and sincerely hope that you will consider being a part of that event as well. We have an open-door policy at Lowman. If you would ever like to return to spend time with our students, please know that you are always welcome. Just call the school office at 799-4930 to set up a convenient time.

Thank you again for the generous donation of your time and energy on Boys and Girls Day!

Sincerely,

Kathy Konowalow  
Principal

*"on the wings of learning"*

4225 N. Lamont Street

Las Vegas, Nevada 89115

(702) 799-4930

Lowman Elementary is an at-risk school adopted by the Chamber and its members in late 2005. The Chamber accepts donations of gently used children's clothing, new socks and underwear, and non-perishable food items at all Chamber events and at the office. Through your many generous donations, numerous children have received clothing and shoes for school and food to tide them over on weekends. There is a continual need and your donations are critical. Call the Chamber to find out how you can help. ☺

## Qualifying A Networking Event

Given the demands on your time, networking needs to be worthwhile. Ask yourself why you are going to the event.

- ⊙ Connect with colleagues
- ⊙ Business opportunities
- ⊙ Personal growth

By taking the time to pre-qualify an event, you significantly increase the likelihood of a successful encounter.

~Networking Survival Guide,  
Diane Darling

# PHOTOTECHNIK INTERNATIONAL

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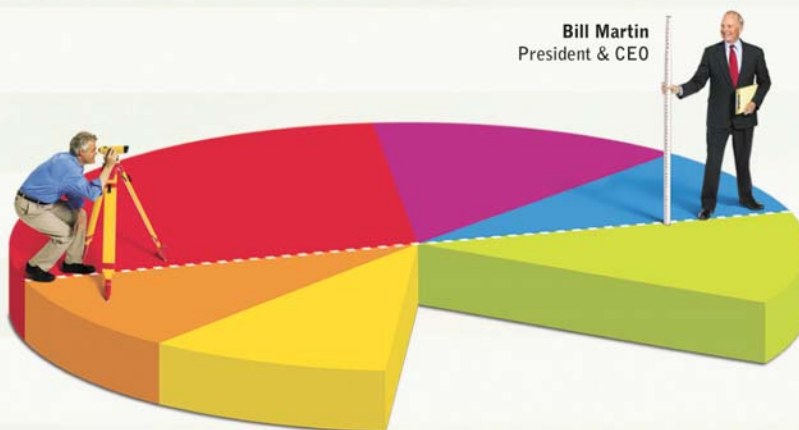
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President & CEO

At some point in business you reach a level where you're comfortable saying, "we've arrived!"

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**Arbonne International**  
Donabelle Shepherd

**Attitudes 2 Beauty Supply & Salon**  
Stan Web

**BJ Davis Enterprises, Inc.**  
Matt Davis

**Black Platinum Construction**  
Andre Toney

**Colliers International**  
Patti Dillon

**Colonial Bank**  
Doug Shaffer

**Comprehensive Payroll Company**  
Sharon Belger

**Contango Capital Advisors**  
Russell Price

**Cox Communications**  
Arnold Fulmer

**D. Keith Kleven Physical Therapy**  
Susie Mireles

**Deseret Industries**  
Donna Roper

**Dragonridge Country Club**  
Heather Farrell

**Employers Insurance Company of Nevada**  
Robert Grenier

**Fieldstone Mortgage**  
Aisha Houser

**Fiesta Casino-Hotel**  
Tina Rogo

**Financial Services**  
Marlan Matson

**Fitness Together**  
Matt Thomas

**Gannett Pacific Publications**  
Kathy Perkins

**Gonzalez, Saggio, & Harlan, LLP**  
Karma Rodgers

**Henderson & Associates**  
Mike Henderson

**Imagine Marketing of Nevada, Inc.**  
D.J. Allen

**Intelliquick Delivery**  
Jack Davis

**Isagenix**  
Anna Lissor

**KIA Insurance / David Deitch**  
David Deitch

**Lew Aerospace**  
Nikki Futerman

**Mad Science of Las Vegas**  
Scott Rosen

**Meadow Gold Dairies**  
Darren Brown

**MGP & Associates**  
Merlinda Potts

**Nevada State Bank**  
Stephanie McCulloch

**North Gate Christian Church**  
Mark Lebsack

**Office Max**  
Charisse Clay

**Orgill Singer & Associates**  
Timothy Andring

**Patton, Debbie**  
Debbie Patton

**PFS Financial Services**  
Ryan Mize

**Preferred Chiropractic**  
James Overland Sr., D.C.

**Renew Medical Spa**  
Jin Lee

**Temple Gym**  
Willow Faddis

**The News Community Newspapers**  
Bob Edelman

**The Valley Center Opportunity Zone**  
Henry Pinto

**Time Warner Telecom**  
James Harding

**Trust Funding**  
Karla Driscoll

**West, Jamey**  
Jamey West

**XO Communications**  
Ed Kinsella

# Member Renewals

<b><u>Over Twenty Years</u></b>	Edgar Patino	<b>Corporation</b> Debra Alexandre	Nils Flanzraich	<b>Carpets n More</b> Steve Chesin
<b>A NLV Cab</b> Phyllis Frias	<b>Princor Financial Services Corporation</b> Sonny Murphy	<b>North Las Vegas Municipal Court, Dept. 1</b> Warren VanLandschoot	<b>Airtec Gases, LLC</b> Carey Grohs	<b>Certified Folder Display Service, Inc.</b> Ray Fox
<b>Awards West</b> Colleen O'Laughlin	<b>Puliz Records Management Services</b> Frank Reed	<b>Payroll Solutions</b> Jeffrey D Field	<b>Anderson Security Agency, LLC (pilb#1256)</b> Paula Lawrence	<b>Citibank</b> Cynthia Davis
<b>Cashman Equipment Co</b> Mary Kaye Cashman	<b>RH Donnelley</b> Tom McCormick	<b>Piercy, Bowler, Taylor &amp; Kern</b> William M. Nelson	<b>Applied Analysis</b> Jeremy Aguero	<b>City of North Las Vegas</b> Jory Stewart
<b>G.C. Wallace, Inc.</b> James Duddlesten	<b>Shadow Creek Golf Course</b> Mark Brenneman	<b>Ramada Inn/Speedway Casino &amp; Cafe</b> Thomas Pohlman	<b>Area Health Education of So NV</b> Rose Yuhos	<b>City of North Las Vegas</b> Peggy M. Proestos
<b>KLAS-TV Channel 8</b> Emily Neilson	<b>Texas Station Hotel &amp; Casino</b> Chris Fiumara	<b>University of Phoenix</b> Lisa Ackerman	<b>Artesia Cabinets</b> Jeff Tobler	<b>City of North Las Vegas</b> Larry Bender
<b>Kincaid's Flower Korner</b> Debbie Swan	<b><u>Six to Ten Years</u></b>	<b>Vegas Shoes Plus</b> Jerry Shulman	<b>Astoria Corporation</b> Sia Howe	<b>Coldwell Banker</b> Jeffrey K. Roub
<b>NV Dept. Transportation</b> Rudy Malfabon	<b>Branch-Hernandez &amp; Associates</b> Aubrey Branch	<b>Veolia Transportation, Las Vegas Region</b> Valerie Michaels	<b>Athena Group</b> Ken Weiss	<b>Colonial Bank</b> Robin Coladangelo
<b>Nevada State Bank</b> William Martin	<b>Buffalo Wild Wings Grill &amp; Bar</b> Bill Welter	<b>Verizon Wireless</b> Randal Tyler	<b>Bank of Nevada</b> Linda Kuhn	<b>Communication Electronic Systems</b> Amber Robinson
<b>Poker Palace</b> Laura Coleman	<b>Catholic Charities-SCSEP</b> Maggie Mendez	<b>Wal-Mart Stores, Inc.#2592</b> Pat Branscome	<b>Beckley Singleton</b> Jill Garcia	<b>Consultants In Marketing,Inc.</b> Darcy Neighbors
<b>Sterling Realty</b> R. Ian Ross	<b><u>Eleven to Twenty Years</u></b>	<b><u>One to Five Years</u></b>	<b>BioTech Nutrients LLC</b> Richard M. Lenahan	<b>Convention Services Association</b> Mike Briggs
<b>Alarmco, Inc.</b> Thomas Wilson	<b>City of North Las Vegas</b> Gregory Rose	<b>AAA Nevada</b> Matt Engle	<b>Blue Cube Marketing Solutions</b> Tami Belt	<b>Cookie Lee Jewelry</b> Cathy Findlay-Miller
<b>Assurance, Ltd</b> Danny Martinez	<b>Classroom on Wheels</b> Camellin Williams	<b>AARP Nevada</b> Deborah Moore	<b>Boyd Martin Construction</b> Boyd Martin	<b>Countrywide Home Loans</b> Todd Kilton
<b>Awards West</b> Colleen O'Laughlin	<b>Community Bank of Nevada</b> Nicole Smith	<b>ASAP Trophies &amp; Awards</b> Gary Klein	<b>Burke and Associates, Inc.</b> Tony Dazzio	<b>Covenant Community UMC</b> Pat Spearman
<b>Las Vegas Area Council, Boy Scouts of America</b> Brandon Dervishian	<b>Expertise Cosmetology Institute</b> Gwen Braimoh	<b>Advanced Imaging Solutions</b> Nick Deascentis	<b>Business Bank of Nevada</b> Mark Robles	<b>Cultural Diversity Foundation</b> Joni Flowers
<b>Nevada Partners</b> Ana Puljic	<b>MedicWest Ambulance</b> John Wilson	<b>Adventures In Advertising/ LV</b>	<b>CSMC</b> Linda Branch	<b>Development Funding Group, Inc.</b>
<b>Nevada Power Company</b>	<b>Nevada State Development</b>			

Dennis Cone	<b>Kaercher Campbell &amp; Assoc. Insurance Brokerage</b> Barbara Dean	<b>Morrissey Insurance Services, Inc.</b> Michael W. Morrissey	Danny Mayer	Barbara Littlefield
<b>Diamond Construction</b> Darren Petersen		<b>Nathan Adelson Hospice</b> Juan Franco	<b>Protocall Communications</b> Michael Simmons	<b>Structure Studios</b> Joseph Macchiaverna
<b>Edgewater Pools</b> Bill Edgington	<b>Kummer Kaempfer Bonner Renshaw &amp; Ferrario</b> Stephanie Allen	<b>Nevada Microenterprise Initiative</b> Anna Siefert	<b>Rainbow Medical Center</b> Mike McCarthy	<b>Sunburst Shutters</b> Dix Jarman
<b>Enterprise Car Sales</b> Stephanie Grobaski	<b>LV Convention &amp; Visitors Authority</b> Cathy Tull	<b>Nevada Power Company</b> Mark Shank	<b>Re/Max Premier Group</b> Carol Kilgore	<b>Sunrise Children's Foundation</b> Dee Ladd
<b>Equity Title of Las Vegas</b> David Cheval	<b>LV Gladiators</b> Niki Jones	<b>Nevada Power Company</b> Rinly Moolakatt	<b>Red Rock Audubon Society</b> Pam Nickels	<b>Sunstate Landscaping</b> Rick Gruber
<b>Fiesta Casino-Hotel</b> Shannon LaFarge	<b>LV Premium Outlets</b> Alexandra Goranson	<b>Nevada Power Company</b> Mark Herdt	<b>Rhonda A. Mannes, CPA PC</b> Rhonda Mannes	<b>Surgical Weight Control Center</b> James Atkinson
<b>GNJ Family Life Center</b> James M. Rogers	<b>Law Offices of Greg D Jensen, Ltd.</b> Greg Jensen	<b>Nevada Power Company</b> Robert Leal	<b>Royle Insurance</b> Kent Royle	<b>Tejas Underground</b> Gregory Walker
<b>Galaxy Cannery Theatres</b> AJ Witherspoon	<b>Lotus Broadcasting</b> Natalie Marsh	<b>Nevada Power Company</b> Rose Davis	<b>Servpro of Northern Las Vegas</b> Tammy Frye	<b>The Beckley Group</b> Lisa Nosz
<b>Gamblers General Store</b> Denise Fischer	<b>M &amp; M Door &amp; Trim, Inc.</b> Mike Lataille	<b>Nevada Power Company</b> Victor Figueredo	<b>Sierra Air Conditioning, Inc</b> Rocky Magee	<b>The Korte Company</b> Greg Korte
<b>Gothic Landscape, Inc.</b> Brian Meehan	<b>Marnell Properties</b> Alan Helms	<b>Nevada State Bank</b> Sonny Vinuya	<b>Silver State Bank</b> Susan Lydon	<b>Time 4 U ...The Time Saving Expert</b> Valerie Williamson
<b>Graham, Charles E., M.D., Ltd.</b> Charles Graham	<b>Meadow Gold Dairies</b> Barry Beaman	<b>Newsome Marketing Enterprises</b> Shaundell Newsome	<b>Silverstone Golf Club</b> Matt Utter	<b>Training &amp; Development Consultants</b> Richard Vaillancourt
<b>Helen of Trades</b> Sammie Love	<b>Medical Electronics</b> Dennis Mefferd	<b>North Las Vegas View</b> Jeannette Carrillo	<b>Smith Barney</b> Bernie Duque	<b>Travel Diva Productions</b> Debbie Marshall
<b>Houldsworth Russo &amp; Co.</b> Dianna Russo	<b>Metl-Span I, Ltd.</b> John Hertzog	<b>Nova Southeastern University</b> Frank A Lassus	<b>Southern Nevada Movers Inc.</b> Melissa Lukas	<b>USAA Savings Bank</b> Larry Seedig
<b>IPEC</b> Joseph Giordanano	<b>Metroprint Nevada Incorporated</b> Leann Lewis	<b>Outback Steakhouse</b> Tonya Norman	<b>St. John the Baptist Greek Orthodox Church</b> Father John Hondros	<b>Ultimate Staffing Services</b> Carey Rehm
<b>Info USA</b> Mike Linton	<b>Milgard Manufacturing Inc</b> Paul Dash	<b>Pacific Design Concepts, LLC</b> Gerald Garapich	<b>State Farm Insurance/Corey D. Braddock Agency</b> Corey Braddock	<b>Univision Radio-Las Vegas</b> Zulema Santacruz
<b>Joseph, Phyllis</b> Phyllis Joseph	<b>Mirant Las Vegas, LLC</b> Pamela Gordon	<b>Prestige Infiniti</b>	<b>Stor-More-Self Storage</b>	<b>Vector Media</b> Mike Sorensen

**IN BUSINESS** Las Vegas



## It's Coming!

February 1 2008, **In Business Las Vegas** will publish the official annual Business Directory of the North Las Vegas Chamber of Commerce. It's the only publication endorsed by the North Las Vegas Chamber and will contain thorough listings of its members.



**Don't miss out on being a part of it.**

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# Member News

## Welcome Aboard

**Manpower** promoted Chuck Barrett to recruiting manager.

**1st National Bank of Nevada** hired Patricia Davis as vice president, branch relationship manager of its Maryland Parkway office.

**Newsome Marketing Enterprises** hired Carl Lowe as the director of Internet marketing and Denise Dixon as marketing coordinator.

Michael Pizzi is vice president and private banking manager at **1st Commerce Bank**.

Shannon Vivolo is a senior accountant at **Gatski Commercial Real Estate Services**.

**Affordable Concepts, Inc.** (ACI) recently hired Tim Albiston as Chief Financial Officer.

**Orgill/Singer & Associates** appointed Mark Crawford, CICA, to the position of Controller.

**Nevada Cancer Institute** announced that Sheri L. Holmen, Ph.D., has joined the Division of Drug Development.

**Manpower Inc. of Southern Nevada** announced the addition of Business Development Managers, Crystal Guido and Lorna Huycke.

Paula Thompson has been named Creative Director at

## **Hands Ink Advertising/PS Media.**

Jim Servino has been named Vice President of the Radio Division of Business TalkRadio.net, Inc and General Manager for **KNUU**.

## Grand Openings

**Deseret Industries** celebrated the grand opening of their new store located at 3750 W. Craig Road on March 29.

**Bella Vino**, a retail wine shop, celebrated their store opening at 2745 W. Centennial Parkway in North Las Vegas.

**Sun West Bank** celebrated the grand opening of its newest branch location at 2445 W. Craig Rd.

**Fitness Together** located at 2110 N. Rampart Blvd. recently celebrated the grand opening of its second location at 10870 W. Charleston., Suite 140.

## Congratulations

Congratulations to **Glen, Smith & Glen Development and Colliers International** for their NAIOP Spotlight Awards.

Bob Potter, President of **Affordable Concepts, Inc.** (ACI) was recently appointed by former Governor Guinn to a four-year term on the Nevada State Public Works Board.

Josh McCarthy, **The Mahoney**

**Group**, completed the National Underwriter Company's Commercial Lines Coverage Specialist program and earned his CLCS designation.

The Nevada Senate memorialized **University of Nevada Cooperative Extension** faculty member Aggie Roberts.

The Clark County School District (CCSD) recently approved **DCC architects' design** for the replacement building of Tom Williams Elementary School and announces the completion of a 2-story, 88,000 square foot office building.

The **Korte Company** recently completed work on a 2.3 million dollar project for St. John's Hospital, a 9 million dollar community center for St. Francis Church and has been named General Contractor for the Southern Nevada Water Authority and the Las Vegas Water District new headquarters.

**Parsons Behle & Latimer** celebrates their 125 year anniversary.

**Hands Ink Advertising/PS Media** celebrated its 23rd anniversary.

**Cox Business Services/Hospitality Network** is the Official Telecommunications Infrastructure Provider of the World Series of Poker.

## Special Thanks

**ManagedPAY** donated

\$1,000 worth of food, supplies and cash to Lied Animal Shelter and \$1,000 to Cappelappa Family Resource Center.

## **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.

## **Nevada Minimum Wage Effective July 1, 2007**

Nevada's new minimum wage becomes effective July 1, 2007 and applies to all employees unless otherwise exempted.

For employees to whom qualifying health benefits have been made available by the employer the new minimum wage is \$5.30 per hour. For all other employees, the new minimum is \$6.33 per hour.

For more information contact the Office of the Labor Commissioner at [www.labor-commissioner.com](http://www.labor-commissioner.com) or call (702) 486-2650.

# Membership Upgrade Sponsors

## Chairman's Circle Members

### Colonial Bank



**Robin Coladangelo**  
Vice President,  
Branch Sales Manager  
Women's Forum  
Co-Chair

### Embarq



**Rob McCoy**  
Director of Public Affairs

### MedicWest Ambulance



**John Wilson**  
Executive Partner  
Chamber Board of Directors-  
Vice Chair, Govt. Affairs;  
Chamber Foundation Board  
of Trustees

### Nevada State Bank



**Bob Hart**  
Vice President, Guaranteed Loans  
Chamber Board of Directors-  
Chairman  
Chamber Foundation Board of  
Trustees  
Golf Committee

### North Vista Hospital



**Tony Marinello**  
CEO  
Chamber Board of Directors-  
Chairman-Elect  
Government Affairs Committee  
Chamber Foundation Board-  
Chairman

### Pulte Homes



### Republic Services



**Bob Coyle**  
Area President

### Southwest Gas



**Bob Brewer**  
Corporate, Administrative  
Services Director  
Chamber Board of Directors  
Government Affairs Committee

### Wells Fargo Bank



**Doris Charles**  
Regional President

### In Business Las Vegas



**Bruce Spotleson**  
Group Publisher

### Meadow Gold Dairy



**Barry Beaman**  
General Manager  
Chamber Board of Directors  
Foundation Golf Tournaments  
Chair

### Orgill/Singer & Associates



**David Dahan**  
CEO

### Summerlin Life & Health



**Larry Hurst**  
Vice President/General  
Manager

## President's Council Members

### Flangas McMillan Law Group



**John McMillan**  
Principal  
Chamber Board of Directors  
Chamber Foundation Board  
of Trustees  
Government Affairs  
Committee

## Premium Level Members

**Bank of North Las Vegas**  
James York

**Parsons Behle & Latimer**  
Kathleen Paustian

**Jerry's Nugget**  
Peter DeMangus

**Sierra Health Services**  
Bob Schaich

## Preferred Level Members

**Costco**  
Holiday Roque

**Metl Span, LTD**  
John Hetzog

**Gomez Consulting Group, Inc.**  
J. Michelle Sybesma

**Sun West Bank**  
Christine Danforth

## Chairman's Circle Spotlights

### **Bob Coyle** Area President, Republic Services



As area president for Republic Services, Bob Coyle is responsible for the contracts for waste collection for 450,000 homes and more than 20,000 businesses in Las Vegas, North Las Vegas, Henderson and Clark County.

Coyle began his career in the waste industry in 1969 with Waste Management, Inc. Since then he has worked in waste management in California, Chicago, Hawaii and Europe. Coyle's experience also includes the solid waste collection for the Los Angeles Olympic Games in 1984, which was the equivalent of coordinating waste collection service for a city of 50,000 people with a start up and shut down in just six weeks.

Coyle has a Bachelor of Science degree in management from De Paul University in Chicago, Illinois. Coyle has also completed graduate management courses at California State University in Northridge,

California.

Bob is a member of the Board of Directors of the Henderson Boys and Girls Club and a member of the President's Advisory Board of the Las Vegas Chamber of Commerce.

### **Bob Hart** Vice President/SBA, Loan Relationship Manager, Nevada State Bank



Robert "Bob" Hart has been with Nevada State Bank for more than five years and has more than 27 years of finance/banking experience. As an SBA loan relationship manager, Bob is responsible for developing business for the SBA and Commercial Loan Departments of the bank.

Hart and his partner Guy Chaffee were acknowledged in 2005 for their support of small businesses in Nevada and were awarded the Small Business Community Service Award in partnership with the SBA. That same year the Small Business Administration named the team Small

Business Financial Services Champions of the year in the State of Nevada. In 2004, Bob was named "Volunteer of the Year" by the North Las Vegas Chamber of Commerce and also received the Presidents Award from the Commercial Marketing Group. He is past president of the Las Vegas Host Lions Club, where he has been a member for the past 22 years. He is also past president and member of the board of directors for the Commercial Marketing Group.

Bob serves as the 2007 chairman of the board for the North Las Vegas Chamber of Commerce and sits on the Government Affairs Committee and Foundation Golf Committee.

Nevada State Bank, with assets over \$4.1 billion, is the fourth largest commercial bank in Nevada. Established in 1959, it is the oldest state chartered bank in Nevada with a total of 72 branches statewide. Many of these branches are conveniently located in Smith's Food & Drug Stores, which are open on evenings and weekends. Nevada State Bank is a full-service bank offering a complete range of consumer and business services. ✽

## Chamber Lobbys on Capitol Hill... continued from cover

and validate often perfect documentation. Business should not be the "immigration police".

- Union Card Check Bill- While this had already passed in the House, the bill is alive on the Senate side and we urged both Senator Reid and the legislative aide for Senator Ensign to vote no on what is a bad move for both business and workers.
- Yucca Mountain-While there, we were notified that Senators Domenici and Craig had introduced a bill that would shorten the licensing process for the Dept. of Energy as it pertains to nuclear storage at Yucca Mountain. We urged both Nevada

Senators to remain vigilant in their fight.

The North Las Vegas Chamber of Commerce will continue to lobby in Carson City on pro business legislation as well as monitor and report to you on federal issues that affect your bottom line and quality of life in Nevada. Your membership in the North Las Vegas Chamber also links you to the U.S. Chamber through its Federation Partnership Program. Our membership in the U.S. Chamber strengthens our ability to stay on top of federal issues and fight as



Group meets with Congressman Jon Porter at the Cannon Building.

part of a larger group for pro business legislation. ✽

My Weight  
Loss Hero:  
140 lbs.



Katie, before surgery

**MY SISTER IS MY WEIGHT LOSS HERO.** A few years ago, Katie weighed 288 pounds. She hated being overweight, and tried lots of diets, but she couldn't keep the weight off. Since obesity runs in our family, she also worried about how her weight would affect her health. Katie decided to have **WEIGHT LOSS SURGERY**, and it has changed her life. She's **LOST 140 POUNDS** and she's kept the weight off! Katie has a new outlook on life. She's healthier, happier, and prettier than ever. She took control of her life, and that's why my sister is my hero!



To register for a free seminar, call today!  
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# Ribbon Cuttings



**Attitudes 2 Beauty Supply & Salon**  
775 W. Craig Road, Suite 156  
North Las Vegas, NV



**Fitness Together**  
10870 W. Charleston Blvd., Suite 140  
Las Vegas, NV



**North Highlands Medical Complex**  
Losee Road & Azure Road  
North Las Vegas, NV




**Bam Bam BBQ**  
6885 Aliante Parkway #103  
North Las Vegas, NV

Have an upcoming grand opening, ribbon cutting or groundbreaking?

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

July 11	July 19	July 20	July 25	August 3
<p><b>Good Morning North Las Vegas Chamber Breakfast</b></p> <p><i>Legislative Wrap-Up</i></p> <p><u>Members</u> \$19 prepaid before 7/6 \$25 if paid after 7/6 \$30 at the door</p> <p><u>Non-Members</u> \$26 prepaid before 7/6 \$33 if paid after 7/6 \$38 at the door</p> <p>7:30am- 9:15am Check-in 7:00am</p> <p>Santa Fe Station 4949 N. Rancho Rd.</p> <p>RSVP by July 6, 2007</p> 	<p><b>Blue Print for Success Workshop</b></p> <p><i>Building Your Business Legally and Financially</i> Presented by John McMillan/Flangas McMillan Law Group, Kim Stein/Flangas McMillan Law Group and Shelby Keefer/Serl &amp; Keefer, CPA</p> <p><u>Members</u> \$16 prepaid before 7/17 \$22 if paid after 7/17 \$27 at the door</p> <p><u>Non-Members</u> \$23 prepaid before 7/17 \$30 if paid after 7/17 \$35 at the door</p> <p>8:30am - 10:30am Check-in 8:00am</p> <p>NLVCC Conference Room 3345 W. Craig Road, Suite B</p> <p>RSVP by July 17, 2007</p> 	<p><b>New Member Orientation</b></p> <p><i>Learn who and what the Chamber is, your benefits as a member, various sponsorship opportunities and more.</i></p> <p>Members Only Cost included in membership</p> <p>8:00am- 9:00am</p> <p>NLVCC Conference Room 3345 W. Craig Road, Suite B</p> <p>RSVP by July 18, 2007</p> 	<p><b>North LV Chamber Expo/Mixer</b></p> <p><i>Connect your business and build new relationships while viewing member exhibits at this mini expo/mixer</i></p> <p><u>Members</u> Cost included in membership</p> <p><u>Non-Members</u> \$10</p> <p>5:00pm - 7:00pm</p> <p>Club Tequila/Fiesta Rancho Hotel 2400 N. Rancho Drive</p> <p>RSVP by July 20, 2007</p> 	<p><b>Women's Forum Workshop</b></p> <p><i>Profitable Presentation Skills for Women</i> Presented by Rita Ransom, Southwest Gas Corp.</p> <p><u>Members</u> \$16 prepaid before 7/31 \$22 if paid after 7/31 \$27 at the door</p> <p><u>Non-Members</u> \$23 prepaid before 7/31 \$30 if paid after 7/31 \$35 at the door</p> <p>8:30am- 10:30am Check-in 8:00am</p> <p>NLVCC Conference Room 3345 W. Craig Road, Suite B</p> <p>RSVP by July 31, 2007</p> 
September 25	September 27	October 3	October 12	<p><b>Reserve Your Ad Space now for the 2008 North Las Vegas Chamber Business Directory!</b></p> <p>Call In Business Las Vegas at 702-990-2443.</p>
<p><b>Membership Marathon &amp; Pep Rally</b></p> <p><i>Jump on board to help the Chamber reach it's goal of 1000 members.</i></p> <p>Admission: One Business Card</p> <p>3:00pm - 4:00pm</p> <p>NLVCC Conference Room 3345 W. Craig Road, Suite B</p> <p>RSVP by September 21, 2007</p>	<p><b>Salute to Heroes</b></p> <p><i>Annual awards luncheon recognizing Police, Fire and EMS professionals from throughout the valley and the men and women of the Armed Forces.</i></p> <p>Emcee: Gary Waddell/KLAS-TV</p> <p>\$32 prepaid before 9/24 \$38 if paid after 9/24 \$45 at the door</p> <p>12:00pm - 1:00pm Check-in 11:30am</p> <p>Texas Station 2101 Texas Star Lane</p> <p>RSVP by September 24, 2007</p> <p>Sponsorship Opportunities Available</p> <p>Sponsors Confirmed to Date:</p> 	<p><b>Good Morning North Las Vegas Chamber Breakfast</b></p> <p><i>Join the North Las Vegas Chamber for breakfast and gain knowledge to take back to the office.</i></p> <p><u>Members</u> \$19 prepaid before 9/28 \$25 if paid after 9/28 \$30 at the door</p> <p><u>Non-Members</u> \$26 prepaid before 9/28 \$33 if paid after 9/28 \$38 at the door</p> <p>7:30am- 9:15am Check-in 7:00am</p> <p>Santa Fe Station 4949 N. Rancho Rd.</p> <p>RSVP by September 28, 2007</p> 	<p><b>Chamber Foundation Fall Golf Tournament</b></p> <p><b>Sponsorship Opportunities Available!</b></p> <p>Net proceeds from this event will benefit the Chamber Foundation which provides educational opportunities for North Las Vegas.</p> <p>Time: TBD</p> <p>Silverstone Golf Club 8900 Cup Drive Las Vegas, NV 89131</p> 	

August 17	August 23	September 7	September 12	September 21
<p><b>New Member Orientation</b></p> <p><i>Learn who and what the Chamber is, your benefits as a member, various sponsorship opportunities and more.</i></p> <p>Members Only</p> <p>Cost included in membership</p> <p>8:00am- 9:00am</p> <p>NLVCC Conference Room 3345 W. Craig Road, Suite B</p> <p>RSVP by August 15, 2007</p> 	<p><b>Directions: Economic Outlook of North Las Vegas</b></p> <p><i>Learn what is on the horizon for North Las Vegas!</i></p> <p><u>Members</u> \$32 prepaid before 8/20 \$38 if paid after 8/20 \$43 at the door</p> <p><u>Non-Members</u> \$38 prepaid before 8/20 \$45 if paid after 8/20 \$50 at the door</p> <p>10:30am - 12:00pm Exhibit Viewing 12:00pm- 1:30pm Lunch &amp; Program 1:30pm - 2:00pm Exhibit Viewing</p> <p>Texas Station 2101 Texas Star Lane</p> <p>RSVP by August 20, 2007</p> 	<p><b>Women's Forum BizLunch</b></p> <p><i>Bring your lunch and questions to this fast-paced and thought-provoking 90-minute roundtable discussion.</i></p> <p>Members Only</p> <p>Cost included in membership</p> <p>12:00pm - 1:30pm Check-in 11:30am</p> <p>NLVCC Conference Room 3345 W. Craig Road, Suite B</p> <p>RSVP by September 5, 2007</p> <p>Limited to the first 35 reservations</p> 	<p><b>Good Morning North Las Vegas Chamber Breakfast</b></p> <p><i>Join the North Las Vegas Chamber for breakfast and gain knowledge to take back to the office.</i></p> <p><u>Members</u> \$19 prepaid before 9/7 \$25 if paid after 9/7 \$30 at the door</p> <p><u>Non-Members</u> \$26 prepaid before 9/7 \$33 if paid after 9/7 \$38 at the door</p> <p>7:30am- 9:15am Check-in 7:00am</p> <p>Santa Fe Station 4949 N. Rancho Rd.</p> <p>RSVP by September 7, 2007</p> 	<p><b>New Member Orientation</b></p> <p><i>Learn who and what the Chamber is, your benefits as a member, various sponsorship opportunities and more.</i></p> <p>Members Only</p> <p>Cost included in membership</p> <p>8:00am- 9:00am</p> <p>NLVCC Conference Room 3345 W. Craig Road, Suite B</p> <p>RSVP by September 19, 2007</p>

**TRI-CITY CHAMBERS**  
present  
**"The We Mean Business Mixer"**  
for members only and invited guests  
Tuesday, August 28, 2007  
Red Rock Resort  
Summerlin Ballroom  
5:00 - 7:00 p.m.





**TRI-CITY CHAMBER MIXER**

You are cordially invited to meet and network with elected officials, influential city leaders, and local business icons at this exclusive joint chamber event.

Emcee Bruce Spotleson, Group Publisher, Greenspun Media, will lead the evening's event.

Admission is complimentary to this collaborative mixer hosted by the Las Vegas, Henderson and North Las Vegas chambers of commerce.

RSVP required, please call your city chamber to register.  
**NLVCC:** 702-642-9595 or online at [northlasvegaschamber.com](http://northlasvegaschamber.com)  
**HCC:** 702-565-8951 or online at [hendersonchamber.com](http://hendersonchamber.com)  
**LVCC:** 702-641-5822, option 2 or online at [lvchamber.com](http://lvchamber.com)

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The year long MM1000 campaign provides rewards to current members who share their Chamber experiences with nonmembers and encourages them to join. Contact the Chamber when your business associates are ready to become members!

**The Race is on!**

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# Directions: Economic Outlook of North Las Vegas

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Co-Presented by: Las Vegas Business Press

Thursday, August 23, 2007

Texas Station Conference Center

Exhibits: 10:30am - 11:45am

Program: 12:00pm - 1:30pm

Hear the latest and future development plans and forecasts for North Las Vegas

Limited number of exhibit tables available.

Call the Chamber at 642-9595 for more information.



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