

# SOUTHERN NEVADA BUSINESS RESOURCE GUIDE

**Economic Development Resources  
for Southern Nevada's Businesses**



**LAS VEGAS  
GLOBAL ECONOMIC ALLIANCE**

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additional information. )

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**DISCLAIMER:** Revision Date - October 27, 2016. This guide is current as of the date last revised. This guide provides a current overview of programs and incentives potentially available to qualifying businesses in Southern Nevada for informational purposes only and are not intended to convey or constitute legal advice. Not all programs apply to all businesses.

# INTRODUCTION

Thank you for operating your business in Southern Nevada.

Recently, Southern Nevada was recognized by the Small Business and Entrepreneurship Council as one of the top locations in the United States based on policy measures and costs affecting small business. Additionally, the Washington D.C. based think tank, Tax Foundation, identified Southern Nevada as one of the best U.S. tax climates, and Forbes.com identified Southern Nevada as one of the top business climates in the United States.

Through strategic partnerships with state, regional, and local economic development practitioners, Southern Nevada offers a proactive approach to business integration that uniquely blends regional resources and economic prosperity. Growing and diversifying a strong and dynamic business community is vitally important to ensure Southern Nevada's sustainability.

The Las Vegas Global Economic Alliance (LVGEA) strives to be your business partner and a go-to resource. We hope you will find the programs and services identified in this directory, to be useful for your prosperity. Our intent is to ensure the success of your business while newly developed business and job opportunities are created for our residents that call Southern Nevada home.

On behalf of our Board of Directors and staff, we look forward to being your resource for Southern Nevada.



Jonas Peterson

LVGEA Chief Executive Officer



# START-UP RESOURCES

Fostering an entrepreneurial environment is critical to the success of the Southern Nevada economy. The resources below, however, focus on the several entities in the region whose mission is to help new small businesses successfully start-up, develop, and grow.

**UNLV's Small Business Development Center** seeks to provide small business development assistance to the local business community and to serve the entrepreneurial needs of the campus community. The center provides guidance to entrepreneurs who are contemplating the formation of new businesses by offering practical and accessible information that can provide a path through the legal, regulatory, and business landscape. Additionally, UNLV's Small Business Development Center seeks to connect entrepreneurs with members of a variety of local groups, including Chambers of Commerce, the tech community, and under-represented communities within the urban core.

**Zach Miles, Executive Director**

702.895.0937

[zach.miles@unlv.edu](mailto:zach.miles@unlv.edu)

**UNLV Rebel Fund:** (RVF) Utilizing a founding gift from Jeff Moskow of \$500,000, the RVF provides venture capital funding. Student board members screen investment opportunities and conduct due diligence on those deemed as fundable. The RVF management board, which consists of local venture capitalists, angel investors, attorneys, entrepreneurs and business executives, oversee the investment process. RVF will typically make investments between \$10,000 and \$25,000, although larger investments may also be considered.

**Jamie Hillen, Marketing Coordinator**

702.895.4965

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**VegasTechFund** (VTF) is a seed-stage investment fund focused on investing in startups tackling innovative ideas in high-growth markets. VTF investments range from early stage to post-seed growth across the entire United States.

**Maria Phelan, Downtown Project Communications Director**

[maria.phelan@downtownproject.com](mailto:maria.phelan@downtownproject.com)

**Innovation Center** is a 65,000-square-foot collaborative workspace and community event venue driving Nevada's new "innovation" economy, donated to the community by Switch Founder and CEO Rob Roy. Emerging tech companies, global powerhouse brands like SUPERNAP, economic developers, educators, community stakeholders and universities collaborate at The Innovation Center to move Nevada forward. Collaboration occurs at events, meetups, education series, CommunityCation Luncheons and in the everyday interactions of collocating members.

**Chelsea Phillips, Director**

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**Work In Progress** provides startups and creative thinkers with tools to inspire creativity and innovation, through powerful events, useful partnerships and collaborative workspaces. Whether you work from home, an office or from one of our workspaces, Work In Progress provides access to a support network of experts and mentors, learning events and partner discounts to help you create and innovate.

**Raph Olson**, Community Manager

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**The Mill** is a Las Vegas-based start-up accelerator that helps seed-stage companies focused on developing an exceptional customer service culture. Located in Downtown Las Vegas, the Mill provides financial support, office space, and mentoring assistance through its “Ideas Accelerator” and “Startup Accelerator” programs.

**Sara Hill**, Managing Partner

702.534.3804

[Hello@themill.vc](mailto:Hello@themill.vc)

**Nevada Business Opportunity Fund** can help you create or retain permanent jobs in your area when 75% of the jobs employ low to moderate income residents and operations take place in the low and moderate income communities.

**Leanna Jenkins**

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**Henderson Business Resource Center** is designed to assist you in developing and supporting your new business. They offer entrepreneur training programs, one-on-one business counseling and networking opportunities to help your business flourish. The Henderson Business Resource Center is a non-profit organization designed as a business incubator to strengthen and diversify the local economy.

**Bill Bokelmann**, Foundation Manager

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# NEVADA'S TAX STRUCTURE

For an in-depth look at Nevada taxes and filing procedures, check out the Las Vegas Perspective's business section, the [Nevada Taxpayer's Association](#), the [Nevada Department of Taxation](#), and the [Nevada Office of the Secretary of State](#).

Corporate/ Personal Income Tax.....**NONE**

Unitary Tax.....**NONE**

Franchise Tax on Income.....**NONE**

Inventory/ Inheritance/ Estate/ Gift Tax.....**NONE**

Admissions/ Chain Store Tax.....**NONE**

## **Sales Tax**

8.15% in Clark County, Nevada. Assessment varies per county. Nevada does not charge sales tax on medicine, services or on food items for home use.

## **Property Tax**

\$3.1015 (Clark County Weighted Average) per \$100 assessed value (assessment ratio of 35%) Actual dollar amounts vary by township/city with a cap of \$3.64 per \$100.00 of assessed valuation, plus 2 cents added to the state debt component for capital projects, for a total of \$3.66.

## **Commerce Tax**

This applies to businesses with annual gross revenues in excess of \$4 million. Rates vary by industry type. Fifty percent of a businesses' commerce tax can be applied as a credit against the modified business tax. The tax is paid annually and begins to accrue on July 1, 2015, but is not first payable until August 15, 2016. (For individual business rates, please see the Nevada Office of the Secretary of State or refer to [this document](#).)

## **Modified Business Tax**

No tax on gross wages less than \$50,000 per calendar quarter. 1.45 percent on gross wages above \$50,000 per calendar quarter. Employers may deduct dollars paid for employee health insurance or health benefit plan. (The rate on financial institutions and mining companies is 2 percent).

## **Unemployment Tax for New Employers**

Employers starting a new business in Nevada must pay unemployment insurance (UI) tax at a rate of 2.95 percent (.0295) of wages paid to each employee up to the taxable wage limit of \$27,800. The employer retains this rate for a period of 14 to 17 calendar quarters (depending on the quarter in which he becomes subject to the law), after which this rate will be determined under the "Experience Rating" system. There is an additional .05 percent (.0005) tax for the Career Enhancement Program (CEP).

## **Business License Fee: State Business License**

State Business License for corporations is \$500. The business license fee for all other entities is \$200.



# STATE AND LOCAL INCENTIVE PROGRAMS

## State Incentive Programs

Southern Nevada businesses can qualify for numerous programs to help expand, relocate, create jobs, and save on overhead costs. Programs for small, medium, and large businesses are available through a variety of federal, state, and local agencies. Below you will find a basic overview of business assistance programs available in Southern Nevada along with contact information for additional information about specific programs.

**Sales and Use Tax Abatement** on qualified capital equipment purchases, with reductions in the rate to as low as 2%.

**Modified Business Tax Abatement** of 50 percent of the 1.45% rate on quarterly wages over \$50,000.

**Personal Property Tax Abatement** on personal property not to exceed 50% over a maximum of 10 years.

**Real Property Tax Abatement for Recycling** up to 50% abatement for up to 10 years on real and personal property for qualified recycling businesses.

**Aviation Parts Abatement** of up to 50% on personal property tax and sales and use tax reduction to 2%.

**Data Center Abatement** of up to 75% on personal property tax and sales and use tax reduction to 2%.

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**Morgan Bunker**, Vice President of Community & Economic Development  
702.791.0000  
[morganb@lvgea.org](mailto:morganb@lvgea.org)

**NV Energy Electricity Rate Rider Program** provides a graduated electric rate discount over a period of 5 years for new business customers. Minimum energy threshold is at least 300 kilowatts. The applicant must qualify for Nevada's State Incentive programs above.

**NV Energy Electricity Sure Bet Program** offers cash incentives and technical assistance to commercial customers to help them improve energy efficiency and save money on power bills. Financial incentives are available for commercial electric customers for new construction, major renovations and existing facility project improvements.

**Arnold Lopez**, Economic Development Executive  
702.402.5225  
[alopez@nvernergy.com](mailto:alopez@nvernergy.com)

**Silver State Works Employer Hiring Incentive** provides employers as much as \$2,000 per employee in incentive reimbursement or training allowance for each state-qualified employee hired.

**Ben Daseler**, Business Service Manager

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**Green Building LEED Tax Abatements** are based on the LEED (Leadership in Energy & Environmental Design) rating system. The program was instituted in 2007 as an incentive for business owners to improve the energy efficiency of new and existing buildings. The abatement ranges from 25 to 35 percent of real property taxes for 5 to 10 years depending on the building's final LEED rating, determined by the US Green Building Council (minimum requirement Silver Level).

**Deana Cotroneo**, Management Analyst

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## Local Incentive Programs

### City of Henderson Economic Development & Redevelopment Program Incentives

**Facade Improvement:** Improve your commercial building and storefront for a very low out-of-pocket cost. This grant can be used for 80 percent of the improvement costs, (up to \$15,000). If green initiatives (renewable energy and/or sustainable construction) are implemented, an additional 10 percent will be added to the award, for a maximum award of \$16,500. Additionally, a building with double frontage, with facades clearly visible from two rights-of-way, may be eligible for an additional \$7,500. (Available in the Downtown and Eastside Redevelopment Areas.)

**Grow Henderson Fund:** This program supports job creation by funding business expenses such as machinery and equipment, real estate acquisition, leasehold improvements and working capital. In partnership with the Grow America Fund, Inc., loans range from \$100,000 to \$1,000,000.

**Mini-Façade Improvement:** This program is similar to the facade improvement program above and is available to the property owner or lessee. This program will help fix or update minor exterior improvements to commercial buildings, providing up to \$3,000 for storefront improvements. (Available in the Downtown and Eastside Redevelopment Areas.)

**Sign Grant:** An eligible business owner can receive a grant for commercial storefront signage in the Downtown or Eastside Redevelopment Areas. These grants for non-owner-occupied and owner-occupied businesses range from \$2,500 to \$10,000 per storefront.



**Tenant Improvement Grant:** The Tenant Improvement Grant offers reimbursement for repairs, replacements, and upgrades at a rate of \$25 per square foot, with a maximum amount of \$50,000. If green initiatives are implemented (renewable energy and/or sustainable construction), an additional 10 percent will be added to the award, with a maximum amount of \$55,000. The grant will pay a maximum of 50% of the tenant improvement costs, with the previously mentioned dollar amount limitations, less any grants received from sources other than the Tenant Improvement Grant, credits or rebates. Recipients of this Tenant Improvement Grant Program must pay a minimum of 20% of tenant improvement costs. (Available in the Downtown and Eastside Redevelopment Areas.)

**Utility Franchise Fee Waiver** subject to the minimum requirements listed below, can provide for a partial exemption from the payment of the Public Utilities License Fee tax for gas and/or electricity.

The business operates upon a site zoned for industrial use or upon a site pursuant to a variance authorizing industrial use of property otherwise zoned; and

The business consumes electrical energy or natural gas for the manufacture or processing of goods; and

The aggregate cost of the energy or service so consumed or used by the business is at least five thousand (\$5,000) dollars per month; and

The business markets at least fifty percent (50%) of its products in interstate commerce.

**Development Entitlement Services and Fast Track Permitting** allow staff to tailor assistance from a city team to address an individual company's specific needs. In addition, the City of Henderson Development Services Center has an Expedited Plan Review program for providing expedited plan review services under certain conditions.

**Barbra Coffee, CEcD, EDFP, Director of Economic Development**

702.267.1654

[Barbra.Coffee@cityofhenderson.com](mailto:Barbra.Coffee@cityofhenderson.com)

## City of Las Vegas Incentive Programs

**New Markets Tax Credits (NMTC):** These assist in approximately 20 percent of a project's expense and enable a developer to receive low-cost, flexible financing. To qualify, a project must be located in and benefit a low-income community census tract; these areas are determined by the U.S. Treasury. In addition, the developer must have direct ownership or investment in the project and have sufficient financing for NMTCs to augment. A typical project would total between \$5 million and \$15 million. The city is seeking owner-occupied real estate projects/developments with an emphasis on education, health care and retail.

**Retail Downtown Program:** Assists retailers with finding locations and aids developers, commercial brokers and property owners with recruiting high-quality tenants for downtown areas.

**Tax Increment Financing (TIF):** The City of Las Vegas Redevelopment Agency (RDA) offers rebate incentives for high-rise residential, retail, hotel and mixed-use projects located within the Redevelopment Areas. A portion of a project's tax increment (increase in property value prior to start of construction and the assessed value at the project's completion) can be rebated to the developer of a property for eligible construction expenditures. Tax increment rebates are determined on a per project basis.

**Visual Improvement Program (VIP):** Qualifying business owners within the city’s redevelopment areas can receive a rebate up to \$25,000 for the costs involved in upgrading the exterior appearance of their establishment. The program offers business owners a rebate on pre-approved, qualified improvements, including but not limited to signage, building facades, permanent landscaping and parking facilities.

**Patrick Sinnott**, Business Development Manager

702.229.3268

[psinnott@lasvegasnevada.gov](mailto:psinnott@lasvegasnevada.gov)

## City of Mesquite Incentive Programs

**Mesquite Regional Business Revolving Loan Fund Program** facilitates new and existing businesses with obtaining financing at optimum terms. The MRB Revolving Loan Fund Program is intended to lower overall interest rates available to the borrower or allow access to additional funding sources that would otherwise be unavailable.

**Three Grant Programs** were created to implement the overall purpose of enhancing properties and businesses within the Redevelopment District—Sign Replacement, Façade Rehabilitation and Building, Remodeling and Rehabilitation. These programs provide financing for eligible improvements agreed upon by Mesquite Regional Business and the Applicant (the property owner and/or tenant).

**Trade and Technical Training:** Mesquite is the home of College of Southern Nevada, Mesquite Campus, a strategic partnership to facilitate workforce training programs and educational collaborations. CSN provides custom training based on the employer’s labor force needs.

**Historically Underutilized Business Zones** This program encourages economic development in historically underutilized business zones by providing access to more federal contracting opportunities to companies within a HUBZone.

**George Gault**, Interim Executive Director

702.345.3075

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# FINANCING PROGRAMS AND SERVICES

**Industrial Development Revenue Bonds** (IDRBs) are a tax-exempt municipal bond/public debt instrument for private manufacturing companies interested in locating a facility in Nevada or expanding an existing Nevada-based business. These bonds, issued by the Nevada Department of Business & Industry, are structured to assist a borrower to achieve the lowest cost of capital. The size of the expansion, new jobs creation, and wage projection are important factors in weighing the approval of the application along with the ability of the applicant to pay back the bonds. Bonds may be used for projects located in Nevada including but not limited to manufacturing and warehousing; research and development facilities; commercial enterprises; civic and cultural enterprises open to the public, theaters and museums; accredited educational institutions; health facilities, and historic structures.

**Terry Reynolds, Deputy Director**

775.684.2995

[treynolds@business.nv.gov](mailto:treynolds@business.nv.gov)

**Nevada New Market Tax Credit Program** was created to help businesses that locate in low-income areas gain access to below market loans. The program is administered through the Nevada Department of Business and Industry as well as federally certified Community Development Entities, which work with banks to provide below market loan packages in the range of \$5-50 million to qualified businesses. The purpose of the program is to attract additional investment in the most severely distressed areas of the state.

**Karen Schnog, Management Analyst**

702-486-3755

[kschnog@business.nv.gov](mailto:kschnog@business.nv.gov)

**Nevada State Development Corporation** (NSDC) is a non-profit organization authorized by the Small Business Administration to underwrite, process, fund, and service loans through the [504 Loan Program](#), which provides growing businesses with long-term, fixed-rate financing for major fixed assets, such as land and buildings. The NSDC is the oldest, largest, and only statewide Certified Development Company (CDC) with Premier Certified Lender status in Nevada. Such CDCs work with the SBA and private-sector lenders to provide financing to small businesses through the 504 Loan Program.

**Christopher Hunter, Business Development Officer**

702.473.6218

[chunter@nsdc.com](mailto:chunter@nsdc.com)

One of the single most difficult aspects of starting or growing a business is obtaining the necessary financing to properly capitalize. It's difficult, especially for smaller businesses, to build credit and provide financials worthy of securing traditional business loans and lines of credit needed to grow and expand.

The traditional options available to entrepreneurs seeking to finance their business: borrow funds (debt equity) or sell ownership interest in exchange for capital (equity financing). Either option has advantages and disadvantages. Fortunately, there are a number of non-traditional mechanisms for obtaining capital as well.

**Community Banks:** While Southern Nevada hosts many public programs designed to provide financing to new and expanding businesses, the community is also home to many private banking and financial institutions with commercial and business banking divisions. To obtain a list of the top community banks in Southern Nevada, contact Debbie Donaldson, Publisher of the Las Vegas Business Press, at [ddonaldson@reviewjournal.com](mailto:ddonaldson@reviewjournal.com) to purchase your Book of Lists.

**Battle Born Venture Fund** is Nevada's state venture capital program. It makes equity investments in early stage, high growth Nevadan enterprises. Battle Born is overseen by the Nevada Governor's Office of Economic Development (GOED) under the auspices of the US Treasury's State Small Business Credit Initiative (SSBCI). Battle Born's mandate is to invest in the highest return prospects, those that have the potential to provide at least a 15% IRR to the program.

Click on the following links to review a list of available programs. A special note of thanks to our partners at the State of Nevada Offices of Business and Industry for compiling this information.

**Grants and Incentives**

**Non-Traditional Financing**

**Traditional Financing**

# LICENSURE AND PERMITTING

No matter the industry, all businesses must file basic forms with the federal, state, and local governments. Nevada's state and local jurisdictions attempt to make this process as simple and expeditious as possible. Below you will find information about common filings, licenses, and permits. (Less common, industry-specific situations for which a license is required are not included, although contact information to local governments is included.)

## Federal

### Employer Identification Number

Every partnership or corporation must have an [Employer Identification Number \(EIN\)](#) to use as its taxpayer number. Sole proprietors must also have an EIN if wages are paid to one or more employees or if excise tax returns must be filed with the Internal Revenue Service.

### IRS W-4 Forms

The law requires every hired worker to complete a W-4 Form so that the employer can withhold the proper amount of income tax from each paycheck. Any change in the employee's tax status requires a new form. Forms can be [obtained online here](#).

[Internal Revenue Service](#)

702.868.5005

### Immigration Services

Every employer is required, within 72 hours of hiring a new employee, to obtain a completed, signed, witnessed and dated [I-9 Form](#) from the employee.

[U.S. Citizenship and Immigration Services](#)

800.375.5283

## State

**Incorporating in Nevada:** Corporation and LLC filings are made with the Nevada Secretary of State and include incorporation, limited liability company formation, limited partnership filings and foreign qualification. Examples of filings made with or obtained from the Nevada Secretary of State include articles of incorporation, certificates of amendment, articles of organization, articles of dissolution, foreign qualification, corporation name reservation and certificates of good standing.

**Nevada Business Portal:** Run by the Nevada Secretary of State, SilverFlume is Nevada's one-stop business portal that consolidates the registrations needed to start and run your business. SilverFlume eliminates about 80 percent of redundant steps by collecting and streamlining business information from partner agencies in one place. All companies conducting business within the state of Nevada must obtain a State Business License. Exceptions include sole proprietors working out of their home netting less than \$26,400, landlords renting four or fewer dwelling units, the movie industry and certain nonprofit organizations.

The one-stop portal for business registration allows a Nevada business to:

- **Reserve an Entity Name**
- **File Articles of Organization or Incorporation**
- **File Workers' Compensation / eAffirmation of Compliance**
- **Obtain a DMV Permit to Non-Resident Business Vehicles**
- **File Nevada Labor Laws eAffirmation of Compliance**
- **Get a State Business License**
- **File for Sales and Use Tax Permit and/or Obtain eClearance Receipt**
- **Order a Certificate of Good Standing**
- **Create Common Business Registration**
- **Access Required Postings for Nevada Employers**
- **Search the Jurisdictional Locator and Local Licensing Requirements**
- **Search Occupational and Regulatory Licenses/ Permits**
- **File Annual List and/or State Business License**
- **File Amended List**
- **See OSHA - Safety Consultation and Training Section (SCATS)**
- **Update Common Business Registration**

### **Nevada Secretary of State**

Commercial Recordings Division

702.486.2880

[sosmail@sos.nv.gov](mailto:sosmail@sos.nv.gov)

### **Nevada Business Registration**

All new businesses are required to register with the Department of Taxation. The department provides information related to state business licensing, sales tax or use tax permits and consumer's permits or certificates of authority. The department will issue the applicable permit and/or license needed to provide the clearance necessary for local business license purposes.

For more information, contact:

#### **Las Vegas Office**

555 E. Washington Ave., Ste. 1300  
Las Vegas, NV 89101  
702.486.2300

#### **Henderson Office**

2550 Paseo Verde, Suite 180  
Henderson, NV 89074  
702.486.2300



## County

**Assessor's Office:** Nevada tax laws require all persons, firms or businesses owning, renting, leasing or controlling business or personal property to file a list of that property annually with the assessor of the county in which the property is located. Call or visit the assessor's office to have a declaration generated and mailed.

**Michele W. Shafe, Clark County Assessor**

702.455.3882

[mls@clarkcountynv.gov](mailto:mls@clarkcountynv.gov)

**Fictitious Name Certification:** Any business that plans to use a name other than its legal or corporate name is required to file a fictitious name certificate with the county clerk's office. The county clerk's office can run a check on the availability of a fictitious name but cannot guarantee exclusivity. For exclusivity, you must obtain a trademark through the Nevada Secretary of State's office prior to obtaining a fictitious name certification. A fictitious firm name filing is also required by the county's Business License office before issuing a business license under a fictitious name.

**Clark County Clerk**

702.671.0500

[clerkem@clarkcountynv.gov](mailto:clerkem@clarkcountynv.gov)

**County Resources:** [Clark County](#) offers a variety of other resources and services for businesses. The [Department of Air Quality](#) is the air pollution control agency for all of Clark County. The department administers a variety of programs to improve the health and welfare of residents by ensuring that the quality of the air in Clark County meets healthful, regulatory standards. The [Southern Nevada Health District](#) strives to protect and promote the health, the environment and the well-being of Clark County residents and visitors. The district offers services and provides regulatory supervision to ensure that the food residents eat and the water they drink meets certain requirements. The district ensures that businesses operating in the region meet the requirements provided to them. The county also operates the [McCarran International Airport](#), one of the busiest and most connected airports in the nation. Recently named the 7th busiest airport in the world, McCarran International provides services to millions of domestic and foreign visitors.

**Kevin Gullette, Economic Development Manager**

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## Municipal

In Southern Nevada, each municipality has local economic development representation for expediting, planning, permitting, public works, fire, business licensure, local incentives (where applicable), and certificate of occupancy requirements.

### City of Boulder City

**Jill Rowland-Lagan**, Chief Executive Officer  
702.293.2034  
[jill@bouldercitychamber.com](mailto:jill@bouldercitychamber.com)

### City of Henderson

**Barbra Coffee**, Director of Economic Development  
702.267.1654  
[Barbra.Coffee@cityofhenderson.com](mailto:Barbra.Coffee@cityofhenderson.com)

### City of Las Vegas

**Patrick Sinnott**, Business Development Manager  
702.229.6551  
[psinnott@lasvegasnevada.gov](mailto:psinnott@lasvegasnevada.gov)

### City of Laughlin

**Terry Yurick**, Economic Development  
702.357.9316  
[terryyurick@hotmail.com](mailto:terryyurick@hotmail.com)

### City of Mesquite

**George Gault**, Interim Executive Director  
702.345-3075  
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### City of North Las Vegas

**Gina Gavan**, Director of Economic Development  
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[gavang@cityofnorthlasvegas.com](mailto:gavang@cityofnorthlasvegas.com)

# UTILITIES

## Voice, Data, Internet & Video Services

**Cox Business** is a facilities-based provider of voice, data and video services for nearly 250,000 small and regional businesses, including healthcare providers, K-12 and higher education, financial institutions and federal, state and local government organizations. Cox Business is a division of Atlanta-based Cox Communications, Inc., the nation's third largest cable broadband communications company, known for its pioneering efforts in cable telephone and commercial services, industry-leading customer care and its outstanding workplaces.

**Derrick Hill**, Vice President  
702.545.1750  
[derrick.hill@cox.com](mailto:derrick.hill@cox.com)

**CenturyLink** is a global communications, hosting, cloud and IT services company enabling millions of customers to transform their businesses and their lives through innovative technology solutions. CenturyLink offers network and data systems management, Big Data analytics and IT consulting, and operates more than 55 data centers in North America, Europe and Asia. The company provides broadband, voice, video, data and managed services over a robust 250,000-route-mile U.S. fiber network and a 300,000-route-mile international transport network.

**Randy Robison**, Director of State Legislative Affairs  
702.244.7300  
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## Power

### Electricity

At **NV Energy**, economic development experts work strategically with businesses, site selectors, real estate brokers/developers and economic development agencies to facilitate business location and expansion within Nevada. The team can partner with your company to assist with pricing and calculation of utility rates and tariffs

**Arnold Lopez**, Economic Development Executive  
702.402.5225  
[alopez@nvenergy.com](mailto:alopez@nvenergy.com)

### Natural Gas

**Southwest Gas Corporation** offers various services to commercial and industrial businesses, including energy efficiency rebates for builders & contractors, property owners, and general businesses.

**Kelli Ross**, Energy Advisor  
702.365.2056  
[kelli.ross@swgas.com](mailto:kelli.ross@swgas.com)

## Water

[Southern Nevada Water Authority](#) offers several services for business, including programs that offer landscaping rebates and financial incentives for water efficient technologies. Businesses can estimate their water bills by using the Las Vegas Valley Water District's [online water bill estimate calculator](#).

**Andy Belanger**, Director of Public Services

702.258.3939

[Andy.Belanger@lvvwd.com](mailto:Andy.Belanger@lvvwd.com)

[Water and Sewer Services in Henderson](#) is obtained through Henderson's Department of Utility Services, not the Las Vegas Valley Water District. The Department of Utility Services is responsible for all facets of water, wastewater, and reclaimed water services for the City of Henderson. The Department provides treatment and distribution of drinking water, collection and reclamation of wastewater, laboratory testing services, utility infrastructure planning and management, and customer care and billing services.

**Priscilla E. Howell**, Director of Utility Services

702.267.5900

[Priscilla.Howell@cityofhenderson.com](mailto:Priscilla.Howell@cityofhenderson.com)

[Water and Sewer Services in North Las Vegas](#) is obtained through North Las Vegas' Department of Utility Services. The Utilities Operations Division is responsible for providing safe and reliable water and sewer service for the City of North Las Vegas. The Water Operations section is responsible for ensuring that safe and reliable water services are always provided.

**Romina Chapman-Wilson**, Business Services Manager

702.633.1275

[UtilitiesCustomerService@cityofnorthlasvegas.com](mailto:UtilitiesCustomerService@cityofnorthlasvegas.com)

## Reclamation

[Clark County Water Reclamation District \(CCWD\)](#) reclaims more than 170 million gallons of used water and sewage from thousands of local homes, hotels, schools, churches and businesses. This agency is responsible for commercial connectivity to Clark County's sewer network.

**Julie Chadburn**, Regulatory Affairs Administrator

702.668.8888

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

## Waste/Recycling

[Republic Services](#) provides reliable environmental services and solutions for commercial, industrial, construction, municipal and residential customers locally. Commercial and industrial customers receive a complimentary waste and recycling assessment. From the evaluation, a custom program is derived to meet the specific service needs of the business or facility.

**Tracy Skenandore**, Area Director

702.599.5502

[tskenandore@republicservices.com](mailto:tskenandore@republicservices.com)

# BUSINESS CONSULTING

The following business consulting entries offer official programs for cost-saving programs, market research, and executive mentoring. There are, however, many other networking groups within Southern Nevada. Business and industry organizations listed in the Appendix offer other opportunities to network and find informal business consulting opportunities.

**Nevada Industry Excellence:** is the Industrial Outreach Program of the Nevada System of Higher Education, providing cost-effective solutions for top-line growth and operational efficiency to small and medium-sized manufacturing, mining, and construction companies in Nevada. Its staff of consultants have an average of 14 years of manufacturing experience in a wide-range of industries.

**Terry Culp, Deputy Director**  
702.895.2615  
[Tculp@NevadaHE.com](mailto:Tculp@NevadaHE.com)

**Nevada PTAC:** The Procurement Technical Assistance Center (PTAC) helps simplify the government contracting process and cut through the red tape, connecting Nevada businesses with lucrative opportunities. The Procurement Technical Assistance Center is a cooperative agreement between the State of Nevada and the federal government assisting businesses statewide to initiate or expand marketing efforts of their products and services.

**Joan Rueben, Director**  
702.486.0586  
[jrueben@diverisfynevada.com](mailto:jrueben@diverisfynevada.com)

**Service Corp of Retired Executives #243:** “Counselors to America’s Small Business” is a nonprofit association dedicated to educating entrepreneurs and assisting the formation, growth and success of small businesses nationwide. SCORE is a resource partner of the U.S. Small Business Administration (SBA). In Southern Nevada, there are more than 40 counselors with a variety of experience and expertise in many disciplines.

**Lori Murphy, Chapter Chair**  
702.388.6104  
[info@scorelv.org](mailto:info@scorelv.org)

**United States Small Business Administration:** an agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy. Federal, state and local governments offer businesses the opportunity to sell billions of dollars worth of products and services. Many government agencies require that some percentage of their procurements be set aside for small businesses. Businesses can access a variety of services including government contracting through the SBA. <https://www.sba.gov/content/register-government-contracting>

**Robert Holguin, District Director**  
702.388.6019  
[robert.holguin@sba.gov](mailto:robert.holguin@sba.gov)

**Veterans Business Outreach Center** provides a variety of business development services to Veterans, Disabled Veteran Business Enterprise, Reservist and Guard Members in their initiatives to start, cultivate or expand a business. The Center offers free one-to-one business consulting services in areas of business development, marketing, sources of capital, government contracting, financial management, operational infrastructure design and implementation, acquisitions and mergers, employee relations and business planning.

**David Leonard, Director**  
775.827.4923  
[david.leonard@sba.gov](mailto:david.leonard@sba.gov)

**UNLV Center for Business & Economic Research (CBER)** assists state and local agencies and private-sector enterprises with the collection and analysis of economic and market data in a way that contributes to the diversification and growth of the Southern Nevada economy. CBER's work includes:

- **Conducting economic and business research**
- **Providing economic impact studies and data analysis**
- **Conducting surveys and survey analysis**

As part of the Lee Business School at the University of Nevada, Las Vegas, CBER can draw on a wide variety of faculty expertise to accomplish its research endeavors.

**Constant Tra, Ph.D., Associate Director**  
702.895.3191  
[Constant.tra@unlv.edu](mailto:Constant.tra@unlv.edu)



# REAL ESTATE

Southern Nevada offers businesses of all varieties many choices for selecting commercial and industrial real estate. The business interested in a market overview of the region's real estate can also find below many resources with in-depth reports and current market information.

## Lied Institute for Real Estate Studies (UNLV, Lee School of Business)

The Lied Institute for Real Estate Studies offers periodically a variety of free research reports about the real estate market. These reports are designed to provide individuals, businesses, and governments with information that will help them make informed decisions. These reports are available online at the Lied Institute for Real Estate Studies website.

**Betty Campbell**, Program Coordinator

702.895.4492

[betty.campbell@unlv.edu](mailto:betty.campbell@unlv.edu)

## LVGEA Community and Economic Research Council

The Las Vegas Global Economic Alliance's Community and Economic Research Council publishes the annual Las Vegas Perspective, a comprehensive market overview guide that includes a chapter on real estate. The publication includes data on:

- **Industrial & office properties, asking rates, and existing commercial building permits**
- **Recent vacant land sales valuation**

**Jonas Peterson**, CEO

702.791.0000

[jonasp@lvgea.org](mailto:jonasp@lvgea.org)

The annual Las Vegas Business Press [Book of Lists](#) publishes a chapter on real estate and construction, which lists the largest businesses, including:

- **Architecture firms**
- **Commercial real estate brokers**
- **Residential and real estate brokerage firms**
- **Office parks**
- **Commercial property managers**
- **Engineering firms**
- **General contractors**

**Debbie Donaldson**, Publisher

702.383.4617

[ddonaldson@reviewjournal.com](mailto:ddonaldson@reviewjournal.com)

In addition to the resources above, there are many private sector resources available to businesses in Southern Nevada. Among them are the LVGEA investors below who make the publication of this guide possible.

- **American West Development** - Lawrence Canarelli - 702-736-6434 - [www.americanwesthomes.com](http://www.americanwesthomes.com)
- **Burke Construction Group, Inc.** - Kevin Burke - 702-367-1040 - [www.burkecgi.com](http://www.burkecgi.com)
- **CBRE** - Michael Newman - 702-369-4844 - [www.cbre.com/lasvegas](http://www.cbre.com/lasvegas)
- **Coldwell Banker Premier Realty** - Tom Mangione - 702-938-1381 - [www.lasvegashomes.com](http://www.lasvegashomes.com)
- **Colliers International** - Mike Mixer - 702-735-5700 - [www.colliers.com](http://www.colliers.com)
- **Cushman & Wakefield / Commerce** - Michael Dunn - (702) 688-6917 - [www.comre.com](http://www.comre.com)
- **Dermody Properties** - Brendan Egan - (775) 848-8459 - [www.dermody.com](http://www.dermody.com)
- **EJM Development** - Susan Winsen - 702-597-1852 - [www.ejmdevelopment.com](http://www.ejmdevelopment.com)
- **Forest City Development** - Jennifer Koperdak - (702) 434-2409 - [www.forestcity.net](http://www.forestcity.net)
- **Greater Las Vegas Assoc. of REALTORS** - Michele Caprio - 702-784-5012 - [www.lasvegasrealtor.com](http://www.lasvegasrealtor.com)
- **The Howard Hughes Corporation** - Kevin T. Orrock - 702-791-4000 - <http://www.howardhughes.com>
- **Mary Bartsas Enterprises LLC** - Aaron Hansen - (702) 735-6377
- **Property Line** - Jane Memmer - (702) 889-1063 - [www.propertyline.com](http://www.propertyline.com)
- **The Molasky Group of Companies** - Richard Worthington - 702-735-0155 - [www.molaskyco.com](http://www.molaskyco.com)
- **Newmark Grubb Knight Frank** - Dori L. Walker - 702-733-7500 - [www.ngkf.com](http://www.ngkf.com)
- **Realty Executives of Nevada** - Fafie Moore - 702-992-7510 - [www.realtyex.com](http://www.realtyex.com)
- **Storybook Homes** - Wayne Laska - (702) 877-7040 - [www.sbhlv.com](http://www.sbhlv.com)
- **Sun Commercial Real Estate, Inc.** - Cathy Jones - 702-968-7320 - [www.suncommercialre.com](http://www.suncommercialre.com)
- **Town Square Las Vegas** - Mike Wethington - (702) 269-5005 - [www.mytownsquarelasvegas.com](http://www.mytownsquarelasvegas.com)
- **The Korte Company** - Greg Korte - 702-228-9551 - [www.korteco.com](http://www.korteco.com)
- **Ledcor Construction Group** - Mason Gorda - (702) 320-8203 - [www.ledcor.com](http://www.ledcor.com)
- **Martin-Harris Construction** - Frank Martin - 702-385-5257 - [www.martinharris.com](http://www.martinharris.com)
- **McCarthy Building Companies, Inc.** - Ray Sedey - 702-990-6707 - [www.mccarthy.com](http://www.mccarthy.com)
- **PENTA Building Group** - John Cannito - [jcannito@pentabldgggroup.com](mailto:jcannito@pentabldgggroup.com) - 702-614-1678 - [www.pentabldgggroup.com](http://www.pentabldgggroup.com)
- **R&O Construction** - Chet Opheikens - 702-895-9322 - [www.randoco.com](http://www.randoco.com)

# TRANSPORTATION

**Nevada Department of Transportation (NDOT)** is responsible for the planning, construction, operation and maintenance of the 5,400 miles of highway and over 1,000 bridges which make up the state highway system. For information regarding planned closures or information related to logistics throughout Nevada, contact the below District 1 representative.

**District 1 Las Vegas**  
**Mary Martini**  
702.385.6500

**Union Pacific** is the sole rail provider for Southern Nevada. Its principal operating company, Union Pacific Railroad, is North America's premier railroad franchise, covering 23 states across the western two-thirds of the United States.

**Paul Marcinko, Regional Manager**  
562.566.4610

**Regional Transportation Commission of Southern Nevada (RTC)** is both the transit authority and the transportation-planning agency for Southern Nevada. As Clark County's population continues to increase daily, so too does traffic congestion and the RTC identifies transportation challenges and explores and implements both short and long-term solutions for workforce mobility, to companies throughout the region. RTC also manages transit and road improvement projects.

702.676.1500  
[www.rtcnv.com](http://www.rtcnv.com)

**McCarran International Airport** consists of 110 aircraft gates at two separate terminal buildings, each with its own parking garage, ticketing/check-in area, baggage claim, and shopping and dining options. Through its partnership with Marnell Properties, McCarran International Airport has evolved into a first-class air cargo facility. The [air cargo center](#) is a 200,928-square-foot freight also distribution facility on approximately 19 acres near McCarran International Airport's Terminal 3.

**James Chrisley, Deputy Director**  
702.261.5321  
[DeputyDirector@mccarran.com](mailto:DeputyDirector@mccarran.com)

**Henderson Executive Airport (HEC)** is the corporate choice for aviation. Located just minutes from the Las Vegas Strip, HEC is the alternative to McCarran International Airport. More than \$30 million was invested to create a premier corporate aviation airport that caters to executives, passengers and corporate aircraft.

**Ben Czyzewski**, Assistant Director

702.261.3802

[benedictcz@mccarran.com](mailto:benedictcz@mccarran.com)

**Boulder City Municipal Airport** serves the citizens of Boulder City and the surrounding communities. This airport is used by pilots and passengers for personal, business, and recreational flying. Aeronautical services also include charter and air taxi flights, flight training, parachuting, emergency medical evacuation and transport.

**Kerry Ahearn**, Airport Manager

702.293.9405

[kahearn@bcnv.org](mailto:kahearn@bcnv.org)

**North Las Vegas Airport** is located just minutes from downtown Las Vegas and the world famous Strip, North Las Vegas Airport is a convenient and economical alternative to McCarran International Airport. North Las Vegas Airport is designed to meet the needs of general aviation pilots and their passengers.

**Ben Czyzewski**, Assistant Director

702.261.3802

[benedictcz@mccarran.com](mailto:benedictcz@mccarran.com)

**Mesquite Municipal Airport** is about 75 miles northeast of Las Vegas on the Arizona border. Centrally located mid-way between Phoenix, Salt Lake City, Southern California and Denver, an ideal pit stop for those long cross-country trips.

**Larry LeMieux**, Manager

702.346.2841

[llemieux@cascadeaccess.com](mailto:llemieux@cascadeaccess.com)

**Jean Sport Aviation Center** is located 20 miles south of Las Vegas on I-15, [Jean Sport Aviation Center](#) is a great little airport for fly-ins and ideal for recreational aviation including general aviation aircraft, aerobatic aircraft, gliders, ultralights, and skydiving.

**Dennis Anderson**, Manager

702.261.4800

# WORKERS COMPENSATION, UNEMPLOYMENT INSURANCE, AND STATE LABOR LAWS

**Worker's Compensation:** It is mandatory for Nevada employers who have at least one employee to provide worker's compensation insurance coverage. Nevada excludes some employees due to unique criteria, such as employment related to interstate commerce entities not subject to state law, employment covered by private disability and death benefits plans, employees brought into Nevada on a temporary basis, and casual employment of 20 days or less.

**Suhair Susan Sayegh**, District Manager

702.486.9105

[ssayegh@business.nv.gov](mailto:ssayegh@business.nv.gov)

**Unemployment Insurance:** Unemployment insurance is a federal/state insurance program that protects workers by paying benefits during periods of involuntary unemployment. Generally, any business that has paid wages of \$225 or more during a calendar quarter must pay taxes on those wages.

**Don Soderberg**, Director

702.486.0350

[detradmn@nvdetr.org](mailto:detradmn@nvdetr.org)

**State Labor Laws:** All employers must comply with Nevada's labor statutes. A sign explaining these laws must be posted at the place of business. These signs can readily be downloaded and printed by visiting [www.laborcommissioner.com/forms\\_pubs.html](http://www.laborcommissioner.com/forms_pubs.html)

**Office of the Labor Commissioner**

702.486.2650

[mail1@laborcommissioner.com](mailto:mail1@laborcommissioner.com)

# WORKFORCE, TRAINING, AND TECHNICAL ASSISTANCE

## State of Nevada, Department of Employment, Training and Rehabilitation

**The Employment Security Division (ESD)** provides comprehensive employment and training services to Nevada businesses and workers. Employment Service programs offer job placement and training opportunities that assist businesses in meeting their employment needs and job seekers in returning to work through the state's workforce investment system, Nevada JobConnect.

Additional services for businesses include recruitment assistance, foreign labor certification, tax credit certification, training incentives, and job fairs that help expand employer-recruiting efforts.

Employers can also receive as much as \$2,000 per employee through Silver State Works, an incentive reimbursement or training allowance for each state-qualified employee hired through Nevada JobConnect.

**Ben Daseler**, Business Service Manager

702.486.0119

[b-daseler@nvdetr.org](mailto:b-daseler@nvdetr.org)

**The Rehabilitation Division** is composed of three bureaus, which include Vocational Rehabilitation, Services to the Blind and Visually Impaired, and the Bureau of Disability Adjudication. The Rehabilitation Division also includes the Client Assistance Program and the Office of Disability Employment Policy. All of these services are designed to address assessment, training, treatment, and job placement for Nevadans with disabilities. Incentives are available to businesses to offset costs associated with retrofitting the workplace to accommodate employees with disabilities.

**Ken Pierson**, Business Development Manager

775.823.8110

[k-pierson@nvdetr.org](mailto:k-pierson@nvdetr.org)

**State of Nevada Veteran's Hiring Program:** The Nevada JobConnect system places the highest priority on providing a variety of employment services to Veterans of U.S. military service. This program provides no-fee employment services to veterans.

**Roy Brown**, Veterans Coordinator

702.486.6512

[rlbrown@nvdetr.org](mailto:rlbrown@nvdetr.org)



**Research and Analysis Bureau (R&A)** provides a wealth of information related to Nevada's workforce and economic conditions. R&A serves as Nevada's primary provider of workforce information. The information and resources available from the bureau are offered free of charge.

**Bill Anderson, Chief Economist/Sector Council Administrator**

775.684.0387

[wdanderson@nvdetr.org](mailto:wdanderson@nvdetr.org)

**Workforce Connections** is Southern Nevada's largest Local Workforce Investment Board and is responsible for the One Stop Delivery System, which helps employers with hiring, training, and retaining a strong workforce. Workforce Connections provides an on-the-job training reimbursement program, which pays employers 50 percent of the trainees' wages during the training period. Workforce Connection also provides materials for the job candidate, including tools, uniforms, and other items required for employment.

**Kenadie Cobbin Richardson, Director, Business Engagement and Communications**

702.822.4207

[krichardson@nvcareercenter.org](mailto:krichardson@nvcareercenter.org)

## Local Staffing Services

For a list of the top private staffing agencies in Southern Nevada, contact Debbie Donaldson, Publisher, at [ddonaldson@reviewjournal.com](mailto:ddonaldson@reviewjournal.com) to purchase a copy of the Las Vegas Business Press Book of Lists.

In addition to the resources above, there are many private sector resources available to businesses in Southern Nevada. Among them are the LVGEA investors below who make the publication of this guide possible.

- **Eastridge Workforce Solutions** - Jason Bruckman - (702) 732-8861 - [www.eastridge.com](http://www.eastridge.com)
- **Manpower Inc. of Southern Nevada** - Jeff Parker - 702-737-2127 - [www.manpowerlv.com](http://www.manpowerlv.com)
- **Millenium Staffing & Management Services, Inc.** - Jennifer DeHaven - 702-876-0708 - [www.milleniumstaff.com](http://www.milleniumstaff.com)
- **Nevada Partners, Inc.** - Lizette Guillen - (702) 924-2108 - [www.nevadapartners.org](http://www.nevadapartners.org)

# SECONDARY AND HIGHER EDUCATION

## Secondary Education

**Clark County School District Magnet and Career Technical Academies (CTAs)** offer learning opportunities related to various industries for interested students. Students from across the District may apply to a Magnet/CTA, regardless of the neighborhood in which they reside. The purposes of Magnet/CTAs are to improve student achievement, promote diversity, and create an awareness of career opportunities relative to the fields of study in which students may be interested. Businesses often partner with these schools for curricula development, internships, workforce needs, and mentorship opportunities.

**Gia Moore**, Director of Magnet Schools and Career and Technical Academies

702.799.8492

[gmwinne@interact.ccsd.net](mailto:gmwinne@interact.ccsd.net)

**Advanced Technologies Academy:** Architectural Drafting and Design, Business Management and Administration, Graphic Design, Computer Science, Engineering, Web Design and Development, Legal Studies, and Networking Technology

**Deborah Kral**, Principal

702.799.7870

[DKral@interact.ccsd.net](mailto:DKral@interact.ccsd.net)

**Canyon Springs High School and the Leadership and Law Preparatory Academy:** Global Leadership - management, business, marketing, and entrepreneurship; Political Leadership - World and American politics, Media and Policy, and Global Issues; Military Leadership - Air Force JROTC, Military Strategies, and the Art of Warfare; Law - constitutional, civil, and criminal law, and legal debate.

**Ron Guerzon**, Principal

702.799.1870

[RGuerzon@interact.ccsd.net](mailto:RGuerzon@interact.ccsd.net)

**Clark High School:** Academy for Mathematics, Science, and Applied Technology (A.M.S.A.T) offers pre-university, accelerated classes in mathematics, science, and integrated technology; Academy of Finance (A.O.F.) uses the National Academy Foundation's curriculum to introduce students to business, career, and academic options. Students engage in a learning experiences through Future Business Leaders of America (FBLA) and Distributive Education Clubs of America (DECA)

**Jill Pendleton, Principal**

702.799.5800

[JPendleton@interact.ccsd.net](mailto:JPendleton@interact.ccsd.net)

**Del Sol High School Academy of the Performing Arts:** Dance, Theater, Technical Theater, Costume and Fashion Design, Music Technology, Mariachi, and Guitar

**Gregory Misel, Principal**

702.799.6830

[GMisel@interact.ccsd.net](mailto:GMisel@interact.ccsd.net)

**Desert Pines High School:** Video Production, Radio Production, Sports Marketing, Computer Animation, and Culinary Arts

**Dr. Tim Stephens, Principal**

702.799.2196

[TStephens@interact.ccsd.net](mailto:TStephens@interact.ccsd.net)

**Eldorado High School Academy of Video Game Technology and Web Design:** Video Game Technology and Web Design

**John Anzalone, Principal**

702.799.7200

[JAnzalone@interact.ccsd.net](mailto:JAnzalone@interact.ccsd.net)

**East Career and Technical Academy:** Construction Management, Culinary Arts, Education and Early Childhood, Electronic Engineering Technology, Information Technology, Entertainment Marketing and Hospitality, Medical Professions, and Automotive Service Technology

**Dr. Lisa Edler, Community Partnership Coordinator**

702.799.8888

[lisaedler@interact.ccsd.net](mailto:lisaedler@interact.ccsd.net)

**Las Vegas Academy of the Arts:** Dance (modern, jazz, ballet, tap, ballroom and choreography); Music (brass, woodwind, percussion, strings, guitar, jazz band, mariachi, voice and piano); Visual Arts (drawing, painting, ceramics, graphic design, visual design, design crafts, photography, video production); Drama; Technical Theatre; and Liberal Arts (world languages, humanities)

**Scott Walker, Principal**

702.799.7800

[swalker@interact.ccsd.net](mailto:swalker@interact.ccsd.net)

**Northwest Career and Technical Academy:** Construction Management, Culinary Arts, Engineering and Design, Early Childhood Education, Hospitality and Marketing, Media Communications, Medical Professions (Biomedical and Biotechnology), Teacher Education, and Mechanical Technology

**David Philippi, Community Partnership Coordinator**

702.799.4640

[dphilippi@interact.ccsd.net](mailto:dphilippi@interact.ccsd.net)

**Rancho High School Academies of Aviation and Medical Sciences:** Private Pilot Training-fundamentals of flight, space travel, and rocketry, and Private Pilot License certification; Aerospace Engineering – aircraft design and building experience for successful entry into a university-level engineering program; Medical Academy - pre-medical programs for medical doctors, veterinarians, nurses, dentists, and pharmacists, including basics skills employed in biotechnical laboratories through DNA extraction and genetic engineering.

**Dr. James Kuzma, Principal**

702.799.7000

[JKuzma@interact.ccsd.net](mailto:JKuzma@interact.ccsd.net)

**Southeast Career and Technical Academy:** 3D Computer Animation, Automotive Service Technology, Architectural Design, Internetworking Technology, Automotive Collision Technology, Construction Engineering, Cosmetology, Culinary Arts, Graphic Design and Illustration, Nurse Assisting, Photography, Sports Medicine, Video Productions, Website Interactive Media

**Kerry Pope, Principal**

702.799.7500

[kpope@interact.ccsd.net](mailto:kpope@interact.ccsd.net)

**Southwest Career and Technical Academy:** Culinary Arts, Hospitality, Travel and Tourism, Nursing, Respiratory Therapy, Dental Assisting, Automotive Technology, Fashion Design, Interior Design, Entertainment Engineering Design, Video Game Technologies, and Web Design and Development

**Craig Statucki, Community Partnership Coordinator**

702.799.5766

[CStatucki@interact.ccsd.net](mailto:CStatucki@interact.ccsd.net)

**Valley High School:** Academy of Hospitality and Tourism (AOHT) is a collaboration with the National Academy Foundation and the Las Vegas Convention and Visitors' Authority to provide students with college preparatory curriculum for professional positions in the travel and tourism industry. International Baccalaureate (IB) is a worldwide recognized college preparatory program by colleges and universities as the most rigorous high school curriculum available.

**Ramona Ezparza, Principal**

702.799.5450

[REzparz@interact.ccsd.net](mailto:REzparz@interact.ccsd.net)

**Veteran's Tribute Career and Technical Academy:** Law, Public Safety, Corrections, Security, and Emergency Medical Services (EMT)

**Tammy Boffelli, Principal**

702.799.4710

[TBoffellil@interact.ccsd.net](mailto:TBoffellil@interact.ccsd.net)

**West Career & Technical Academy:** BioMedical Science, Biotechnology, Nursing, Sports Medicine, Civil and Environmental Engineering, Environmental Science, Business Management, Computer Animation, and Information Technology Management

**Kristi Semmler, Community Partnership Coordinator**

702.799.4340

[ksemmler@interact.ccsd.net](mailto:ksemmler@interact.ccsd.net)

**The Charter School Association of Nevada** was founded in 2008 to provide awareness, development, and resources to the general public and the charter schools in Nevada, which currently have over 10,000 students enrolled.

**Craig Hulse, Executive Director**

[craig.hulse@gmail.com](mailto:craig.hulse@gmail.com)

## Higher Education

Colleges and universities comprise an integral part of the business landscape in regional economies. Southern Nevada's colleges and universities provide numerous benefits and partnership opportunities to businesses, including the training of a skilled workforce; research and development; and direct business assistance and partnerships. In addition to business resources within individual centers and divisions within universities and colleges, this directory is a comprehensive guide to all higher education resources in Southern Nevada.

**The Art Institute of Las Vegas:** Arts, Creative, Design, Media Arts, Fashion, Culinary

702.369.9944

**Asher College:** Computer Training, Medical Training, Business Training, Information Technology, Corporate Training, Technical

**Greg Watson, Director of Admissions**

702.323.0853

[gwatson@asher.edu](mailto:gwatson@asher.edu)

**Carrington College:** Medical, Dental, Administrative, Veterinary

**Janet Kent, Executive Director**

702.688.4300

**College of Southern Nevada:** Science, Applied Science, Arts, Business, General Studies, Certificates

**Dr. Joan McGee, Campus Manager**

702.651.5966

[joan.mcgee@csn.edu](mailto:joan.mcgee@csn.edu)

**DeVry University:** Business, Management, Engineering, Information Sciences, Health Sciences, Sciences, Liberal Arts, Media Arts, Technology, Graduate School of Management

**Ebony Black, Associate Director**

702.933.9700

[eblack@devry.edu](mailto:eblack@devry.edu)

**Embry-Riddle Aeronautical University:** Applied Sciences, Aviation, Business, Computers, Technology, Engineering, Security, Intelligence, Safety, Space

702.636.1835

[www.erau.edu](http://www.erau.edu)

**Everest College:** Health, Business, IT, Criminal Justice, Legal, Medical

702.567.1920 Ext 117

[www.everest.edu](http://www.everest.edu)

**Institute of Professional Careers:** Dental Assistant, Hands On Training, Dental, Anatomy, Physiology, Clinical, Theoretical

702.734.9900

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



**Kairos School of Ministry:** Ministry, Religion, Southeastern University, International Church of Las Vegas

**Samuel Goulet**, Director

702.257.2273

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

**Brightwood College:** Allied Health, Business, Criminal Justice, Legal, Design, Information Technology, Nursing, Trades, Continuing Education

**Jeffrey Fountain**, Director of Education

702.368.2338

**The Learning Center:** Technology, Computer Training, IT, Certificates, Microsoft Training, Cisco Training, Healthcare IT, Cyber Security

**Linda Montgomery**, President

702.320.8885

[tlc@tlclasvegas.com](mailto:tlc@tlclasvegas.com)

**Lincoln Christian University:** Applied Sciences, Arts, Science, Master's, Doctoral, Seminary

**Dr. Don Green**, President

702.898.3000 ext. 2229

[dgreen@lincolnchristian.edu](mailto:dgreen@lincolnchristian.edu)

**National University:** Business, Management, Education, Engineering, Computing, Health, Human Services, Professional Studies, Journalism, Film, Entertainment Arts, Humanities, Extended Learning

702.531.7800

[www.nu.edu/locations/nevada-region/henderson.html](http://www.nu.edu/locations/nevada-region/henderson.html)

**Nevada State College:** Sciences, Criminal Justice, Arts, Education, English, History, Nursing

**Bart Patterson**, President

702.992.2350

[bart.patterson@nsc.nevada.edu](mailto:bart.patterson@nsc.nevada.edu)

**PIMA Medical Institute:** Healthcare Administration, Physical Therapist Associate, Radiologic Sciences, Respiratory Sciences, Dental, Occupational Therapy

**Theresa Neuhaus**, Recruiter

702.458.9650

[tneuhaus@pmi.edu](mailto:tneuhaus@pmi.edu)

**Professional Institute of Technology:** Technology, Accounting, Web Security, Online, Hands On Training

**David A. Bruins**, Admissions/Marketing Manager

702.853.7482

[dave.bruins@lpita.com](mailto:dave.bruins@lpita.com)

**Roseman University of Health Sciences:** Dental Medicine, Medicine, Pharmacy, Nursing, Business Administration, Continuing Education

**Francisca Aquino**, Admissions

702.990.4433

[faquino@roseman.edu](mailto:faquino@roseman.edu)

**Touro University:** Osteopathic Medicine, Health, Human Services, Physical Therapy, Education, Nursing

**June Boyko**, Senior Executive Assistant

702.777.8687

[June.boyko@tun.touro.edu](mailto:June.boyko@tun.touro.edu)

**University of Nevada, Las Vegas:** Boyd School of Law, Graduate College, Greenspun College of Urban Affairs, Honors College, Howard R. Hughes College of Engineering, Lee Business School, School of Medicine, School of Nursing, William F. Harrah's College of Hotel Administration

**Zach Miles**, Executive Director

702.895.0937

[zach.miles@UNLV.edu](mailto:zach.miles@UNLV.edu)

**University of Phoenix:** Arts and Sciences, Business and Management, Criminal Justice and Security, Education, Human Services, Nursing and Health Care, Psychology, Technology

3755 Breakthrough Way

Las Vegas, NV, 89135-3047

702.638.7279

**Sierra Nevada College:** Business, Fine Arts, Humanities and Social Sciences, Interdisciplinary Studies, Science and Technology

4300 E Sunset Rd # E1

Henderson, NV 89014

702.434.6599

# LEGAL SERVICES

## UNLV Small Business & Nonprofit Legal Clinic

The Small Business & Nonprofit Legal Clinic provides free transactional legal services to small businesses, under-resourced entrepreneurs, and nonprofit organizations. It is dedicated to strengthening and empowering under-represented communities. Under the close supervision of licensed attorneys, law students assist clients in areas such as business formation, nonprofit organization formation, contract review and negotiation, among other services.

**Eric H. Franklin, Director**

702.895.0280

[eric.franklin@unlv.edu](mailto:eric.franklin@unlv.edu)

Although many large businesses employ legal teams in-house, Southern Nevada also offers numerous private sector services related to law and finance. Contact Stephanie Abbott, Clark County Bar Association, at [stephabbott@clarkcountybar.org](mailto:stephabbott@clarkcountybar.org), Gale Skala, Nevada Bar Association, at [gales@nvbar.org](mailto:gales@nvbar.org), or Debbie Donaldson, Review Journal, at [ddonaldson@reviewjournal.com](mailto:ddonaldson@reviewjournal.com) to purchase a copy of the Las Vegas Business Press Book of Lists.

In addition to the resources above, there are many private sector resources available to businesses in Southern Nevada. Among them are the LVGEA investors below who make the publication of this guide possible.

- **Aldrich Law Firm, LTD.** - John P. Aldrich - (702) 853-5490 - [www.johnaldrichlawfirm.com](http://www.johnaldrichlawfirm.com)
- **Bailey Kennedy, LLP** - John Bailey - (702) 562-8820 - [www.BaileyKennedy.com](http://www.BaileyKennedy.com)
- **Brownstein Hyatt Farber Schreck LLP.** - Albert Kovacs - (702) 464-7000 - [www.bhfs.com](http://www.bhfs.com)
- **Fennemore Craig Jones Vargas** - Joseph W. Brown - (702) 692-8030 - [www.fclaw.com](http://www.fclaw.com)
- **Greenberg Traurig, LLP** - Michael J. Bonner - 702-792-3773 - [www.gtlaw.com](http://www.gtlaw.com)
- **Holland & Hart LLP** - Gregory S. Gilbert - 702-669-4600 - [www.hollandhart.com](http://www.hollandhart.com)
- **Kolesar & Leatham, Chtd.** - Robert J. Kolesar - 702-362-7800 - [www.klnevada.com](http://www.klnevada.com)
- **McDonald Carano Wilson LLP** - Jeff Silvestri - 702-873-4100 - [www.mcdonalddcarano.com](http://www.mcdonalddcarano.com)
- **Snell & Wilmer L.L.P.** - John S. Delikanakis - [jelikanakis@swlaw.com](mailto:jelikanakis@swlaw.com) - (702) 784-5200 - [www.swlaw.com](http://www.swlaw.com)

# HEALTH INSURANCE

Although the health insurance marketplace is largely private sector, businesses seeking to provide health insurance for their employees in Nevada can avail themselves of several public sector resources. Noted in Business and Industry Organizations Appendix, you will also find lists of insurance trade organizations, and in the LVGEA Member Directory Appendix, you can find direct health insurance providers.

## State of Nevada Division of Insurance, Department of Business and Industry

This state agency regulates the hundreds of insurance companies operating in Nevada. The agency is also an information clearinghouse for health insurance rates and plans. As a regulatory entity, the agency also publishes useful information regarding the effects of federal and state laws on employers. The agency also publishes a “[Health Insurance 101](#)” website.

**Linda Stratton**, Consumer Services

702.486.4009 x2501

[lstratton@doi.nv.gov](mailto:lstratton@doi.nv.gov)

## Silver State Health Insurance Exchange

The Nevada Health Link is a marketplace where Nevada consumers and small businesses can shop for, compare and purchase quality health insurance plans. The web page guides consumers through the application process with a number of useful tools including: out of pocket cost calculators, plan sorting by primary care provider, prescription drug availability and hospital network.

Business owners are able to use their existing insurance brokers and agents or shop for plans on their own via the Nevada Health Link small business website.

**Bruce Gilbert**, Executive Director

775.687.9939

[customerSupport@nevadahealthlink.com](mailto:customerSupport@nevadahealthlink.com)

# GLOBAL TRADE

**ExporTech:** Nevada Industry Excellence facilitates an annual workshop in partnership with the UNLV Lee School of Business, the District Export Council (DEC), the U.S. Commercial Service, the U.S. Small Business Administration (SBA), Export-Import Bank of the United States, the Governor's Office of Economic Development and the Latin Chamber of Commerce. The ExporTech program that NVIE offers helps companies quickly develop an export plan specific to their particular needs. The plan can be immediately implemented for quick sales results. Companies typically see significant returns within 6 months.

**Terry Culp, Regional Director**  
702.895.2615  
[tculp@nevadaie.com](mailto:tculp@nevadaie.com)

**U.S. Export Assistance Center:** The U.S. Commercial Service is dedicated to assisting small-to-medium sized companies that have the capabilities to export a product and/or service. The Las Vegas Export Assistance Center is part of an international network consisting of Export Assistance Centers across the country and 165 commercial offices in 82 countries.

**Andrew Edlefsen, Director**  
702.308.7735  
[andrew.edlefsen@trade.gov](mailto:andrew.edlefsen@trade.gov)

**Foreign Trade Zone #89:** This program allows firms to bring foreign goods or raw materials for manufacturing and/or assembling into the United States without formal customs entry or payment of customs duties and government excise taxes until products leave the zone. If the final product is exported from the United States, no U.S. Customs duty or excise tax is levied. If the final product is imported into the United States, fees are only due at the time of transfer on the product or its parts, whichever is lower. Merchandise entering a foreign trade zone may be assembled, manipulated, repaired, cleaned, manufactured, salvaged, destroyed, processed, sampled, displayed, re-labeled, stored, mixed, repackaged, or tested.

**Kathy Parker, Foreign Trade Zone Coordinator**  
702.791.0012  
[kathyp@lvgea.org](mailto:kathyp@lvgea.org)

**EB-5:** To stimulate economic activity, Congress created the EB-5 program in 1993—the Immigrant Investor Pilot Program. This program sets aside 3,000 green cards each year for foreign investors who invest in “designated regional centers.” The EB-5 regional center program does not require the company in which the investor put his or her money to itself employ 10 U.S. workers. Instead, it is enough if 10 or more jobs are created directly or indirectly as a result of the investment. The capital investment requirement for any EB-5 investor, inside or outside of a regional center is \$1 million. The capital investment requirement for an investor in a “targeted employment area” or rural area is \$500,000.

**Anthony Desa, Regional Director**  
(702) 658-8080  
[ad@ccrc.us](mailto:ad@ccrc.us)

### **The Nevada Governor’s Office of Economic Development (GOED) International Trade Division (ITD)**

grows Nevada’s economy by connecting Nevada with the global marketplace. The strategic objectives of the ITD are to: Enhance Nevada exports to overseas markets; Assist investors with Foreign Direct Investments (FDI) into Nevada; Assist international companies in setting up operations in Nevada; Help foster international partnerships for the Nevada System of Higher Education. The ITD has developed relations with over fourteen countries including: Canada, China, Israel, Mexico and Poland, and is currently exploring other markets. Contact the office to learn how it can help you with your business:

**Kristopher Sanchez, Director**  
702.486.2700  
[kshanchez@diversifynevada.com](mailto:kshanchez@diversifynevada.com)

# BUSINESS AND INDUSTRY ASSOCIATIONS

## Business

Las Vegas Executives Association // [www.lvea.com](http://www.lvea.com)

Nevada Business Aviation Association // [www.nvbaa.com](http://www.nvbaa.com)

Nevada Manufacturers Association // [www.nvmanufacturers.org](http://www.nvmanufacturers.org)

Nevada Trucking Association // [www.nevadatrucking.com](http://www.nevadatrucking.com)

Retail Association of Nevada // [www.rannv.org](http://www.rannv.org)

University of Nevada Las Vegas, Rebel Business Network // [www.unlvalumni.org/about-rbn](http://www.unlvalumni.org/about-rbn)

## Chambers of Commerce

Asian Chamber // [www.lvacc.org](http://www.lvacc.org)

Boulder City Chamber // [www.bouldercitychamberofcommerce.com](http://www.bouldercitychamberofcommerce.com)

Henderson Chamber // [www.hendersonchamber.com](http://www.hendersonchamber.com)

Las Vegas Metro Chamber // [www.lvchamber.com](http://www.lvchamber.com)

Latin Chamber // [www.lvcc.com](http://www.lvcc.com)

Mesquite Chamber // [www.mesquitechamber.org](http://www.mesquitechamber.org)

Pahrump Valley Chamber // [www.pahrumpchamber.com](http://www.pahrumpchamber.com)

Urban Chamber // [www.urbanchamber.org](http://www.urbanchamber.org)

## Construction

American Council of Engineering Companies, Nevada // [www.acec.org](http://www.acec.org)

Associated Builders and Contractors, Nevada Chapter // [www.abcnvada.org](http://www.abcnvada.org)

Associated General Contractors of Las Vegas // [www.agclv.org](http://www.agclv.org)

Nevada Subcontractors Association // [www.nevadasubcontractors.com](http://www.nevadasubcontractors.com)

Southern Nevada Home Builders Association // [www.snhba.com](http://www.snhba.com)

## Conventions/Hospitality

Convention Services Association, Las Vegas // [www.conventionservicesassociationlasvegas.org](http://www.conventionservicesassociationlasvegas.org)

Las Vegas Convention and Visitors Authority // [www.lveva.com](http://www.lveva.com)

Las Vegas Hospitality Association // [www.mylvha.org](http://www.mylvha.org)

National Association for Catering and Events, Las Vegas Chapter // [www.lasvegasnace.net](http://www.lasvegasnace.net)

Nevada Hotel and Lodging Association // [www.nvhotels.com](http://www.nvhotels.com)

Nevada Resort Association // [www.nevadaresorts.org](http://www.nevadaresorts.org)

Nevada Restaurant Association // [www.nvrestaurants.com](http://www.nvrestaurants.com)

## Finance

Credit Management Association // [www.creditmanagementassociation.org](http://www.creditmanagementassociation.org)

Nevada Bankers Association // [www.nvbankers.org](http://www.nvbankers.org)

Nevada Society of Certified Public Accountants // [www.nevadacpa.org](http://www.nevadacpa.org)

Nevada Taxpayers Association // [www.nevadataxpayers.org](http://www.nevadataxpayers.org)

## Healthcare

Clark County Association of Health Underwriters // [www.clarkcountyahu.org](http://www.clarkcountyahu.org)

Clark County Medical Society // [www.clarkcountymedical.org](http://www.clarkcountymedical.org)

Health Education Advocacy Leadership of Southern Nevada // [www.lasvegasheals.org](http://www.lasvegasheals.org)

Nevada Hospital Association // [www.nvha.net](http://www.nvha.net)

Nevada Independent Insurance Agents // [www.niia.org](http://www.niia.org)

## Legal

Clark County Bar Association // [www.clarkcountybar.org](http://www.clarkcountybar.org)

State Bar of Nevada // [www.nvbar.org](http://www.nvbar.org)

## Media

Nevada Broadcasters Association // [www.nevadabroadcasters.org](http://www.nevadabroadcasters.org)

Nevada Press Association // [www.nevadapress.com](http://www.nevadapress.com)

Public Relations Society of America, Las Vegas Valley Chapter // [www.prsalasvegas.com](http://www.prsalasvegas.com)

## Real Estate

Building Owners and Managers Association // [www.bomanevada.org](http://www.bomanevada.org)

Certified Commercial Investment Member Association of Southern Nevada // [www.snccim.org](http://www.snccim.org)

Commercial Alliance Las Vegas // [www.lasvegasrealtor.com/commercial](http://www.lasvegasrealtor.com/commercial)

Greater Las Vegas Association of Realtors // [www.lasvegasrealtor.com](http://www.lasvegasrealtor.com)

Nevada Professional Facility Managers Association // [www.npfma.com](http://www.npfma.com)

Society of Industrial and Office Realtors of Southern Nevada // [www.siornv.com](http://www.siornv.com)

National Association of Industrial and Office Properties, Southern Nevada Chapter // [www.naiopnv.org](http://www.naiopnv.org)



# LVGEA MEMBERSHIP DIRECTORY

## Pinnacle Investor

### Cox Business



Cox Business and Hospitality Network, a division of Cox Communications, is a facilities-based provider of voice, video and data solutions for commercial and hospitality customers. Cox Business provides voice, data and video services for small and regional businesses, including healthcare providers, K-12 and higher education, financial institutions, hotel resorts and casinos, and federal, state and local government organizations.

“Cox Business offers Southern Nevada businesses and the hospitality industry a wide array of telecommunications services to increase efficiency, productivity as well as enhance the user experience. Cox Communications is extremely proud of our role as a supporter of children and families, education and diversity,” said Derrick Hill, vice president of Cox Business and Hospitality Network.

**Derrick Hill**, Vice President  
Cox Business/Hospitality Network  
702.545.1751  
[www.cox.com](http://www.cox.com)

# Presidential Investors

## City of Las Vegas



The city of Las Vegas provides governmental functions to the more than 600,000 residents of the city and the millions of annual visitors.

**Mayor Carolyn Goodman**

702.229.6241

[www.lasvegasnevada.gov](http://www.lasvegasnevada.gov)

## Green Valley Grocery



Green Valley Grocery, with 52 Southern Nevada locations all open 24/7/365. Clean, inviting stores featuring all of your favorite brands for your selection. We have been proudly serving Nevadan's since 1978. Shell branded fuel featured at 48 locations, ATM's and gaming available at all locations.

**Rick Crawford**, President of Green Valley Grocery

702.367.0056

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

## Marnell Properties



Marnell Properties is a real estate development and management company, which focuses on the acquisition, development and management of commercial, income-producing real estate holdings and long-term portfolios. The company specializes in acquiring sites in high-impact areas and bringing to the commercial real estate market quality, location and lifestyle in all its development projects.

**Brad Schnepf**, President

702.793.2000

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



## NVEnergy

NVEnergy provides a wide range of energy services to 1.3 million customers throughout Nevada and more than 40 million tourists annually. NVEnergy provides safe, cost-effective and reliable energy through a diverse generation mix that includes more than 1,000 MW of renewable energy.

**Paul Caudill, President & CEO**

702.402.5555

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



## Wells Fargo

Wells Fargo & Company is a nationwide, diversified, community-based financial services company with \$1.7 trillion in assets. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial finance through more than 8,700 locations, 12,500 ATMs, wells Fargo.com and mobile banking with offices in 36 countries and approximately 266,000 team members, Wells Fargo serves one in three households in the United States.

**Kirk V. Clausen, Nevada Region President**

702.791.6538

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

## Champion Investor

### Creel Printing

Commercial Printing consisting of Publications, Catalogs, Direct Mail, Large Format, Point of Purchase and On-Demand printing services.



**Allan Creel, President**

702.735.8161

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

# Leadership Investors

	<p><b>Anthem Blue Cross and Blue Shield in Nevada</b> Michael Murphy - (702) 586-6200</p>	<p><a href="http://www.anthem.com">www.anthem.com</a></p>
	<p><b>Bailey Kennedy, LLP</b> John Bailey - (702) 562-8820</p>	<p><a href="http://www.BaileyKennedy.com">www.BaileyKennedy.com</a></p>
	<p><b>Barrick Gold</b> Michael Brown - (202) 682-9499</p>	<p><a href="http://www.barrick.com">www.barrick.com</a></p>
	<p><b>Catalyst s+f</b> John Durham - (415) 655-4200</p>	<p><a href="http://www.catalystsf.com">www.catalystsf.com</a></p>
	<p><b>CenturyLink®</b> Randy Robison - (702) 244-7300</p>	<p><a href="http://www.centurylink.com">www.centurylink.com</a></p>
	<p><b>City of Boulder City</b> Cam Walker - (702) 293-9208</p>	<p><a href="http://www.bcnv.org">www.bcnv.org</a></p>
	<p><b>City of Henderson</b> John F. Marz - (702) 267-2085</p>	<p><a href="http://www.cityofhenderson.com">www.cityofhenderson.com</a></p>
	<p><b>City of Mesquite</b> Councilman Rich Green - (702) 346-5997</p>	<p><a href="http://www.mesquitenv.gov">www.mesquitenv.gov</a></p>
	<p><b>City of North Las Vegas</b> Mayor John J. Lee - (702) 633-1007</p>	<p><a href="http://www.cityofnorthlasvegas.com">www.cityofnorthlasvegas.com</a></p>
	<p><b>College of Southern Nevada</b> Michael D. Richards - (702) 651-5600</p>	<p><a href="http://www.csn.edu">www.csn.edu</a></p>
	<p><b>County of Clark</b> Commissioner Steve Sisolak - (702) 455-3500</p>	<p><a href="http://www.clarkcountynv.gov">www.clarkcountynv.gov</a></p>
	<p><b>Desert Research Institute</b> Stephen G. Wells - (702) 862-5400</p>	<p><a href="http://www.dri.edu">www.dri.edu</a></p>
	<p><b>Dignity Health - St. Rose Dominican Hospitals</b> Brian Brannman - (702) 616-5000</p>	<p><a href="http://www.strosehospitals.org">www.strosehospitals.org</a></p>
	<p><b>Eastridge Workforce Solutions</b> Jason Bruckman - (702) 732-8861</p>	<p><a href="http://www.eastridge.com">www.eastridge.com</a></p>
	<p><b>Elite Media Inc.</b> Jennifer Grant - (702) 492-0654</p>	<p><a href="http://www.elitemediainc.com">www.elitemediainc.com</a></p>

	<b>Fennemore Craig Jones Vargas</b> Joseph W. Brown - (702) 692-8030	<a href="http://www.fclaw.com">www.fclaw.com</a>
	<b>Greenberg Traurig, LLP</b> Michael J. Bonner - 702-792-3773	<a href="http://www.gtlaw.com">www.gtlaw.com</a>
	<b>Lewis Operating Corp.</b> Robert E. Lewis - (702) 891-5260	<a href="http://www.lewisop.com">www.lewisop.com</a>
	<b>Mandarin Oriental</b> Clifford Atkinson - (702) 590-8888	<a href="http://www.mandarinoriental.com">www.mandarinoriental.com</a>
	<b>Manpower Inc. of Southern Nevada</b> Jeff Parker - 702-737-2127	<a href="http://www.manpowerlv.com">www.manpowerlv.com</a>
	<b>Martin-Harris Construction</b> Frank Martin - (702) 474-8237	<a href="http://www.martinharris.com">www.martinharris.com</a>
	<b>McDonald Carano Wilson LLP</b> Jeff Silvestri - 702-873-4100	<a href="http://www.mcdonaldecarano.com">www.mcdonaldecarano.com</a>
	<b>Millenium Staffing Solutions</b> Jennifer DeHaven - 702-876-0708	<a href="http://www.milleniumstaff.com">www.milleniumstaff.com</a>
	<b>National Security Technologies, LLC</b> Raymond J. Juzaitis, Ph.D. - 702-295-0660	<a href="http://www.nstec.com">www.nstec.com</a>
	<b>Nevada State College</b> Bart Patterson - (702) 992-2350	<a href="http://www.nsc.edu">www.nsc.edu</a>
	<b>Regional Transportation Commission of Southern Nevada</b> Tina Quigley - (702) 676-1566	<a href="http://www.rtcsonthernnevada.com">www.rtcsonthernnevada.com</a>
	<b>Snell &amp; Wilmer L.L.P.</b> John S. Delikanakis - (702) 784-5200	<a href="http://www.swlaw.com">www.swlaw.com</a>
	<b>Southern Nevada Water Authority</b> John Entsminger - (702) 862-3400	<a href="http://www.snwa.com">www.snwa.com</a>
	<b>Southwest Gas Corporation</b> John Hester - 702-876-7252	<a href="http://www.swgas.com">www.swgas.com</a>
	<b>Stewart Title Company</b> Dave Cheval - (702) 791-7000	<a href="http://www.stewart.com/las-vegas">www.stewart.com/las-vegas</a>
	<b>The Howard Hughes Corporation</b> Kevin T. Orrock - 702-791-4215	<a href="http://www.summerlin.com">www.summerlin.com</a>



The Nevada System of Higher Education

Frank Woodbeck - 702-889-8426

[www.nevada.edu](http://www.nevada.edu)



The PENTA Building Group

John Cannito - 702-614-1678

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



Touro University

Shelley Berkley - (702) 777-1775

[tun.touro.edu](http://tun.touro.edu)



Toyota Financial Savings Bank

Raymond Specht - 702-477-2110

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



UnitedHealthcare Nevada

Donald J. Giancursio - 702-242-7158

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



University of Nevada, Las Vegas

Len Jessup - (702) 895-0477

[www.unlv.edu](http://www.unlv.edu)



U.S. Bank

Clark Wood - 702-251-1635

[www.usbank.com/locations/](http://www.usbank.com/locations/)



Velstand Investments, LLC

Glenn C. Christenson - 702-897-1165



WGU Nevada

Spencer Stewart - 877.214.7005

[www.nevada.wgu.edu](http://www.nevada.wgu.edu)

## Trustee's Council Investors

### AdvanStaff HR

Philip Richards - (702) 598-0000

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

### Barclaycard US

Marc Heitzman - 302.255.8701

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

### Cirque du Soleil (US), Inc.

Jerry Nadal - 702.352.0135

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

### Coldwell Banker Premier Realty

Tom Mangione - 702-938-1381

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

### DiBella Flowers and Gifts

John DiBella - 702-384-1121

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

### Four Seasons Hotel Las Vegas

Sean McCarron - 702-632-5202

[www.fourseasons.com/lasvegas](http://www.fourseasons.com/lasvegas)

### Fusch Commercial Interiors & Design

Chris Fusch - (702) 202-4227

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

### Greater Las Vegas Assoc. of REALTORS

Michele Caprio - (702) 784-5000

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

### Highway Radio

Kirk M. Anderson - 702-737-9899

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

### Holland & Hart LLP

Gregory S. Gilbert - 702-669-4600

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

### Lotus Broadcasting

Jesse Leeds - 702-876-1460

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

### MGM Resorts International

Clark Dumont - (702) 891-1111

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

### Nevada Public Radio

Florence Rogers - (702) 258-9895

[www.nevadapublicradio.org](http://www.nevadapublicradio.org)

### Olin Chlor Alkali Products

Tom Gathright - 702-565-8781

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

### R&O Construction

Chet Opheikens - 702-895-9322

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

### Realty Executives of Nevada

Fafie Moore - (702) 873-4500

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

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**Sempra US Gas & Power**

Lisa J. Briggs - (619) 696-2000

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

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**Southern Nevada Home Builders Association**

Nat Hodgson - (702) 794-0117

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

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**Storybook Homes**

Wayne Laska - (702) 877-7040

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

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**Sunrise Hospital and Medical Center and  
Sunrise Children's Hospital**

Todd Sklamberg - 702-731-8012

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

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**The Design Factory**

Chris Harvey - (702) 656-0555

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

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**Vegas PBS**

Tom Axtell - 702-799-1010

[www.vegaspbs.org](http://www.vegaspbs.org)

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## **Investors**

**A. Flamingo Glass and Engraving, LLC**  
**Ace World Wide Elite Relocation Services**  
**AirGo USA, LLC**  
**Airport Concessionaires LLC.**  
**Anexeon, LLC**  
**ATM | Annie the Maid**  
**Bank of Nevada**  
**Branch Benefits Consultants**  
**Brownstein Hyatt Farber Schreck LLP.**  
**Burke Construction Group, Inc.**  
**CB Richard Ellis**  
**City National Bank**  
**Eagle Promotions**  
**East West Bank**  
**Everest College**  
**Fair, Anderson & Langerman**  
**First Federal Realty DeSimone**  
**Forest City Development**  
**Klai Juba Wald Architects**  
**Konami Gaming, Inc.**  
**Las Vegas Convention and Visitors Authority**  
**Las Vegas Metro Chamber of Commerce**  
**Las Vegas Review Journal**  
**Link Technology Consultants**  
**McCarthy Building Companies, Inc.**  
**McGladrey LLP**  
**Meadows Bank**  
**Nevada State Bank**  
**Newmark Grubb Knight Frank**  
**NTC Global Holdings**  
**One Nevada Credit Union**  
**Republic Services of Southern Nevada**  
**State Farm Insurance Companies**  
**Sun Commercial Real Estate, Inc.**  
**TH Foods, Inc.**  
**The Geary Company**  
**The Molasky Group of Companies**  
**The Skancke Company**  
**Tradewinds Construction**  
**ViaWest**  
**Virgen Inc.**  
**Zappos.Com, Inc.**

# REFERENCE GUIDES/ OTHER RESOURCES

## Las Vegas Perspective

Perspective, powered by the LVGEA Community & Economic Research Council, is Southern Nevada's premier source of community and economic development data, analysis and forecasting.

A research book, quarterly newsletter, publication, and event, Perspective is Southern Nevada's primary community and economic development reference and resource tool. A diverse group of companies, ranging from small business entrepreneurs to some of the largest companies in Nevada, use Perspective as a market research resource.

The publication provides in-depth analysis and coverage of the following main categories:

- **Demographics**
- **Community**
- **Recreation**
- **Education**
- **Healthcare**
- **Business**
- **Employment**
- **Real Estate**
- **Retail**
- **Tourism**

**Anthony Ruiz**, Senior Director, Communications and Public Affairs

702.791.0000

[anthonyr@lvgea.org](mailto:anthonyr@lvgea.org)

**Las Vegas Business Press Book of Lists** publication is a vital resource for market research. The publication contains lists of local businesses, institutions, associations, and other groups. This data can help inform businesses and drive decisions. The book addresses various listing organized under these topics:

- **Communication**
- **Education**
- **Finance**
- **General Interest**
- **Health & Wellness**
- **Law**
- **Real Estate & Construction**
- **Recreation & Entertainment**
- **Services**

The book is available for purchase through the Las Vegas Business Press website. Contact Debbie Donaldson, Publisher, at [ddonaldson@reviewjournal.com](mailto:ddonaldson@reviewjournal.com).

**Nevada Taxpayers Association** publishes annual guides and specialized publications on Nevada taxes. In addition to public resources available through the Nevada Department of Taxation and dozens of other state and local agencies, the Taxpayers Association provides historical context of taxation as well as timely updates following legislative sessions.

702.457.8442

[info@nevadataxpayers.org](mailto:info@nevadataxpayers.org)

**Desert Companion** is the premier city magazine that celebrates the pursuits, passions and aspirations of Southern Nevadans. With award-winning lifestyle journalism and design, Desert Companion does more than inform and entertain. We spark dialogue, engage people and define the spirit of the Las Vegas Valley.

**Christine Kiely**, Associate Publisher

702.259.7813

[christine@nevadapublicradio.org](mailto:christine@nevadapublicradio.org)

## Congressional Delegation Offices

Nevada's members of Congress can be a valuable liaison between businesses and the federal government. Members of Congress maintain offices in their districts from which they offer constituent services.

**Sen. Harry Reid**

[www.reid.senate.gov](http://www.reid.senate.gov)

**Sen. Dean Heller**

[www.heller.senate.gov](http://www.heller.senate.gov)

**Rep. Dina Titus, Congressional District 1**

[www.titus.house.gov](http://www.titus.house.gov)

**Rep. Joe Heck, Congressional District 3**

[www.heck.house.gov](http://www.heck.house.gov)

**Rep. Cresent Hardy, Congressional District 4**

[www.hardy.house.gov](http://www.hardy.house.gov)

## State Constitutional Officers

Nevada's top elected officers provide various services to businesses as well as oversee operations of State Government.

**Governor Brian Sandoval**

[www.gov.nv.gov](http://www.gov.nv.gov)

**Lt. Governor Mark Hutchison**

[www.ltgov.nv.gov](http://www.ltgov.nv.gov)

**Attorney General Adam Paul Laxalt**

[www.ag.nv.gov](http://www.ag.nv.gov)

**State Controller Ron Knecht**

[www.controller.nv.gov](http://www.controller.nv.gov)

**Secretary of State Barbara Cegavske**

[www.nvsos.gov](http://www.nvsos.gov)

## All Titles and Chapters of Nevada Revised Statutes

[www.leg.state.nv.us/NRS](http://www.leg.state.nv.us/NRS)

## Specific Nevada Revised Statutes Search Query

[www.search.leg.state.nv.us/NRS/NRS.html](http://www.search.leg.state.nv.us/NRS/NRS.html)

## Additional Resources

**Henderson District Public Library** provides online tools for entrepreneur and small businesses. Programs include the Small Business Reference Center- the most up-to-date information on topics related to starting a company, operations management, sales, and growing or rescuing a business, this resource offers a wide variety of information on small business and entrepreneurial subject areas, common business types, a help and advice section, and provides information on how to create business plans that lead to successful funding. A second tool, Business Source Premier, is the industry's most used business research database, providing full text for more than 8,800 serials, including full text for more than 1,100 peer-reviewed business publications. Journal ranking studies reveal that Business Source Premier is superior to the competition in full text coverage in all disciplines of business, including marketing, management, MIS, POM, accounting, finance and economics.

**Las Vegas-Clark County Library District** maintains a web-based service called "BusinessDecision" that combines extensive consumer household, business and demographic data with a GIS mapping technologies. The service is free to library cardholders. BusinessDecision helps local businesses find trends, patterns, and opportunities in demographic data that can inform customer and market growth strategies.

**Conventions:** (See Page 171 of the Las Vegas Perspective or the [Las Vegas Convention and Visitors Authority](#) website)



DRIVE  
CAREFULLY  
*Come Back*  
SOON

TESCO