Nevada Business

THE DECISION MAKER'S magazine

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LEGAL ELITE 2017

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› › The Commentary

The Blame Game

Voter Fraud in Nevada

In mid-April, Nevada Secretary of State (SOS) Barbara Cegavske made an intriguing, if cryptic, claim in the form of a letter to the Nevada Department of Motor Vehicles (DMV) director, Terri Albertson. Cegavske wrote, "Please take appropriate corrective action, as we have reason to believe that non-citizens have unlawfully registered to vote in Nevada as a direct result of DMV's practices."

Albertson fired back, asserting that the practices were approved by Cegavske's office. She added that the DMV was required to give voter registration applications to state election officials, regardless of apparent citizenship status. Governor Sandoval backed Albertson saying, "They (DMV) were operating under the policies and guidelines that were adopted pursuant to input, review and approval of the Nevada Secretary of State's Office."

Cegavske's letter, made public late on a Friday, was not elaborated on until the following Wednesday when she asserted that three non-citizens voted in the 2016 election and up to 21 possibly voted illegally. The investigation is ongoing from the Secretary of State's office with further details expected to emerge in the coming months. As the SOS and DMV go back and forth playing the blame game as to who is at fault here, one very important detail is being overlooked in the drama. Regardless of who allowed it to happen or what policies contributed to the issue, there is verifiable proof of illegal voting that occurred in the most recent election in Nevada.

The three, the possible 21 or even a potentially much larger number of non-citizen votes may not seem to weigh much against the over 1.1 million votes cast in Nevada's last election but, the fact is, they do. If every vote counts and we allow even one illegal ballot to get counted, it can alter an election. The 2016 election wasn't three (or even 21) votes close here in Nevada but we have had elections in the past that are. What happens in the next election if this continues?

If the registration issue isn't fixed and it perpetuates, will the next time Nevadans vote simply be a waste of time? If good, honest candidates are pushed aside by the unscrupulous few with the right funding, what is the point of an election at all? Campaign monies would go to purchasing votes and those that can afford it would simply buy their way into office. Ten years ago I might have rejected this issue as ridiculous and unlikely to occur. I certainly don't think it's in any way ridiculous now that we see non-citizens have successfully voted.

For those that dismiss the idea of "only" three non-citizen votes, you're missing the bigger picture. And to the officials in Nevada playing the blame game, get focused. It doesn't matter who's at fault, there's clearly an issue with voter registration and it needs to be fixed now.

CALL TO ACTION: We need to support Secretary Cegavske and Director Albertson as they work with the appropriate agencies to create an air-tight voter registration process. Anything more than zero non-citizen votes is an unacceptable amount. Keep your eyes open for this in the next few months as the investigation is ongoing and read through the "Blame Game" hype. Illegal votes are an issue that needs to be dealt with and anyone who tells you otherwise is just creating a distraction.

2 Chronicles 7:14 *(NKJV) "If my people who are called by My name will humble themselves, and pray and seek My face, and turn from their wicked ways, then I will hear from heaven, and will forgive their sin and heal their land."*

Lyle E. Brennan
Publisher

COMMENTS
lyle@nevadabusiness.com

By Whose Authority?

For more information on my Commentary and to see some of my backup research, or if you wonder why I take the position I take, go to www.LyleBrennan.com.

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PUBLISHER
Lyle E. Brennan · lyle@nevadabusiness.com

PUBLISHER / CEO
Connie Brennan · connie@nevadabusiness.com

EDITOR-IN-CHIEF
Tarah Richardson · tarah@nevadabusiness.com

ART DIRECTOR
Chris Tucker · ctucker@nevadabusiness.com

WEB EDITOR / ONLINE MARKETING
Ben Rowley · ben@nevadabusiness.com

ASSOCIATE EDITOR
Donna Greene · donna@nevadabusiness.com

SENIOR ACCOUNT EXECUTIVE
LaShawn Guidry · lashawn@nevadabusiness.com

CHIEF EXECUTIVE ADMINISTRATOR
Tavia Harter · tavia@nevadabusiness.com

ADMINISTRATIVE ASSISTANT
Angelica Nance · angelica@nevadabusiness.com

CIRCULATION MANAGER
Courtney Venable · courtney@nevadabusiness.com

CONTRIBUTING WRITERS
Doresa Banning · Jennifer Rachel Baumer · Michael Schaus
Dan Stewart · Mason VanHouweling

RESEARCH / RANKING NEVADA
info@nevadabusiness.com

SUBSCRIPTIONS
subscribers@nevadabusiness.com

NORTHERN NEVADA ADVISORY BOARD
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CORPORATE OFFICE
375 N. Stephanie St., Suite 2211 · Henderson, NV 89014
P (702) 735-7003 · F (702) 733-5953
Reno: P (775) 583-8113

Web Site: www.nevadabusiness.com
Mobile: Download QR Reader and scan.

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THIS year marks Legal Elite's tenth year of presenting Nevada's top attorneys. The annual list showcases attorneys whose peers have named them amongst the best of the best. The list has come a long way since it's inaugural issue in June 2008. Since it's inception, the voting process has become more streamlined and each year more and more attorneys participate in the hopes of being named one of the year's Legal Elite.

Polling for the 2017 list began at the end of February and nearly 6,400 nominations were collected throughout the state. Those nominations then went through an extensive verification process to produce the top attorneys in the state, ranked by their peers and presented in the following pages.

The State Bar of Nevada's *Annual Report* for 2016 indicates that there are 8,916 active member attorneys. The Bar admitted 267 new licensees since the previous reporting period and new attorneys are being trained at UNLV's Boyd School of Law each year.

The Legal Elite list includes only the top 4 percent of attorneys in the state broken down by location, with break-out lists for the Best Up and Coming and Best Government attorneys. It's not easy to make it to the final list and each of those included this year went through several levels of scrutiny. Upon the nomination process closing, each ballot was reviewed for eligibility and every voting attorney was verified with the State Bar.

The next step included scoring each attorney nominated. Scores were compiled based on the number and type of votes received. Attorneys that garnered votes from within their own firm were given a score of one and those that received a vote from someone at another firm were given a weighted score of three. After all of the scores were tabulated, the top scorers were then verified again and contacted to finalize the 2017 Legal Elite list.

In addition, those that received the most votes in each list are featured on the cover of this issue. Those featured are Katherine Hoffman with Fennemore Craig from the Northern Nevada list, Craig Slater with Luh & Associates from the Southern Nevada list and Michael Paretti of Snell & Wilmer from the Best Up and Coming list. Congratulations to the 10th Anniversary Class of Legal Elite!

The Lloyd D. George U.S. Courthouse in Downtown Las Vegas (pictured) serves as the U.S. District Court for Southern Nevada.

Photo By: Chris Tucker

SOUTHERN NEVADA Top Attorneys

Name	Firm	Practice Emphasis	Number of Years Practicing in Nevada
Anthony Ager	Durham Jones & Pinegar	Landlord Tenant Law, Plaintiffs' Personal Injury and Gaming/Non-Gaming Collections	15
Michelle Alarie	Armstrong Teasdale	Commercial Litigation and Insurance Coverage	6
W. West Allen	Howard & Howard	Intellectual Property, Intellectual Property Litigation and Commercial Litigation	22
Adam Anderson	Clear Counsel Law Group	Plaintiff Personal Injury	4
Craig Anderson	Marquis Aurbach Coffing	Civil Rights Defense, Municipality Defense and Premises Liability	18
Paola Armeni	Gentile Cristalli Miller Armeni Savarese	Criminal Defense and Civil Rights Litigation	14
Bradley Austin	Snell & Wilmer	Commercial Litigation and Financial Services Litigation	4
Brett Axelrod	Fox Rothschild	Bankruptcy	21
Christian Balducci	Marquis Aurbach Coffing	Commercial Litigation and Real Property	5
Jeffrey Barr	Ashcraft & Barr	Marijuana Law, Business Litigation and Civil Rights Litigation	17
Kevin Beck	Kevin E. Beck, Ltd.	Business Litigation and Domestic Relations (Family Law)	14
Marcus Berg	Moss Berg Injury Lawyers	Car Crashes, Slip & Falls and Workers Compensation	11
Todd Bice	Pisanelli Bice	Business & Commercial Litigation and Appeals	25
Bryan H. Blackwell	Richard Harris Law Firm	Personal Injury	5
Brian Blakley	Lewis Roca Rothgerber Christie	Commercial & Business Litigation, Unmanned Aircraft Systems and White Collar Defense & Investigations	4
Brian Blaylock	Snell & Wilmer	Corporate & Securities, Mergers & Acquisitions and Business Owner Exit Transactions	5
Gina Bongiovi	Bongiovi Law Firm	Corporate Counsel and Business Transactions	10

Bradshaw Law LLC
603 Pine Street
Elko, Nevada 89801
P 775.738.7444
F 775.738.7455
denise@bradshawlawnv.com
www.bradshawlawnv.com

Denise Bradshaw, Esq.

Practice Areas
· Plaintiff's Personal Injury

Denise Bradshaw is the founder of Bradshaw Law LLC, which represents injured clients. Her practice focuses on trucking crashes and birth-related trauma cases. She has a rich legal career spanning 27 years as a receptionist, paralegal and lawyer. She earned her Juris Doctor from the University of Wyoming College of Law in 2007 and graduated in the top 10 percent of her class.

Denise serves as a bar exam grader in addition to serving on the Standing Committee for Legal Ethics and Professional Responsibility for the State Bar. Denise was named a Rising Star by Mountain States Super Lawyers from 2013 to 2017 and received Volunteer Attorney's for Rural Nevadan's (VARN) Most Pro Bono Hours award. Bradshaw Law was voted the #1 Law Firm in the Elko Daily Free Press Reader's Choice Awards in 2014 and 2015 and received a Silver Award in 2013 and 2016.

ADVERTORIAL PROFILE

Frizell Law Firm, PLLC
8275 S. Eastern Ave.
Suite 200
Las Vegas, NV 89123
P 702.657.6000
F 702.657.0065
DFrizell@FrizellLaw.com
FrizellLaw.com

R. Duane Frizell

Practice Areas
· Business and Commercial Litigation
· Real Estate Litigation
· Civil Appeals

Mr. Frizell practices in the areas of business, commercial, and real estate litigation; civil appeals; and licensing, estate, and probate litigation. He has practiced in trial and appellate courts in Nevada, Idaho, New Mexico, and Texas, and has been involved in cases with parties from around the globe. Mr. Frizell is fluent in Mandarin Chinese and represents many clients from China, Taiwan, and Hong Kong.

Mr. Frizell graduated in 1998 from the University of Maryland, School of Law with university honors. After law school, Mr. Frizell served as a judicial law clerk to the Chief Justice of the Supreme Court of New Mexico. He has been in private practice since the end of his clerkship.

In his practice, Mr. Frizell has represented clients in complex, multi-million dollar cases. He regularly lectures at professional seminars for attorneys and non-attorneys alike. He is active in professional, community, and service organizations.

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100 W. Liberty Street
Suite 800
Reno, NV 89501
P 775.786.2366
F 775.322.9105
jgallagher@ggfltd.com
ggfltd.com

John K. Gallagher

Practice Areas
· Complex Commercial Litigation
· Administrative Law
· Environmental Law

John K. Gallagher is a senior partner and managing shareholder of Guild, Gallagher & Fuller, Ltd. Mr. Gallagher is a fifth generation Nevadan and received his undergraduate degree from Willamette University, Salem, Oregon and his juris doctorate degree from McGeorge School of Law in 1983. He is licensed to practice law in Nevada and California.

Mr. Gallagher's practice is broad-based and extensive in the areas of corporate law, environmental, business and commercial litigation, as well as matters involving the enforcement of intellectual property rights. Mr. Gallagher's litigation matters throughout the last two decades have involved a number of complex, federal and state cases involving both large corporations as well as local business interests.

Mr. Gallagher is a member of the Washoe County and American Bar Associations, State Bar of Nevada, and the State Bar of California.

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SOUTHERN NEVADA Top Attorneys

Name	Firm	Practice Emphasis	Number of Years Practicing in Nevada
Alison Brasier	Hicks & Brasier	Did Not Disclose	10
Jennifer Braster	Naylor & Braster	Commercial Litigation	11
Stephanie Buntin	Howard & Howard	Intellectual Property	6
Patrick Byrne	Snell & Wilmer	Commercial Litigation	16
Robert J. Caldwell	Kolesar & Leatham	Business Litigation, Entertainment & Sports Law and Corporate Law	16
Donald Campbell	Campbell & Williams	Commercial Litigation, Crisis Management and First Amendment & News/Media	39
Robert Cardenas	Cardenas Law Group	Personal Injury	17
Justin Carley	Snell & Wilmer	Commercial Litigation, Construction and Real Estate Litigation	11
Andrea Champion	Holland & Hart	Commercial Litigation and Appellate	3
Szu-Lung Chang	Chang Law Group	Probate & Trust, Business and Taxation	8
Richard Chatwin	Gerrard Cox Larsen	Elder Law, Special Needs Trusts and Estate Planning	9
Christopher Childs	Childs Watson & Gallagher	Real Estate, Business/Corporate Law and General Transactional Law	13
Hai Ling Chu	HLC Legal	Estate Planning, Probate and Contracts	6
Dawn M Cica	Black & LoBello	Real Estate, Commercial Bankruptcy and Gaming	25
Sean Claggett	Claggett & Sykes Law Firm	Plaintiff Personal Injury, Product Defect and Medical Malpractice	14
Christopher S. Connell	Connell Law	Business Litigation, Real Estate and Personal Injury	5
Maximiliano D. Couvillier III	Black & LoBello	Complex Commercial Litigation, Intellectual Property Litigation and Sports & Entertainment	16

SOUTHERN NEVADA Top Attorneys

Name	Firm	Practice Emphasis	Number of Years Practicing in Nevada
Jennifer Craft	Dickinson Wright	Copyright & Trademark Law, Intellectual Property and Sports & Entertainment Law	15
Nicholas Crosby	Marquis Aurbach Coffing	Labor & Employment, Municipal Liability and Constitutional Law	13
Krisanne Cunningham	Rice Reuther Sullivan & Carroll	Business Law, Tax Law and Securities Law	14
Laura Deeter	Ghandi Deeter Blackham	Guardianship, Probate and Estate Planning	10
Lindsay Demaree	Ballard Spahr	Consumer Financial Services and Commercial Litigation	7
William Devine II	Devine Law Firm	Bankruptcy, Wills & Trusts and Civil Litigation	9
Anthony DiRaimondo	Rice Reuther Sullivan & Carroll	Commercial Litigation, Real Estate Litigation and Construction Litigation	9
Andrew Dixon	Bowler Dixon & Twitchell	Commercial Real Estate, Corporate and Business & Commercial Litigation	14
Sabrina Dolson	Dickerson Karacsonyi Law Group	Family Law	4
Michael R. Esposito	Garman Turner Gordon	Probate & Trust Administration, Commercial Litigation and Bankruptcy Litigation	3
Chad Fears	Evans Fears & Schuttert	Did Not Disclose	18
Michael Feder	Dickinson Wright	Business Litigation, Intellectual Property and Sports & Entertainment Law	17
Jason Ferris	Luh & Associates	General Liability, Premises Liability and Construction Defect	16
Frank Flansburg	Schwartz Flansburg	Commercial Litigation, Business Litigation and Civil Litigation	18
Seth Floyd	Urban Law Firm	Land Use & Zoning, Labor Law and Appeals	7
Conor Flynn	Armstrong Teasdale	Commercial Litigation	7
Christopher Ford	Ford & Friedman	Divorce, Child Custody and Pre/Post Nuptial Agreements	8

Hutchison & Steffen
Peccole Professional Park
10080 W. Alta Dr., Ste 200
Las Vegas, NV 89145
P 702.385.2500
F 702.385.2086
info@hutchlegal.com
hutchlegal.com

Joseph R. Ganley

Practice Areas
- Business & Complex Commercial Litigation
- Corporate Divorces and Injunctions
- Trust & Probate Litigation

Joseph R. Ganley is a senior litigation partner of Hutchison & Steffen and an AV-rated attorney by Martindale-Hubbell®. Joe practices in virtually every aspect of business and commercial litigation, including real estate, construction, employment, non-competition, intellectual property, insurance, casino markers, reverse mergers, healthcare, trust and probate, mechanic's lien, and contract litigation. He graduated from Middlebury College in Vermont, and then attended San Diego California Western School of Law before transferring to and graduating from Boston University School of Law. Joe has significant trial experience and has successfully litigated a variety of business and commercial cases. He is also a board member for non-profits Safe Nest and Green Our Planet.

Joe is admitted to practice in both the state and federal courts of Nevada and Massachusetts, and the U.S. Ninth Circuit Court of Appeals.

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Hutchison & Steffen
Peccole Professional Park
10080 W. Alta Dr., Ste 200
Las Vegas, NV 89145
P 702.385.2500
F 702.385.2086
info@hutchlegal.com
hutchlegal.com

Mark A. Hutchison

Practice Areas
- Commercial & Complex Tort Litigation
- Trust Litigation
- Constitutional Litigation

Mark A. Hutchison is a founding member of the Law Firm of Hutchison & Steffen and an AV-rated attorney by Martindale-Hubbell®. Mark practices primarily in commercial and complex tort litigation. A native Las Vegan, Mark graduated from UNLV (high distinction) and received his J.D., magna cum laude, from BYU. In 2010, Mark was appointed by Nevada's governor as lead special counsel for the State of Nevada in the multi-state lawsuit challenging the constitutionality of the federal healthcare legislation. In addition to suing the federal government, Mark was lead trial counsel in a lawsuit against the Franchise Tax Board of the State of California, which lasted over 10 years and resulted in a jury verdict in the client's favor totaling $388.1 million after a 17-week trial. The verdict is one of the country's largest jury verdicts ever rendered in favor of a single plaintiff. Mark was elected to the Nevada Senate in 2012 and as Nevada's Lt. Governor in 2014.

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Solomon Dwiggins & Freer, Ltd.
9060 West Cheyenne Ave.
Las Vegas, NV 89129
P 702.997.7714
F 702.853.5485
aleveque@sdfnvlaw.com
sdfnvlaw.com

Alexander G. LeVeque

Practice Areas
- Trust/Estate Litigation
- Business Litigation
- Real Estate Litigation

Alexander G. LeVeque is a partner at Solomon Dwiggins & Freer, Ltd. who practices commercial and trust and estate litigation. Mr. LeVeque offers an impressive track record of litigating complex cases for the firm, including achieving multi-million-dollar settlements for several clients. His years of litigation success have generated numerous clients for the firm, serving to bolster its status as a trusted source of legal services for high-profile clients. Mr. LeVeque also applies his skills to impact the overall legal industry by serving as a member of the Nevada State Bar's Fee Dispute Committee, and providing pro bono services to members of the Las Vegas community.

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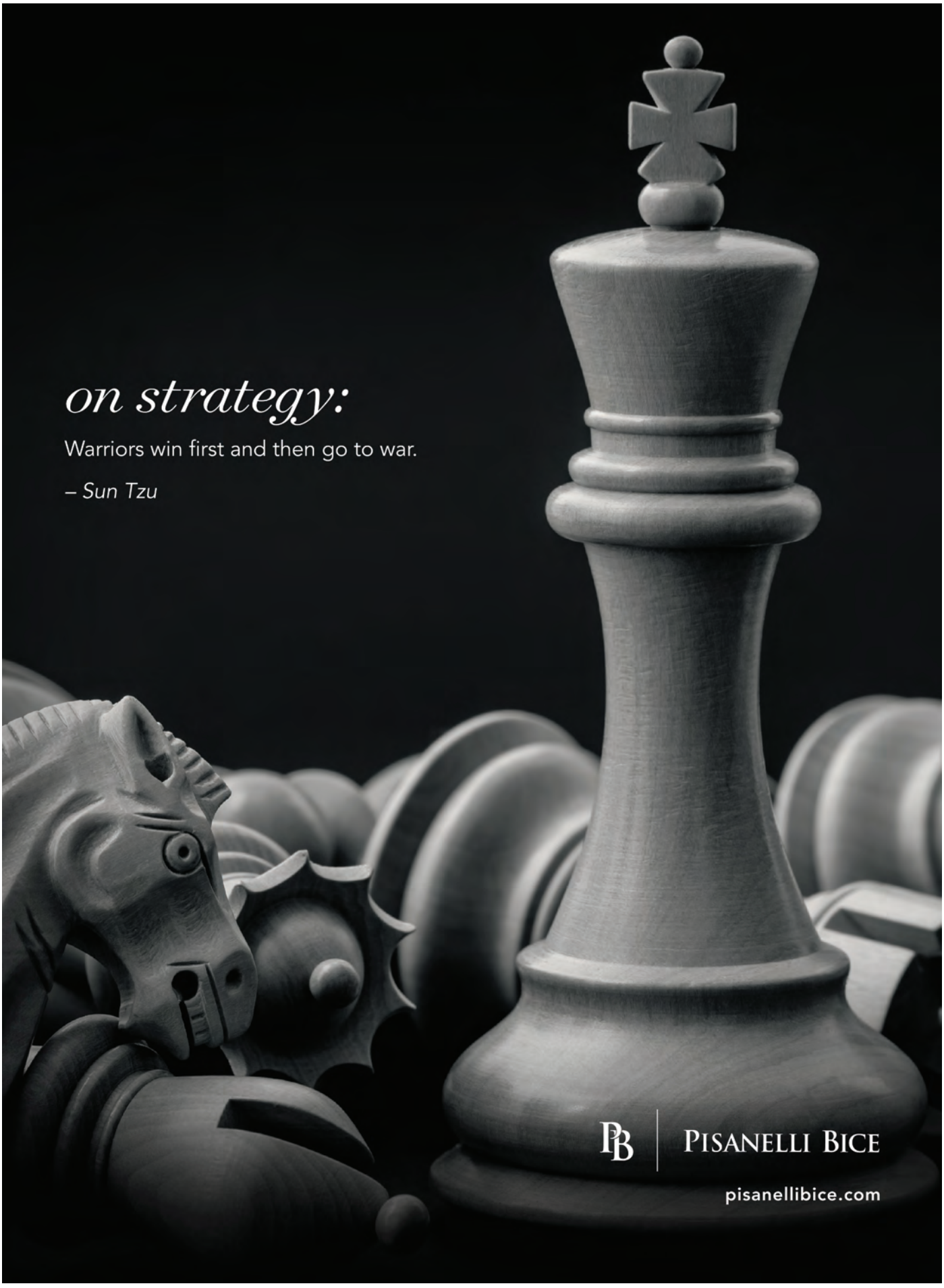
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Alan Freer	Solomon Dwiggins & Freer	Probate, Trust/Estate Litigation and Business Litigation	16
Matthew Friedman	Ford & Friedman	Divorce Law, Family Law and Premarital/Postmarital Contract Law	8
R. Duane Frizell	Frizell Law Firm	Business, Real Estate and Litigation	11
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Nedda Ghandi	Ghandi Deeter Blackham	Divorce, Bankruptcy and Business Reorganization	9

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J.K. Nelson Law, LLC
7455 Arroyo Crossing
Suite 200
Las Vegas, NV 89113
P 702.727.9900
F 775.743.5573
Jonathan@jknelsonlaw.com
jknelsonlaw.com

Jonathan K. Nelson, Esq

Practice Areas
- Family Law
- Estate Planning
- Personal Injury

Mr. Nelson is the owner of J.K. Nelson Law, with offices in Las Vegas and Pahrump. The firm handles various legal matters throughout Clark, Nye, and Esmeralda Counties. Mr. Nelson has experience in handling family law, estate planning, and personal injury cases. Before starting his own firm, Mr. Nelson spent over 10 years in the banking industry, partnering with local businesses to assist them with their financial needs. He continues to put his clients first, working hard to protect their interests. Mr. Nelson is also active in the communities where he serves. He is currently a member and official counsel of Pahrump Valley Chamber of Commerce and is involved in Pahrump's Rotary. He also provides free legal clinics and legal assistance to the residents at the senior center and has provided donations to support the local high school's athletic programs.

ADVERTORIAL PROFILE

Parsons Behle & Latimer
50 West Liberty Street
Suite 750
Reno, NV 89501
P 775.323.1601
anikkel@parsonsbehle.com
parsonsbehle.com

Ashley C. Nikkel

Practice Areas
- Business & Commercial Litigation
- Environmental & Natural Resources
- Appeals

From her experiences growing up in a small family business, Ashley Nikkel understands the complex and often overwhelming challenges business owners face, spanning from business entity formation and corporate governance to bankruptcy and judgment enforcement. One of the top-ranking graduates from the William S. Boyd School of Law in Las Vegas, Ashley's subsequent experiences clerking at the Nevada Supreme Court and Second Judicial District Court in Reno provided her with invaluable perspectives on litigation, which she uses at Parsons Behle & Latimer to help her clients efficiently navigate what can otherwise be a frustrating and resource-intensive process. While litigation is often unavoidable, Ashley particularly enjoys working with businesspeople to understand their unique industries in order to provide effective assistance in a variety of transactions.

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Snell & Wilmer
50 West Liberty Street
Suite 510
Las Vegas, NV 89501
P 775.785.5408
F 775.785.5441
jprupas@swlaw.com
swlaw.com

Jacey Prupas

Practice Areas
- Commercial Litigation
- Insurance
- Personal Injury

Jacey Prupas is a partner in Snell & Wilmer's Reno office, where she focuses her practice on commercial litigation and business dispute resolution with an emphasis in contract disputes, complex business torts, and personal injury. She has defended numerous clients including a large utility company in a $20 million insurance coverage dispute. She also represented one of the world's largest pharmaceutical companies in a product liability and medical malpractice case. Additionally, in 2014 she served as counsel for a Fortune 500 property casualty insurance company involving a multi-million dollar insurance dispute. She currently sits on the board of trustees of the Reno Philharmonic and the board of directors of KNPB Public Broadcasting. In 2012 and 2017, she was appointed as a temporary member to the Supreme Court of Nevada's Commission on Judicial Selection.

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BUSINESS ROOTS

Nevada's Economic Development History

By Doresa Banning

THE Silver State has a unique origin story. Despite being much less economically viable and populated, Nevada beat out the other territories to become a state in 1864 because of its Republican and pro-Union leanings. President Abraham Lincoln fast-tracked the process, surpassing Congress, to ensure ultimately three electoral votes for his re-election and bolster Republican representation in Congress. After Nevada voters approved the constitution proposed for statehood, Lincoln declared the territory a state, eight days before the U.S. presidential election.

Fast forward 90 years to the mid-1950s. It was then that Nevadans first made concerted economic development efforts primarily to bring companies and industry to the state. The total population was 218,000 in 1954 and gambling was the dominant industry. Although sporadic over the previous decades, mining production was at record highs at the time.

1955

Nevada Department of Economic Development

In the spring of 1955, state legislators mandated formation of a department of economic development and appropriated $200,000, a value of about $1.8 million today, for the initial two years. First headed by Pete Kelley, the Nevada Department of Economic Development (NDED) aimed to publicize and advertise all aspects of the state's economy, attract light industry and promote intra-state travel. An original undertaking of the organization included preparing and distributing 400,000 promotional and informational folders on Nevada's ghost towns and historic sites, agriculture, mining, skiing, state capitol, museums, gambling, hunting, fishing and state parks.

Western Nevada Industrial Development Commission

The same year, a group of civic and political leaders in Northern Nevada established and self-funded the Western Nevada Industrial Development Commission (WNIDC). Its purpose mirrored that of NDED but for the Reno-Sparks region.

"The creation of WNIDC indicates an understanding on the part of your local governments and business leaders of the need to diversify your local economy and to provide additional jobs to support your rapidly increasing population," a U.S. Department of Commerce official told the commission, as reported by the *Reno Evening Gazette*.

Under the leadership of directors Lee J. Humphreys and D.G. Pilkington, the group got busy promoting local industry with the help of a newly developed booklet, "Why Western Nevada is the Place for Your Industry." It included data such as population changes, property valuations, employment figures and building, banking and sales records. It detailed the area's economic growth over the previous 15 years, available natural resources and transportation options. The booklet also highlighted the significance of the state's free port law that enabled goods passing through Nevada to another state to be untaxed.

WNIDC conducted an industrial survey designed to provide manufacturers the facts needed in deciding whether or not to set up operations in Reno or Sparks. Members traveled to other parts of the country to connect with business owners and federal legislators and tout Northern Nevada as an optimal site for their business or industry. In fact, the commission's 1959 publication, "A Factual Digest of America's Newest Industrial Community," noted the Reno-Sparks area offered maximal corporate advantages and was an ideal place to live.

1956

Southern Nevada Industrial Foundation

Development of the Southern Nevada Industrial Foundation (SNIF) followed in 1956 in Clark County. A non-profit organization of local business leaders, first headed by Harold G. Laub, SNIF worked to promote the area's industrial economic potential nationally, create jobs and expand the region's economic base.

In the first year, it commissioned an outside survey of Southern Nevada's economic and industrial potential, which it printed and distributed nationwide. In 1958, members attended and networked at the National Industrial Development Exposition in New York City. Promotional trips with the state governor to other locales, such as Chicago, Dallas and Cleveland, also were common. In 1959, SNIF launched an effort to bring ballistic missiles and other defense industries to the southern part of the state.

1960

In what would be a permanent population distribution shift, Las Vegas surpassed Reno as the most populous city. More broadly, Clark County's population was 127,016 compared to Washoe County's at 94,634 during the same period.

Karen
Marshall
Nevada Development Authority (1983 - 2000)

1972

Nevada Development Authority

In 1972, SNIF was renamed Nevada Development Authority (NDA), which reflected, in part, its newly broadened scope: economy building beyond just industrial, focusing more on diversifying.

"In the early days, when it was formed, it was very important as far as safeguarding the economy and not being a one industry town or state," said Karen Marshall, who worked at NDA from 1983 to 2000, most recently as vice president of client services.

1980s & 1990s

In the early 1980s, gambling revenue declined drastically due to a national recession and introduction of legalized gaming in New Jersey. A study in 1982 ranked Nevada eighth out of 11 Western states in terms of having the most favorable business climate. Nevada's political and economic leaders began concerted efforts to diversify the economy into sectors such as warehousing and manufacturing, particularly high-tech.

Chuck
Alvey
Economic Development Authority of Westnern Nevada (1998 - 2011)

NDA shifted from an all-volunteer organization to one with paid positions. With Tim Carlson as the first compensated president, NDA had about 480 members and 30 board members. Starting then, the authority placed a heavy emphasis on growing the membership. It formed a dedicated committee, on which former Governor Kenny Guinn, then vice president at Nevada Savings and Loan, among others, sat.

The organization was funded mostly by members along with the occasional grant. Later, it received state funding as well.

In 1981 another organization formed in the state to represent the Sierra Region of Nevada. The Northern Nevada Development Authority (NNDA) is a non-profit organization funded by the state, the counties and cities that make up the region as well as business partners within the communities it serves. Today NNDA provides broad economic development for Carson CIty, Churchill, Douglas, Storey and Lyon Counties. Recently the organization has reinvented itself, launching new programs and intiitatives to better serve the Sierra Region.

As NNDA was getting ramped up in the 80s up north, NDA began publishing the *Las Vegas Perspective* for Southern Nevada, which provided pertinent statistics and information about the region to prospective companies. *The Perspective* has expanded and today encompasses a research book, quarterly newsletter, publication and event.

The authority worked to attract manufacturing firms, warehouse/distribution companies and back office/call center facilities, Marshall said. Staff members took prospective parties to see available sites, visit with university and community college officials, speak with companies in their industry and,

oftentimes, to the Las Vegas Country Club for lunch.

Successes in the 1980s included the recruitment of Gold Bond Ice Cream, Kidd Marshmallow Co., Ethel M, Ocean Spray, Bally Manufacturing, Levi Strauss & Co., GTE, Ford Aerospace and Berry Plastics.

A major coup was getting Citibank to Las Vegas where it opened a credit card processing facility, adding numerous jobs, Marshall said. It required changing a state banking law, for which Governor Dick Bryan mandated a special session.

"We felt legitimized to get a big name that would help attract other big corporations," Marshall said.

Later, while the mission of NDA to foster and promote economic development in Southern Nevada remained the same, it broadened its aims. In 1997, it was working on nine objectives, which included attracting and assisting new businesses, facilitating retention and expansion of existing ones and fostering relationships between public, private, educational and governmental sectors.

Economic Development Authority of Western Nevada

Meanwhile, in the north, WNIDC acted on its conclusion that operating with all volunteers no longer was working, and it was time to shift to a paid staff of professionals dedicated to economic development. Together with the Reno chamber, the commission formed the Economic Development Authority of Western Nevada (EDAWN) in 1983.

Eventually, the WNIDC became Western Industrial Nevada, or WIN, and became a breakfast networking and speakers group, which it remains today.

Shelby Dill, EDAWN's first CEO, worked out of space at the Reno airport. Kenneth Lynn succeeded him in 1988. The primary goal remained to attract new companies. In 1990, 42 companies relocated to Reno-Sparks, which created about 1,300 jobs, reported the *Reno Gazette-Journal*.

When Chuck Alvey was hired as president/CEO in 1998, the authority broadened is purview. The mission was "to grow the economy and do it in a quality way," he said, and his role mostly was "recruiting the best people to do a great job in building the economy."

Then, as with NDA, EDAWN pushed to enlarge its member count and involve more people. It expanded the board to as many as about 70 individuals. "Growing the membership was one of the biggest accomplishments we had in that time, and that continues today," Alvey said.

The authority initially was funded by memberships, WIN and the Reno chamber. Later, sources included the cities of Reno and Sparks, Washoe County and the state.

To grow the economy, EDAWN worked three angles: recruit new companies, retain and help existing companies expand and facilitate and assist startup enterprises.

A major initiative was getting Northern Nevada national exposure as "we were invisible," Alvey said. Due to an extensive, successful media campaign, awareness increased, which helped attract firms.

Among its accomplishments, the organization launched and developed Business Builders, a volunteer-driven economic development program dedicated to encouraging the growth and stability of local business. It started the Technology Business Alliance of Nevada (today, Nevada's Center for Entrepreneurship and Technology or NCET) designed to foster high-tech growth in the region. In 2010, EDAWN facilitated Target 2010, a study and roadmap for developing the economy regionally.

2011-Now

Major changes and developments occurred in 2011 as the state reeled from The Great Recession. Nevadans elected Brian Sandoval as governor and, under his leadership, the state took on a much more active role in economic development.

Governor's Office of Economic Development

Through a legislative mandate, the Nevada Center for Economic Development (NCED) was recreated as the Governor's Office of Economic Development (GOED) to promote "a robust, diversified and prosperous economy in Nevada, stimulating business expansion and retention, encouraging entrepreneurial enterprise, attracting new business and facilitating community development," according to its website.

GOED's commissioned study, "Moving Nevada Forward: A Plan for Excellence in Economic Development (2012-2014)" stated the vision, "A vibrant, innovative, and sustainable economy," and mission, "High-quality jobs for Nevadans."

It outlined these objectives: 1) establish a cohesive economic development operating system, 2) advance targeted sectors and opportunities in the regions, 3) expand global engagement, 4) catalyze innovation in core and emerging industries and 5) increase opportunity through education and workforce development.

Among other goals, the plan called for Nevada to create a modern economic development system and to regionalize efforts throughout the state, which has been done.

"That was really the starting point for the regional development authorities," said Jonas Peterson who serves as president and CEO of the Las Vegas Global Economic Alliance's (LVGEA), formerly NDA.

Another aim was the creation of 50,000 jobs by 2014, as unemployment at the end of 2011 was 12.6 percent, the highest in the U.S. (As of March 31, 2017 it was 4.8 percent.)

Also in 2011, Alvey stepped down as the head of EDAWN, and Mike Kazmierski assumed the position. Since then, the group has been "committed to recruiting, expanding and supporting newly forming, quality companies that bring jobs to the region and have a positive impact on the quality of life in Greater Reno-Sparks-Tahoe," according to the website.

In Kazmierski's first three years, EDAWN attracted more than 60 new companies, including Tesla Motor Co., assisted with the expansion of 25 others and implemented an entrepreneurial development program.

Jonas
Peterson
Las Vegas Global Economic Alliance (2013 - Present)

Las Vegas Global Economic Alliance

Simultaneously, in Southern Nevada, NDA reinvented itself as the Las Vegas Global Economic Alliance (LVGEA) "to reflect the broader mission and the global nature of competition and the idea that it's an alliance," said Peterson, who joined the organization in 2013 as chief operating officer and replaced outgoing president/CEO Tom Skancke in 2015.

LVGEA's mission has always been to grow Southern Nevada's economy "through connectivity, community development and aggressive business recruitment, retention and outreach," Peterson said.

The alliance has successfully created high-wage jobs, more than 18,000 of them since 2012. It has united public, private and educational leadership, expanding its board to 47, three members shy of its goal, and growing its partnership organizations to 108. Further, last year it established the LVGEA Research Center to help business and community leaders make informed decisions by offering them input based on data analysis.

Also in 2016, LVGEA celebrated the 60th anniversary of the organization with humble beginnings as SNIF.

"We've grown and we've matured," Peterson said. "That original strategy, though, I think still holds in many ways. We're just kind of working through it step by step and each year building upon the work of the previous year and previous leadership."

As for the importance of economic development to Nevada's past and to its future, Peterson summed it up: "We believe that economic development, really the creation of meaningful employment opportunities, is the root. It's the starting point for building stronger communities. If we get economic development right, we can then address a lot of other community issues that are important—safety, education, infrastructure, transportation, you name the issue."

IN BRIEF

According to a recent WalletHub report, "2017's Most Fun States in America", Nevada ranked first among the 50 states in casinos per capita and third in the variety of arts, entertainment and recreation establishments.

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WE SHOULDN'T HAVE TO GET GOVERNMENT PERMISSION SLIPS TO EARN A LIVING

Michael Schaus is communications director for the Nevada Policy Research Institute.

Music therapy, according to Nevada law, is "the clinical use of music interventions" within a therapeutic relationship — including dance, song writing, lyric discussions and even simply listening to music.

Nevada law also states that, without the government's express permission, practicing "music therapy" is a criminal offense.

So too is giving professional interior decorating advice without first obtaining government approval.

You read that sentence correctly: Professionally coordinating the color and pattern between a chaise lounge and an area rug is illegal without a specific government-issued license.

This government-mandated permission slip for earning a living is called occupational licensing, and it impacts far more professions than just music therapists and interior decorators. Barbers, makeup artists, landscapers and hundreds of low-to-medium income professionals must subject themselves to the expense and hassle of "training" and licensure simply to earn a living.

Supposedly, such onerous regulations are put in place by well-intention lawmakers to "protect" consumers. (What would we do without government protecting us from poorly coordinated household furnishings?)

In reality, the overwhelming majority of such license requirements are based far more in protectionism for existing businesses than for protecting consumers. Sure, consumers need qualified doctors — even if politics often plays a major role in board appointments.

But landscapers?

These overzealous attempts to license occupations seriously impact the daily lives of ordinary Americans.

When massage therapist Laurie Wheeler decided to put her skills toward helping horses in Tennessee, she learned just how punitive occupational licensing laws can be.

The Tennessee Board of Veterinary Medical Examiners put an end to her plans, saying that she would not be allowed to massage horses — even if she didn't charge anything for the service — without first obtaining a veterinary license.

The training for a veterinary license, mind you, does not teach anything about massage therapy — but such details didn't matter to the state board.

Such absurd government overregulation does not bode well for innovative entrepreneurs such as Wheeler, who was being forced to pay fees and receive training she neither wanted, nor needed.

Often, however, things are even worse. In some instances, these laws contribute to a naked abuse of government power.

When Mats Järlström's wife got caught by a red light camera in Oregon, the Swedish electrical engineer began questioning the timing of yellow and red lights at intersections throughout the area.

His findings were surprising. The lights appeared to be timed in such a way that optimized revenue for the city — at the expense of road safety.

After presenting his findings on an episode of "60 minutes" the state of Oregon warned him that his actions — analyzing red light cameras and publicizing the results — was illegal because he did not have a license in Oregon to "practice engineering."

In fact, the Oregon State Board of Examiners for Engineering and Land Surveying even fined him $500, because he referred to himself as an "engineer" in his correspondence — never mind that, according to his degree, he actually is an engineer.

Without government's blessing, however, that title is apparently a criminal offense in Oregon.

As bad as these two examples are, Nevada is much worse when it comes to the sheer volume of licensing requirements.

In fact, Nevada ranks among the top tier of the most onerously licensing states, according to the Institute for Justice (IJ).

"Nevada is the most expensive state in which to work in a licensed lower- and moderate-income occupation," says IJ. On average, doing so includes $505 in fees, more than 600 hours of "training" and education, at least two exams and numerous other requirements depending on the industry.

And what's the result?

It's harder for folks to find work. After all, when aspiring workers are required to invest years of their time and hundreds, if not thousands, of dollars into getting government permission to earn a living, it proves to be too much of a barrier for some.

An attempt to fix this growing problem failed, again, in the 2017 legislature. Assembly Bill 353 would have required Nevada to use "the least restrictive" means for imposing licensing requirements — effectively reducing the power of licensure boards.

Unfortunately, AB353 died a quiet death in Assembly Commerce and Labor, chaired by Irene Bustamante Adams and Maggie Carlton.

So, at least for now, Nevada continues to be a state that requires landscapers, barbers, music therapists, interior decorators and numerous other mainstream professions to apply for permission slips before earning a living.

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Industry Focus

Women in Business

LEFT TO RIGHT ▶ **Aviva Gordon**, Gordon Law · **Helen Lidholm**, Saint Mary's Medical Center
Sandra Roche, Roche Constructors and National Association of Women Business Owners (NAWBO) · **Mary Wink**, Bank of America · **Dana Dwiggins**, Solomon Dwiggins
Dreana Resler, City National Bank · **Tisha Black**, Black & Lobello · **BJ North**, Plumas Bank · **Valerie Clark**, Clark & Associates · **Connie Brennan**, *Nevada Business Magazine*
Candy Schneider, Smith Center for the Performing Arts · **Dana Bennett**, Nevada Mining Association · **Dr. Eva Littman**, Red Rock Fertility Clinic

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Nevada Business THE DECISION MAKER'S magazine

Women in business have more opportunities than ever before and are excelling in leadership roles across a variety of industries in the Silver State while paving the way for future generations. Recently, female executives met at the Las Vegas offices of City National Bank to share their insight on the struggles facing women in business and the opportunities still ahead.

Connie Brennan, publisher and CEO of *Nevada Business Magazine*, served as moderator for the event. These monthly meetings are designed to bring leaders together to discuss issues relevant to their industries. Following is a condensed version of the roundtable discussion.

WHAT **CHANGES** HAVE YOU SEEN FOR **WOMEN** IN **BUSINESS**?

AVIVA GORDON: We are beneficiaries of some very strong women who came before us. When I first started practicing law here, it was most certainly a "boy's club" in terms of litigators and on the bench. There were some women judges that were in family court or in bankruptcy court, but none in general jurisdiction. I think that has changed significantly.

DANA BENNETT: The Nevada Mining Association represents the mining industry in the state and has been in existence since 1913. I am the first woman in the role [of president] in over 100 years, so that's a big deal. It's a great time to be a woman in mining. These are global companies, international companies. Now mining is more brains that brawn. It used to be more about brawn not brains and brains come in all kinds of packages. You shouldn't look at the package, it's the brain that's important. It's really an exciting time to represent this industry and to talk about it as a high-tech, twenty-first century modern industry.

DREANA RESLER: Using banking as an example, it was the same players in the same positions in this town. The market has changed drastically since 2008. I am excited to see how it's a totally different group of people taking over the community. It's not just the old school good old boys. There's a lot of different groups and ages and races. It's just a different feel than it was 25 years ago when I first started.

CANDY SCHNEIDER: I've been in this community since I was six months old and the changes are phenomenal. From a very small town, it's still a small community, but it has grown to be a very large town. I see absolutely no limit in the opportunities for women. The opportunity is in following their passion. Women need to find that passion and follow that and it will take them anywhere. The opportunities to open a performing arts center in this community was a dream for decades for many people, myself included.

WHAT **CHALLENGES** DO **FEMALE** PROFESSIONALS **FACE**?

GORDON: I would say we, as women, don't necessarily understand what our strengths are. Not just in terms of our abilities and skills, but also in our numbers. If you look at the demographics of small businesses and of emerging businesses, women are really at the forefront. Most of my clients are small business owners and I think that is a tremendous circumstance for them to have the position of taking something from a dream to fruition on an entrepreneurial level.

TISHA BLACK: Our biggest problem as women is our own perceptions and our own self-imposed limitations. I know for myself, something happens after you're an attorney for 15 years. You remember attorneys who were 15 years in practice when you just started and you think they know everything. So a couple years ago, I took some self inventory and I thought... this is really not that difficult. Everybody's really not that much smarter than me. There's no magic dust that they use. I realized at that point in time that my biggest enemy and my biggest impediment was myself. We are our own biggest problem in some respects.

MARY WINK: Women and men are still raised a little differently. I think women have a very different confidence level than men.

In the mentorship roles that I've had, I feel like I have to push women that I've worked with to go for that opportunity or to ask for the money that they deserve. Although the world is changing and the culture is changing, I still think that's a little bit of an issue. I would really like to see more women getting into the STEM fields. We have an opportunity to encourage women to do those types of things.

DANA DWIGGINS: I still think the biggest challenge for women in my field is lack of confidence and assertiveness. I think that is critical, especially if you're going to be a litigation attorney. Clients obviously want someone who is strong and confident in their position and being able to advocate on their behalf. A holdback for women is they're scared to speak up and speak their mind, afraid to correct people.

BENNETT: We need to know how to negotiate and that's not something that we're

trained to do. I was talking earlier today about the job I did negotiating the terms of my own contract.

BLACK: You should have hired a female attorney.

BENNETT: The funny thing is that it never dawned on me to ask. I should have. I should have picked up the phone and called women that I knew and ask how they did the same thing. There's a sense of plowing through the business world on my own for 20 years and I know how to do this, but I should have asked.

BJ NORTH: One of the biggest challenges for women is that they're not realizing their full potential. There's so much going on in Nevada with all the different corporations coming into town and creating a different culture. It's an opportunity for women coming up and for all of us to really realize our full potential. I think it's part of our job to make sure that we keep pushing that, opening those doors wider and mentoring women. I don't think women do a really good job of mentoring each other and making sure that we're pulling people up and giving them that confidence and ability.

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Josh Haldeman

With ten years of commercial banking experience, Josh Haldeman joined CCCU as Vice President of Commercial Lending. He began his career with a large national bank as a Small Business Specialist where he worked with various start-ups and small businesses to help them acquire financing and deposit products. He later moved to their business banking division.

He then went to a local Nevada bank where he learned how to underwrite complex applications while exercising his sales skills to build the portfolio. As a Loan Officer, he managed a large and diverse commercial portfolio in excess of $70 Million.

Josh graduated from Cimarron Memorial High School and UNLV with a degree in Marketing. He has 5 children and is actively involved with Boy Scouts of America. He also volunteers as a mentor through CCSD.

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Francie Stocking

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Francie Stocking is a 16 year professional with Western Risk Insurance and during her tenure has built a trustworthy reputation with property owners and management companies. Francie was awarded the Las Vegas Insurance Professional, 2008 Member of the Year. In 2008-2009, Francie served as the Nevada Council Director, NAIW and is Past-President and Past Treasurer of the Las Vegas Insurance Professional. Francie was recipient of CSE's President Council Award for 2002 through 2015. She has served on the Board of Directors for the Southern Nevada Multi-Housing Association (SNMA) and the Nevada State Apartment Association (NVSAA) as well as staying an active member of IREM, CAI and CCIM. Francie earned her CISR, CRIS, CPIW and CIC designations and was recognized as a *Valued Worker's Compensation Partner of ICW* since 2010. With her leadership, Western Risk Insurance has been recognized by a number of companies as a top producing agency and brokerage in Nevada.

ADVERTORIAL PROFILE

HOW **IMPORTANT** IS **MENTORING** FOR **PROFESSIONALS**?

DWIGGINS: I could give you an example as far as mentoring. We do have one particular attorney. She works part-time and has three children. We've agreed to accommodate her schedule as far as allowing her to work part-time. She only works certain days a week and my firm does predominantly trust and estate litigation. Unfortunately, probate court is only held on Friday. So I have had numerous conversations with her about whether or not she wants courtroom experience to be a litigator and potentially changing her schedule so she can have some of these opportunities. Just exploring different options as far as where she wanted to take her legal career and whether or not we could help her get there by trying to accommodate her schedule so she could be exposed to different things.

SANDRA ROCHE: I've spent so much time at my desk working away then finally got out there with being part of the NAWBO (National Association of Women Business Owners) organization here. We hold a lot of educational seminars and things, but we [also] have a lot of one-on-ones with people. I'm a true believer in servant leadership where you see the picture of the boss watering the plant. I feel like that's what our organization does. That's what I try to do, whether it's a male or female, anyone working for me. Teaching them how to do it and what to do and they can do whatever they set their sights on, that's most important. When people look at me and say they want to be just like me, some of it's just me standing up and really saying what I feel and what I believe.

GORDON: We're visible in what we do. Even if I'm not sitting across the table from somebody one-on-one mentoring them, the knowledge that there are people who have come before them, who are there, who have the resources and availability to help bring them up, being visible is enormous for both younger men and women. This is what a powerful business leader looks like.

BLACK: I've had younger associates that are both male and female. I don't necessarily think mentoring changes based on their sex. It changes based on their skill set. So whatever their intellectual or social [niche] is, that's what I try to seize upon and build up.

HELEN LIDHOLM: Mentorship, a lot of times, has to do with providing a sense of security for the person you're mentoring. Saint Mary's is a pretty large network. We have over 2,500 employees. I see my job as giving people the tools they need and then getting out of their way but having their backs. For example, we have created something that I've done for years in other hospitals too. It's a no fault, no foul [program]. If you are an up and coming leader or are already a leader and want to try another position, we write a contract for six months, no fault, no foul, so they can go and try this new world. When you go from one clinical area to another, it's very different. If it doesn't work on either side, they can go back. I have about 15 of those in my career and not one of them went back. They had the sense of security so they dared to take that step. It's worked great.

SCHNEIDER: Women in leadership positions provide that balance and help young women to understand that you care about who they are as human beings. That human being aspect of it is both what your family life is as well as your work. I'm not sure I see as much of that in our male counterparts in leadership. As a group, as a department, we all know each other. We care about each other. We share lunch together. We have conversations together. We know each other more than some of the other departments who just do their jobs and really don't have that humanistic aspect. That is something that we have as women. That's just who we are.

IS IT **POSSIBLE** TO FIND A **WORK/LIFE BALANCE**?

VALERIE CLARK: I just made a conscious decision that I was not going to be able to do everything that I wanted to do. The thing I wanted to do that I had control over was my schedule. The one thing I did was, I got my kids off to school every morning by myself, fed them a good breakfast and packed them a good lunch. Then the rest of the day my hair's on fire. That was the one thing that we had consistently. I was a single mom so there was that issue as well.

DR. EVA LITTMAN: For the most part, we've been adjusting to a system that was created by men and for men who have wives that keep their kids. I haven't been able to take my kids to school or make their lunches. Maybe we can adjust [the work week] hours from 10 to six. Then look at the school system. School lets out at 3 o'clock. Who gets off at that time? Nobody gets off at 3 o'clock. Everything is made for these old traditional families where the man works and the woman is able to pick the kids up. These things need to be addressed and adjusted. I have all female staff so that's one of the things I try to look at. I want them to be able to drop their kids off. I can control that part of the schedule as to when I see most of my patients. Over time, as we get to be on more powerful roundtables and more things where we can actually have influence, I think some of these things need to be taken into account and adjusted to our schedule.

WINK: I was lucky because during part of my career, I had a husband who did the "dad stay at home" thing. It did lead to guilt because I always felt I needed to be the person who was there, but I felt better knowing they, at least, had a dad who was home for a while. I think my kids benefitted from me being in the workforce and being able to teach them some things that I wouldn't be able to teach them otherwise.

GORDON: My husband is a stay-at-home dad so he gets to hear all sorts of horrible things about him being a kept man or that I'm a "sugar mama". There is most certainly that happening. I can't tell you the number of times people have asked me if my husband is also a lawyer, like I couldn't have been the only one that went to law school. Either we met there or we went through it together and it couldn't possibly be that there was something else.

NORTH: The one thing I've emphasized to both men and women is that they're a spoke in the wheel that is critical to the success of the entire team. I always say to them, the first responsibility you have as a leader and a good citizen is to your family. If you have a child that needs you, I don't want you here. I think that goes back to the whole mentoring mindset of really what is our role in this community? Our goal is to raise good children, corporate citizens, that are going to create a thriving community. I try to instill that in my team. First of all, if my child is sick, where's my head? My head is with my child or at the hospital. I really don't want them to create a mistake that's going to put them in a stress situation. I want them to be honest. When I was growing up in the business world, that did not happen.

WHAT DOES THE **FUTURE** OF **WOMEN** IN **BUSINESS** LOOK LIKE?

LIDHOLM: It's an awesome time to be a woman in leadership, but I still am challenged sometimes by the "suits and cigar" club. I don't know if that will ever change, but I do think it's a little bit better. We have strong female leadership in various positions, both elected and others. I am positive about the future of women in leadership.

CLARK: I am in a position that I never really dreamed was possible when I was younger, so I'm very positive about the leadership roles that women play right now. It's a different environment for women than it is for men in the business world. However, I've always looked at those challenges and tried to embrace them rather than be upset about them. I've developed such a vast network of strong, powerful, amazing women and several of them are in this room. I'm very positive about where women stand in this workplace and where we're headed. I have a daughter who is 20. I look at where she is right now at 20 and I don't think I was where she is until I was probably in my 40s. So I'm very positive and I think Nevada has a great environment for people like us.

IN BRIEF

Cox Communications ranked 18th in the nation on Diversity Inc's Top 50 Companies for Diversity 2017 list. The company also ranked 8th on on the Diversity Council list and 13th on Mentoring list.

healthcareheroes2017

SAVE THE DATE!

August 30th
Southern Nevada

August 31st
Northern Nevada

This Fall, the 12th annual Healthcare Heroes event will honor 20 individuals that have contributed to the welfare of healthcare in our state. In conjunction with the event, *Nevada Business Magazine*, along with corporate sponsor Anthem Blue Cross Blue Shield, will publish a special report in the September issue featuring this year's Heroes who were chosen by a blue-ribbon panel of experts.

Mark your calendar and join us for the 2017 event!

For more information about Healthcare Heroes or to be a part of this special report, go to nevadabusiness.com/events or call 702.267.6340.

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MOVERS & SHAKERS

"Attitude is everything."

DAN STEWART

Vice President of Development
Gardner Company

Type of Business: Full Service Real Estate Development Company | Hails from: Henderson, Nevada
1 year with company in Nevada | Based in: Henderson

How did you first get into your profession?
I earned my bachelor's degree in civil engineering from Brigham Young University and then continued to Stanford University where I earned my master's degree in construction management. When I moved back to Henderson, I began working at a family-owned construction business but always had a love for real estate development and the challenges associated with this industry. Through some fortunate opportunities, I became involved with the development business and have enjoyed it immensely.

What is your pet peeve?
Inefficiency

What is your motto?
Work hard to get where you want to be and, when you get there, don't take it for granted.

When you were a kid, what did you want to be?
I always wanted to be a train engineer. I was fascinated with trains, but in the end I became a civil engineer.

What business advice would you give someone just starting in your industry?
Attitude is everything. Your attitude towards your work, your employers and your co-workers is so important. Be positive, work hard and make solid goals and don't let anything stop you from obtaining those goals.

If you could have coined a single phrase of wisdom, what would it be?
"Remember who you are, what you stand for, and think." My father always told me that when I was young, and I continue to live by that.

What do you wish you would have learned at the beginning of your career?
I wish I would have learned patience. In development, as well as pretty much any industry, it is important to have patience. Rarely does anything go as you expect or want it to. You must not give up, you must keep trying; if you just keep trying, something good will happen.

What is your favorite thing about living in Nevada?
I love the diversity of Nevada. The people and the businesses make it a unique a place to live. My roots run deep in Nevada; I am a third-generation Nevadan and very proud of this fact. Nevada and its people have independence that you don't find elsewhere. There is an attitude of, no matter the challenge, we can figure out a solution.

Breadware

This IoT (Internet of Things) development company moved its headquarters and business operations to Reno from Santa Barbara, CA. The new headquarters have been set up in the Innevation Center and the company has received funding from local investment groups. Breadware has created a hardware and software service for entrepreneurs and business owners seeking to develop products in IoT. Company leaders plan to fill 15 full-time positions in sales, marketing, finance and engineering.

Daehan Solutions Nevada

A subsidiary of parent company, Daehan Solutions, headquartered in Korea, the company specializes in the design, engineering and manufacturing of noise, vibration and harshness (NVH) products to reduce automotive noise. The company is moving to a location in Fernley that will produce automotive components in a 323,520 square-foot facility. The company will create 231 positions in Lyon County with an average hourly wage of $15.18 and investments of almost $27 million for capital equipment in the first two years.

Easterseals Nevada

Serving Nevadans with disabilities for nearly 70 years, Easterseals Nevada has expanded its programs in response to increased needs for services. The new headquarters in Las Vegas include the largest assistive technology program in the state. A Children's Therapy Clinic for children with disabilities is slated to open by the end of the year. In addition, a new Reno location has opened with additional staff hired to provide services to the region.

HORIBA Instruments Inc.

Expanding its current operations in Sparks, HORIBA Instruments is a gas and chemical analysis and process control company. The organization plans to almost triple their presence in the region by purchasing a new building and adding a number of senior level positions over the next two years. As a result of the expansion, significant investments in the region will be made in addition to the projected $2.5 million in new equipment for the facility. The HORIBA Group is made up of 39 companies in 26 countries across the world.

Summerlin Hospital Plans Expansion Receives Certification

Summerlin Hospital, which is celebrating it's 20th anniversary this year, will undergo a $16 million capital improvement project. The improvements will include expansions and renovations to the 454-bed hospital including adding 36 medical-surgical beds. The hospital was also recently awarded The Joint Commission's Gold Seal of Approval for Acute Rehabilitation Certification.

Horizon Community Bank Opens Henderson Loan Office

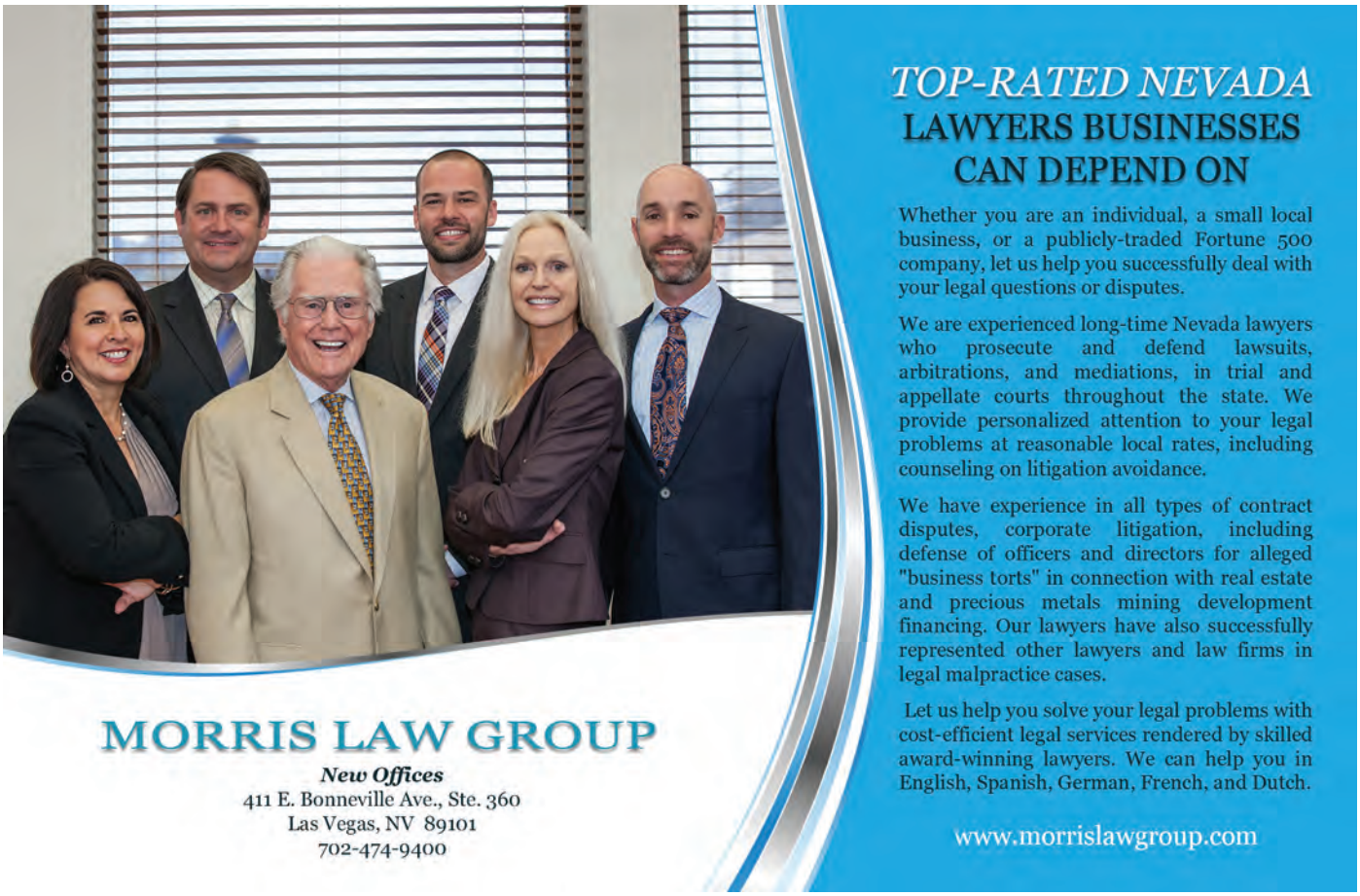
Horizon Community Bank has opened a new loan office in Southern Nevada, the first to enter the market in nine years. The new office will handle commercial lending transactions and is not a full retail branch of the bank, which is headquartered in Arizona.

Eldorado Resorts Expands Adds Medical Clinic

Eldorado Resorts, Inc. has completed a cash and stock acquisition of Isle of Capri Casinos. The transaction adds twelve casino-resorts to Eldorado's portfolio which now consists of 19 properties in ten states. In addition, the organization's Reno property has partnered with Activate Healthcare to launch an onsite medical clinic, the Eldorado Resorts Family Medical Center. The addition is part of an ongoing $50 million renovation to the company's downtown properties.

Clark County School District Receives National Awards

Magnet Schools of America (MSA) has awarded the Clark County School District (CCSD) with three national awards. CCSD Superintendent Pat Skorkowsky was named "Superintendent of the Year" for his efforts to improve graduation rates and expand magnet schools in Nevada. In addition, Walter Bracken STEAM Academy was awarded the Elementary Magnet School Merit Award of Excellence and Thurman White Academy of the Performing Arts received the New and Emerging Magnet School Merit Award of Excellence.



BUSINESS FIRST | Breakfast Series

LEGISLATIVE REVIEW

The 2017 Legislative Review breakfast brings together legislative and business leaders in a panel discussion. The breakfast will provide insights into the last Legislative Session and will include a question and answer session. Sponsored by Fennemore Craig and *Nevada Business Magazine*, the Business First breakfast series brings leaders together to address topics decision makers find vital to running their companies.

A recap of the event will appear in the August edition of *Nevada Business Magazine*. However, if you want your questions answered, directly from the source, you'll need to attend.

Don't miss this opportunity ... reserve your seat today!
RSVPs close on July 5, 2017.

RENO EVENT
WEDNESDAY, JULY 12TH

7:30 am - 9:30 am

The Atlantis Hotel & Casino
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Cost $25 each
Cost includes: Buffet Breakfast, Seminar Event as well as a one-year subscription to Nevada Business Magazine

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MEET THE NEW UMC

STRATEGIC INVESTMENTS, SOUND FINANCIAL DECISIONS DRIVE UMC'S RAPID TURNAROUND

Mason VanHouweling is the chief executive officer of UMC.

In recent years, University Medical Center (UMC) has experienced a rapid financial transformation, shedding its negative reputation for heavy reliance on Nevada taxpayers through the implementation of sound strategies to ensure the hospital's future viability while promoting improved quality of care. UMC now stands as an example of financial stability while continuing to provide community members with the state's highest level of care and a diverse range of exclusive, life-saving services.

Mason
VanHouweling
UMC

UMC has been part of the fabric of Southern Nevada since 1931, growing from its humble beginnings as a 20-bed hospital staffed by only one doctor and one nurse taking care of the workers from the Boulder Dam. While UMC has earned its reputation for providing the highest level of care in Nevada, the hospital historically depended solely on taxpayer dollars to support its mission to care for the community, with this figure growing close to $90 million per year during its peak.

In 2014, UMC realized an operating loss just shy of $100 million, but in just two short years, the hospital's balance sheet now tells an entirely different story. As a result of the guidance from UMC's dedicated Governing Board and the collaborative efforts of UMC's entire team, including new leadership in many key areas, the hospital finished 2016 with an operating income of more than $35 million, representing a turnaround of nearly $133 million.

While just a few years ago, UMC faced the reality of eliminating services and laying off employees, the hospital is now well-positioned for future growth. UMC's success is truly a team effort, with valuable contributions coming from new leaders who joined the hospital during the past two years amid trying financial conditions, in addition to the many longtime employees who continue to deliver or support the high-quality care community members have come to expect from UMC. The hospital has also experienced a renewed level of support from community physicians, including many surgeons who refer their patients to UMC, trusting the hospital to deliver quality care to their patients.

Guided by a Governing Board comprised of industry experts and a handpicked team of senior hospital leaders, UMC streamlined its services, reorganized its workforce, renegotiated costly contracts, invested in technology and capital and utilized the finely honed business acumen of its team members to ensure taxpayer dollars were spent wisely on quality patient care.

A variety of strategic endeavors contributed to UMC's financial success, including a renewed focus on increasing the number of elective surgical procedures performed at the hospital. UMC achieved significant growth in elective procedures by bolstering its physician engagement efforts and meeting the unique needs of clinicians and their patients. This included the development of the UMC Robotic Surgery Program, which provides physicians and patients with access to cutting-edge surgical technology designed to promote improved medical outcomes, faster recovery and reduced hospital stays.

As a result of its new strategic direction, UMC saw an operating margin of 5.9 percent in 2016.

With a positive operating margin, UMC has been able to focus its attention on reinvesting money back into the capital infrastructure of the campus. UMC invested close to $21 million in 2016 on building renovations, IT infrastructure, surgical equipment and new patient beds. In 2017, UMC will spend another $31 million on a modernized nurse call system, ambulatory clinic renovations, the most advanced MRI technology, an Emergency Department expansion and the substantial growth of three new Ambulatory Care Clinics.

In addition, the hospital recently formed a strategic partnership with the UNLV School of Medicine to deliver the region's top academic medicine in Las Vegas.

UMC has also made significant improvements to its culture and employee morale while developing a new framework for promoting positive and meaningful interactions with patients, visitors and fellow colleagues. As a result of the direction provided by this framework, known as ICARE4U, UMC now offers a more collaborative, unified team driven by a shared goal of providing community members with, not only high-quality care, but higher levels of service and compassion.

UMC is now thriving with unprecedented quality and performance improvement, historic financial success, greater physician alignment and loyalty, state-of-the-art advances in technology and enhanced employee engagement, all with a focus on improved patient experience and community outreach.

While UMC once faced financial instability, the hospital's \ turnaround and commitment to innovation hold the promise of continued growth and an extraordinarily bright future for Southern Nevada's community hospital.

◀ CONTINUED FROM PAGE 14

SOUTHERN NEVADA Top Attorneys

Name	Firm	Practice Emphasis	Number of Years Practicing in Nevada
Charles Gianelloni	Snell & Wilmer	Bankruptcy & Reorganization and Commercial Litigation	5
Gerald Gillock	Gillock & Associates	Medical Negligence, Insurance Bad Faith Litigation and Personal Injury	47
Katie Goldberg	Mainor Wirth	Personal Injury	2
Anthony Golden	Garg Golden Law Firm	Labor & Employment, Commercial Litigation and Appellate Practice	11
Jessica Goodey	Becker Goodey	Personal Injury, Medical Malpractice and Business Litigation	7
Richard Gordon	Snell & Wilmer	Commercial Litigation, Financial Services Litigation and Insurance	13
Matthew Granda	Claggett & Sykes Law Firm	Plaintiff Personal Injury, Medical Malpractice and Wrongful Death	5
Talitha Gray Kozlowski	Garman Turner Gordon	Corporate Restructuring and Bankruptcy	13
Jeffrey Gronich	Jeffrey Gronich, Attorney at Law, P.C.	Employment Law, Wrongful Termination and Discrimination	4
John Gutke	Fox Rothschild	Business Litigation, Bankruptcy Litigation and Directors & Officers Liability Law	11
Dennis Gutwald	McDonald Carano	Gaming and Administrative Law	14
William Habdas	Akerman LLP	Consumer Finance Litigation	4
Mike Haight	Henness & Haight Injury Attorneys	Personal Injury, Product Liability and Wrongful Death	22
James Harper	Harper | Selim	Insurance Defense, Bad Faith and Coverage	11
Marjorie Hauf	Ganz & Hauf	Personal Injury, Insurance Bad Faith and Premises Liability	14

Adam Smith Law
850 E. Bonneville Avenue
Las Vegas, NV 89101
P 702.929.2289
F 702.960.4454
asmith@adamsmithlaw.com
adamsmithlaw.com

Adam Smith

Practice Areas
· Personal Injury
· Complex Litigation

Adam Smith is an award winning attorney with a unique combination of personal injury and complex litigation experience. Adam has been honored with many awards, including awards for leadership, advocacy and client satisfaction. Adam has achieved these milestones by focusing his career on helping those in need. Adam's diverse experience in law and business allows him to find creative solutions to difficult problems. This experience has included representing clients in trial and appeal in both State and Federal Courts.

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Name	Firm	Practice Emphasis	Number of Years Practicing in Nevada
Aaron Hegji	Hutchison & Steffen	Estate Planning, ERISA and Tax Law	8
Mark G. Henness	Henness & Haight Injury Attorneys	Personal Injury, Catastrophic Injury and Trial Attorney	23
Kevin L. Hernandez	Law Office of Kevin L. Hernandez	Consumer Law, Identity Theft and Debt Collection Abuse Claims	5
Robert Hernquist	Howard & Howard	Commercial Litigation	10
Lawrence Hill	Lawrence C. Hill & Associates	Personal Injury, Criminal Defense and Immigration	8
Matthew Hoffmann	Atkinson Watkins & Hoffmann	Personal Injury, Mediation and Arbitration	13
Dustun H. Holmes	Pisanelli Bice	Business Litigation and Appellate	5
Kirk Homeyer	Fertitta Enterprises, Inc.	Contracts and Corporate Law	6
Eric Hone	Dickinson Wright	Business Litigation, Construction Law and Bankruptcy/Restructuring	14
Gregg A. Hubley	Brooks Hubley	Medical Malpractice, Business Litigation and Traumatic Personal Injury Litigation	17
Jeffrey Hulet	Hogan Hulet	Civil Litigation and Post-Judgment Collections	10
Christopher Humes	Brownstein Hyatt Farber Schreck	Employee Benefits and Healthcare	5
Mark Hutchison	Hutchison & Steffen	Commercial & Complex Tort Litigation, Trust Litigation and Constitutional Law	27
Tin Hwang	Hwang Law Group	Wills & Trusts, Family Law and Personal Injury	1
Daniel Ivie	Snell & Wilmer	Commercial Litigation, Financial Services Litigation and Personal Injury	11
Bradley Johnson	Kravitz Schnitzer & Johnson	Civil Litigation	25
Jack Juan	Marquis Aurbach Coffing	Construction, Business and Commercial	20
Todd E. Kennedy	Black & LoBello	Complex Commercial Litigation, Appeals and Intellectual Property Litigation	21
Christopher Kircher	Semenza Kircher Rickard	Commercial Litigation, Personal Injury and Collections	9
Michael Kling	Kling Law Offices	Estate Planning, Asset Protection and Probate & Trust Administration	21
Matthew Knepper	Knepper & Clark	Consumer Finance Litigation, Bankruptcy Litigation and Consumer Class Actions	5
Leighton Koehler	Dickinson Wright	Tax Law, Mergers & Acquisitions and Government Investigations	5
Joseph Kozlowski	Garman Turner Gordon	Corporate and Real Estate	14
Matthew Kreutzer	Howard & Howard	Franchising and Distribution	13
Daniela LaBounty	Olson Cannon Gormley Angulo & Stoberski	Did Not Disclose	4
Scott Lachman	Weinberg Wheeler Hudgins Gunn & Dial	Civil Litigation and Appellate Practice	7
Kristofer Leavitt	Leavitt Legal Group	Business & Employment Litigation and Personal Injury	4
Curt Ledford	McDonald Carano	Energy, Environment & Natural Resources, Business Entities & Transactions and Real Estate & Land Use	13
Alexander LeVeque	Solomon Dwiggins & Freer	Trust/Estate Litigation, Business Litigation and Real Estate Litigation	9
Var Lordahl	Dickinson Wright	Wills, Estates, Estate Planning & Probate Law, Tax Law and Corporation & Business Law	7
Nicole Lovelock	Jones Lovelock	Business Litigation and Employment	9
Ryan Lower	Morris Law Group	Commercial Litigation, Product Liability and Legal Professional Liability	13
Pat Lundvall	McDonald Carano	Commercial & Complex Litigation, Employment & Labor Law and Government Affairs & Advocacy	28
Bradley S. Mainor	Mainor Wirth	Catastrophic Injuries, Personal Injury and Wrongful Death	17
Scott Marquis	Marquis Aurbach Coffing	Real Estate, Business Law and Business Litigation	20
Don Martin	Lewis Roca Rothgerber Christie	Business Transactions, Real Estate and Finance	19
Ian M. McMenemy	Brock Ohlson Injury Lawyers	Personal Injury	4
Sarah Mead	Mead Law Group	Construction Law and Commercial Litigation	2
M. Magali Mercera	Pisanelli Bice	Commercial Litigation	8

SOUTHERN NEVADA Top Attorneys

Name	Firm	Practice Emphasis	Number of Years Practicing in Nevada
Kirill Mikhaylov	Hall Prangle & Schoonveld	Professional Liability, General Liability and Commercial Litigation	3
Kade Miller	Snell & Wilmer	Corporate & Securities, Commercial Finance and Real Estate	5
Christopher Miltenberger	Greenberg Traurig	Commercial Litigation	11
Christian Morris	Nettles Law Firm	Did Not Disclose	9
Steve Morris	Morris Law Group	Breach of Contract, Construction Defect and Derivative Lawsuits	48
Billie-Marie Morrison	Craig P. Kenny & Associates	Workers' Compensation, Personal Injury and Products Liability	16
Jared Moser	Marquis Aurbach Coffing	Litigation, Appellate and Employment Law	4
Timothy Mott	Weinberg Wheeler Hudgins Gunn & Dial	Catastrophic Injury, Tort Defense and Commercial Litigation	5
Cody Mounteer	Marquis Aurbach Coffing	Construction, Insurance and Real Property	9
Peter Navarro	Holland & Hart	Labor & Employment	1
Jonathan K. Nelson	J.K. Nelson Law	Family Law, Estate Planning and Personal Injury	5
Craig Newman	Durham Jones & Pinegar	Commercial Litigation, Collections (Gaming & Non-Gaming) and Landlord/Tenant Law	28
Stephen Oliver	Ford & Friedman	Divorce Law, Family Law and Premarital/Postmarital Contract Law	1
Michael A. Olsen	Goodsell & Olsen	Trust & Estate Litigation, Probate and Trust Administration	21
Timothy O'Reilly	O'Reilly Law Group	Litigation, Business and Personal Injury	13
Dana Oswalt	Benson & Bingham	Personal Injury	3

UBS

WHY HAVE AN EXIT STRATEGY?

You own a profitable and growing business that provides income, wealth, identity, challenges, stimulation, satisfaction, and pride. So why would you ever want to plan an exit? Because eventually every owner exits - either voluntarily or involuntarily.

All businesses do some kind of planning. Most planning however is done at the business level, not at the ownership level. There comes a point in time when business owners change their measurement of success from how well the business operates and the income derived, to converting the business value to something more useful such as cash.

The Exit Planning Institute suggests that the average business owner has 80 to 90 percent of his or her wealth in their business. An exit strategy helps secure the owner's business wealth and sets the stage to move into succession. The strategy outlines the process of whom, what, when and how the transition will take place and protects the owner's wealth in the process.

Creating and executing needed steps of an exit strategy can take between four and nine months. The plan will consider numerous succession options as each strategy has different motives, range of values, tax implications, structures and fees. Without a doubt a strategy will be one of the most important plans a business owner completes as it is probably the owners largest asset, the largest financial event of their lifetime and the final opportunity to execute an exit and secure a comfortable retirement.

The benefits of planning an exit could include maximizing business value, leaving a legacy, minimizing taxes, retaining key employees, controlling of how and when and maintaining personal and family harmony. A plan puts the owner in control with a clear path to make an informed decision, control the process, leave the business on their terms, select to whom they wish to transfer and decide when they want to exit. The process liberates the owner by allowing them to move trapped money out of their business, protect their wealth and move into the next stage of life.

Russell W Price
Senior Vice President
Wealth Management
Financial Advisor

Why start today? Based on an article on WealthManagement.com, 12 million baby boomer business owners will retire over the next two decades. In a typical year 30 to 40 thousand companies announce business transitions. If we assume that just half of the 12 million companies owned by boomers will transition over the next 20 years, we will see almost ten times more businesses for sale flood the market and create a buyers' market that could drive down values and offer fewer options for exiting. Owners that are not prepared could find themselves having to abandon some of their financial goals.

With the aging population of baby boomer business owners in the US, exit/succession planning is a topic of ever-increasing importance. Current market conditions provide a favorable back-drop for those business owners looking and wondering about the next stage of their lives. Start the conversation today.

Russell Price has broad experience in working with mid-market business owners. Prior to UBS Financial Services Inc., Russell worked for one of Nevada's oldest and most respected banks as an Executive Vice President and Director of Private Banking.

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Las Vegas, NV 89135

SOUTHERN NEVADA Top Attorneys

Name	Firm	Practice Emphasis	Number of Years Practicing in Nevada
Matthew Park	Lewis Roca Rothgerber Christie	Business Litigation, Personal Injury Defense and Employment Law	10
Zachariah Parry	Parry & Pfau	Personal Injury and Contracts	8
Sean Payne	Payne Law Firm	Consumer Protection and Bankruptcy	4
Robin Perkins	Snell & Wilmer	Commercial Litigation, Construction and Financial Services Litigation	11
Morgan Petrelli	Snell & Wilmer	Commercial Litigation and Product Liability Litigation	4
Erika Pike Turner	Garman Turner Gordon	Business Litigation, Appellate and Trial	20
Tara Popova	Fox Rothschild	Commercial Litigation and Bankruptcy Litigation	7
Eric Powers	Wright Finlay & Zak	Did Not Disclose	5
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Taylor L. Randolph	Randolph Law Firm	Bankruptcy and Tax	11
Michael Rawlins	Durham Jones & Pinegar	Commercial Litigation	23
Richard A. Rawson	Ballard Rawson, Chartered	Business Entities & Transactions, Mergers & Acquisitions and Real Estate Transactions	13
Patrick Reilly	Holland & Hart	Commercial Litigation and Appellate	21
Joshua Reisman	Reisman Sorokac	Business & Commercial Litigation	18
Jacob Reynolds	Hutchison & Steffen	Commercial Litigation, Healthcare Litigation and Administrative Agency Litigation	11
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Marisa Rodriguez	Weinberg Wheeler Hudgins Gunn & Dial	Commercial Litigation, Tort Defense and Products Liability Litigation	4

Hutchison & Steffen
Peccole Professional Park
10080 W. Alta Dr., Ste 200
Las Vegas, NV 89145
P 702.385.2500
F 702.385.2086
info@hutchlegal.com
hutchlegal.com

John T. Steffen

Practice Areas
· Personal Injury
· Landlord/Tenant
· Business & Commercial Litigation

John T. Steffen is co-founder and managing partner of Hutchison & Steffen and an AV-rated attorney by Martindale-Hubbell®. John practices primarily in the areas of personal injury, landlord/tenant law, and business and commercial litigation. He received his B.A. in Speech Communications from BYU and his J.D. from University of the Pacific, McGeorge School of Law.

John enjoys mentoring other attorneys and managing the expansion of Hutchison & Steffen. The Firm has grown steadily to approximately 50 attorneys, making it one of Nevada's largest law firms.

John is well recognized for his work in landlord/tenant law. He is called upon regularly by the judiciary and legal educators to participate in landlord/tenant educational programs. John is admitted to practice in both the state and federal courts of Nevada. He is a member of the American Bar Association and the Association of Trial Lawyers of America.

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Lawrence Ruiz	Ruiz Law Firm	Civil Litigation, Personal Injury and Worker's Compensation	8
Karl Rutledge	Lewis Roca Rothgerber Christie	Gaming, Sweepstakes and Internet	11
Robert Ryan	Pisanelli Bice	Civil Litigation, Commercial Litigation and Healthcare Law	7
Dana B. Salmonson	Ogletree Deakins Nash Smoak & Stewart	Employment Discrimination/Harassment, Wage & Hour and Class Action	9
Anthony Sassi	Aldridge Pite	Civil Litigation and Real Property	6
Allison Schmidt	Allison R. Schmidt, Esq.	Commercial Litigation, Consumer Rights Litigation and Appellate Practice	10
Kelly Schmitt	Sylvester & Polednak	Commercial Litigation	10
Joel Schwarz	Dickinson Wright	Business Litigation, Civil Trial Advocacy and Appellate Practice	13
Jared Sechrist	Watt Teider Hoffar & Fitzgerald	Commercial Litigation, Construction Litigation and Surety Law	10
Taylor Selim	Harper | Selim	Did Not Disclose	7
Lawrence J. Semenza III	Semenza Kircher Rickard	Commercial Litigation, Personal Injury and Collections	18
Cher Shaine	Murchison & Cumming	Complex Corporate Transaction, Regulatory Law and Internet Security	9
Mandy Shavinsky	Snell & Wilmer	Master Planned Communities & Subdivisions, Real Estate and Real Estate Lending	17
James Patrick Shea	Armstrong Teasdale	Commercial Insolvency & Reorganization, Commercial Litigation	35
Stephen Shulman	Willoughby Shulman	Personal Injury	7
Sarah Silverman	Hall Prangle & Schoonveld	Civil Defense, Healthcare Litigation and Personal Injury Defense	3
Jeffrey Silvestri	McDonald Carano	Appellate, Commercial & Complex Litigation and Government Affairs & Advocacy	22
Craig Slater	Luh & Associates	General Litigation and Personal Injury	14
Adam Smith	Adam Smith Law	Personal Injury and Complex Litigation	12
Jacob Smith	Henness & Haight Injury Attorneys	Personal Injury	11
Jason Smith	Santoro Whitmire	Commercial Litigation and Complex Business & Tort Litigation	12
Mark Solomon	Solomon Dwiggins & Freer	Trust/Estate Litigation, Estate Planning and Business Litigation	41
Elizabeth Sorokac	Reisman Sorokac	Business, Corporate and Real Estate Transactions	16
Debra Spinelli	Pisanelli Bice	Business and Commercial Litigation	12
John Steffen	Hutchison & Steffen	Landlord/Tenant, Business Litigation and Personal Injury	26
Danielle Tarmu	Mainor Wirth	Personal Injury, Products Liability and Insurance Bad Faith	8
Marissa Temple	Rogers Mastrangelo Carvalho & Mitchell	Insurance Coverage, Insurance Bad Faith and Insurance Defense	13
Travis Twitchell	Bowler Dixon & Twitchell	Estate Planning, Probate and Estate & Trust Litigation	15
Casey Tyler	Hall Prangle & Schoonveld	Professional Malpractice Defense, Catastrophic Injury Defense and Civil Litigation	12
Kristin Tyler	Garman Turner Gordon	Estate Planning, Probate and Trust Litigation	11
Michael Valiente	Weinberg Wheeler Hudgins Gunn & Dial	Catastrophic Injury, Tort Defense and Commercial Litigation	1
Ace Van Patten	Brooks Hubley	Bankruptcy, Creditors' Rights and Civil Litigation	8
Bryan Viellion	Kaempfer Crowell	Business Law, Real Estate and Construction	3
Abran Vigil	Ballard Spahr	Commercial Litigation, Real Estate Litigation and Banking & Finance Litigation	17
Charles Vlassic III	CV3 Legal	Business Litigation, Business Formation and Real Estate	9
Liane Wakayama	Marquis Aurbach Coffing	Business Litigation, Trust & Estate Litigation and Probate Litigation	9
Kirk Nevada Walker	Nevada Walker	Construction, Litigation and Subrogation	9

SOUTHERN NEVADA Top Attorneys

Name	Firm	Practice Emphasis	Number of Years Practicing in Nevada
Robert Warns	Reisman Sorokac	Business & Commercial Litigation	7
Justin Watkins	Battle Born Injury Lawyers	Personal Injury	13
Adam Wax	Kravitz Schnitzer & Johnson	Civil Litigation, Business & Contract Litigation and Personal Injuries	7
Mark M. Weisenmiller	Garman Turner Gordon	Business Restructuring & Bankruptcy, Bankruptcy Litigation and Appeals	7
James Whitmire	Santoro Whitmire	Commercial Litigation, Insurance Coverage Litigation and Employment Litigation	20
Jason Wiley	Law Office of Jason M. Wiley	Civil Litigation, Business Transactions and Corporate Formation	12
J. Colby Williams	Campbell & Williams	Commercial Litigation	23
Paul C. Williams	Bailey Kennedy	Commercial Litigation, Business Torts and Healthcare Law	6
Eric Willoughby	Willoughby Shulman Injury Lawyers	Personal Injury	11
Joseph Wirth	Mainor Wirth	Personal Injury	11
Cayla Witty	Lewis Brisbois Bisgaard & Smith	Labor & Employment, Civil Rights and Electronic Discovery	5
Ryan Works	McDonald Carano	Bankruptcy, Insolvency & Financial Restructuring and Commercial & Complex Litigation	13
Jay Young	Howard & Howard	Professional Neutral (Arbitrator & Mediator) and Business Litigation	23
Matthew Zirzow	Larson & Zirzow	Commercial & Consumer Bankruptcy	18
Caleb Zobrist	Ideal Business Partners	Healthcare, Corporate and Mergers & Acquisitions	8

NORTHERN NEVADA Top Attorneys

Name	Firm	Practice Emphasis	Number of Years Practicing in Nevada
Matthew Addison	McDonald Carano	Commercial & Complex Litigation, Construction Law & Litigation	26
Michael Alonso	Lewis Roca Rothgerber Christie	Gaming, Government Affairs and Land Use	25
Bryce Alstead	Holland & Hart	Environment, Energy & Natural Resources	11
Nathan Aman	Fahrendorf Viloria Oliphant & Oster	Commercial Litigation, Business Law and Construction Litigation	14
Paul J. Anderson	Maupin Cox & LeGoy	Education Law/Litigation, Business/Corporate Litigation and Personal Injury Litigation	34
Anthony Arger	Robertson Johnson Miller & Williamson	Business Entities & Transactions, Commercial Litigation and Land Use	2
Robert Armstrong	McDonald Carano	Estate Planning, Wills, Trust & Probate and Taxation, Business Entities & Transactions	38
Sallie Armstrong	McDonald Carano	Bankruptcy, Insolvency & Financial Restructuring and Commercial & Complex Litigation	36
Kevin Benson	Allison MacKenzie	Civil Litigation, Appeals and Election Law/Ballot Measures	10
Lauren Berkich	Berkich Family Law	Family Law	6
Denise Bradshaw	Bradshaw Law	Plaintiff's Personal Injury, Trucking Crashes and Medical Malpractice/Birth Trauma	10
Louis Bubala	Kaempfer Crowell	Bankruptcy Law and Litigation	13
Michael Burke	Robison Belaustegui Sharp & Low	Business Litigation, Real Estate and Personal Injury	8
Thomas Burton	Snell & Wilmer	Corporate & Securities and Healthcare	30
Justin Bustos	Dickinson Wright	Business Litigation, Intellectual Property and Appellate Practice	10
Severin Carlson	Kaempfer Crowell	Administrative & Regulatory Law, Energy, Utilities & Renewable Resources and Land Use, Zoning & Government Affairs Litigation	12
James Cavilia	Allison MacKenzie	Real Property, Land Use and Business	27
Kenneth Ching	Dickinson Wright	Business Litigation and Labor & Employment	10

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Matthew Addison
26 years of practice in Nevada

Robert E. Armstrong
38 years of practice in Nevada

Sallie B. Armstrong
36 years of practice in Nevada

Leigh Goddard
20 years of practice in Nevada

Dennis Gutwald
14 years of practice in Nevada

Laura Jacobsen
2 years of practice in Nevada

Rory Kay
6 years of practice in Nevada

Curt R. Ledford
13 years of practice in Nevada

Debbie Leonard
15 years of practice in Nevada

Pat Lundvall
28 years of practice in Nevada

Michael A. T. Pagni
20 years of practice in Nevada

Amanda M. Perach
6 years of practice in Nevada

Brian S. Pick
11 years of practice in Nevada

Brian H. Schusterman
9 years of practice in Nevada

Jeffrey Silvestri
22 years of practice in Nevada

Ryan J. Works
13 years of practice in Nevada

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NORTHERN NEVADA Top Attorneys

Name	Firm	Practice Emphasis	Number of Years Practicing in Nevada
Timothy Clausen	NV Energy	Regulatory, Renewables and Environmental	11
Joshua Correlli	Kaempfer Crowell	Business Law, Real Estate and Construction	11
Tyson Cross	Cross Law	Tax, Estate Planning and Probate	3
Karen Dennison	Holland & Hart	Real Estate	46
John Desmond	Dickinson Wright	Business Litigation, Intellectual Property and Appellate Practice	22
Matthew Digesti	Bristlecone Holdings	Corporate Counsel, Consumer Finance Law and Government Investigations	11
Robert Eisenberg	Lemons, Grundy & Eisenberg	Did Not Disclose	37
Carmen English	English Law Practice	Immigration	10
Holly Estes	Estes Law	Bankruptcy	7
Craig Etem	Fennemore Craig	Business Organizations, Mergers & Acquisitions and Real Property Law	21
Douglas Flowers	Holland & Hart	Real Estate	16
John Funk	Gunderson Law Firm	Commercial and Business Litigation	6
Stephanie Funk	Fahrendorf Viloria Oliphant & Oster	Real Estate, Construction and Commercial Litigation	5
John Gallagher	Guild Gallagher Fuller	Complex Commercial Litigation, Administrative Law and Environmental Law	34
David Garcia	Holland & Hart	Corporate	20
Leigh Goddard	McDonald Carano	Employment & Labor, Commercial & Complex Litigation and Trust & Estates	20
Julia Gold	Law Offices of Julia Gold	Estate & Tax Planning, Probate and Trust Administration	18
Mark Gunderson	Gunderson Law Firm	Commercial and Business Litigation	38
Anthony Hall	Holland & Hart	Labor & Employment	21
Leslie Hart	Fennemore Craig	Business Litigation, Financial Institution Litigation and Real Property Litigation	24
Daniel Hayward	Laxalt & Nomura	Business Litigation, Professional Liability Defense and Insurance Defense	21
Elizabeth High	Lee High, Ltd.	Bankruptcy	11
Katherine Hoffman	Fennemore Craig	Gaming, Administrative Law and Energy, Telecom & Utilities	7
August Hotchkin	Bremer Whyte Brown & O'Meara	Civil Litigation	5
Kurt O. Hunsberger	Maupin Cox & LeGoy	Corporate & Business Law, Taxation and Estate Planning	26
Brian Irvine	Dickinson Wright	Business Litigation, Construction Law and Bankruptcy/Restructuring	16
Alicia Johnson	Johnson Law Practice	Estate Planning, Small Business and Real Estate	10
Nathan Kanute	Snell & Wilmer	Bankruptcy & Reorganization, Commercial Litigation and Receiverships	5
Benjamin Kennedy	Dickinson Wright	Real Estate, Corporate Law and Development/Land Use	13
Michael Kennedy	Law Offices of Michael Jerome Kennedy	Federal Criminal Defense	10
Michael Kimmel	Hoy Chrissinger Kimmel Vallas	Construction Law & Litigation, Commercial Litigation and Real Estate	13
Wayne Klomp	Snell & Wilmer	Commercial Litigation and Financial Services Litigation	11
Dora Lane	Holland & Hart	Labor & Employment	14
Cecilia Lee	Lee High, Ltd.	Did Not Disclose	30
Molly LeGoy	Maupin Cox & LeGoy	Did Not Disclose	4
Debbie Leonard	McDonald Carano	Appellate, Energy, Environment & Natural Resources and Complex & Commercial Litigation	15
Vernon (Gene) Leverty	Leverty & Associates	Insurance, Class Actions and Personal Injury	46
David Lewandowski	Fennemore Craig	Emerging Business, Corporate Transactions and Real Estate	7
Joel W. Locke	Allison MacKenzie	Estate Planning, Business Planning & Formation and Family Law	11
Owen Mackedon	Kaempfer Crowell	Business Law, Privileged Licensing and Real Estate & Construction	3

NORTHERN NEVADA Top Attorneys

Name	Firm	Practice Emphasis	Number of Years Practicing in Nevada
Christopher MacKenzie	Allison MacKenzie	Business Entity Formation, Transactions and Real Property	24
Jennifer Mahe	Mahe Law	Real Estate, Business and Estate Planning/Probate	12
Kristen Martini	Lewis Roca Rothgerber Christie	Commercial & Business Litigation	9
Paul Matteoni	Lewis Roca Rothgerber Christie	Construction Law & Litigation, Banking Law/Regulatory and Business & Commercial Litigation	29
Bret Meich	Downey Brand	Commercial Litigation and Government Law	9
Christian Moore	Lemons, Grundy & Eisenburg	Did Not Disclose	28
Ann Morgan	Fennemore Craig	Employment & Labor Relations & Litigation and Aviation, Aerospace & Autonomous Systems	38
Jason Morris	Woodburn & Wedge	Trusts, Estate Planning and Probate	10
Bart Mowry	Maupin Cox & LeGoy	Estate Planning, Tax Planning and Probate & Trust Administration & Litigation	38
John Murtha	Woodburn & Wedge	Did Not Disclose	37
Ashley Nikkel	Parson Behle & Latimer	Business & Commercial Litigation, Natural Resources and Appellate Practice	5
Courtney O'Mara	Fennemore Craig	Business Litigation, Creditors Rights and Probate & Trust Litigation	10
David C. O'Mara	O'Mara Law Firm	Family Law, Wills, Trusts & Estate Planning and Civil Litigation	14
Michael Pagni	McDonald Carano	Real Estate & Land Use, Business Entities & Transactions and Government Affairs & Advocacy	20
William Peterson	Snell & Wilmer	Commercial Litigation, Energy & Utilities and Personal Injury	41
Brian Pick	McDonald Carano	Emerging Industries & Organizations, Real Estate & Land Use and Business Entities & Transactions	11
Kevin Pick	Thorndal Armstrong Delk Balkenbush & Eisinger	Commercial Litigation and Insurance Defense	7
Shannon Pierce	Fennemore Craig	Employment & Labor Relations & Litigation and Commercial Litigation	6
Colleen Platt	Platt Law Group	Administrative Law, Government Law and Government Affairs	7
Andrea Pressler	Erickson Thorpe Swainston	Civil Litigation, Construction Defect Defense and Personal Injury	14
Janine Prupas	Snell & Wilmer	Commercial Litigation, Insurance and Personal Injury	13
Dan Reaser	Fennemore Craig	Gaming, Financial Institutions and Energy, Telecom & Utilities	36
Catherine Reichenberg	Gunderson Law Firm	Commercial and Business Litigation	10
Molly Rezac	Ogletree Deakins	Employment Law	17
David Robertson	Robertson Johnson Miller & Williamson	Complex Civil Litigation, Commercial Real Estate Law and Water Law	33
Kent Robison	Robison Belaustegui Sharp & Low	Business Litigation and Complex Commercial Cases	45
Michael Rounds	Brownstein Hyatt Farber Schreck	Intellectual Property and Intellectual Property Litigation	25
Christopher Rusby	Rusby Law	Appeals, Civil Litigation and Public Entity Law	8
Ryan Russell	Allison MacKenzie	Did Not Disclose	14
Brian Schusterman	McDonald Carano	Business Entities & Transactions, Emerging Industries & Organizations and Real Estate & Land Use	9
Austin Sweet	Gunderson Law Firm	Commercial and Business Litigation	8
John Tennert	Fennemore Craig	Business Litigation, Mining Law and Real Estate Litigation	8
Jonathan Tew	Robertson Johnson Miller & Williamson	Business Litigation and Appellate Law	7
Amy Tirre	Law Office of Amy N. Tirre	Commercial Litigation and Creditor's Side Bankruptcy	20
Justin C. Vance	Laxalt & Nomura	Insurance Defense, Business Litigation and General Liability	9
Jesse Wadhams	Fennemore Craig	Government Affairs, Healthcare/Insurance and Mining Law	13
F. McClure Wallace	Rosenauer & Wallace	Did Not Disclose	11
Anjali Webster	Dickinson Wright	Appellate and Business Litigation	6
Richard Williamson	Robertson, Johnson, Miller & Williamson	Commercial Real Estate Law and Complex Civil Litigation	11
Allen Wilt	Fennemore Craig	Business Litigation and Health Care Litigation	25

BEST UP & COMING Attorneys

** In order to qualify as a Best Up and Coming Attorney, each attorney must have been under 40 years of age and licensed in Nevada for 10 years or less at press time.*

Name	Firm	Based In	Practice Emphasis	Number of Years Practicing in Nevada
Adam Anderson	Clear Counsel Law Group	South	Plaintiff Personal Injury	4
Bradley Austin	Snell & Wilmer	South	Commercial Litigation and Financial Services Litigation	4
Jason Bacigalupi	Lewis Roca Rothgerber Christie	South	Gaming, Administrative and Real Estate	5
Mary Bacon	Fennemore Craig	South	Business Litigation, Government Affairs and Emerging Business & Technology	5
Andrew Barton	Henness & Haight Injury Lawyers	South	Personal Injury	5
Christopher Beckstrom	Price Beckstrom	South	Personal Injury, Car Accidents and Elder Abuse	1
Lauren Berkich	Berkich Family Law	North	Family Law	6
Brian Blakley	Lewis Roca Rothgerber Christie	South	Commercial & Business Litigation, Unmanned Aircraft Systems and White Collar Defense & Investigations	4
V.R. Bohman	Snell & Wilmer	South	Commercial Litigation, Financial Services Litigation and Real Estate Property Litigation	4
Stephanie Buntin	Howard & Howard	South	Intellectual Property	6
Dylan Ciciliano	Garman Turner Gordon	South	Commercial Litigation	6
Lindsay K. Cullen	Bertoldo Baker Carter & Smith	South	Personal Injury, Premise Liability and Wrongful Death	6
Michael R. Esposito	Garman Turner Gordon	South	Probate & Trust Administration, Commercial Litigation and Bankruptcy Litigation	3
Maximilien Fetaz	Brownstein Hyatt Farber Schreck	South	Commercial Litigation and Securities Litigation	5
Conor Flynn	Armstrong Teasdale	South	Commercial Litigation	7
John Funk	Gunderson Law Firm	North	Commercial and Business Litigation	6
Brandon L. Gatewood	Harper | Selim	South	Insurance Defense, Premises Liability and Bad Faith	3
Katie Goldberg	Mainor Wirth	South	Personal Injury	2
Blakeley Griffith	Snell & Wilmer	South	Bankruptcy & Reorganization and Financial Services Litigation	6
Kevin L. Hernandez	Law Office of Kevin L. Hernandez	South	Consumer Law, Identity Theft and Debt Collection Abuse Claims	5
Katherine Hoffman	Fennemore Craig	North	Gaming, Administrative Law and Energy, Telecom & Utilities	7
Dustun H. Holmes	Pisanelli Bice	South	Business Litigation and Appellate	5
Kirk Homeyer	Fertitta Enterprises, Inc.	South	Contracts and Corporate Law	6
Tin Hwang	Hwang Law Group	South	Wills & Trusts, Family Law and Personal Injury	1
Laura Jacobsen	McDonald Carano	North	Employment & Labor Law, Commercial & Complex Litigation and Appellate	2
Ariel C. Johnson	Atkin Winner & Sherrod	South	Insurance Defense, Premises Liability Defense and Personal Injury	3
Rory Kay	McDonald Carano	South	Employment & Labor Law, Commercial & Complex Litigation and Appellate	6
Leighton Koehler	Dickinson Wright	South	Tax Law, Mergers & Acquisitions and Government Investigations	5
Scott Lachman	Weinberg Wheeler Hudgins Gunn & Dial	South	Civil Litigation and Appellate Practice	7
Kristofer Leavitt	Leavitt Legal Group	South	Business & Employment Litigation and Personal Injury	4
David Lewandowski	Fennemore Craig	North	Emerging Business, Corporate Transactions and Real Estate	7
Var Lordahl	Dickinson Wright	South	Wills, Estates, Estate Planning & Probate Law, Tax Law and Corporation & Business Law	7
Owen Mackedon	Kaempfer Crowell	North	Business Law, Privileged Licensing and Real Estate & Construction	3
Timothy Mott	Weinberg Wheeler Hudgins Gunn & Dial	South	Catastrophic Injury, Tort Defense and Commercial Litigation	5
Jessica Moyeda	Snell & Wilmer	South	Corporate & Securities and Mergers & Acquisitions	1
Jonathan K. Nelson	J.K. Nelson Law	South	Family Law, Estate Planning and Personal Injury	5
Alayne Opie	Greenberg Traurig	South	Business Litigation	5
Michael Paretti	Snell & Wilmer	South	Commercial Litigation	2
Amanda Perach	McDonald Carano	South	Bankruptcy, Insolvency & Financial Restructuring, Commercial & Complex Litigation and Appellate	6
Tara Popova	Fox Rothschild	South	Commercial Litigation and Bankruptcy Litigation	7
Daniel R. Price	Price Beckstrom	South	Civil Litigation, Personal Injury and Motor Vehicle Crash	3
Marisa Rodriguez	Weinberg Wheeler Hudgins Gunn & Dial	South	Commercial Litigation, Tort Defense and Products Liability Litigation	4

BEST UP & COMING Attorneys

Name	Firm	Based In	Practice Emphasis	Number of Years Practicing in Nevada
Dana B. Salmonson	Ogletree Deakins Nash Smoak & Stewart	South	Employment Discrimination/Harassment, Wage & Hour and Class Action	9
Brianna Smith	Marquis Aurbach Coffing	South	Civil Rights Defense, Medical Malpractice Defense and Commercial Litigation	7
Adam Tully	Snell & Wilmer	South	Commercial Litigation	3
Wade VanSickle	Kravitz Schnitzer & Johnson	South	Civil Litigation	3
Bryan Viellion	Kaempfer Crowell	South	Business Law, Real Estate and Construction	3
Jason Weiland	Howard & Howard	South	Commercial Litigation	7
Kendal Weisenmiller	Dickinson Wright	South	Probate/Trust Administration & Litigation, Guardianship Administration & Litigation and Business Litigation	7
Mark M. Weisenmiller	Garman Turner Gordon	South	Business Restructuring & Bankruptcy, Bankruptcy Litigation and Appeals	7
Caleb Zobrist	Ideal Business Partners	South	Healthcare, Corporate and Mergers & Acquisitions	8

GOVERNMENT Attorneys

Name	Organization	Based In	Number of Years Practicing in Nevada
Claudia Aguayo	City of North Las Vegas – Civil Division	North Las Vegas	14
Ketan Bhirud	Nevada Office of the Attorney General	Las Vegas	10
Marilee Cate	Washoe County District Attorney's Office	Reno	5
Jeffrey Conner	Nevada Office of the Attorney General	Carson City	8
Wesley Duncan	Nevada Office of the Attorney General	Las Vegas	6
Elias George	Las Vegas City Attorney's Office	Las Vegas	6
J. Brin Gibson	Nevada Office of the Attorney General	Las Vegas	9
Gordon Goolsby	Nevada Office of the Attorney General	Las Vegas	8

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GOVERNMENT Attorneys

Name	Organization	Based In	Number of Years Practicing in Nevada
Carla Higginbotham	U.S. Attorney's Office	Reno	14
Jennifer Hostetler	Nevada Office of the Attorney General	Las Vegas	7
Brandon Kemble	Henderson City Attorney's Office	Henderson	9
Michael Large	Washoe County District Attorney's Office	Reno	11
Adam Laxalt	Nevada Office of the Attorney General	Carson City	5
Micaela Moore	City of North Las Vegas	North Las Vegas	12
Shannon Phenix	Clark County Public Defender's Office	Las Vegas	3
Jeremy Reichenberg	Lyon County District Attorney's Office	Fernley	10
Bethany Sanchez	North Las Vegas City Attorney's Office	North Las Vegas	12
Bryan Schwartz	Clark County District Attorney's Office	Las Vegas	4
Bryan Scott	Las Vegas City Attorney's Office	Las Vegas	26
Chandeni Sendall	Reno City Attorney's Office	Reno	5
Steven Shevorski	Nevada Office of the Attorney General	Las Vegas	15
Jordan T. Smith	Nevada Attorney General – Office of the Solicitor General	Las Vegas	7
Thomas W. Stewart	Nevada Supreme Court	Carson City	1
Raya Swift	Nevada Office of the Attorney General	Las Vegas	9
Jamie Thalgott	Henderson City Attorney's Office	Henderson	7
Jose Valenzuela	North Las Vegas City Attorney's Office	North Las Vegas	6
Homa Woodrum	State of Nevada Aging & Disability Services Division	Carson City	10

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BUILDING NEVADA

Robert
Ray
Fidelity National Title

Nevada Business
THE DECISION MAKER'S magazine

Photo By Chris Tucker

COVERING YOUR ASSETS

COMMERCIAL REAL ESTATE TITLE INSURANCE IN NEVADA

By Jennifer Rachel Baumer

COMMERCIAL title insurance protects buyers and investors against loss if a problem arises with their non-residential transaction. Coverage protects against loss for the owner and the lender if there's a problem with the title. Commercial real estate title insurance covers apartments and office buildings, retail development and industrial facilities, investors, developers, brokers and lenders.

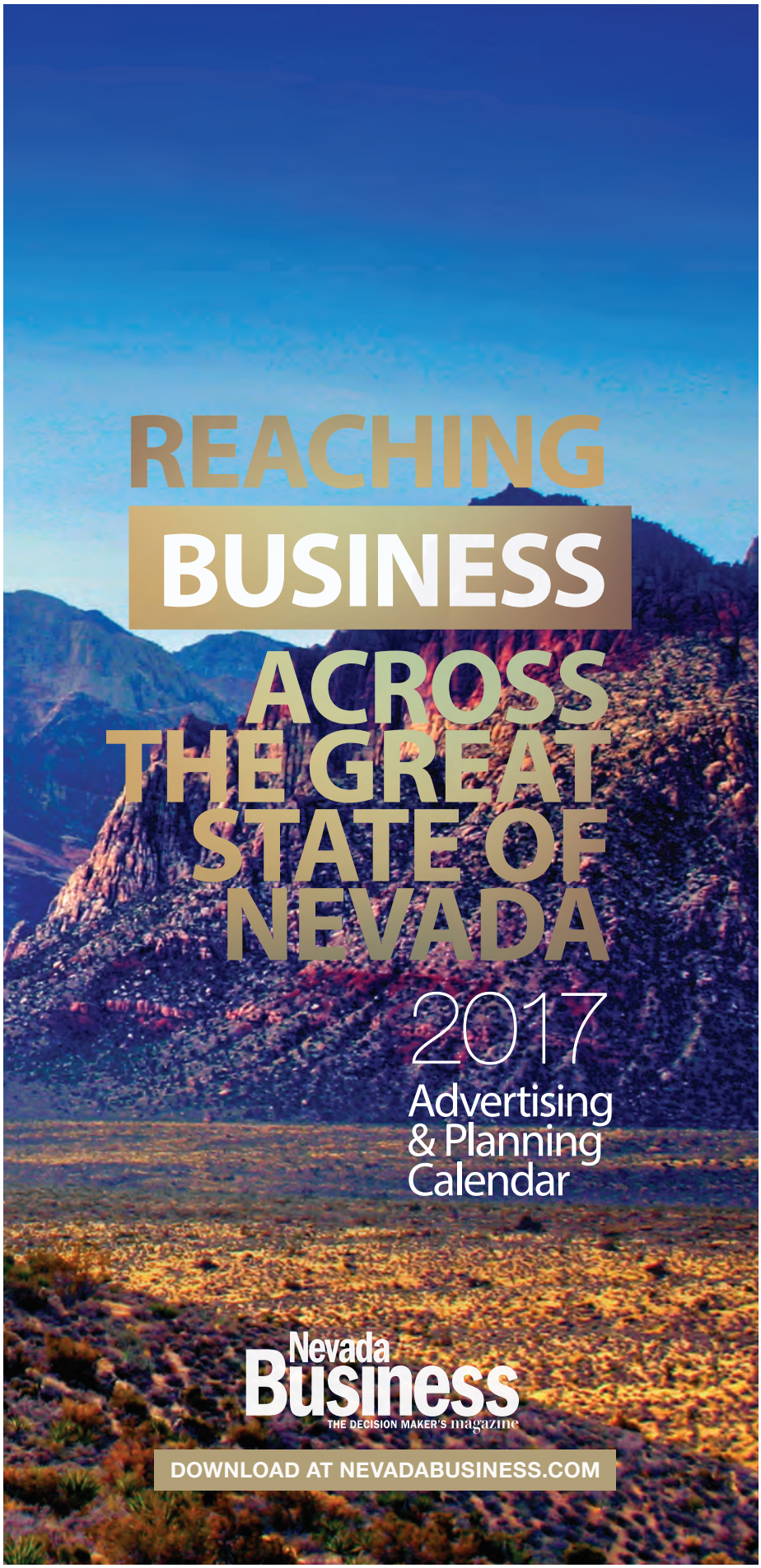
Which means as the commercial real estate market heats back up in Nevada, so does the title insurance business. After the boom and bust cycle in both commercial and residential real estate at the beginning of this century, the economy and the real estate market is in the midst of a come-back. In Northern Nevada the Tesla Gigafactory 1 in the Tahoe Reno Industrial Center is driving new construction in both commercial and residential sectors as new businesses locate in the area and new residents follow job opportunities to the state and buy homes here.

In Southern Nevada, "The NHL is coming to town and now the Raiders having announced that they've closed on their site for their stadium, I think it's bringing a new level of excitement to our market," said Robert Ray, senior vice president, division manager, Fidelity National Title. "That bodes well for investors."

A new professional football team and a stadium, and a hockey team heading into town would be a big event for any community. "First, because they create construction jobs, and second because people will be working for those industries after they're built," said Terry Wright, owner/chairman, Nevada Title Company. "Las Vegas has been ranking within the top 10 major cities in terms of job growth and having the stadium and the hockey team will only further that kind of job growth as far as new jobs coming to town."

The new construction and business moving into Southern Nevada opens up more opportunities on the south end of the Strip and the southern portion of Vegas, Ray added. "That particular area is an older area, and I think it will start to revitalize very soon."

The real estate industry in Southern Nevada, everything from commercial investment to the housing market and new homes, is robust today.



"We're seeing a lot of activity on the home builder side, and prices are maintaining in terms of appreciation, particularly on the commercial side, with the apartment market and the industrial market and even retail," said Ray.

The retail sector is picking up as new retail concepts and companies come into Las Vegas, said Wright. These aren't necessarily big box tenants but small pad users coming in.

In fact, the only sector not showing robust growth seems to be the office market, which is lagging somewhat behind other sectors as the market heats up in Southern Nevada. There's still a good deal of product available on the market, but as more companies that use office space move toward the suburbs, even this sector of the market is seeing growth and new construction, especially along the 215 in Las Vegas.

"The biggest challenge we have in Las Vegas is the lack of affordable land. We have boundaries all the way around and the land owned by the federal government," said Wright. "If you're a developer looking to put a development up in an area like the southwest or Henderson, you're going to find the land is not available or it's too expensive to build on."

The federal government owns and controls a majority of the land in Nevada and in the southern end of the state, both commercial and residential development is constrained by both lack of land and affordability.

"That's both good and bad," said Ray. "It keeps supply down but in growth mode, it makes it difficult for the investors to pencil projects because we don't have this giant supply of land where you can just go pick your parcel and go build on it."

What's New and What's Not

While new businesses move into Nevada on both ends of the state, including new and diversified industries like drone and autonomous vehicle testing, some

things still remain constant. Regulations governing title insurance haven't changed overly in the commercial sector over the last few years.

The title insurance industry as a whole has experienced some major changes in the last few years, but most of those haven't affected the commercial transactions side, said Chad Felix, vice president, sales and marketing, Western Title Company. Changes within the regulatory structure mostly focus on the residential sector. For example, there's the Real Estate Settlement Procedures Act (RESPA), the main federal law that governs residential home sales.

"The purpose of RESPA is to mandate certain disclosures in connection with the real estate settlement process, so home purchasers can make an informed decision," said Felix.

A second purpose to RESPA is to prohibit certain unlawful practices by settlement providers. RESPA doesn't apply to

Terry
Wright
Nevada Title Company

commercial transactions. "I believe that the majority of the predatory lending and 'kickbacks' from settlement agents were mostly involving residential properties, and that's why we have not seen the same regulation in the commercial agency," said Felix.

Since the recession and the economic fallout, the title insurance industry has become more diligent in the handling of transactions in both the residential and the commercial sectors. There's always been a need to make certain the I's are dotted and T's are crossed, but now the industry is more aware of and watching out for certain types of fraud.

"I'd like to say we've learned a little something from the downturn," said Ray. "We're more aware of some of the potential types of fraud. As a result, we have new systems in place to essentially vet deals that could be potential fraud and relate to checking the entity docs and making sure we have the proper consent from all involved in the transaction."

The potential for fraud in commercial real estate transactions isn't new, but perpetrators are becoming more crafty.

"That can result from wire fraud to falsification on the entity docs because there's been circumstances where someone may change who the managing member is on the county website," said Ray. "Before we might not have questioned that quite as deeply as we do now."

Attempts at fraud in residential transactions are seen by title insurance agents

on an almost daily basis. "The number one hacking fraud is where a party will hack into a seller's emails and send to the title closing agent saying, 'I'm going to be out of town at closing, please wire my proceeds to this bank over here,'" said Wright. This is why the managing member and the members of an LLC must now all consent to a sale or refinance or other commercial real estate transaction.

Chad
Felix
Western TItle Company

Perpetrating fraud is more difficult in the commercial sector, because of the size of the transactions, and because there are attorneys representing the parties involved. "There's just more checks and balances on the commercial transactions," said Wright.

Changes Coming Down the Pipeline

One change that may be coming to the commercial real estate title industry involves 1031 exchanges. A 1031 exchange, which can also be called a like-kind exchange, is the swap of one business investment or asset for another.

Named for the U.S. Internal Revenue Code Section 1031, this type of transaction allows a taxpayer to defer recognition of capital gains and related Federal income tax on the exchange of a certain type of property.

There's talk of doing away with 1031 exchanges, which could be devastating for Nevada's commercial real estate industry.

"We get quite a bit of influx of buyers from other markets, in particular California, because of our favorable tax climate here in Nevada," said Ray. A sister company of Fidelity National Title is very active in the 1031 market in Nevada.

It's possible that lawmakers in Washington are trying to create incentives through lower taxes for investors. If other changes to taxes go through, such as allowing immediate write-off of buildings within the year they're purchased and using the proceeds to purchase another building within the same year, the investor wouldn't recognize a taxable income.

"They may feel the 1031 is something they could essentially get rid of in lieu of offering a lower tax basis for capital gains and higher tax bracket investors," said Ray.

"With the abolishment of 1031s there'd be a significant tax paid on investments, as opposed to being able to roll it into new transactions and create more deal flow," he added.

Since the title insurance business is regulated with regard to fees, it's a volume-based business: for agents to make money, the more transactions, the better.

"For us to not have these exchanges for people to roll their investments into, that would obviously eliminate at least a portion of our business," said Ray.

> "There's just more checks and balances on the commercial transactions."
>
> **— Terry Wright,**
> **Nevada Title Company**

Other changes to commercial real estate title and escrow industry deal with its technology, said Felix. Things like digital signing and hyperlinks to documents on your title commitment make the title process move more quickly and efficiently.

"We are not an industry that likes a bunch of change but I believe the new and old generations have worked together to accept changes, as well as keep our foundation and identity still intact," said Felix.

Title Insurance in the Business World

"The commercial sector is more savvy when it comes to title insurance," said Ray. "They realize the importance of having the product. Especially as we hit the recession, in terms of protection, particularly lenders from failed projects. That's why you buy title insurance – to protect yourself against potential liens and encumbrances on the property. It's a very relationship-driven business. A lot of our investors and developers value the relationship they have with their title companies and, in particular, their underwriters within the title company. And, quite honestly, [they value] the strength behind that company."

The recession forced out some of the smaller title insurance companies that struggled to pay claims when the economic situation got rough. Title companies aren't in business just to pay claims, but to give security to clients and the assurance that, in the event something goes wrong and there's a situation where a claim arises, the title company has the ability to pay that claim.

"Business owners are making a substantial investment and, if you do not have a clear title, then your investment may be worthless or cost you a ton of money to get the title cleared," said Felix. "Unlike many other insurance policies, title fees are a one-time fee paid at closing."

? SAY WHAT

A new record for long-distance drone delivery was set in early May. A Nevada Unmanned Aerial System (UAS) Consortium set the record flying a fixed-wing unmanned aerial vehicle (UAV) with over 97 miles to Austin, TX using cellular connectivity. Nevada previously conducted a historic package delivery of over 39 miles in Hawthorne as well as the first publicly-recorded package delivery to a Reno homeowner.

E

Sale, Industrial
ADDRESS 5080 Judson Ave. 89115
BUYER JDS Surfaces, LLC
SELLER Liber, LLC
DETAILS 14,500 SF; $850,000
APN 140-20-502-015
SELLER'S REP Danielle Steffen, SIOR and Amy Ogden, SIOR of Cushman & Wakefield | Commerce

H

Sale, Office
ADDRESS 2534 Anthem Village Dr., 89052
BUYER Conejo Valley Properties
SELLER Robison Seidler, Inc.
DETAILS 5,040 SF; $1,261,00
APN 190-06-216-020
BUYER'S REP Charles Moore and Marlene Fujita-Winkel, CCIM of CBRE
SELLER'S REP Eric Larkin, CCIM of NAI Vegas

N

Sale, Multi-Family
ADDRESS 2504 N. Las Vegas Blvd., 89030
BUYER Melvin Morris
SELLER Las Haciendas Vegas, LLC
DETAILS 25 units; $37,000 per unit
APN 139-13-410-038
REP (BOTH) Michael LaBar and Michael Shaffner of Marcus & Millichap

NW

Project, Other
ADDRESS 6900 N. Durango Dr., 89149
CONTRACTOR OF RECORD SR Construction
DETAILS Construction has been completed on the $18.2 million expansion at Centennial Hills Hospital in Las Vegas. The two-floor build out added 60 private patient rooms, more than 200 additional parking spaces and increased the hospital's licensed bed count to 250.

S

Sale, Office
ADDRESS 4495 S. Pecos Rd., 89121
BUYER SSWD Revocable Trust
SELLER Wayward Properties, Inc.
DETAILS 9,454 SF; $1,335,000
APN 162-24-607-006
BUYER'S REP Michelle Manley of Award Realty
SELLER'S REP Charles Moore and Marlene Fujita-Winkel, CCIM of CBRE

Sale, Retail
ADDRESS 3325 E. Russell Rd., 89120
BUYER Fit Las Vegas, LLC
SELLER Noval LP
DETAILS 51,024 SF; $3.6 million
APN 162-36-502-001
BUYER'S REP Dustin R. Alvino of Marcus & Millichap

Sale, Industrial
ADDRESS 6266 S. Sandhill Rd., 89120
BUYER Sandhill ESS Property, LLC
SELLER Robert M. Tatalovich
DETAILS 5,632 SF; $760,000
APN 161-31-704-002
SELLER'S REP Mike DeLew, SIOR and Greg Pancirov, SIOR of Colliers International

Sale, Multi-Family
ADDRESS 4550 Karen Ave., 89121
BUYER All Pro Real Estate, LLC
SELLER View Equity, LP
DETAILS 128 units; $75,781/unit
APN 161-08-102-004
SELLER'S REP Patrick Sauter and Art Carll of NAI Vegas

SW

Sale, Office
ADDRESS 7660 W. Sahara Ave., 89117
BUYER Pulmonary Solutions
SELLER Golden View Development
DETAILS 6,283 SF; $1,187,000
APN 163-03-415-007
BUYER'S REP The Larkin Group of NAI Vegas
SELLER'S REP Bryan Houser of Albright Callister & Associates

Sale, Retail
ADDRESS 2291 S. Fort Apache Rd., 89117
BUYER Edward Hsieh and Debbie Yu Shan Shao, et al
SELLER Don Levinson Trust
DETAILS 8,675 SF; $1,950,000
APN 163-06-816-033
SELLER'S REP Dustin R. Alvino of Marcus & Millichap

Sale, Retail
ADDRESS 2350 S. Rainbow Blvd., 89146
BUYER The Canzoneri Family Trust
SELLER Ominet Sahara, LLC
DETAILS 54,924 SF; $7,850,000
APN 163-02-415-015
BUYER'S REP Robert Ybarra of CBRE
SELLER'S REP Charles Moore and Marlene Fujita-Winkel, CCIM of CBRE

Sale, Industrial
ADDRESS 5180 Cameron St. 89118
BUYER SUNPROA, LLC
SELLER CAM 96.5, LLC
DETAILS 96,500 SF; $10 million
APN 162-30-202-008
SELLER'S REP Mike DeLew, SIOR and Greg Pancirov, SIOR of Colliers International

Sale, Land
ADDRESS NWC of Russell Rd. and Dean Martin Dr., 89118
BUYER LV Stadium Company, LLC
SELLER Nevada Land Group, LLC
DETAILS 62.5 acres; $77.5 million
APN 162-29-302-001, 162-29-302-003, 162-29-302-004 & 162-29-401-017
SELLER'S REP John Knott and Michael Parks of CBRE

Sale, Land
ADDRESS NEC of Grand Canyon Dr. & Sunset Rd., 89148
BUYER Legacy House of Summerlin, LLC
SELLER Palmer Nine Investments, LLC
DETAILS 5 acres; $2,375,000
APN 163-31-801-005
BUYER'S REP Frank Marretti of Colliers International

WC

Sale, Office
ADDRESS 130 S. Center St., 89501
BUYER H Drake Corporation
SELLER BPE-SGRE Hudson, LLC
DETAILS 6,435 SF; $3.2 million
APN 011-178-02

Sale, Retail
ADDRESS 390 E. Plumb Ln., 89502
BUYER Meduri Trust
SELLER M&H Realty Partners VI, LP
DETAILS 6,360 SF; $2,336,000
APN 015-220-57

[BC] BOULDER CITY [E] EAST [H] HENDERSON [N] NORTH [NW] NORTHWEST [O] OTHER [S] SOUTH [SW] SOUTHWEST [WC] WASHOE COUNTY

Sale, Industrial

ADDRESS 4855 Joule St. B5, 89502
BUYER Lorenz Investors, LLC
SELLER Seven K Properties, LLC
DETAILS 5,000 SF; $750,000
APN 012-431-11
SELLER'S REP Don Welsh, CCIM of Dickson Commercial Group

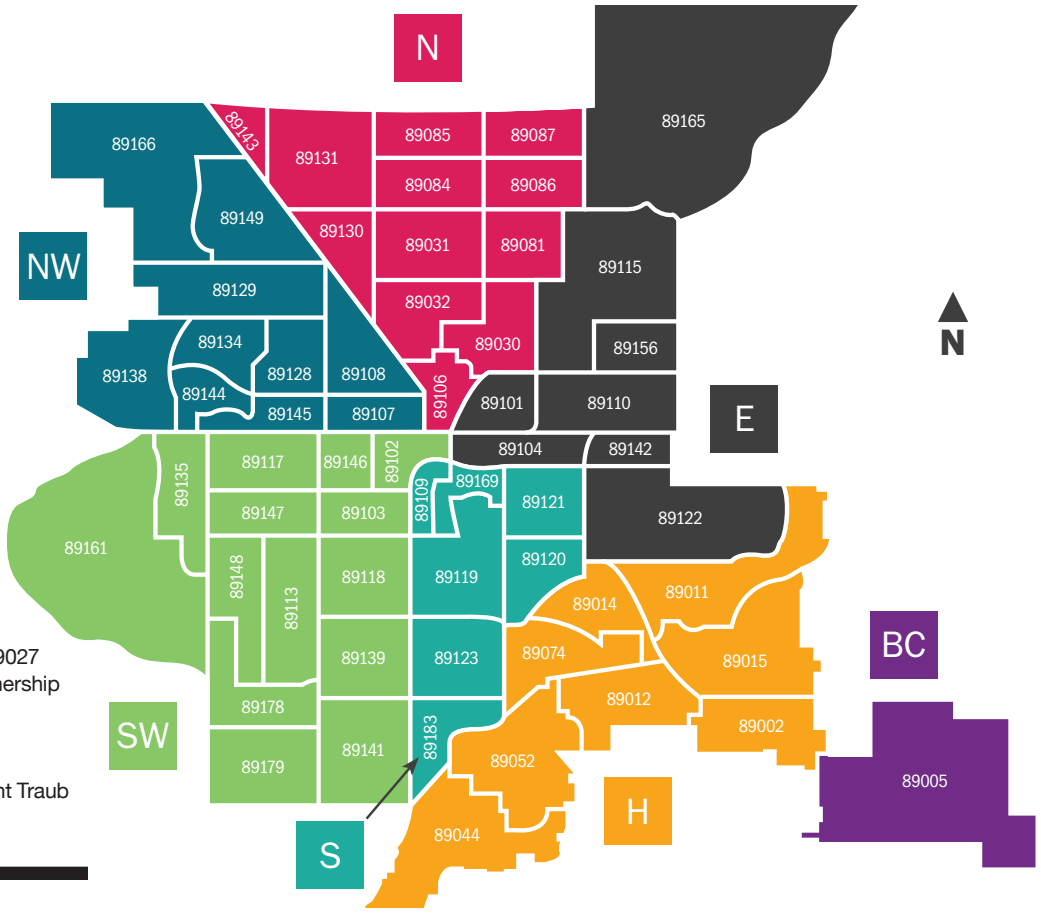
Sale, Industrial

ADDRESS 9736 S. Virginia St., 89511
BUYER EECO, LLC
SELLER Aries Investments, LLC
DETAILS 5,440 SF; $775,000
APN 163-140-07

O

Sale, Retail

ADDRESS 250 Falcon Ridge Pkwy. 89027
BUYER Double X Ranch Limited Partnership
SELLER Mesquite Power Center, LLC
DETAILS 14,820 SF; $5,553,600
APN 001-18-211-001
SELLER'S REP David Grant and Grant Traub of Colliers International



OFFICE SUMMARY

FIRST QUARTER 2017

SOUTHERN NEVADA

Las Vegas Valley's office vacancy rate in Q1, 2017 increased by 0.1 points to 20.3 percent from Q4, 2016. Vacancy rates ranged from 15.4 percent for Class C space to a high of 27.0 percent for Class A space in Q1. Across the board, office submarkets are well above the 10 percent stabilized rate.

There was one Spec Office completion in Q1, the 150,000 square foot Union Village Medical office building in the Henderson submarket. In the last 15 quarters, 13 quarters have seen new space come to market. However, in the prior 15 quarters, only three quarters saw new completions. This suggests that the market has been improving, and there's growing demand for space of a certain quality. On a year-over-year basis, completions stood at 313,028 square feet at the end of Q1. The Valley's office inventory rose to 43.4 million square feet.

While the vacancy rate increased, net absorption is slightly improved from the previous quarter with +94,535 square feet. On a year-over-year basis, net absorption was a tepid +182,670 square feet. Of the four product types, only one saw negative absorption during the quarter with Class B experiencing significant drop of -222,708 square feet.

At the end of Q1, only one project remained under construction in the office, Sunset Hills Plaza, a 10,000-sf office building in the southwest submarket (Class C). However, the amount of planned space increased from the previous quarter and now stands at 706,780 square feet.

NORTHERN NEVADA

The law of averages in the Northern Nevada office market persists with a Q1 performance of 90,230 square feet of gross absorption; 26,687 square feet of net absorption, per DCG's Top 200 survey, and 127,599 square feet of net absorption per the CoStar report. This is similar to the quarterly average dating back over 10 years.

The two largest lease transactions of the quarter were Centene Coropration, a multi-line healthcare program and services provider, and the Nevada State Contractors Board. Both signify the continuing trend in the growing healthcare services and construction industries.

The quarter over quarter vacancy rate dropped to an overall 12.49 percent, down from 12.62 percent, per DCG's Top 200 survey and down 10.4 percent down from 11.2 percent per the CoStar report. The Meadowood and Downtown Central Business District submarkets continue to lead with falling vacancy rates. This trend reflects the healthy shortage of Class A space and has encouraged occupiers to consider alternative submarkets, such as the Airport. The Airport submarket has fallen below 11 percent vacancy.

Class A lease rates continue to escalate reaching $2.30 per square foot, per month, full service gross, for second and third generation spaces. Class B and C rates are stagnant fluctuating between $1.20 and $1.70 per square foot, per month, full service gross.

OFFICE
FIRST QUARTER

TOTAL MARKET	SOUTHERN	NORTHERN
Total Square feet	43,399,105	7,549,202
Vacant Square Feet	8,790,590	874,489
Percent Vacant	20.3%	11.58%
New Construction	150,000	0
Net Absorption	94,535	26,687
Average Lease SF/MO (NNN)	$1.95	$1.74
Under Construction	10,000	0
Planned	706,780	40,000
CLASS A		
Total Square Feet	6,499,602	4,252,989
Vacant Square Feet	1,753,002	611,294
Percent Vacant	27.0%	14.70%
New Construction	0	0
Net Absorption	77,217	13,895
Average Lease SF/MO (NNN)	$2.46	$1.87
Under Construction	0	0
Planned	382,300	40,000
CLASS B		
Total Square Feet	14,023,953	1,949,248
Vacant Square Feet	3,317,214	241,707
Percent Vacant	23.7%	12.40%
New Construction	0	0
Net Absorption	-222,708	12,530
Average Lease SF/MO (NNN)	$1.86	$1.55
Under Construction	0	0
Planned	200,480	0
CLASS C		
Total Square Feet	15,551,927	1,270,648
Vacant Square Feet	2,388,510	216,010
Percent Vacant	15.4%	17.00%
New Construction	0	0
Net Absorption	14,059	8,894
Average Lease SF/MO (NNN)	$1.78	$1.25
Under Construction	10,000	0
Planned	0	0

NEXT MONTH: RETAIL

ABREVIATION KEY

MGFS:	Modified Gross Full-Service
SF/MO:	Square Foot Per Month
NNN:	Net Net Net

Southern Nevada analysis and statistics compiled by RCG Economics, Northern Nevada analysis and statistics compiled by Dickson Commercial Group.

Business Indicators

The "advance" estimate for U.S. real gross domestic product (GDP) for the first quarter of 2017 grew at a weaker-than-expected 0.7 percent annualized rate. The biggest positive contribution came from private domestic investment, while consumer spending posted the slowest growth since the end of the Great Recession based on incomplete data. Weak consumer spending, in spite of high consumer confidence, mainly reflected fewer auto sales, which most analysts believe to have already passed its peak. The unemployment rate ticked down to 4.4 percent from March to April, which is the lowest level since early 2007. February retail sales continued a strong 5.2 percent year-over-year increase. March housing starts also increased markedly by 9.2 percent from a year ago; the seasonally adjusted housing price index continued a robust 5.7 percent year-over-year gain. The Federal Reserve decided to keep its benchmark rate unchanged in May, but hinted they will probably raise the interest rate two additional times in 2017.

The Nevada economy posted generally positive economic activity based on the most recent data. The unemployment rate fell to 4.8 percent, the lowest since October 2007. Taxable sales in February posted a robust 4.8 percent year-over-year increase. The gain reflected a thousand-fold jump in sales in Storey County due to the operation of the Tesla Gigafactory, Switch and many others at the Tahoe-Reno Industrial Center (TRIC). Gasoline sales (in gallons) fell by 4.7 percent during the same period. Gaming revenue and total air passengers in March increased by 7.4 and 4.0 percent, respectively, compared to last year.

The Clark County economy also exhibited generally positive signals on its economic outlook. The unemployment rate edged down to 4.9 from 5.0 percent in March. March visitor volume for Clark County was the second highest number after July 2016, up by 1.5 percent year-over-year, which is mainly boosted by a 13.3 percent yearly gain from the number of Las Vegas convention attendees. Residential housing permits and commercial permits in February decreased substantially by 58.2 and 32.6 percent, respectively, from last year.

Washoe County also experienced generally positive signals for its economy. The unemployment rate fell to 4.0 percent for the month, the lowest level since early 2007. Taxable sales for Washoe and Storey Counties in February increased substantially by 24.5 percent from a year ago. Residential housing permits in February posted a large 36.1 percent decrease compared to February 2016.

Stephen M. Miller, Director
Jinju Lee, Economic Analyst
UNLV Center for Business and Economic Research

The views expressed are those of the authors and do not necessarily represent those of the University of Nevada, Las Vegas or the Nevada System of Higher Education.

			DATA			GROWTH		
NEVADA	DATE	UNITS	LATEST	PREVIOUS	YEAR AGO	RECENT	YEAR AGO	COMMENTS
Employment	2017M03	000s, SA	1323.8	1325.9	1285.5	-0.2%	3.0%	Up Over Year Ago
Unemployment Rate*	2017M03	%, SA	4.8	4.9	6.0	-0.1%	-1.2%	Reduced
Taxable Sales	2017M02	$billion	4.220	4.273	4.027	-1.2%	4.8%	Up Over Year Ago
Gaming Revenue	2017M03	$million	991.02	945.27	922.33	4.8%	7.4%	Up Strongly From Year Ago
Passengers	2017M03	million persons	4.596	3.748	4.420	22.6%	4.0%	Up Over Year Ago
Gasoline Sales	2017M02	million gallons	86.70	93.55	90.95	-7.3%	-4.7%	Down From Year Ago
CLARK COUNTY								
Employment	2017M03	000s, SA	968.3	968.2	939.0	0.01%	3.1%	Up Over Year Ago
Unemployment Rate*	2017M03	%, Smoothed SA	4.9	5.0	6.2	-0.1%	-1.3%	Reduced
Taxable Sales	2017M02	$billion	3.032	3.185	3.005	-4.8%	0.9%	Up Over Year Ago
Gaming Revenue	2017M03	$million	857.35	825.53	796.77	3.9%	7.6%	Up Strongly From Year Ago
Residential Permits	2017M02	units permitted	803	970	1923	-17.2%	-58.2%	Significant Decrease
Commercial Permits	2017M02	permits	29	32	43	-9.4%	-32.6%	Low and Volatile
Passengers	2017M03	million persons	4.206	3.432	4.074	22.5%	3.2%	Up Over Year Ago
Gasoline Sales	2017M02	million gallons	60.74	66.86	63.51	-9.2%	-4.4%	Down From Year Ago
Visitor Volume	2017M03	million persons	4.101	3.596	4.040	14.0%	1.5%	Up Over Year Ago
WASHOE COUNTY								
Employment **	2017M03	000s, SA	224.5	224.9	217.7	-0.2%	3.1%	Up Over Year Ago
Unemployment Rate*	2017M03	%, Smoothed SA	4.0	4.2	5.4	-0.2%	-1.4%	Reduced
Taxable Sales	2017M02	$billion	0.757	0.669	0.608	13.2%	24.5%	Up Substantially From Year Ago
Gaming Revenue	2017M03	$million	69.01	61.44	63.87	12.3%	8.1%	Up Strongly
Residential Permits	2017M02	units permitted	76	88	119	-13.6%	-36.1%	Down From Year Ago
Commercial Permits	2017M02	permits	14	13	11	7.7%	27.3%	Low and Volatile
Passengers	2017M03	million persons	0.354	0.286	0.312	23.5%	13.4%	Up Strongly
Gasoline Sales	2017M02	million gallons	13.50	14.85	13.55	-9.1%	-0.4%	Down From Year Ago
Visitor Volume	2017M03	million persons	0.428	0.353	0.409	21.2%	4.6%	Up Over Year Ago
UNITED STATES								
Employment	2017M04	million, SA	146.063	145.852	143.826	0.1%	1.6%	Up Over Year Ago
Unemployment Rate	2017M04	%, SA	4.4	4.5	5.0	-0.1%	-0.6%	Reduced
Consumer Price Index	2017M03	82-84=100, SA	243.8	244.5	238.1	-0.3%	2.4%	Up Over Year Ago
Core CPI	2017M03	82-84=100, SA	251.0	251.3	246.1	-0.1%	2.0%	Up Over Year Ago
Employment Cost Index	2017Q1	05.12=100, SA	128.3	127.2	125.1	0.9%	2.6%	Increased
Productivity Index	2017Q1	2009=100, SA	107.1	107.5	106.0	-0.4%	1.0%	Up Over Year Ago
Retail Sales Growth	2017M03	$billion, SA	470.8	471.9	447.8	-0.2%	5.2%	Strong Year-Over-Year Increase
Auto and Truck Sales	2017M03	million, SA	16.53	17.48	16.58	-5.5%	-0.3%	Down From Year Ago
Housing Starts	2017M03	million, SA	1.215	1.303	1.113	-6.8%	9.2%	Strong Year-Over-Year Increase
Real GDP Growth***	2017Q1	2009$billion, SA	16842.4	16813.3	16525.0	0.7%	1.9%	Weak Growth
U.S. Dollar	2017M04	97.01=100	124.349	125.259	119.425	-0.7%	4.1%	Up Over Year Ago
Trade Balance	2017M03	$billion, SA	-43.706	-43.760	-37.259	-0.1%	17.3%	Year-Over-Year Deficit Increase
S and P 500	2017M04	monthly close	2384.20	2362.72	2065.30	0.91%	15.4%	Up Strongly From Year Ago
Real Short-term Rates*	2017M04	%, NSA	-1.70	-1.76	-2.57	0.1%	0.9%	Up Over Year Ago
Treasury Yield Spread	2017M04	%, NSA	1.50	1.74	1.58	-0.2%	-0.1%	Down From Year Ago

*Growth data represent change in the percentage rate, **Reflects the Reno-Sparks MSA which includes Washoe and Storey Counties, ***Recent growth is an annualized rate

Sources: Nevada Department of Taxation; Nevada Department of Employment, Training, and Rehabilitation; UNR Bureau of Business and Economic Research; UNLV Center for Business and Economic Research; McCarran International Airport; Reno/Tahoe International Airport; Las Vegas Convention and Visitors Authority; Reno-Sparks Convention and Visitors Authority; U.S. Department of Commerce; U.S. Bureau of Labor Statistics; U.S. Census Bureau; U.S. Federal Reserve System.

Note: NSA = Not Seasonally Adjusted, SA = Seasonally Adjusted

What do you most enjoy about being a local?

Paul E. Valentine, PE | Director of Nevada Operations, The WLB Group, Inc.

"To me, growing up and living in the Valley has always been about the outdoors. The opportunities we have to spend time outdoors, with such great venues as Red Rock, Valley of Fire, Lake Mead, Mt. Charleston, all just minutes away, is very important to me."

Donna Marcou | Business Development Director, Travelzoo

"Las Vegas has so much to offer! I actually go to the strip to experience our great celebrity chef restaurants, amazing entertainment, shows and resorts! I also love the growth of our new downtown area, especially Fremont East with eclectic bars, bands and restaurants!"

Chad Hirschi | CEO and President Hirschi Masonry

"I love spending time outdoors with my family. Whether it's boating at the lake, riding dirt bikes, or taking our jeep out and exploring the vast landscapes in Southern Nevada. We love that Las Vegas truly has it all."

Kylie Rowe | Vice President of Relocation and Corporate Services Dickson Realty

"With so many companies and individuals relocating to our state, it gives locals an opportunity to do more for our community, linking the new with the old and increasing the pride we have for Nevada."

Jeff Miller | Director of Business Development, M² Geomatics

"I truly enjoy developing business relationships with countless people from the Las Vegas area and I'm absolutely amazed at what the future holds for the greatest city in the world!"

Ty Whitaker | CEO The Abbi Agency

"Our culture. I love being a part of a community that appreciates and supports the outdoors, culture, great food, and local businesses. We are welcoming, supportive, and wildly unique."

Connecting Communities For Over 50 Years

Fifty-two years ago, when conventional utility companies would not serve the desert valley, the residents of rural southwest Nevada throttled up their frontier spirit and formed their own energy cooperative: Valley Electric Association. In 2015, Valley Communications Association was founded to address the lack of another essential utility in our region: high-speed Internet. Since inception, VCA has connected over 5400 households with broadband Internet access. VEA's member-owners trust us to deliver reliable, affordable electricity to their homes. Now they can trust us to do the same with high-speed broadband.

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NEVADA STATE BANK ADDS AN INDUSTRY VETERAN TO OUR PRIVATE BANKING TEAM

Jeffrey Williams
Vice President
Senior Private
Banking Officer

We are pleased to announce the addition of Jeffrey R. Williams as vice president/senior private banking officer.

Jeff is a seasoned financial professional, attuned to the needs of high net-worth and high-income individuals and their families. His 33-year career spans a diverse range of financial services, including banking, investments, trust services, wealth planning, and business development, ensuring a level of experience valued by his clients.

A Nevada resident since 2006, Jeff is a graduate of Leadership Las Vegas and an active member of our community. He has served on the board of trustees for the Nevada Ballet Theatre and Las Vegas Philharmonic.

We are excited to add Jeff's expertise to the Private Bank, and we proudly welcome him to the team.

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BY NEVADA STATE BANK

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